

AW5.2 Price Schedule

Please ensure that you DO NOT alter this spreadsheet. Any alterations may result in your Pricing being disqualified.



PS18070 Nursery Services at Rutherford Appleton Laboratories, Science and Technology Facilities Council (STFC), Harwell Campus

Please ensure that you fully comprehend the specification when providing these costs and proposed budgets.

Please populate blue cells and check additions
See Glossary for definitions

Please provide all assumptions and continue on a separate sheet as necessary

	Year 1	Year 2	Year 3	Year 4	Year 5	Total	Assumptions
1 REVENUE							
STFC Staff Annual Revenue	£247,181	£745,293	£862,407	£916,540	£973,465	£2,771,421	from Day Rates and Revenue tab - this is estimated on the basis of minimum assumptions
Community/DLS Annual Revenue	£80,421	£226,894	£227,844	£224,357	£219,829	£759,516	" " " " " "
TOTAL REVENUE	£327,602	£972,187	£1,090,251	£1,140,897	£1,193,294	£4,724,231	

	Year 1	Year 2	Year 3	Year 4	Year 5	Total	Assumptions
2 PROVIDER COSTS							
Labour						£0	
Training						£0	
Recruitment						£0	
Uniforms						£0	
Additional one-off fit out costs for Kitchen (if required)						£0	
Lunch provision provided by Nursery Contractor						£0	
Food (Snacks - mid morning and mid afternoon)						£0	
Consumables						£0	
Educational Activities						£0	
Registration Fees						£0	
Insurance						£0	
Cleaning						£0	
Waste Collection						£0	
Toys, Play equipment						£0	
Furniture						£0	
Appliances						£0	
Depreciation	£0	£0	£0	£0	£0	£0	from table below
Management Fee						£0	please provide further details below
Other (Please insert)						£0	
Other (Please insert)						£0	
PROVIDER TOTAL COSTS	£0	£0	£0	£0	£0	£0	
TOTAL REVENUE LESS PROVIDER COSTS	£327,602	£972,187	£1,090,251	£1,140,897	£1,193,294	£4,724,231	

	Year 1	Year 2	Year 3	Year 4	Year 5	Total	Assumptions
3 CAPITAL EXPENDITURE							
Item 1							
Item 2							
Item 3							
Item 4							
TOTAL CAPITAL EXPENDITURE	£0	£0	£0	£0	£0	£0	Please specify any items that would need to be replaced/refreshed less than annually which would be depreciated over their useful lives; specify replacement assumptions and rates of depreciation

	Year 1	Year 2	Year 3	Year 4	Year 5	Total	Assumptions
4 DEPRECIATION							
Item 1							
Item 2							
Item 3							
Item 4							
TOTAL DEPRECIATION	£0	£0	£0	£0	£0	£0	include in row 30 above

	Year 1	Year 2	Year 3	Year 4	Year 5	Total	Assumptions
5 MANAGEMENT FEE							
Element 1							
Element 2							
Element 3							
TOTAL MANAGEMENT FEE	£0	£0	£0	£0	£0	£0	1. Please explain basis of calculation of Management Fee included in row 30 above. including what elements are included in the management fee include in row 31 above

The figure used for evaluation is the total Cost (ex VAT) provided in cell H35. The total cost is the revenue costs (ex VAT) and the total provider costs and any/all costs associated with the delivery of the project (ex VAT).

Pricing Schedule

PS18070 Nursery Services at Rutherford Appleton Laboratories, Science and Technology Facilities Council (STFC), Harwell Campus



For illustration purposes - the below occupancy represents assumptions based on current and projected occupancy based on registrations, confirmations and known demand from core priority categories 1-3: STFC, DLS & UKRI families. There is further demand not included in this illustration which relates to lower priority categories 4-6 - please refer to row 37, and to the Admissions Policy for descriptors of these categories. The intention is to meet the growth and demand primarily from categories 1-3 which represents the core workplace categories.

Annual Revenue / Turnover (for information)

	Year 1 (1 Nov 2018 to 31 Mar 2019)		Year 2 Apr 2019-Mar 2020		Year 3		Year 4		Year 5	
	STFC	DLS/Community	STFC	DLS/Community	STFC	DLS/Community	STFC	DLS/Community	STFC	DLS/Community
Day Rate	£38.73	£53.72	£39.78	£55.17	£40.85	£56.66	£41.95	£58.19	£43.08	£59.76
Annual Revenue (for information)		327,602		972,187		1,090,251		1,140,897		1,193,294
Breakdown between fee type	247,181	80,421	745,293	226,894	862,407	227,844	916,540	224,357	973,465	219,829

this is estimated on the basis of minimum assumptions

Annual Revenue is calculated by multiplying the day rate by 112 children * 255 nursery days (with the exception of Year One 105 Days) - assuming start 1 Nov 2018 * an average occupancy rate of 67% in Year 1 rising to 92% in Year 5. Rates have been agreed with the parents for 1st April 2018 to 31st March 2019. For future years it is assumed that fees will only be increased in line with CPI.

Assumptions:					
CPI	2.7%				
Capacity	112				
Average occupancy	67%	80%	88%	90%	92%
STFC: DLS/Community ratio:					
STFC Cat 1	81%	82%	84%	85%	86%
DLS/Community Cat-2-3	19%	18%	16%	15%	14%
Operating days	105	255	255	255	255

Potential total occupancy with non-core categories 4-6 and which can be allocated in line Admissions Policy					
	110%	120%	127%	128%	128%

Sales	
STFC Staff Annual Revenue	Revenue from fees - refer to Admissions Policy for descriptors
Community/DLS Revenue	Revenue from fees - refer to Admissions Policy for descriptors
Costs (Provider)	
Labour (all costs - pension, holiday, sickness, NI, benefits (subsidies for Nursery fee rate reduction))	All provider labour costs
Training	Specific training costs for Little Stars based staff only
Recruitment	Specific costs to Little Stars Nursery e.g., local & national paper advertising
Uniforms	Specific costs for Little Stars based staff only
Food (Lunch if provided by on-site caterer)	Lunch. Note current provider has contract with BaxterStorey to provide lunch (STFC's current provider for catering services on site)
Food (Lunch, if provided by Nursery Contractor)	Lunch. If Bidders are going to provide own lunch by another means other than the on-site caterer.
Food (Snacks - mid morning and mid afternoon)	
Consumables	Marketing materials (specifically for the benefit of Little Stars Nursery)
	Office Supplies
	Centre Supplies (e.g., Washing powder, aprons, gloves, cotton wool, sun cream, hand wipes)
	Postage and Delivery
	Telephone and fax costs
	Email expense/computer costs
	Educational supplies/equipment
Educational Activities	Curriculum activities
Registration Fees	OFSTED registration fees
Insurance	Public Liability, Employer's Liability and Professional Indemnity
Cleaning	Cleaning of the Nursery including cleaning materials, labour, consumables (hand towels, toilet tissues, equipment) Must be undertaken after 6pm when Nursery is closed. Excludes window cleaning.
Waste Collection	Current arrangements are One Nappy bin collected once a week contracted by current Nursery provider - this will have increased with the increased capacity. One x1100ltr General Mixed Waste bin emptied twice per week, One x 1100ltr Dried Mixed Recycling bin emptied twice per week, One x 120ltr Food bin emptied fortnightly (currently the GMW, DMR and Food waste bins are provided by STFC, however in this contract this will be the responsibility of the Service Provider although there is an option to pay for current site service)
Toys, Play equipment	All toys, play equipment required for the operation of the Nursery
Furniture	All furniture required for the operation of the Nursery
Appliances	All appliances within the kitchen and laundry room required for the operation of the Nursery. Please include all necessary service and maintenance costs.
Management Fee	Central support (financial, operations, educational)
	Strategic development and planning for continuous improvement
	Dedicated account management
	Early years specialists to develop and monitor the curriculum to meet the expectations of the Early Years Foundation Stage
	Training specialists to assist with development and implementation of nursery-based training programmes
	Field managers who are available to replace managers in prolonged absences such as long term illness, maternity or parental leave
Non-recoverable costs	
Staff reward incentives	
Subsidy refund for staff nursery fee reduction	
Mileage for central lead activities or travel expenses	
Contributions to non Little Stars Nursery initiatives	
Staff mobile phone costs	
Internet service provider costs (unless used specifically for the benefit of children)	
Items not listed in the Glossary of Terms	
Contributions to trademarks	