

Nurturing Tomorrow: Cultivating a Thriving Child Care Ecosystem through Collaboration

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Your Presenter



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First Children's Finance: Who We Are

- CDFI (Community Development Financial Institution)
- 30+ years' experience
- Only national organization exclusively focused on supply
- Presence in 20 states and facing increased demand
- Unique in working at child care business, community, & system levels



Theory of Change



Child care is a small business with BIG Impact.

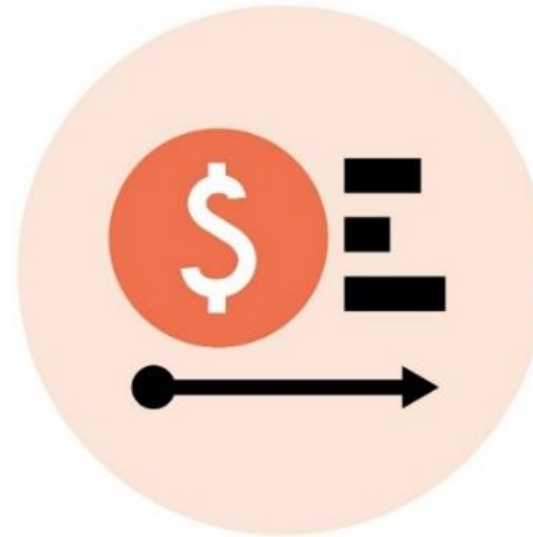
First Children's Finance helps child care entrepreneurs start and grow sustainable child care businesses.



**Increase
financial
sustainability**



**Empower child
care business
leaders**



**Invest capital in high
quality child care
businesses**

An adequate supply of child care 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 child care shortages.



**Analyze
supply of
child care**



**Innovate
ideas to
create new
child care
slots**



**Empower
communities to
implement
solutions**



**Provide
technical
assistance**

A comprehensive approach can improve supply and access to high quality care for low-income children.

First Children's Finance partners with states, Tribes, and territories to create systems that improve the sustainability of child care businesses.



Align and leverage resources



Assist systems to address the business needs of child care



Recommend responsive policy and programs



Build public-private partnerships



Advocate for sustainable funding mechanisms to address the business

Child Care Business Ecosystem





Our Child Care Business Ecosystem

Our Ecosystem identifies the Essential Elements of a sustainable child care supply.

- An effective assessment and planning tool
- Informed by our 30 years of work at all three levels of change





BEST PRACTICE

Workforce



States, Tribes, and territories build the supply of diverse, skilled ECE professionals through recruitment and training initiatives, compensation and benefits programs, and career ladders.



BEST PRACTICE

Business Efficiency



States, Tribes, and territories fund and facilitate efficiencies of scale that result in true cost-savings for child care businesses.



BEST PRACTICE

Training & Education



States, Tribes, and territories fund robust professional development that addresses the financial and operational management of child care and is aligned with a competency framework for businesses.



BEST PRACTICE

Consultation



States, Tribes, and territories fund personalized start-up, crises, and expansion coaching and consultation, including financial modeling, for child care businesses, and this coaching is in alignment with a competency framework for businesses included in licensing and professional development.



BEST PRACTICE

Access to Capital



States, Tribes, and territories fund and facilitate access to capital for child care businesses of all license types in the form of grants, loans, forgivable loans, credit guarantees, and/or business technical assistance.



BEST PRACTICE

Subsidy



States, Tribes, and territories accurately analyze the cost of care and design subsidy programs that address families' needs, are responsive to varying costs, and reduce administrative barriers to participation for child care businesses and families.



BEST PRACTICE

Supply- Building



States, Tribes, and territories regularly study child care supply and demand and have prioritized supporting the development of specific types of care to address identified community needs. Supply building activities typically bring together strategies in other Essential Elements such as access to capital, facilities planning, and business consultation.



BEST PRACTICE

Facilities Planning



States, Tribes, and territories support the development and maintenance of safe, quality child care facilities, including family child care homes, through planning and design, financing, and health and safety supports or by removing zoning or licensure barriers.



BEST PRACTICE

System Financing



States, Tribes, and territories implement a strategic financing plan to align existing local, state, and federal funding streams and identify new funding sources to support an adequate supply of sustainable community-based child care.



BEST PRACTICE

Public-Private Partnerships



Business sector, philanthropy, and public entities invest in child care business innovation, research, development, and financing.



BEST PRACTICE

System Reform



States, Tribes, and territories fund or provide oversight and coordination over the array of programs that impact child care business sustainability, identify opportunities for partnerships and alignment and address discrepancies or barriers.



Let's Connect



Want to dive in further?

<https://www.firstchildrensfinance.org/success-stories/ecosystem-strategy-guide/>

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