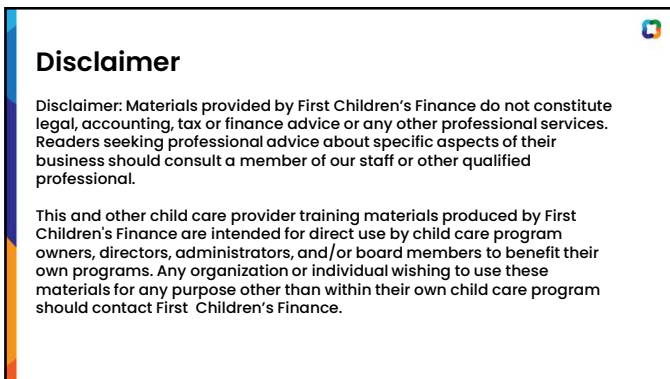




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Our Theory of Change

- We **PARTNER** with child care businesses to strengthen their operations and achieve their dreams – at every step of the way.
- We **CONSULT** with communities to achieve a sustainable child care supply that meets local economic and cultural needs.
- We **CHANGE** public systems through partnership and expertise, elevating child care in policies, practices, funding, and plans.

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First Children's Finance Supportive Services

Ongoing Education	Supportive Services	Access to Capital
WEBINARS	START UP SUPPORT	LENDING
PROVIDER TRAININGS	FINANCIAL ANALYSIS	SHARIA COMPLIANT
STATE APPROVED	BUSINESS CONSULTATION	GRANTS
BUSINESS LEADERSHIP COHORT	CRISIS SUPPORT	

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About First Children's Finance

The mission of First Children's Finance is to increase the supply and business sustainability of excellent child care.

- 1991**: Founded as a Community Development Financial Institution (CDFI)
- 2006**: Became a national non-profit organization
- 2008**: Expanded to Michigan & Iowa
- Today!**: We continue to grow! With a new state office in Vermont

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Child Care Matters

Working parents cannot access and maintain productive employment today without affordable, quality care and education for their children.

Tomorrow's workforce will not be prepared to succeed in the global economy unless all children receive quality care and education today.

The return on investment in quality care and education today reduces long-term costs to the public and private sectors.

Access to quality child care and early education is vital to individual productivity and regional economic growth.

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Tell Us About You!

1. Are you on any boards?
2. What strength do you bring to the board?
3. What is one thing you, as a board member, would like to learn more about?

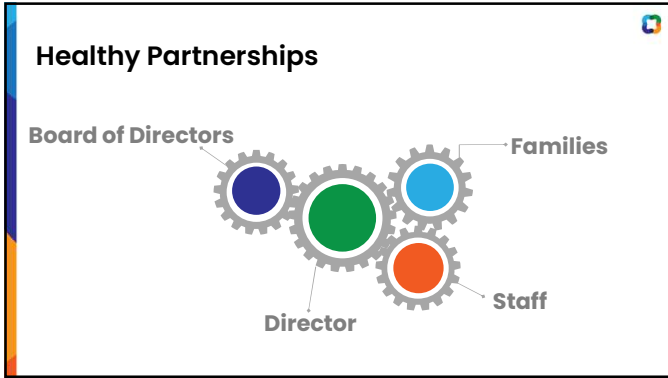
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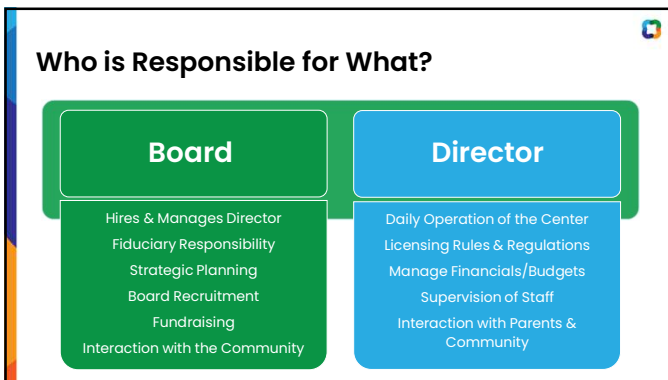
Why What YOU Do Matters

The board of directors directly impacts the health of your child care center; providing stability for children so their parents can go to work.

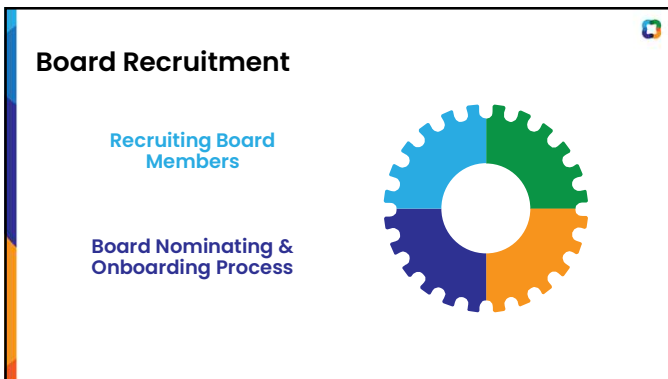
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Why Stagger Board Terms?

Limits Turnover

Carries Over Prior Knowledge

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To be sustainable and create a successful child care center, a board must be accountable for all areas of board governance:

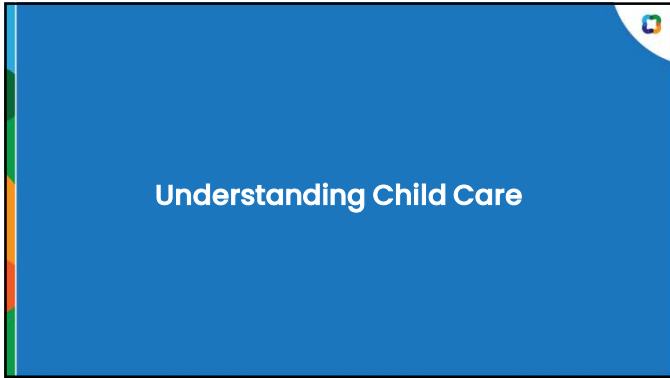
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graph LR; A[Common Mission & Vision] --> B[Partner with Director]; B --> C[Focused Meetings]; C --> D[Resources]; D --> E[Successful Child Care Center]
```

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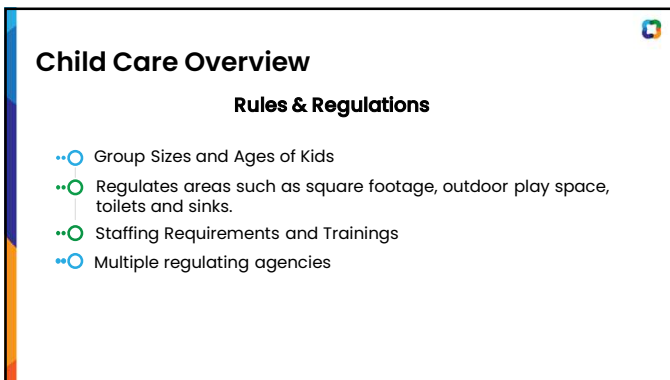
Board Self-Assessment Activity

What is the current status of your board?

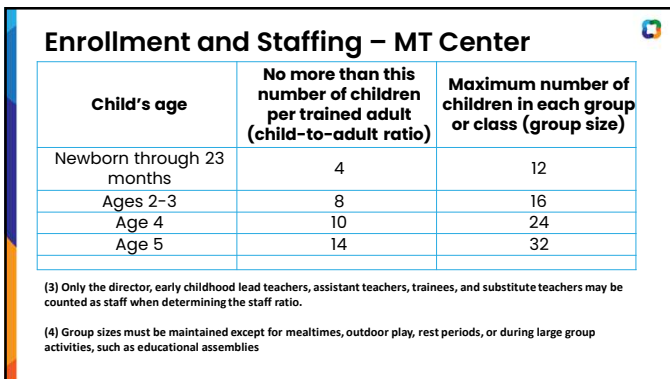
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Profitability Challenges




**Child Care Center
Top Expenses:**

- Staffing – 75%
- Facilities/Equipment – 15%
- Food – 5%
- Everything else ... 5%
(including profit)

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Profitability Challenges



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Cost of Child Care Video



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Board Discussion

1. What stood out to you in this video?
2. Do you see any challenges described in the video in your center?
3. What strategies would you as a board like to further explore and/or implement in your center?




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Understanding Child Care Center Finances

23

The Fundamental Question:

Where does all the money go?



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Board Member Fiduciary Responsibility

- Uphold the vision and mission of the center
- Monitor the budget
- Ensure taxes and other documents are filed
- Ensure the by-laws are adhered to
- Hire and oversee the executive director

• Fundraising •

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Follow the Financial Guidelines

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Documents to Review Monthly

Profit & Loss Statement	Balance Sheet	Bank Reconciliation
Year-End Budget vs. Actual Summary	Aging of Accounts Receivable	Aging of Accounts Payable

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Fundraising

- Start Simple
- Focus Efforts
- Plan early
- Know your Break-even
- Team Work

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Additional Board Fiduciary Responsibilities

Quarterly	Yearly
<ul style="list-style-type: none"> ✓ Work with accountant to make sure quarterly income taxes are paid if necessary ✓ Review enrollment ✓ Ensure payroll taxes are files and paid 	<ul style="list-style-type: none"> ✓ Review annual financial report and projected budget ✓ Review and complete IRS 990 information return ✓ Review insurance policies ✓ Review annual tax returns ✓ Be aware of any audits (worker's comp, financial, tax, etc)

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First Children's Finance Can Assist You

<p>One-on-One Consultation with the Director</p> <ul style="list-style-type: none"> ○ Financial Analysis ○ Business Plan Review ○ Marketing Plan Review ○ Contracts and Policies Review ○ Enrollment Analysis ○ Rate Study 	<ul style="list-style-type: none"> ○ Quarterly Financial Analysis with Presentation to the Board ○ Strategic Planning Consultation ○ Goal setting & development of action steps <ul style="list-style-type: none"> ○ Internal board structure improvement & growth ○ Center improvement & growth
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Resources

 **Business Resource Center – Training Opportunities**
www.firstchildrensfinance.org

 **Connect on Social Media**
www.facebook.com

 • Sample Board Manual
 • Engaging Your Board in Quality
 • Board of Directors Roles and Responsibilities
 • Grant Writing Tips
 • Planning a Nonprofit Center Fundraising Event

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Thank You!

No one has yet realized the wealth of sympathy, the kindness and generosity hidden in the soul of a child. The effort of every true education should be to unlock that treasure.
 – Emma Goldman

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