

# Investing in Early Learning Ventures to Promote Child Care Quality and School Readiness



March 2014

STRONGER  
Together

## benefits to society

health care savings  
justice system savings  
education system savings  
more productive workforce

greater school success  
better health outcomes  
less risky behavior



high-quality early care and education

learning  
opportunities

child-  
teacher  
relationships

health &  
safety

classroom  
management

family  
engagement

staff  
qualifications

curriculum &  
assessment

learning  
environment

professional  
development

staff-child  
ratios

strong  
leadership



# The Opportunity

- ✦ Millions of young children spend time in early care and education arrangements every day
  - Some are in publicly funded programs (e.g., Head Start, state-funded pre-K)
  - Majority are in “market-based” child care funded mostly through parent fees and tuition

# The Problem

- ✦ Quality of market-based care varies greatly but overall is of **mediocre quality**
  - Quality of child care is significantly lower than Head Start and state pre-K
  - Child care considered the “weak link” of the early care and education system

Why?...



benefits to society



high-quality early care and education

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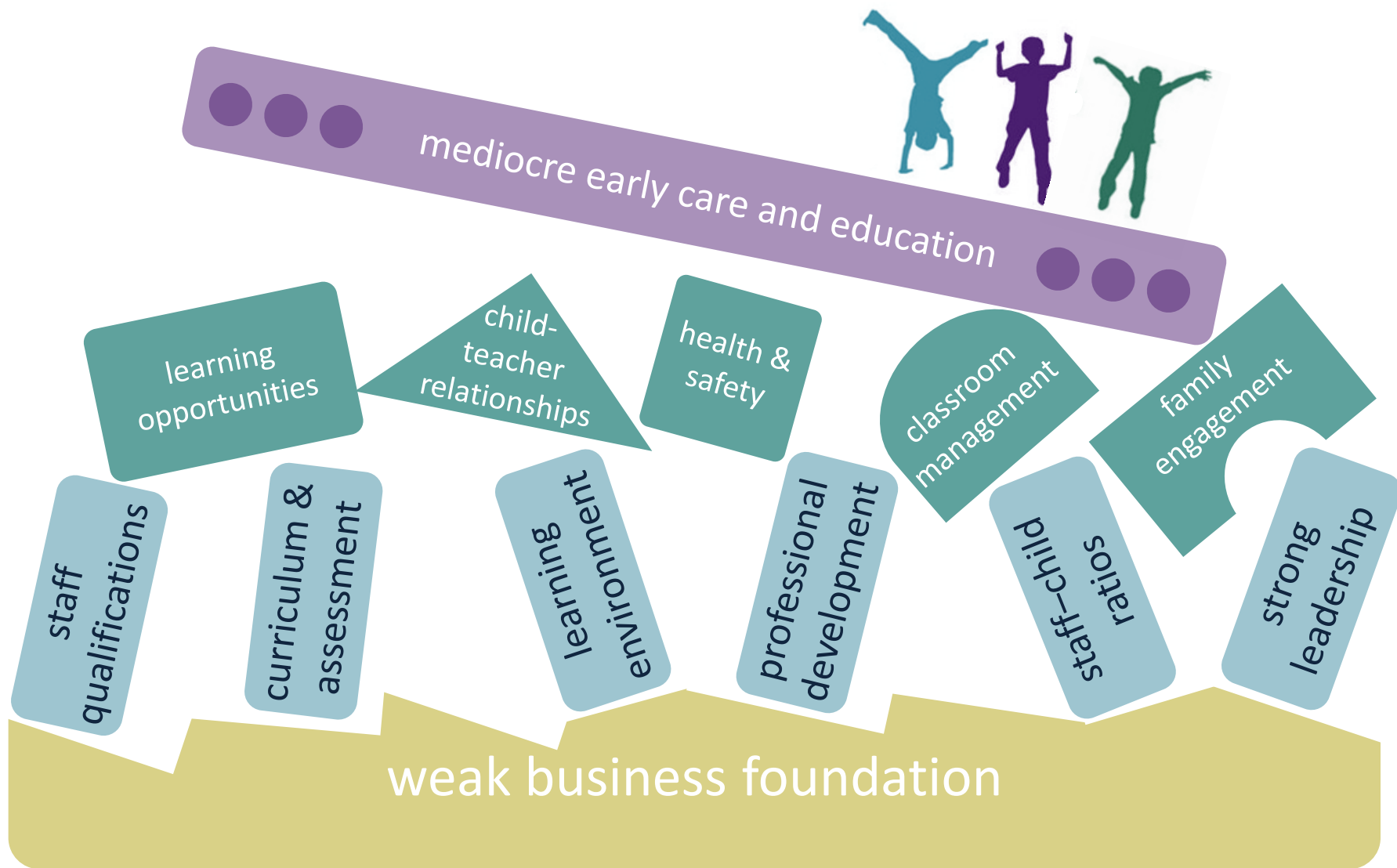
professional  
development

staff-child  
ratios

strong  
leadership

strong business foundation





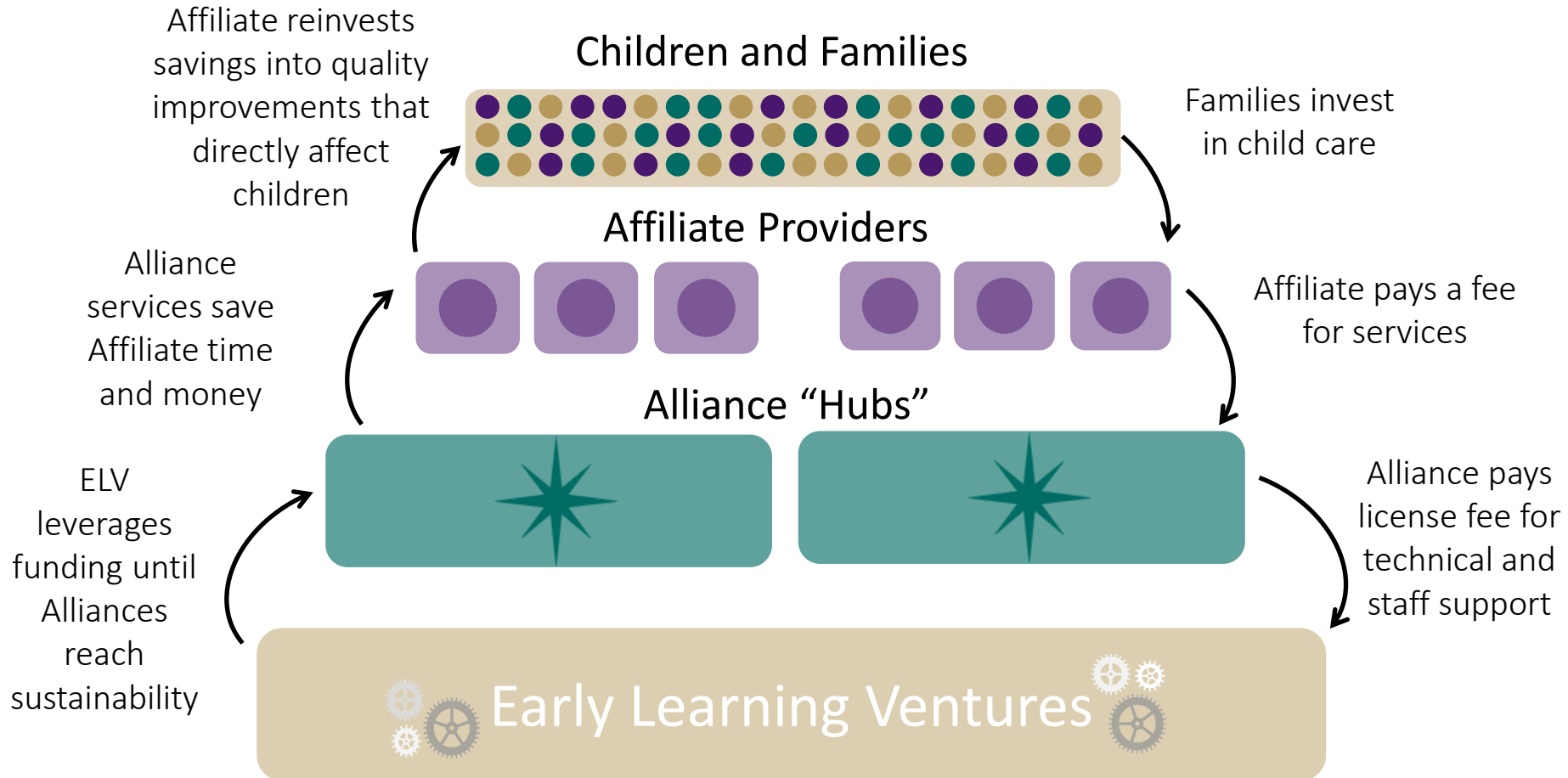
# Child care market challenges:

- ✦ Lack of consistent demand for quality
- ✦ Insufficient product differentiation and information for parents
- ✦ Low profitability
- ✦ Limited or no economies of scale
- ✦ Costly quality-improvement regulations
- ✦ Weak federal, state, and local infrastructure to support child care quality

**“Parents can’t afford to pay, teachers can’t afford to stay,  
there’s got to be a better way”**

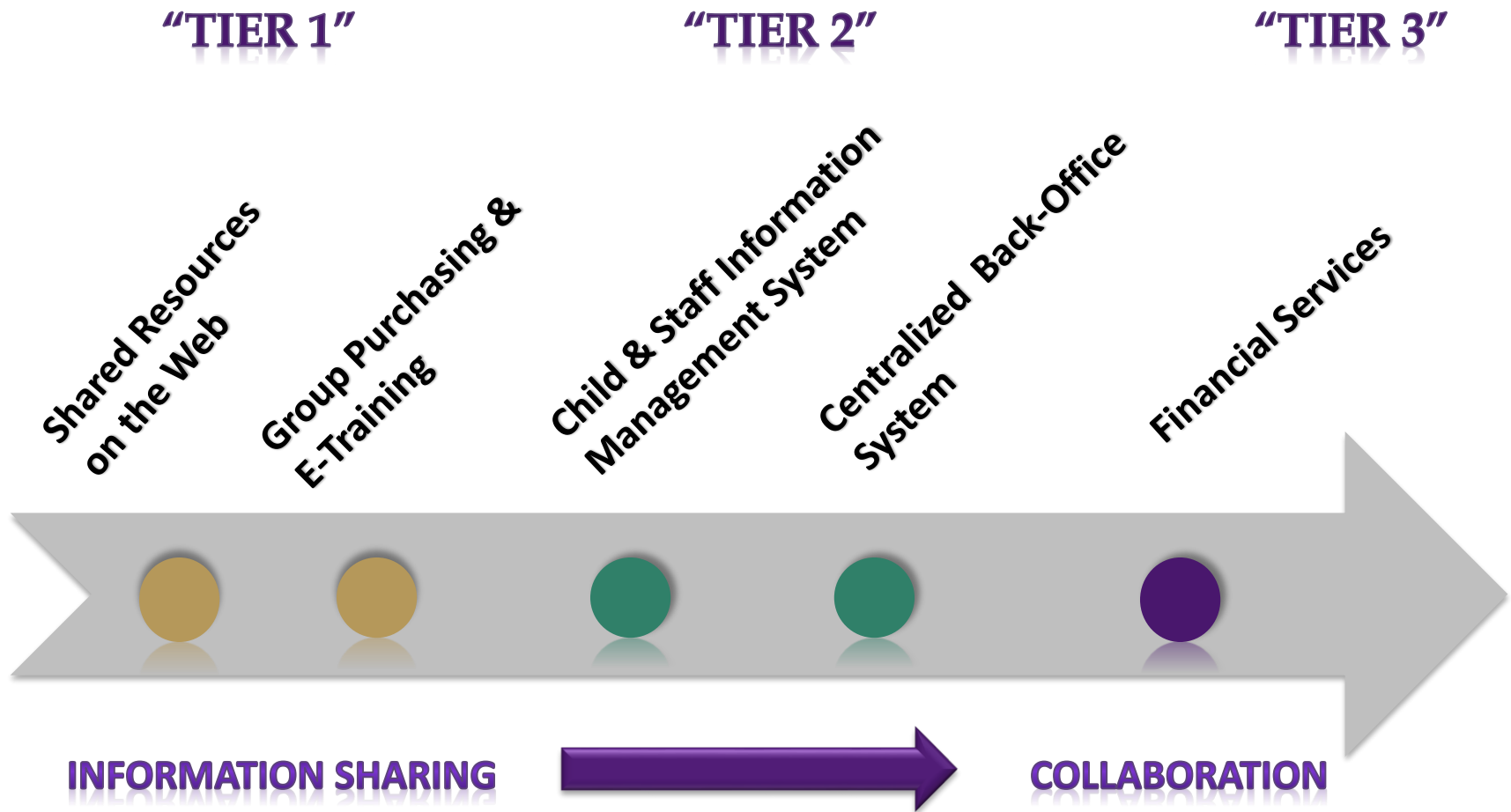


# The Early Learning Ventures Shared Services Model





# ELV Shared Services Model Tier Levels





# How It Works – The Details

Hub agencies called “**Alliances**” help child care providers:



Attain critical economies of scale

- Purchasing
- Procurement
- Marketing
- Human resources



Streamline business functions

- Registration and enrollment
- Accounting support
- Tuition billing and collection
- Payroll

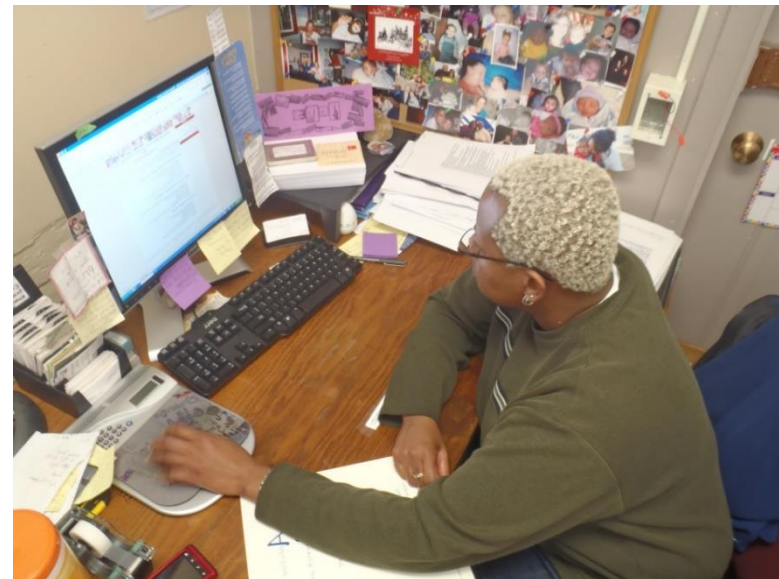


Program and staff development

- Curriculum, assessment, “best practices” resources
- Child development tracking
- Staff training and professional development

# ELV Alliance Core

- ✦ Innovative web-based application
  - Increase operational effectiveness
  - Manage data with confidence
  - Virtual connection to regulators





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## Help a colleague in less than 5 seconds

See the poll at the bottom of this screen? Frequently these polls come from your colleagues. Answer the question each time you log in and you'll be helping a colleague.

## Tip of the Week

Develop meaningful partnerships with families.

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CLICK A BUTTON TO ACCESS PROGRAMS AND TOOLS

<a href="#">ELV Resources</a> 	<a href="#">Cost Savings</a> 	<a href="#">Classroom</a> 	<a href="#">Program Admin</a> 	<a href="#">Human Resources</a> 	<a href="#">Marketing</a> 	<a href="#">Training</a> 	<a href="#">Library</a> 	<a href="#">Community</a> 	<a href="#">Alliance CORE</a> 
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### Current Poll

How many paid days off, including vacation and sick days, do you offer your full time staff each year?

- ☐ None  
☐ 1 - 4 days  
☐ 5 days  
☐ 6 - 9 days  
☐ 10 or more days

### Previous Poll Results

Which method do you use most often to recruit staff?

Referrals from staff - 17%

Newspaper ads - 17%

Local college relationship - 0%

Craigslist postings - 33%

Monster job ads - 33%

Other - 0%

6 responses



ChildCareExchange.com - ExchangeEveryDay

[Katrina Kids](#)

Posted: Wed, 10 Nov 2010

[Early Influences](#)

Posted: Tue, 09 Nov 2010

[Disposition to Learn](#)

Posted: Mon, 08 Nov 2010

[Oldest and Largest](#)

Posted: Fri, 05 Nov 2010

[Measure Up Monster](#)

Posted: Thu, 04 Nov 2010



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## TRAINING

[Hand Washing](#)

[Licensing Training](#)

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## Online University



### Open 24/7

The Online University uses a research-based educational strategy called POWER Learning that enhances the learner's ability to retain, recall and reuse concepts and skills. Based on the principles of adult learning and memory recall, POWER Learning, along with continuous practice, helps the learner master the essential knowledge and skills to succeed.



Following is a sampling of the courses available:

- Dealing with Difficult or Angry People
- Hand Washing
- Introduction to Public Relations
- Introduction to Marketing
- Microsoft Outlook
- Microsoft Word
- Microsoft Excel
- Microsoft Access
- Microsoft PowerPoint
- OSHA - Avoiding Electrical Hazards



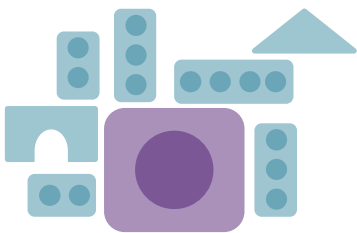
# The Current Landscape: Business Survival

High-Quality Care and Education

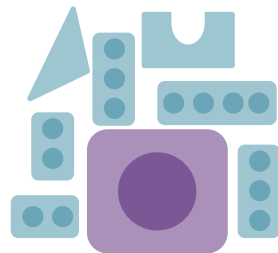
Resources committed to sustaining business, not quality

Providers struggling to make ends meet

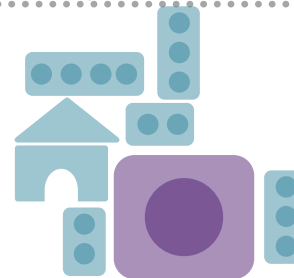
Business Sufficiency



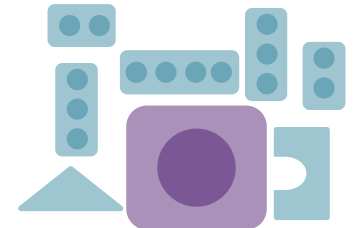
Child Care Provider



Child Care Provider



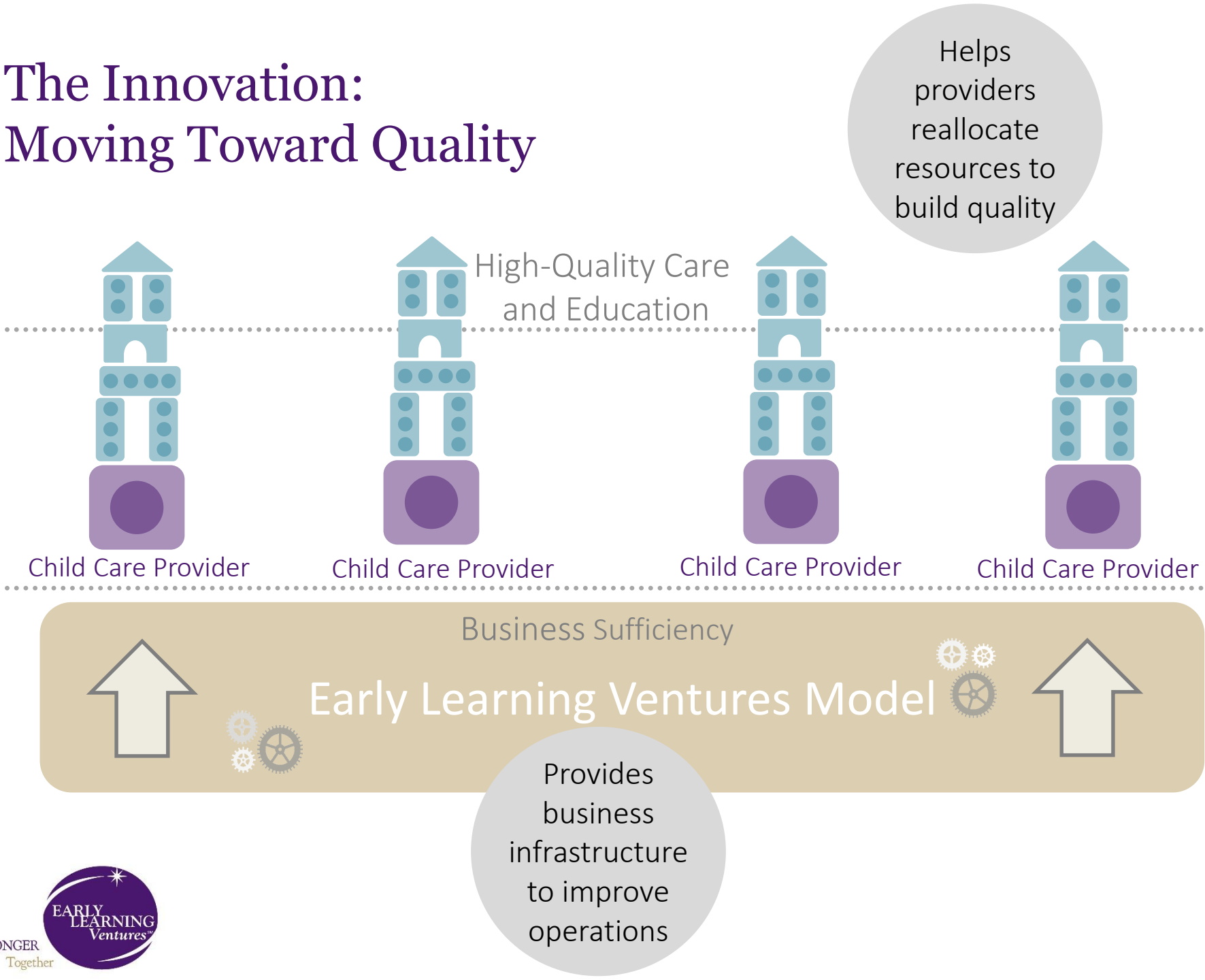
Child Care Provider



Child Care Provider



# The Innovation: Moving Toward Quality





# Child Care Providers



Experience benefits from:

- Stronger business infrastructure
- Financial stability
- Professional development
- Increased licensing compliance



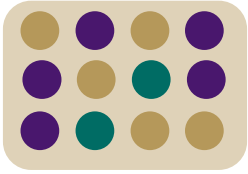
Outside economists conducted study to examine ROI for providers



Results indicated up to **\$8.08** return per dollar and up to **\$114,400** five-year return for providers







# Children and Families



Access to higher quality care and education



Benefit from health and nutrition programs provider is able to offer



Experience stronger family engagement and staff–child interactions





# State and Local Government

- ★ More efficient and effective licensing procedures
- ★ Stronger educational outcomes as a result of increased quality
- ★ Improved health outcomes as a function of programs offering better nutrition and child well-being supports



# Improved Efficiencies for Child Care Licensing



Alliances help facilitate compliance by:

- preparing and organizing providers for licensing visits
- automatically populating regulatory documents
- assisting providers in applying for and meeting requirements of state/federal programs (e.g., CACFP)



Increases efficiency of licensing division

- time needed for typical regulatory visits could be reduced by 50%
- allows visits to be more quality-focused rather than compliance-focused
- helps strengthen partnerships between licensing specialists and providers

**ELV model has potential to save state hundreds of thousands of dollars each year**



# Promoting Positive Health Outcomes

## Nutrition



- ✦ Nearly 15% of U.S. households experience food insecurity
  - Households with children under six at greatest risk
- ✦ ELV works with partner providers to support improved nutrition
  - Access to Healthy Options for Preschoolers trainings
  - CORE enhancements to streamline CACFP accountability
  - ELV support resulted in healthful vended meals provided for 900 additional children per day in six month period

Adequate nutrition linked to healthy cognitive development, increased academic achievement, and decreased rates of illness



# Promoting Positive Health Outcomes



## Immunizations

-  For each dollar spent on immunizations:
  - \$5.30 direct benefit
  - \$16.50 societal benefit
  
-  ELV model improves immunization compliance by:
  - tracking each child's immunization status
  - prompting parents when additional immunizations needed

Immunizations shown to improve health of children and  
lower health care costs



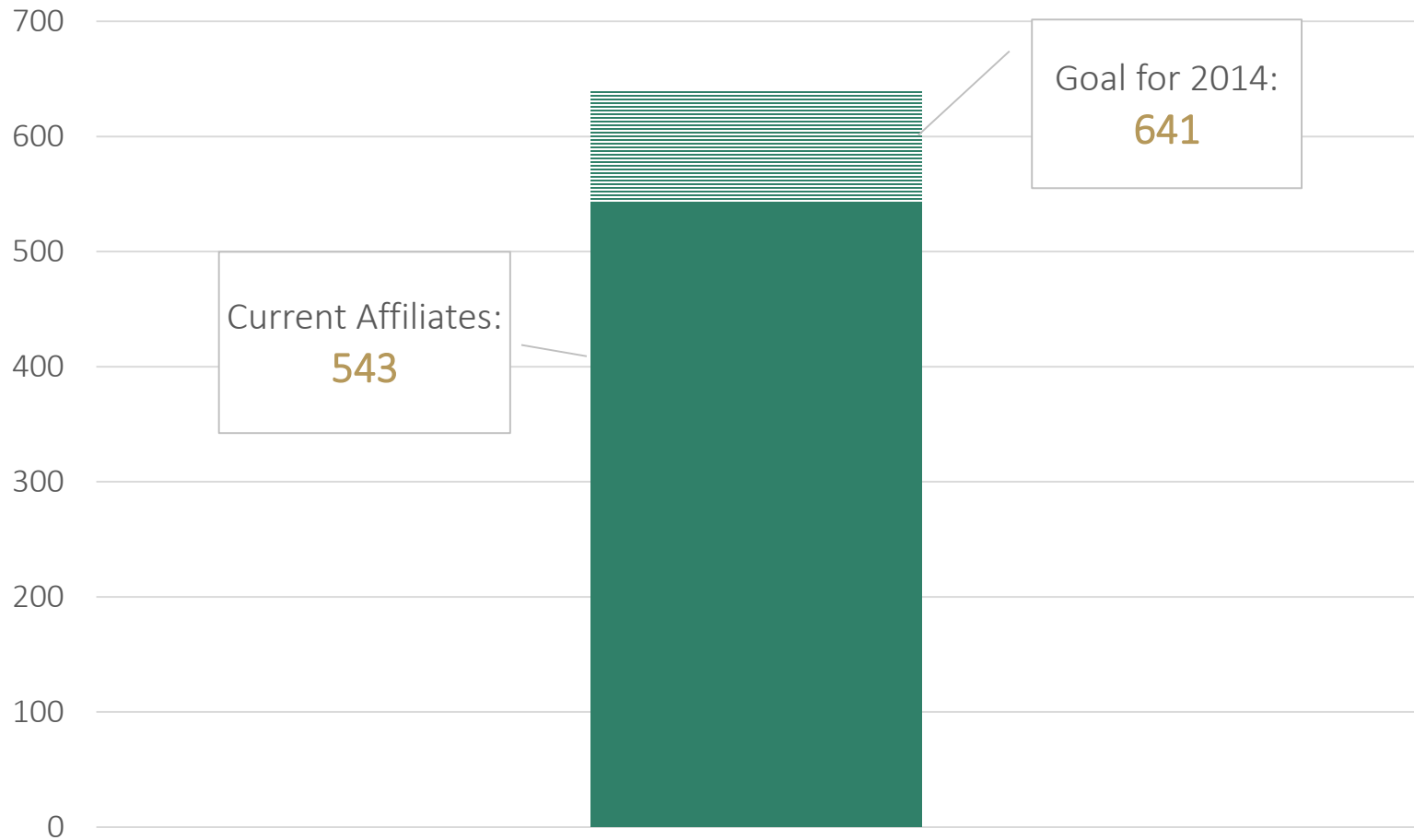
# Promoting Positive Education Outcomes

-  ELV model creates greater access and increased quality of early care and education options
  - Business efficiencies allow providers to expand and direct more resources to quality improvements
  - Curriculum, assessment, and “best practices” resources
  - Regular training and professional development opportunities
-  High-quality early care and education translates to:
  - Greater school readiness
  - Reduced rates of grade retention
  - Reduced need for special education
  - Increased high school graduation rates

**Significant savings for the education system and benefits society as a whole to have better educated more productive future workforce**

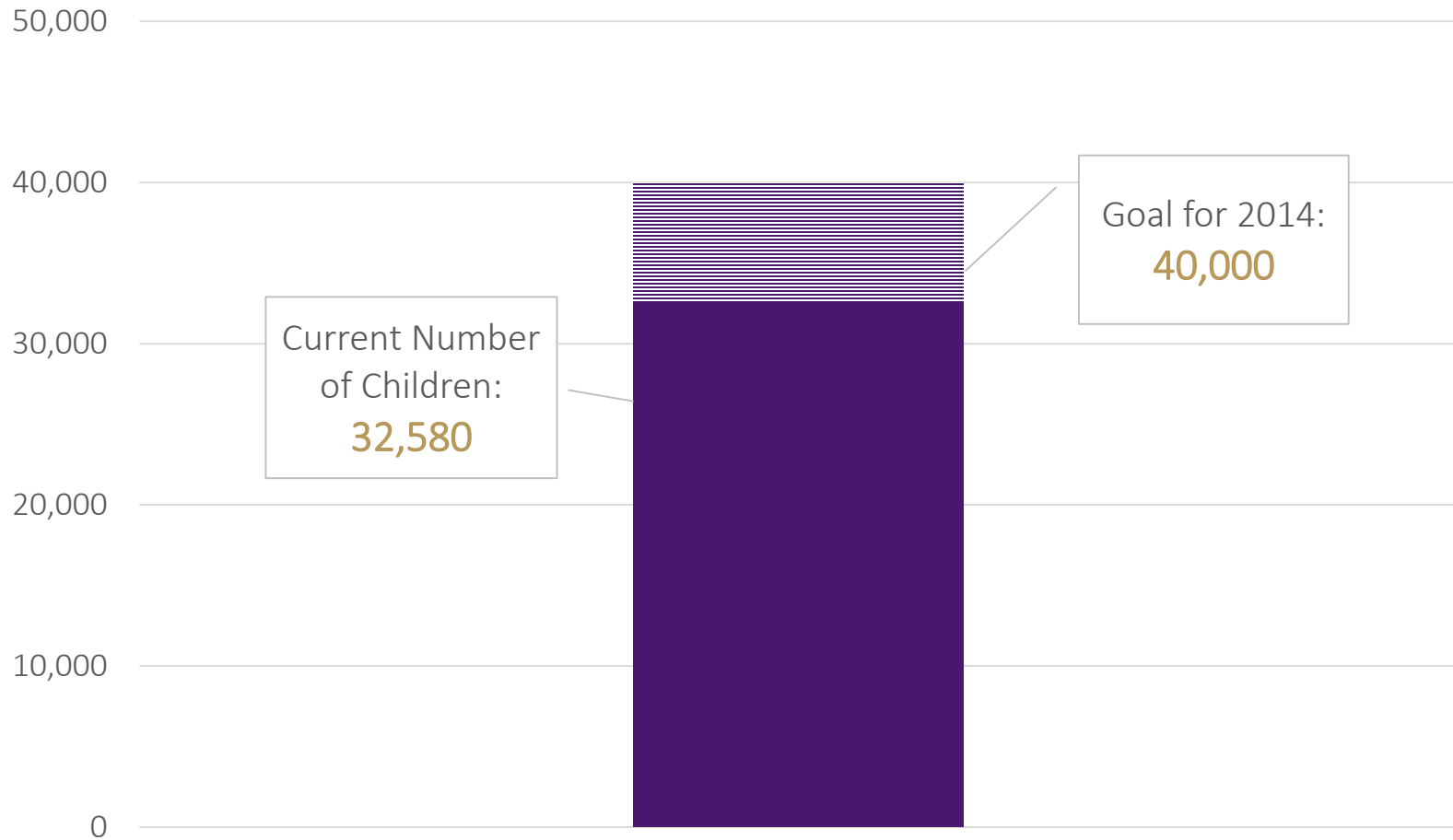


# Current Number of Affiliates

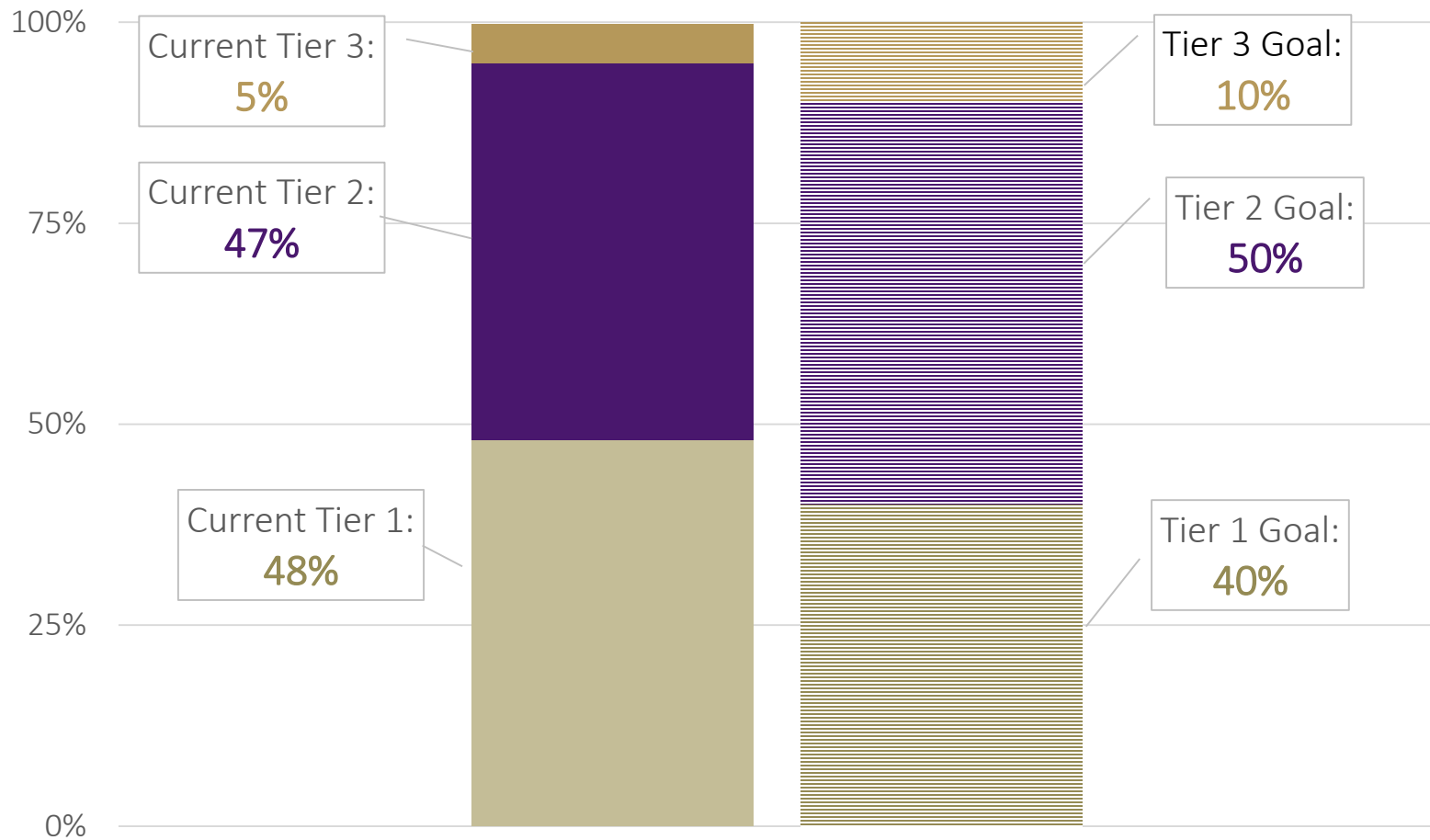




# Current Number of Children Served



# Tier Membership



# Discussion and Contact Information



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