



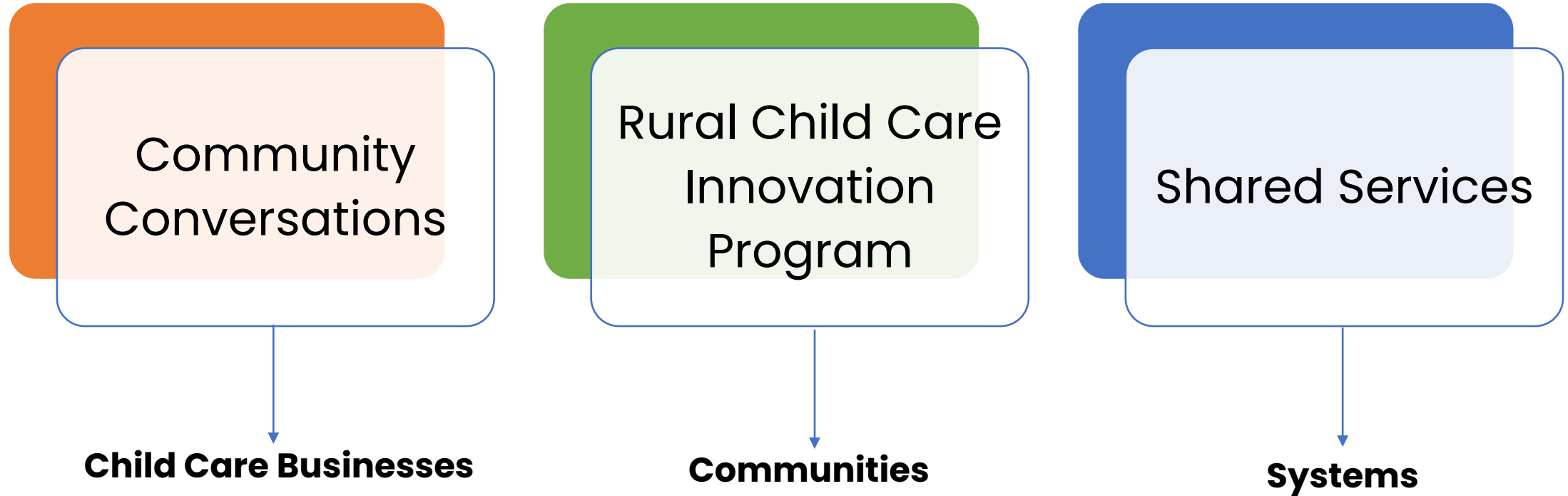
**The ECE Business
Collaboratory**



Fostering Community-Led Approaches to Child Care Supply Building

Jaime Odister, Michigan Business Development Specialist
Suzanne Pearl, Minnesota Director

Overview



Community Conversations

BIPOC-focused resource program designed to name and navigate systemic racism in child care finance

Promotes growth/sustainability of BIPOC-owned child care businesses by building business capacity and skills related to securing and managing capital

Cohort comprised of 8 sessions over 4 months

- Sessions facilitated by FCF staff or contracted facilitator representative of community
- Guest Experts representative of the community and working in the subject area invited to present

 **First Children's Finance**



Community Conversations

Participants must complete financial action plan and financial analysis of their business

Topics determined with input from community and include:

- Assessing your strengths as a business owner
- Credit and wealth-building
- Procuring & managing a child care facility
- Entrepreneurship & tax issues
- Historical & racial trauma
- Managing revenue from public sources

Cohorts to date: African-American, Somali, Hmong and Latinx





Community Conversations: Access to Capital

Forgivable Loans

- Eligible to apply upon completion of cohort and cohort assignments
- Licensed child care provider in good standing with Minnesota Department of Human Services
- \$5,000 for family provider, \$20,000 for child care center
- 3-year term, with one-third forgiven after each year upon completion of 8 hours of technical assistance
- Forgiven term can be reported to credit agencies as successfully closed loan
- 3% interest on any outstanding amount at default (less prior forgiven amount)

Lessons Learned

- Participants hesitant to engage in underwriting process
- Many participants have declined opportunity
- Take time to build trust between FCF and community



An adequate supply of childcare is a critical component to a healthy community and a vibrant regional economy.

First Children's Finance partners with communities to develop local solutions to address childcare shortages.



**Analyze supply
of child care**



**Innovate ideas
to create new
slots**



**Empower
communities to
implement solutions**



**Provide technical
assistance to
create incentives**

 **First Children's Finance**



Programs & Services for Communities

Program

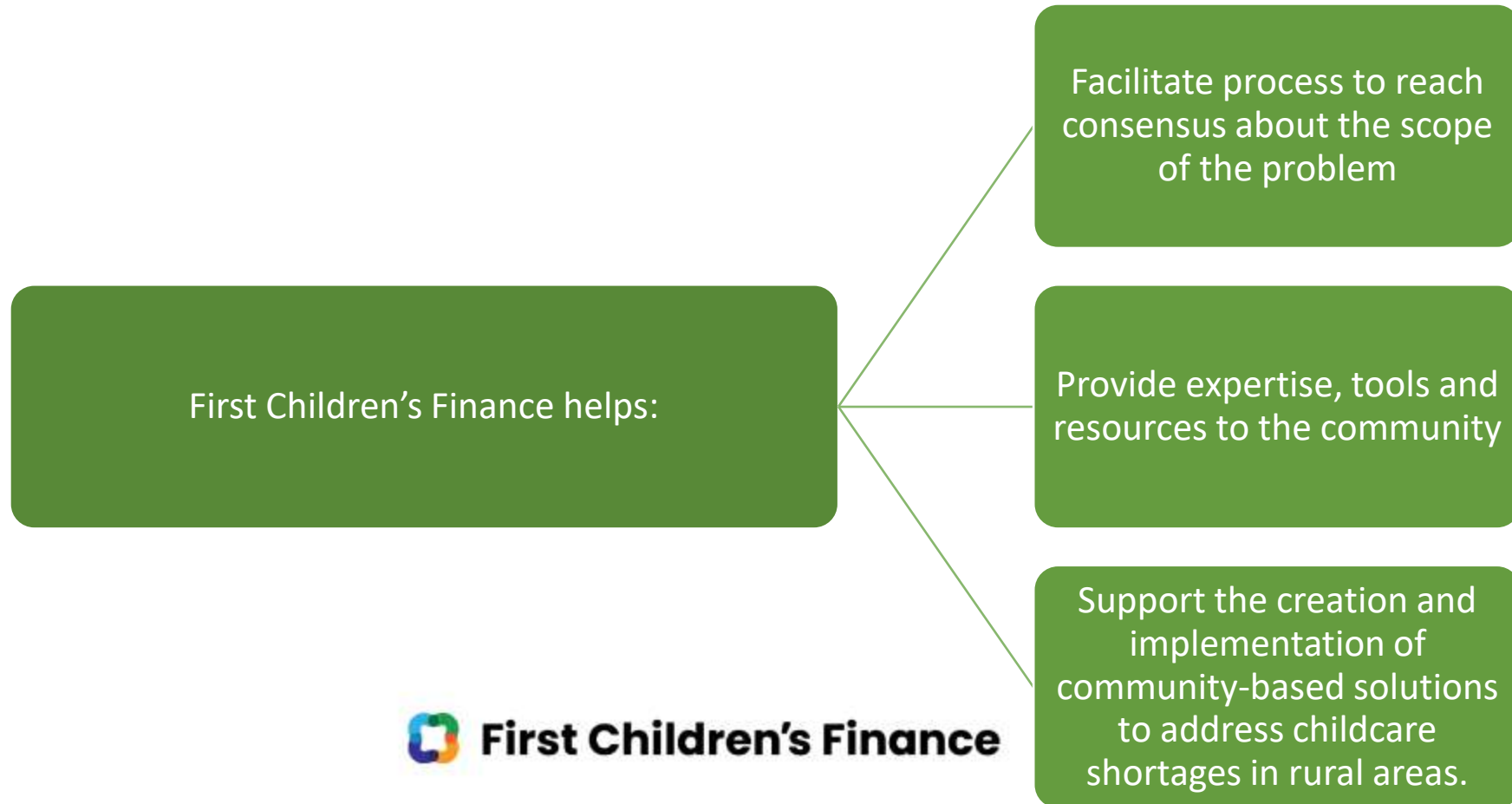
- Rural Child Care Innovation Program
- Child Care Strategic Supply Plan
- Child Care Study

Consulting Services

- Child Care Supply Demand and Gap Analysis
- Community Solution Action Plan
- Recommendation of Sustainable Child Care Business Models
- Guidance for Public-Private Partnerships to Build and Maintain Supply
- Technical Expertise on Local Policy and Financial Incentives

Rural Child Care Innovation Program

Community engagement process designed to address the challenges of childcare in rural communities



Goals of RCCIP

- New Child Care Supply
- Support of Existing Supply
- Plan to Move Forward



Statewide Shared Services



Statewide Shared Service Advisory Committee

Early Childhood Investment Corporation (ECIC) and W.K. Kellogg Foundation convened an advisory committee of statewide individuals from every sector of early childcare and education

The purpose of the Shared Services Advisory Committee (Michigan Childcare Business Network) is to inform statewide efforts to provide **equitable** resources, both state and local, to sustain child care businesses and improve the access to quality care for families.

Michigan Child Care Business Network (Shared Services)

Melba Platform: Web-based platform that offers members access to

- Discount Programs
- Time Saving Templates
- Business enhancing tools

MELBA Platform

- Provide Resources
- Sustain Businesses

Policy & Advocacy:

Provider Power

- Advocacy training (in collaboration with supportive follow-up)
- Connection to policy makers

Policy & Advocacy

- Inform Efforts
- Sustain Businesses
- Improve Access

Legislator Education

- Testimonials
- Case studies
- Data

Vital Communication

- Inform Efforts
- Provide Resources
- Sustain Businesses

Vital Communication:

Vital information, sharing through

- FB page
- Email blasts
- Quarterly newsletter
- Blog
- Live Briefings
- Mailings/texts/phone calls

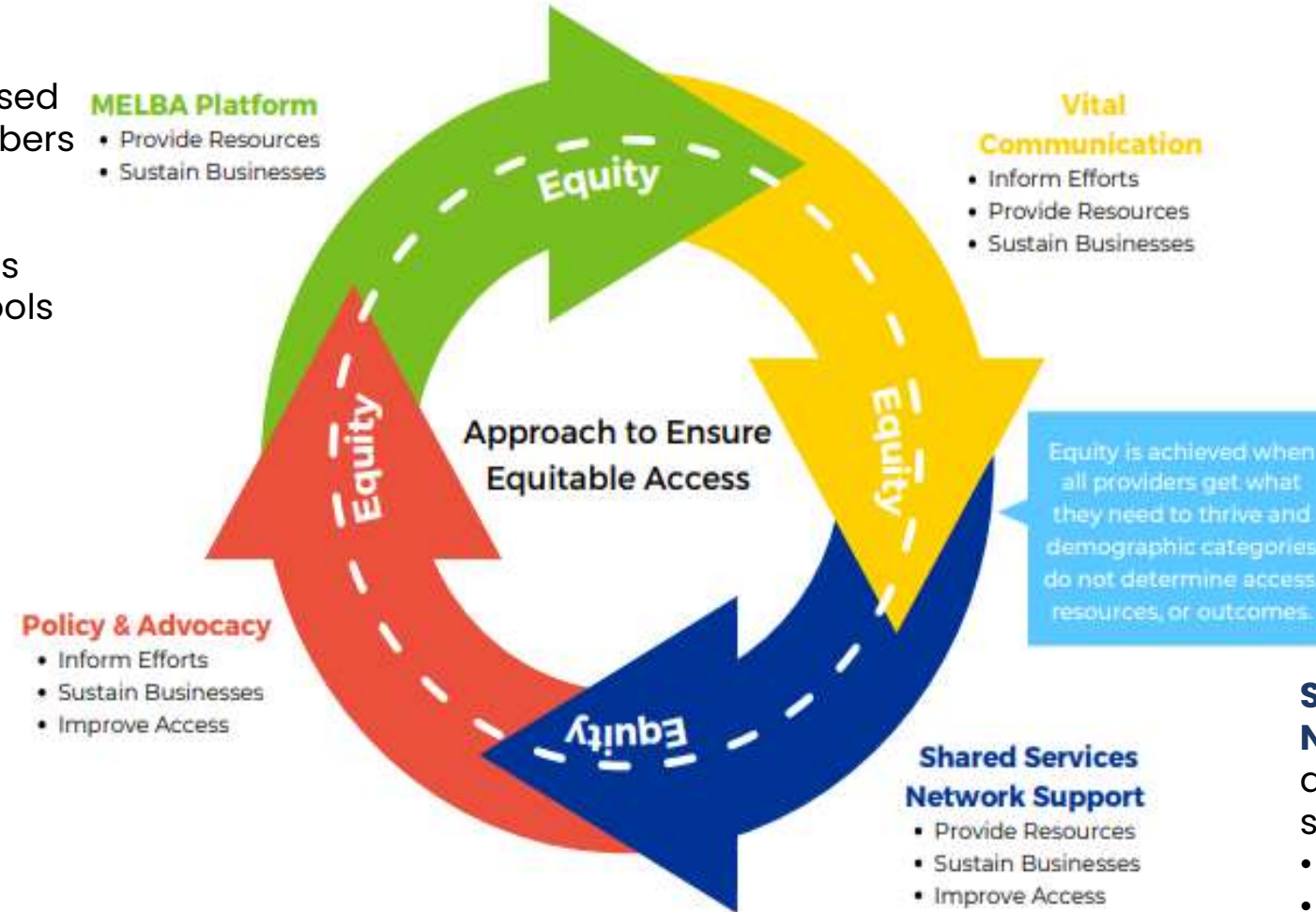
Shared Services Network Support

- Provide Resources
- Sustain Businesses
- Improve Access

Shared Services Support

Network: Supports to develop and sustain local networks for shared services:

- Toolkits
- Trainings
- Consultation
- Learning communities
- Connections to funding



Achievements

Established after the 2017 Collaboratory

-
- ★ MELBA Ambassador Program
 - ★ Permanent Support and Home for the MELBA Application
 - ★ Increased MELBA Membership
 - ★ Free MELBA Membership available to all Great Start to Quality providers in the State of Michigan
 - ★ Hosted Listening Sessions with the Governor's Office
 - ★ Supported and spread ideas and information regarding early childcare and education statewide (pre and post pandemic)
 - ★ Handprint Campaign which supported historic \$1.4 billion dollars in child care investment

 **First Children's Finance**



Questions?