

Motivating

EARLY LEARNING  
PROVIDERS TO

Think Smart



BUSINESS AND LEADERSHIP INSTITUTE

# ANNUAL REPORT

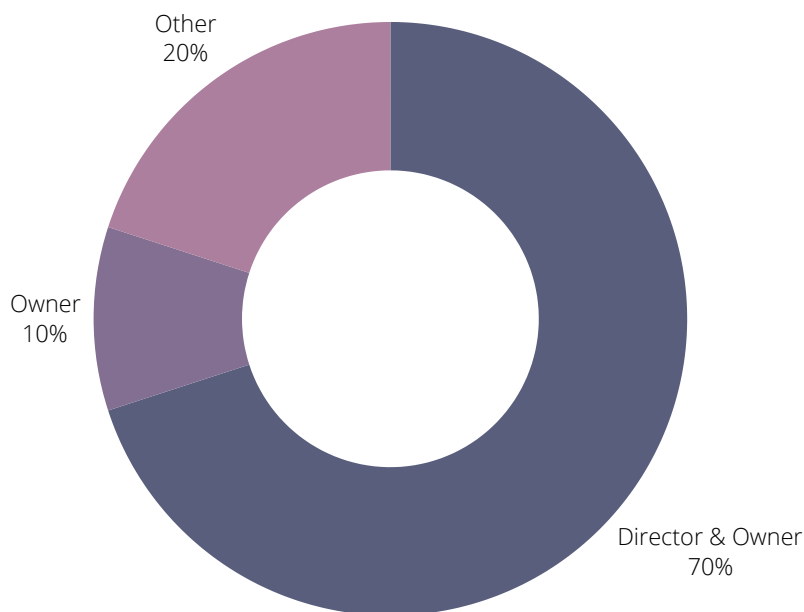


ALACHUA 2024

# ALACHUA PARTICIPANTS

We asked Alachua participants, who completed the BLI master class series a year ago, to respond to a few questions about their experiences in the BLI. This report provides information reported by 10 participants.

With individuals leaving the childcare profession at astonishing rates, we asked alumni if they remained in the field. **100% of Alachua alumni reported that they were still working in childcare and 100% reported that they were open for business.**

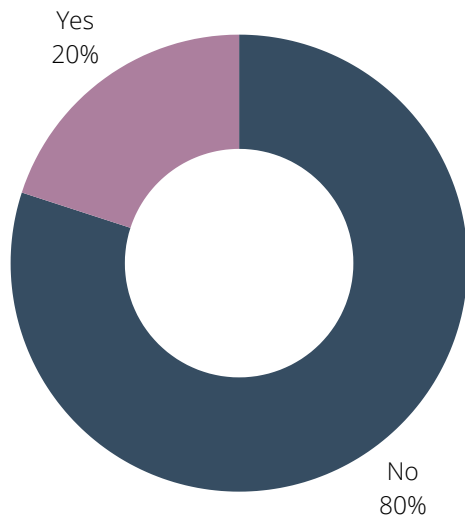


Of the 10 respondents, nearly 70% identified themselves as Directors and Owners. An additional 10% identified as solely owners. An additional 20% identified as “other,” and are typically other serve in other administrative roles or as lead teachers in the center.

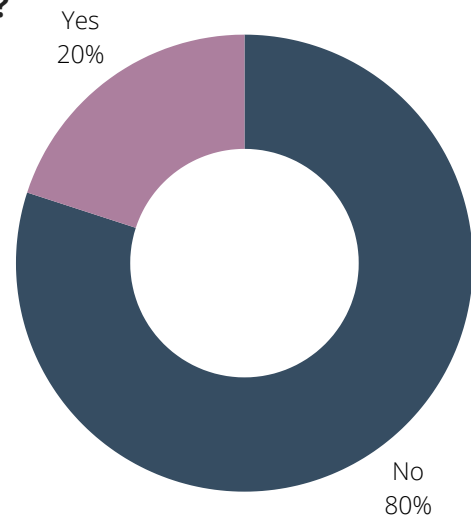
We asked Alachua Alumni about their current experiences, including whether they noticed any changes since participating in the BLI.

We asked:

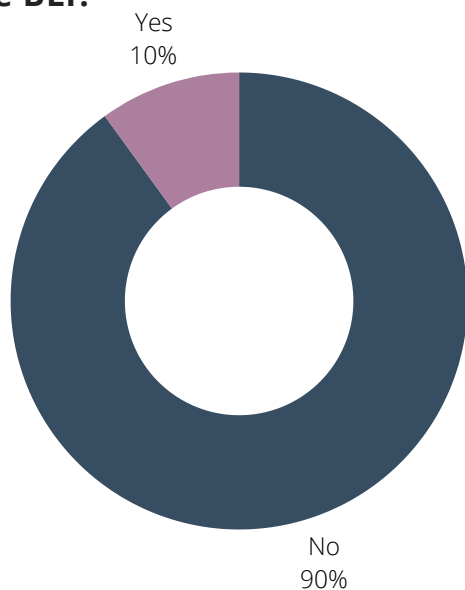
**Has the shortage of Early Learning teachers affected your business?**



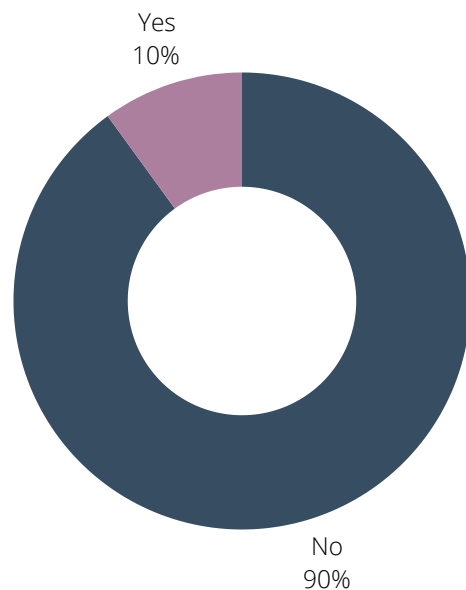
**Have you increased your business revenue since participating in the BLI?**



**Have you been able to increase your salary since participating in the BLI?**



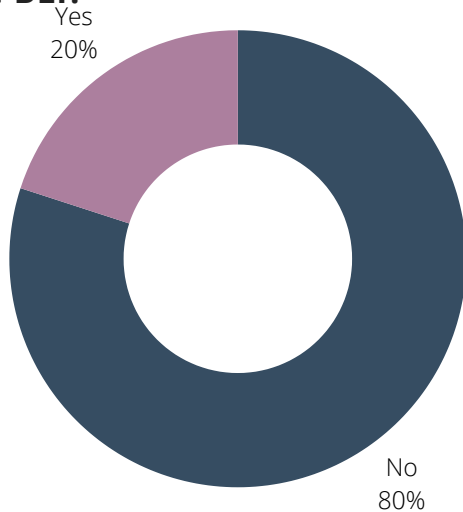
**Have you increased enrollment since participating in the BLI?**



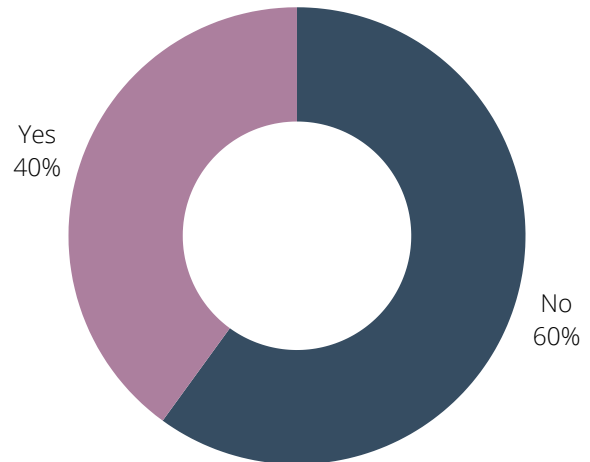
Overall, few participants reported increasing their revenue and enrollment. As businesses finally rebound from COVID, implementing changes from the BLI may be taking longer than one year to experience positive outcomes. As such, these outcome may be appropriate.

We asked additional questions about their current business practices:

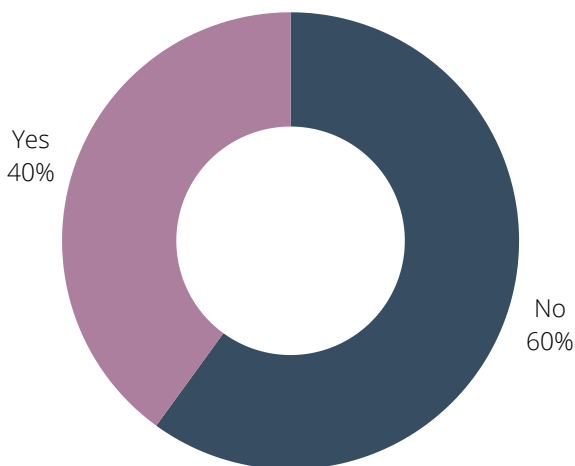
**Have you hired additional employees since participating in the BLI?**



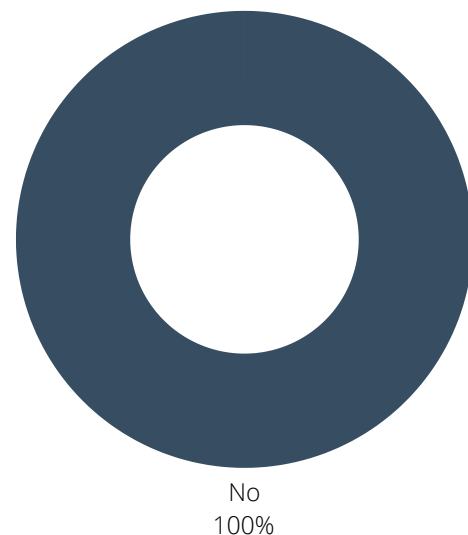
**Have you increased teacher salaries since participating in the BLI?**



**Have you obtained any new accreditations since participating in the BLI?**



**Have you negotiated or renegotiated a lease or with a vendor since participating in the BLI?**



Most participants reported that they did not hire new employees. However, nearly half reported investing in their teachers with increased salaries. Many also placed their resources toward obtaining new accreditations. Alumni did not renegotiate leases or vendor contracts.

# VOICES

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Tell us how the BLI helped you improve your business:

- *Changed my view not only are we a child care but a business to grow revenue.*
- *Helped immensely getting APPLE accreditation. Was only accredited at end of June so have not seen effects yet.*
- *It was about myself and the business. I learned a lot as well it refreshed my memory.*
- *We are starting the Apple accreditation process!*
- *BLI has help me improve my business by letting me take the training and it learn me how to be a better business owner.*
- *I'm so grateful for the BLI, it has helped in every aspect of the childcare industry. I'm thankful for Ms. Robin reaching and encouraging me to take the course. The course was very informative and has helped me to see things differently. A special Thanks to Ms. Stephanie, my mentor I can't thank her enough she's has been a BLESSING to me during this process of preparing me for accreditation.*
- *The school I was working with has definitely benefitted from BLI including staff acquisition, living wages, vendor negotiations, and overall financial learning.*
- *I really enjoyed taking the BLI class even those things are still the same because I am a regular home childcare and I do use some of the strategy that I have learned. I just wish I knew about this class when I had my center because it would have help me out a lot.*
- *BLI has help improved my business by making me aware of the different platforms that I can use to market and manage my business.*