

2023 Overview

**Business and Leadership Institute
Master Class and Accreditation Academy
February 12, 2024**

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Presentation Guide

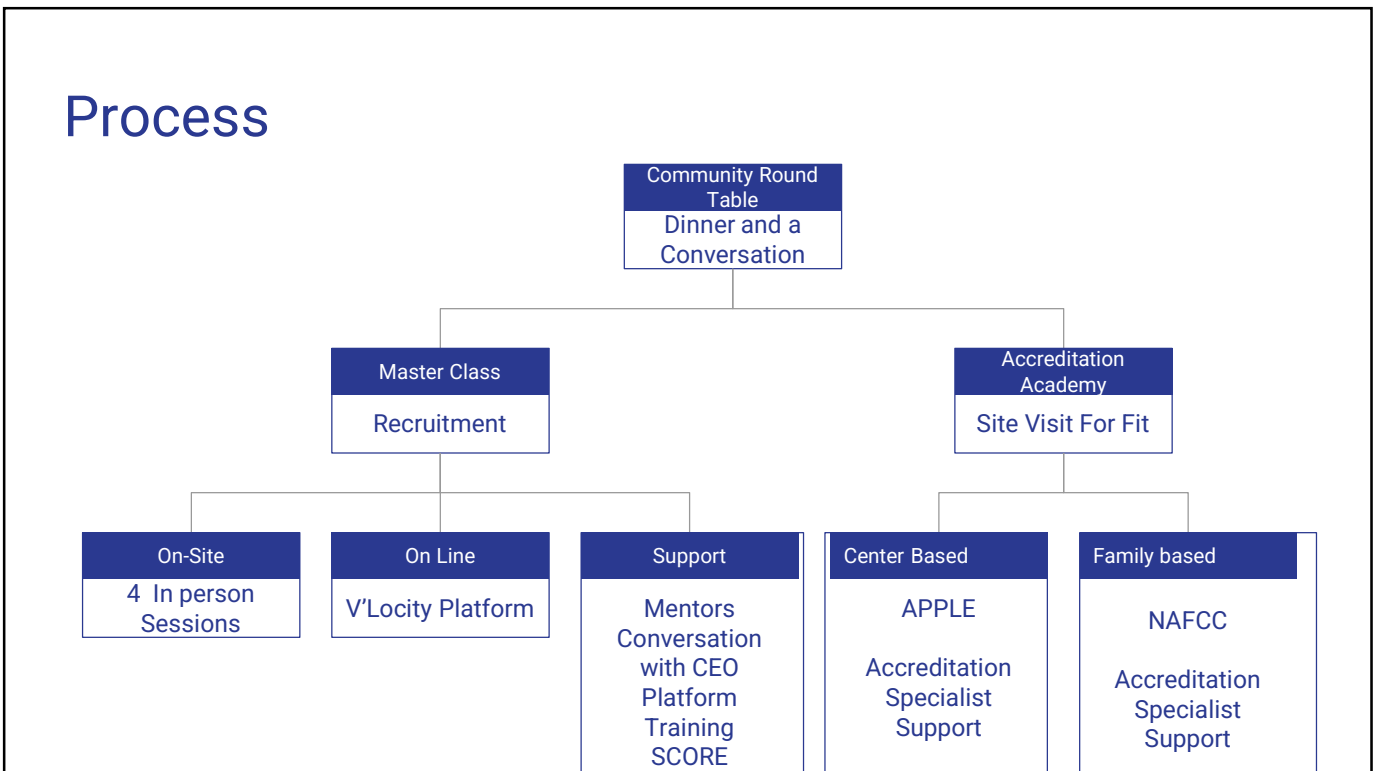


-  Master Class and Accreditation Academy Components
-  End of Year Reports for Cohort 2
-  Highlights from One Year After Report Cohort 1
-  Accreditation Academy Update
-  Up Coming Events

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Community Partners

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JOIN THE BUSINESS & LEADERSHIP INSTITUTE FOR EARLY LEARNING, CHILDREN'S TRUST OF ALACHUA COUNTY AND THE GREATER GAINESVILLE CHAMBER OF COMMERCE

COMMUNITY ROUND TABLE FORUM THE "BUSINESS" OF THE CHILDCARE BUSINESS

THE GREATER GAINESVILLE CHAMBER OF COMMERCE
300 E UNIVERSITY AVENUE, GAINESVILLE, 32601

FRIDAY OCTOBER 21, 2022
11:00 AM

REGISTER HERE

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RESERVE YOUR SEAT NOW

Are you ready to go beyond what's comfortable to achieve what is possible in the business of early learning childcare. Think differently. Create a new business model and growth strategy. Innovate to capture new opportunities and grow profits.

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Components

The V'Locity Master Class Series consisted of four (4) monthly on-site sessions in marketing, finance, human resources, and real estate; in addition to an online platform which provided the participants with additional curriculum materials and assignments to be completed between the sessions.

Accreditation Academy is an extension of the Master Class Series. Accreditation Academy is designed to increase access to high quality programs by families in areas of greatest need. This model takes an early learning childcare business owner / operator through a seamless process of business development and national accreditation to build business sustainability and high-quality childcare performance- based results.

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Mentors



FY 2023 & FY 2024

Carol Foo, Lead
Conway Learning Center

Russell Scoates, Center Based
Small World Daycare and Learning
Center

Dietra Sherman, Family Home
Patti-Cake Christian Academy

Bonnie Bowman, Center Based
Persimmon Early Learning
Academy

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Facilitators



FY 2024

Maria Gonzalez, Business & Finance
Wells Fargo

Shareen Baptiste, Marketing
Xposure Consulting Firm

Trisha Roy, Real Estate
Open Spaces International

Heather Vogel, Human Resources
Children's Home Society

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Other Supports

Conversation with Robyn

Participants are invited to join other cohorts from across the State to discuss challenges, new opportunities, and craft new ideas together as you journey through BLI Master Class. This virtual conversation is led by CEO Robyn Perlman.

Industry Forms

BLI has designed excel spreadsheets specifically for the childcare industry to determine budgets, teacher – student ratios and cash flows.

V'Locity Platform

V'Locity's online learning platform takes participants through the curriculum with online training materials and videos that reinforce the facilitated sessions.

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Business Plans

At the end of the course work and sessions, participants must submit a business plan to earn 4.5 CEU and graduate from the Master Class.

Business plans submitted by participants were reviewed by business professionals who provided input and offered their recommendations.

SCORE 

FOR THE LIFE OF YOUR BUSINESS

Service Corp of Retired Executives. SCORE is a non-profit organization of active and retired executives who volunteer their time and expertise. They provide free and confidential business mentoring services to prospective and established small business owners. SCORE's mission is to foster vibrant small business communities through mentoring and education.

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Accreditation Specialist: Stephanie Riley



APPLE (Accredited Professional Preschool Learning Environment) Accreditation is a national early learning program accreditation that recognizes early learning centers for operating high quality programs. Research shows a direct link between a high quality early learning experience and a child's future success. APPLE sets the standards that accelerate an early learning center's drive to achieve that level of care and education outcomes.

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**Accreditation Specialist:
Arlene Lambert**



**National Accreditation for Family
Child Care**



**The Florida Family Child Care Home
Association, Inc.**

NAFCC administers the only national system designed for family child care providers. Accreditation is awarded for family child care providers who meet the eligibility requirements and the Quality Standards for NAFCC Accreditation.

Family child care providers achieve this high level of quality through a process that examines all aspects of the family child care program, i.e. relationships, the environment, developmental learning activities, safety, health, and professional and business practices.

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BENEFITS OF ACCREDITATION

Eligible for the Florida Gold Seal
Quality Care designation

Up to 20% Increase in School
Readiness Funding

Property Tax (Ad Valorem) Exemption

Tax exemption on educational goods
and services

Consistent Policies and Practices

Greater Staff Retention & Increased
Morale

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Master Class Cohorts

2022 Cohort 1 (14)

- A Child’s Dream Preschool
- Girls Place, Inc.
- Lil Scholars Learning Academy
- Little People Preparatory Preschool, Inc.
- Morning Meadow Preschool and Kindergarten
- Pattie-Cake Christian Academy
- Persimmon Early Learning Academy, LLC
- Premier Preschool of Gainesville
- Rutledge Large Family Childcare Home
- Small Steps Institute, LLC
- Small World Daycare & Learning Center
- Lee’s Fun To Learn Daycare & Tutoring Inc
- C-CAMPIS for Santa Fe College*
- Hagios Early Learning Center, LLC

2023 Cohort 2 (12)

- Bright Minds Family Daycare
- Incredible Minds Learning Childcare
- Maria Papallo Large Family Daycare Home
- Simmons home childcare
- Mitchell Child care
- Step By Step Learning Center
- Hand N Hand CCC
- The Kidz House
- Granny D’s Learning Center
- A Kid’s Life Academy
- First Presbyterian Preschool
- Gainesville Empowerment Zone Family Learning Center

2024 Cohort 3 (14)

- Kids Count in Alachua County
- Gainesville Empowerment Zone Family Learning Center
- Santa Fe College Little School
- Hawthorne Academy, LLC
- Love -N- Care Preschool
- Kid’s Culture Learning Academy LLC
- Little Debbie’s Childcare
- Tiny Little Blessing
- Head Family Daycare
- Central Kids Learning Academy
- Lyria Loving Daycare
- E & C Early Learning Center Inc.
- Scott Large Family Childcare Home
- Vinson Family Daycare Home

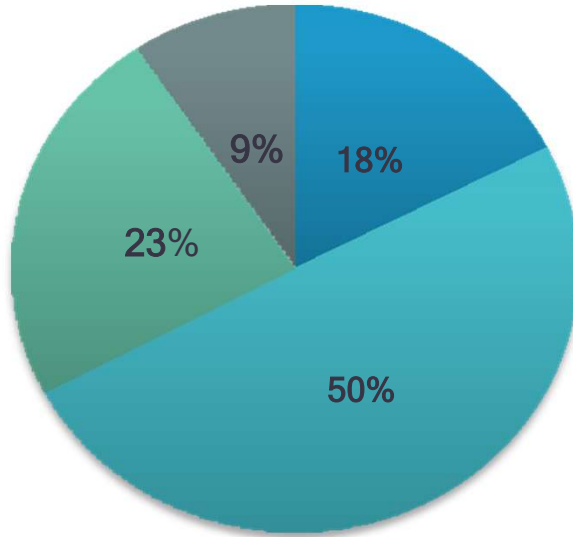
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End of Cohort 2 Report 2023



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Business Knowledge Pretest



- 18% Very Knowledgeable
- 50% Somewhat Knowledgeable
- 23% Hardly Knowledgeable
- 9% Not Knowledgeable

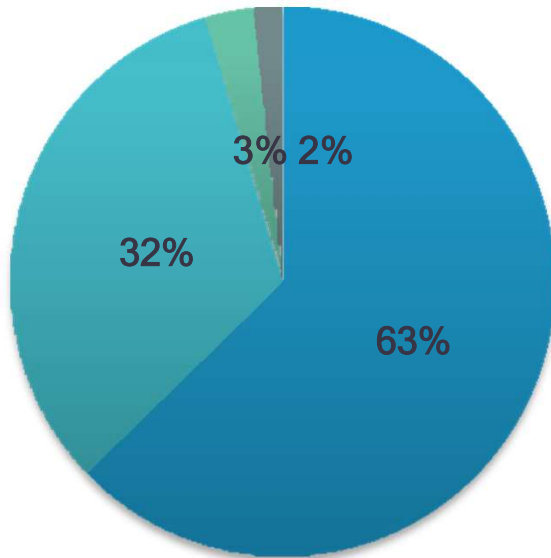
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PRETEST REPORT

- **20%** of participants reported that they were not taking a salary
- **20%** of businesses reported they were under enrolled
- **79%** of businesses report serving school readiness children
- **100%** of business report themselves as not accredited
- Businesses report employing an average of **7 people**.
- Businesses report serving an average of **40 children**.
- **67%** of business report that the shortage of teachers is affecting their business.

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Business Knowledge Post test



- 63% Very Knowledgeable
- 32% Somewhat Knowledgeable
- 3% Hardly Knowledgeable
- 2% Not Knowledgeable

Participants reported gaining knowledge in the areas of: Marketing Mix, Building your Brand, Real Estate, and Writing a Budget.

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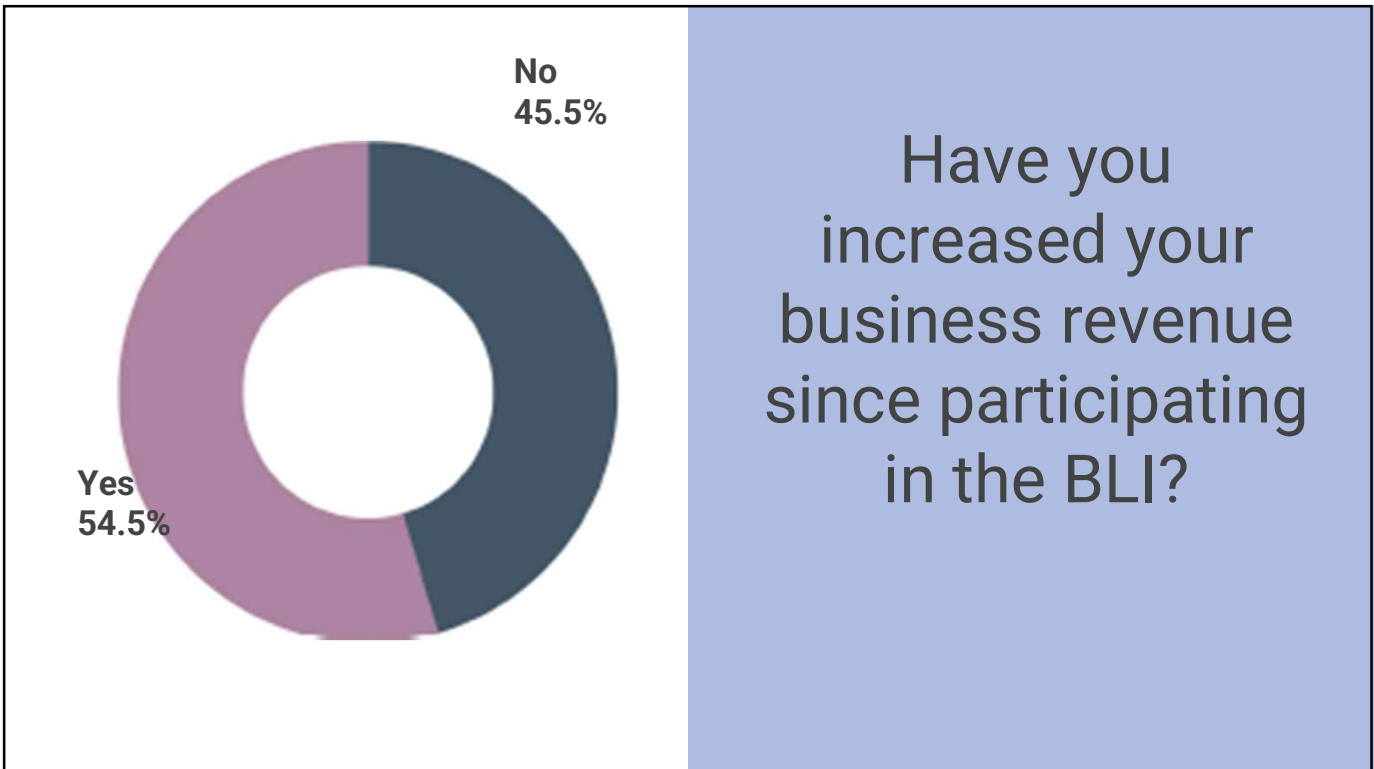
POST TEST REPORT

- **100%** of participants expect to increase their **revenue**
- **93%** of participants expect to increase their **enrollment**
- **93%** of participants expect to increase their **hiring**
- **100%** of participants expect to increase **teacher salaries**
- **87%** of participants expect to apply for **accreditation**
- **57%** of participants expect to **renegotiate a lease, or with a vendor.**
- **73%** expect to apply for **new working capital.**

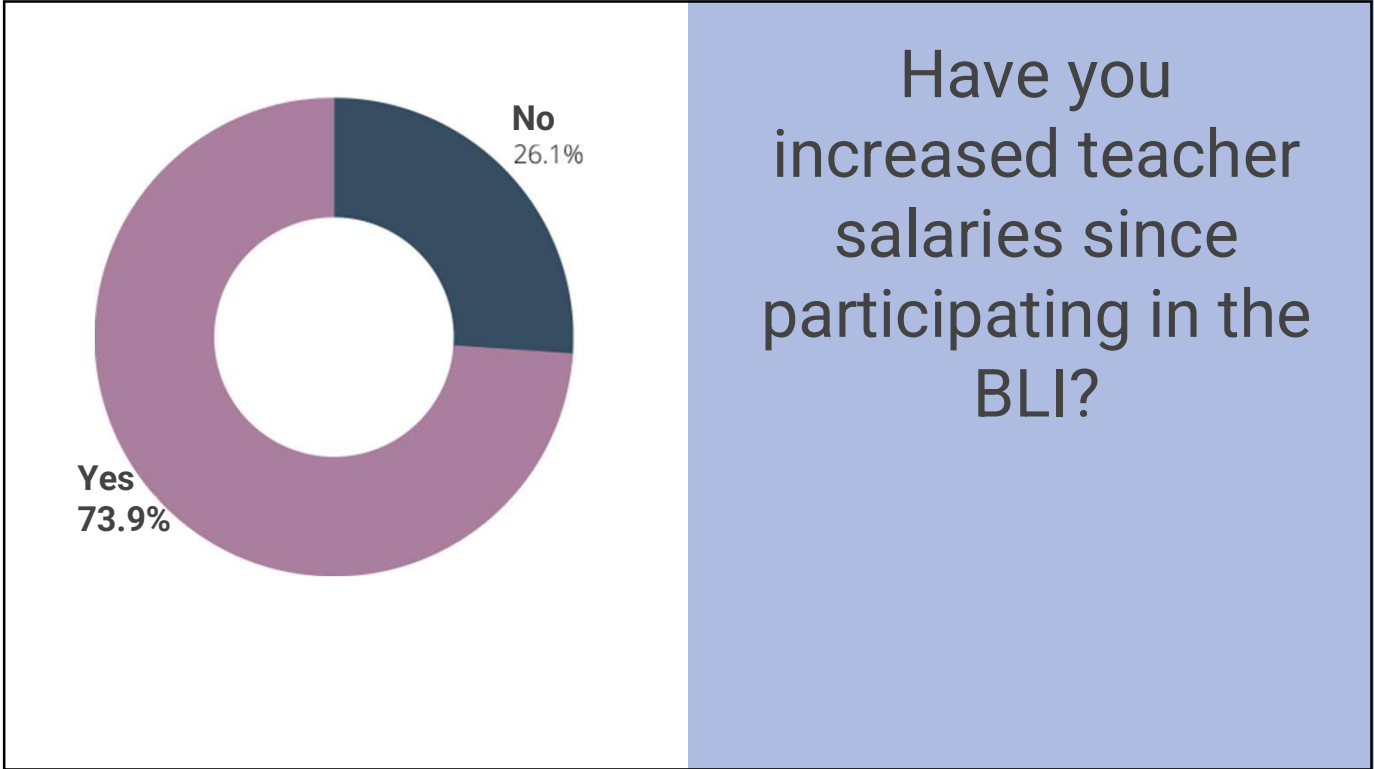
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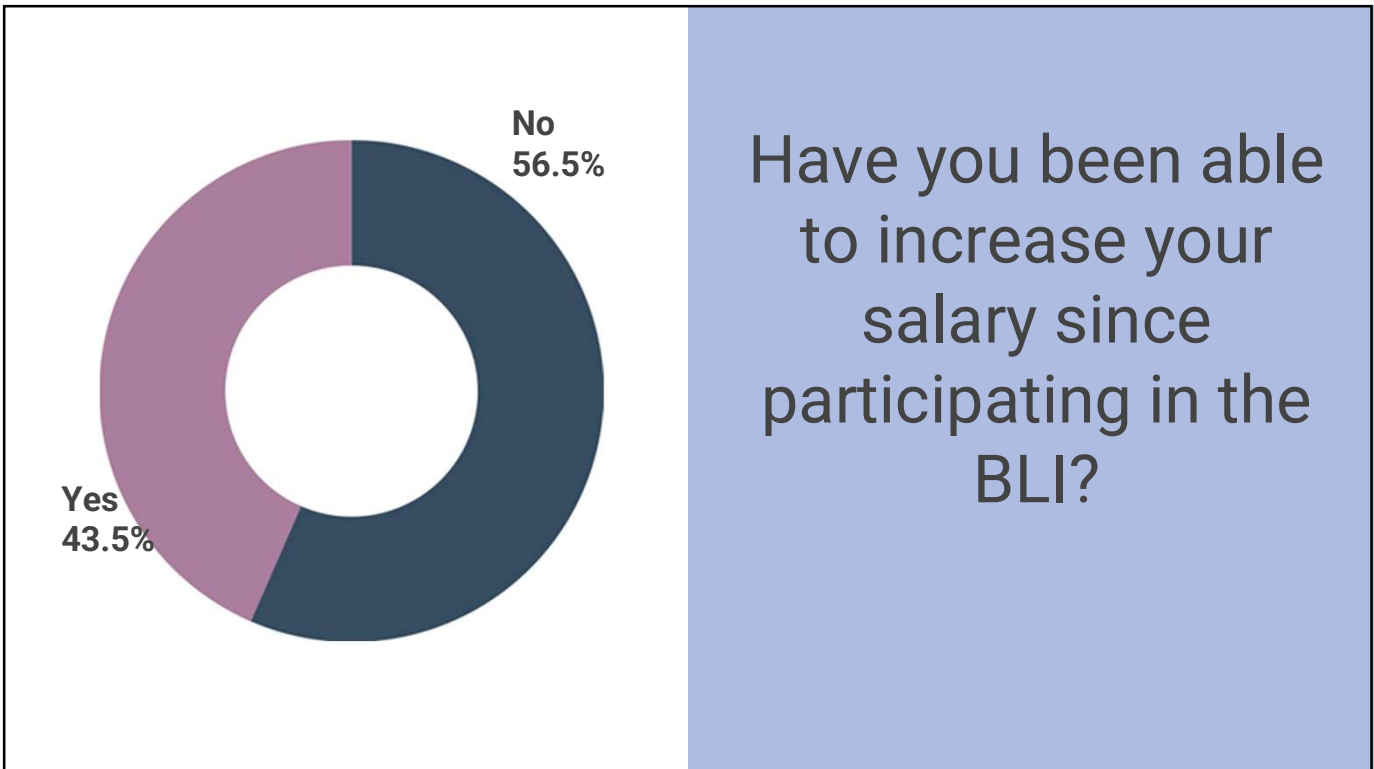
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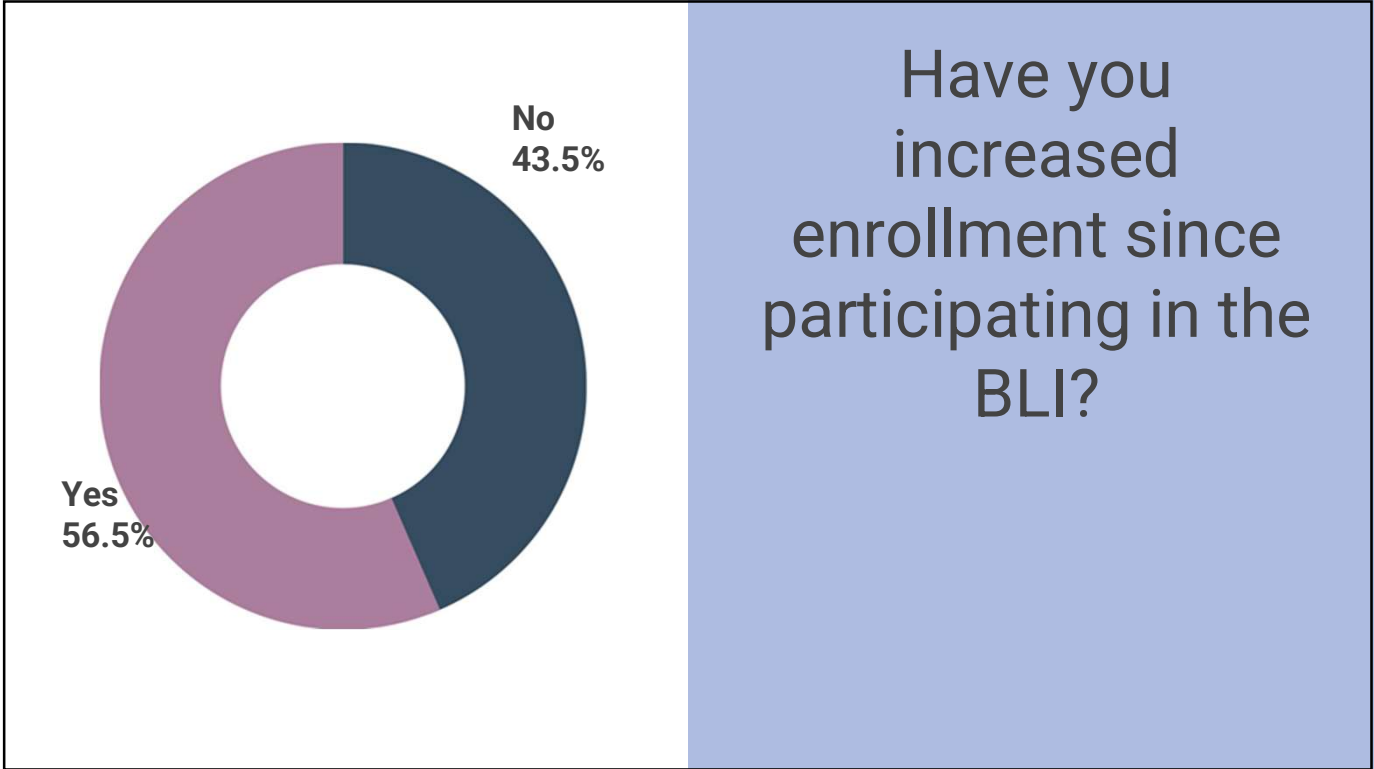
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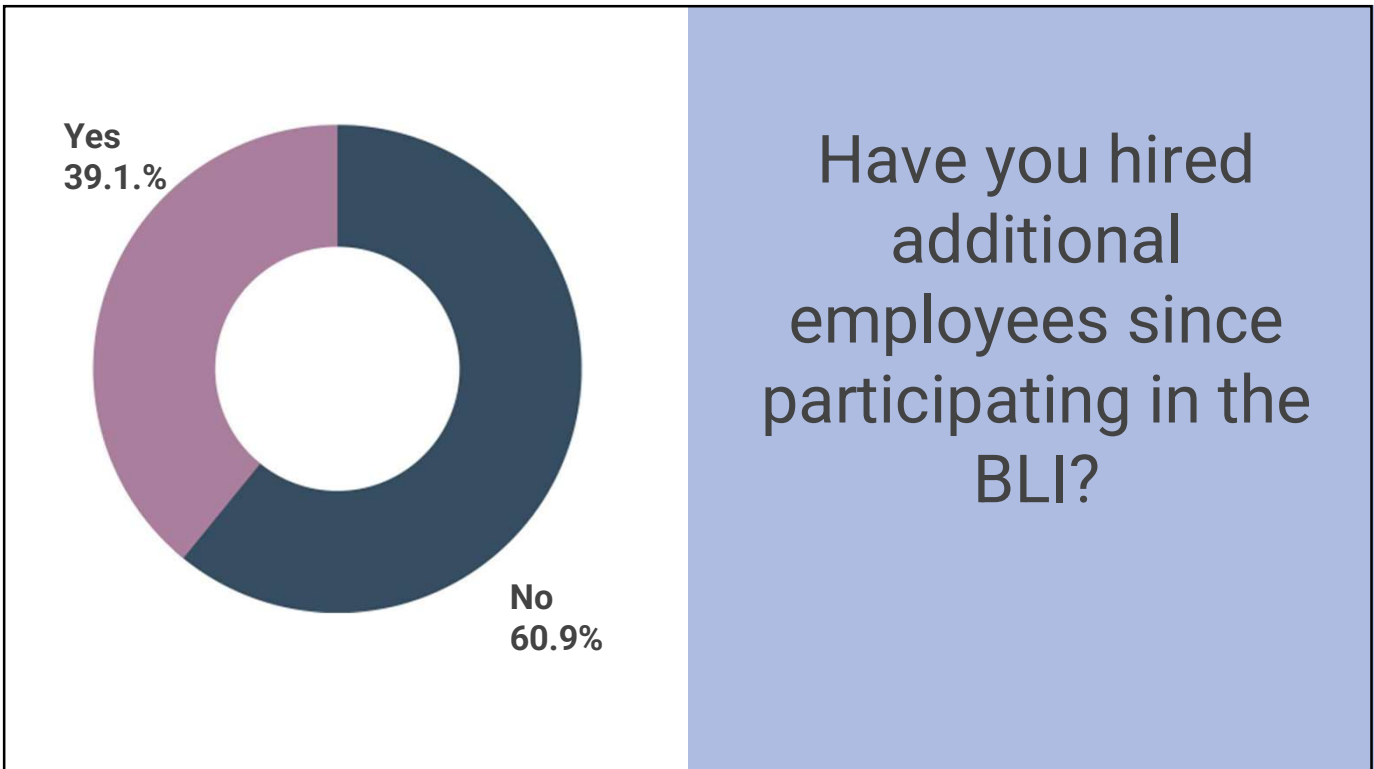
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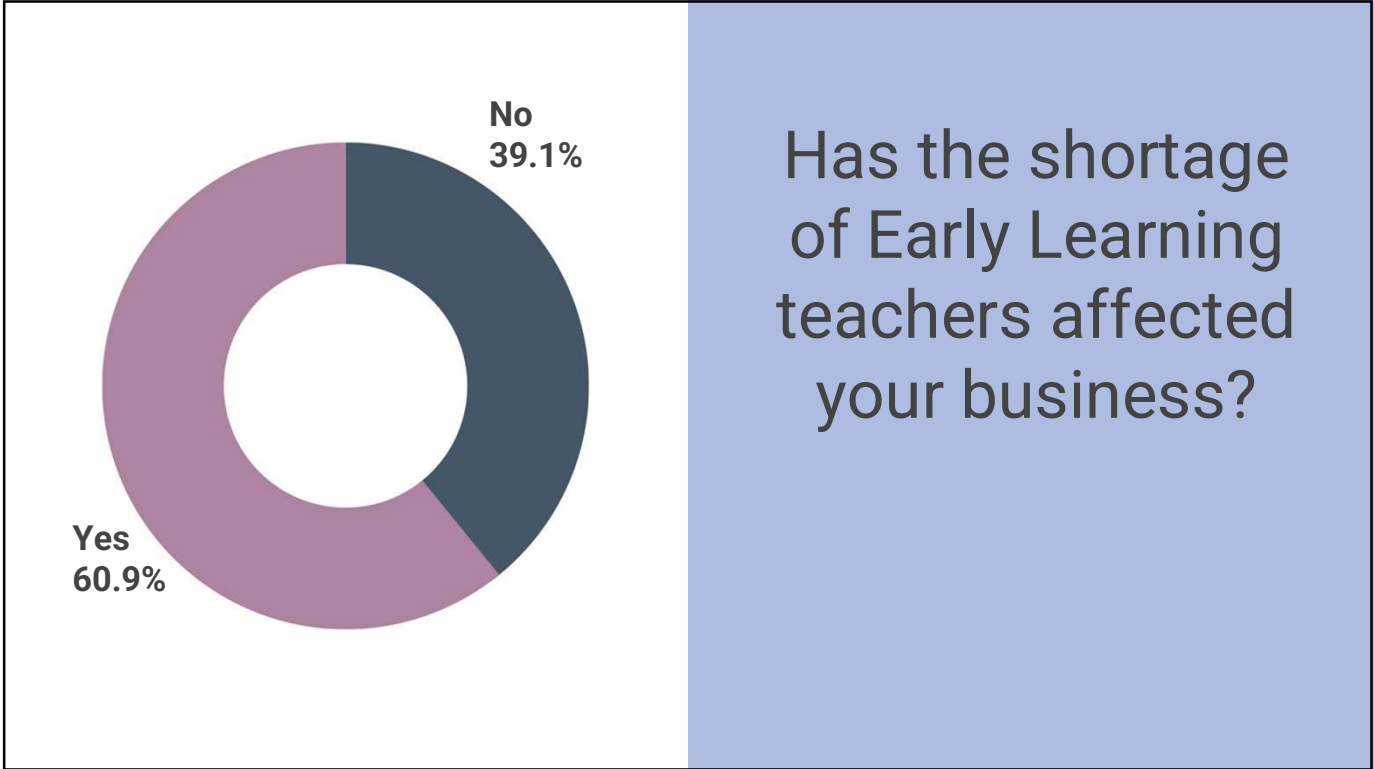
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Accreditation Academy Cohorts

2022 Cohort 1



Completed

- Persimmon Early Learning Academy, LLC
- Little People Preparatory Preschool, Inc.
- Hagios Early Learning Center
- Lee's Fun To Learn Daycare & Tutoring Inc

2023 Cohort 2 Center

In Progress

- Small Steps Institute, LLC
- The Kidz House
- Granny D's Learning Center
- Morning Meadow Preschool and Kindergarten
- Step By Step Learning Center
- Hand N Hand CCC

2023 Cohort 2 Home

In Progress

- Pattie-Cake Christian Academy
- Mitchell Childcare
- Incredible Minds Learning Childcare
- Maria Papallo Large Family Daycare Home
- Bright Minds Family Daycare
- Simmons home Childcare

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Accreditation Academy Cohorts

2024 Cohort 3 Center

Pre-Planning

- Kids Count in Alachua County
- Gainesville Empowerment Zone Family Learning Center
- Santa Fe College Little School
- Hawthorne Academy, LLC
- Love -N- Care Preschool
- Kid's Life Academy



2024 Cohort 3 Home

Pre-Planning

- Kid's Culture Learning Academy LLC
- Little Debbie's Childcare
- Tiny Little Blessing
- Head Family Daycare
- Scott Large Family Childcare Home
- Central Kids Learning Academy

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Florida Gold Seal Pathway



Application Process

- Complete Accreditation process through a Florida eligible accrediting association.
- Apply for Gold Seal Status located on the Children's Forum website.

Tax Exemption

- Complete application for sales tax exemption issued by Florida Dept of Revenue. (Children's Forum Website)
- Contact local property tax office for property tax exemption application.

Wait Time

- About 3 weeks to process application.
- May require on site inspection first depending on when the last one was completed.
- Religious exemption considered.

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Coming Up

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