

Date Received:

10/1/24



## Economic Incentive Grant Application

### Applicant Information

1. Applicant Name Timika L Croxton  
DR First Carolyn M.I. Crockett Last Croxton
2. Applicant Phone Number (804) 450-1806 / (804) 724-3307
3. Applicant Mailing Address P.O. Box 1676 Warsaw, VA 22572
4. Applicant Physical Address 88 Main St. Warsaw, VA 22572
5. Applicant Email Address timika.fontaine76@gmail.com  
ccrockett123@yahoo.com
6. Business Name Hummingbird Learning Center LLC
7. DUNS Number \_\_\_\_\_
8. Business Tax Identification Number 99-4627346
9. Number of Full-Time Employees (Current) 2 (Proposed) \_\_\_\_\_

10. Number of Part-Time Employees (Current) 1 (Proposed       )

11. How long has the business been in operation? just starting

12. Estimate your current (if existing) or proposed gross sales: \$ See proposal

### Supplemental Comments and Questions

13. What is the Primary Function / Purpose of the Establishment?

The primary purpose will be to provide diverse childcare services that foster the development of an all-encompassing program that values consistency, dedication, promotes safety, the development and education of each child via play, curriculum and play.

14. In what ways do you think this will benefit the Town of Warsaw?

This learning center will benefit the town because there are only a couple of childcare facilities in the area that have waiting list. There is a rise of childcare with not enough facilities in the area

15. In what ways do you plan to initially fund your operation?

The childcare center will be funded through social services childcare subsidy program and out of pocket childcare fees if parents don't qualify for program. The owners will also contribute out of pocket start up fees along with community sponsorship and other grants.

16. In what ways do you plan to fund your operation after the rent-free year?

Through grants, subsidy program/Social Services  
and out of pocket parents cost.

### Acknowledgments

Do You Acknowledge the Following (Circle Yes or No):

- a) That You Will be Required to Work with Both the SBDC and Chamber per Terms of Contractual Agreement? YES / NO
- b) That You Must Sign on to a Two (2) Year Lease? YES / NO
- c) That any Breach of Contract Will Result in Financial Restitution to the Town of Warsaw? YES / NO

The applicant is reminded that this application shall be considered public record of the Town of Warsaw.

JAC I am the authorized agent (Please Initial)

9 / 11 / 24  
Date

Demika X Corp  
Signature of Applicant

### Property Information

1. Property Street Address 84 Main St Warsaw, VA 22572
2. Property Tax Map Number 16A2(A)4A
3. Property Zoning Designation C-1
4. Property Description (Acreage & Assessed Value) \_\_\_\_\_
5. Building Square Footage 1,400
6. Vacant Square Footage 1,400
7. Is the Building Equipped for a Specific Purpose? (Restaurant, Paint Shop, etc.)  
No
8. Other Information (Liens, Structural Issues, etc.)  
NONE KNOWN

## HUMMINGBIRD LEARNING CENTER LLC



**Motto:** "Developing Future Leaders"

## Confidentiality Agreement

The undersigned reader acknowledges that the information provided by HUMMINGBIRD LEARNING CENTER LLC in this business plan is confidential, therefore, reader agrees not to disclose it without the express written permission of Dr. Carolyn Crockett & Timika Croxton.

It is acknowledged by reader that information to be furnished in this business plan is in all respects confidential in nature, other than information which is in the public domain through other means and that any disclosure or use of same by reader, may cause serious harm or damage to HUMMINGBIRD LEARNING CENTER LLC.

Upon request, this document is to be immediately returned to Timika Croxton.

*Timika Croxton*

Signature

Timika Croxton

Name (typed or printed)

09/10/2024

Date

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## **1.0 Executive Summary**

The Hummingbird Learning Center is a start-up business that provides childcare services to the greater Northern Neck Districts. This mid-sized childcare facility will serve children from six months to 13 years of age. The Hummingbird Learning Center services will be safe and secure, providing the parents with an excellent place where their children can be taken care of as their child develops, learns, and grows.

### **The Market**

The childcare market within the counties currently has approximately two Licensed childcare centers in Northumberland, two in Lancaster, one in Richmond County, and one in Westmorland.

### **The Customers**

Hummingbird Learning Center will focus on different target customers. The first is partnering with the counties' Social Services Department for potential clientele, Self-Pay, and Referrals.

Hummingbird Learning Center is an exciting opportunity that provides safe and secure childcare to the greater Northern Neck Districts.

### **The Management Team**

Hummingbird Learning Center will be led by two childcare industries veterans, Dr. Carolyn A. Crockett and Timika Croxton. Dr. Crockett is a licensed Special Education Teacher from the department of Education for ages k-12. Dr. Crockett has a sales, marketing and management background within the industry, and spent twenty years as owner and operated Tot's "R" INN Family Daycare.

Mrs. Timika Croxton is currently a member of the Planning Commission in Warsaw, Virginia. has an extensive background in childcare services. Ms. Croxton has served as a director of the Boys and Girls Club in Kilmarnock, Virginia. In addition, she has served as an Instructional Assistant with the Lancaster County Public Schools and a Youth Childcare Director at the Westmoreland County YMCA. She also has a certificate in



autism and she is a CPR/First Aid Instructor. She works as a Behavioral Intervention Specialist and a Positive Behavior Interventions and Supports Specialist at a local Private Day School.

### **1.1 Mission**

Our organization's mission is to provide diverse childcare services that foster the development of an all-encompassing program that values consistency, dedication, promotes safety, the development and education of each child via play, curriculum, and discovery.

### **1.2 Keys to Success**

Keys to Success for the company will include:

1. Maintaining a reputable and untarnished reputation in the community.
2. Quality care.
3. Competitive pricing.
4. Flexible hours.

## **2.0 Company Summary**

The Hummingbird Learning Center is a start-up managed by Dr. Crockett and Ms. Timika Croxton. Both have extensive experience in the childcare industry and have maintained excellent reputations in the same industry. In addition, these two partners can handle the sale/management of and finance/administration of areas, respectively.

### **2.1 Company Ownership**

This business will start out as a sole proprietorship, owned by its founders. As the operation grows, the owners will consider re-registering as a limited liability company or as a corporation, whichever will better suit the future business needs.

## 2.2 Start-up Summary

The company founders, Dr. Crockett, and Ms. Croxton will handle day-to-day operations of the business and will work collaboratively to ensure that this business venture is a success. It is estimated that the start-up costs will be \_\_\_\_\_ (including legal costs, adverting, and related expenses).

### Hummingbird Learning Center LLC

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#### Table: Start-up

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#### Requirements

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#### Start-up Expenses

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Legal	\$1,000
Brochures	\$350
Stationary etc.	\$100
Activity Supplies	\$250
Food Preparation Supplies	\$300
First Aid Supplies	\$200
Cleaning Supplies	\$150
Nap Time Bedding	\$250
Indoor Equipment	\$1,200
Rent	\$3,000
Other	\$600
<b>Total Start-up Expenses</b>	<b>\$7,400</b>

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### **3.0 Services**

Hummingbird Learning Center will offer childcare services for infants 3-month to 12 years old. The hours of the operation are from 7:00 A.M to 5:30 P.M., Monday through Friday.

#### **3.1 Company Locations and Facilities**

Hummingbird Learning Center will base its operations in Warsaw, Virginia, a rural area in the Northern Neck. The Facility will originally consist of a 1,500 sq. ft building in downtown Warsaw, Virginia. The facility will provide inside door equipment for play time and creativity stations for learning. These stations will include a library center for reading, math, writing, science and language arts, sand play, music and quiet hour. In addition, the facility will prepare nutritious meals for all children.

### **4.0 Market Analysis Summary**

Hummingbird Learning Center is a business that has become necessary today's fast-paced world. There are an increasing number of families who have become dependent on two incomes, which has created the necessity of the childcare industry. There are only a few licensed childcare facilities that offer similar services to Hummingbird Learning Center, in addition, each of these facilities are lucrative and has a vast number of clientele and an active waiting list of families needing services. There is no doubt that there is room in the market for a high-quality childcare facility.

#### **4.1 Market Segmentation**

Hummingbird Learning Center has a focus on meeting the local need for childcare services within the Northern Neck districts. The Hummingbird Learning Center aim is to meet the needs of our communities in flexibility on individuality needs.

#### **Full-Time Working Couples**

Hummingbird Learning Center focus is to establish a significantly large full-time or part-time foundation. In order to establish a healthy, consistent

revenue stream base to ensure stability of the business. Customer relations are extremely imperative, to keep the parents pleased to keep their children in the daycare center.

### **Part-time Workers/Drop-Ins**

One of our objectives is to incorporate or comprise approximately 20% of revenues with Part-time workers to drop off their children. While this market is not the primary focus, sufficient flexibility to handle this secondary market is important to producing supplemental revenues.

## **4.2 Target Market Segment Strategy**

The target market for Hummingbird Learning Center is full-time working couples. Referred marketing is the key type of marketing strategy utilized, networking and word of mouth. Maintaining and further enhancing its reputation in the community is crucial to gaining an additional market share of this target market.

## **4.3 Market Needs**

With inflation continuing to increase every year, it has become necessary for more families to rely on two incomes to survive. In turn, this increases the demand for childcare facilities. We do not foresee this trend turning in the near future and intend to capture a share of this market.

## **4.4 Service Business Analysis**

The childcare business is lucrative, as mentioned before. As a result, there are many centers that provide quality care for children in the same area as The Hummingbird Learning Center. The childcare industry is split between large, commercially run centers and smaller, locally owned centers. The Hummingbird Learning Center will compete with the small care centers, is where the main competition lies. The company is confident that this will be a successful venture because of the quality of its managers and the capacity of its Care Staff, which is mentioned in more detail in the personal section.

#### **4.5 Competition and Buying Patterns**

There is only one licensed childcare provider in Warsaw. Cuddlebugs provides most of the services within the district. However, due to limited space some clienteles are on a waiting list. Whereas Cuddlebugs is a successful market the demand for services is enormous. Hummingbird Learning Center will offer a lower staff to child ratio, which is appealing to most parents. Additionally, the company will maintain and offer services to meet the parents' needs.

#### **5.0 Strategy and Implementation Summary**

Hummingbird Learning Center will succeed by offering its clients' children a safe and secure care environment, and close personal attention. The objective of the center is dual-sided: to help parents feel good about their children, and to make it a safe, educational, and fun experience for the child.

##### **5.1 Competitive Edge**

Childcare competitive edge is the facility's effort in obtaining all appropriate licensing and certifications. Additionally, through pre-hire background screenings will be performed on all individuals before hired for employment.

##### **5.2 Sales Strategy**

Hummingbird Learning Center will make a significant profit through the excellent care of children. Even though this is a new business, Hummingbird Learning Center will see profit within the first year due to beneficial word-of-mouth advertising and partnership with Social Services. The company's aim is to double its' clientele within the first year.

### 5.2.1 Sales Forecast

As the following table shows, the company estimated proposed plans for the first year.

**Table: Sales Forecast**

Sales Forecast	2024	2025
Unit Sales		
Full-Time Child-Month	640	1,200
Drop-In Child Hour	1,875	3,500
Other	0	0
Total Unit Sales	2,515	4,700
Unit Prices		
Full-Time Child-Month	\$400.00	\$420.00
Drop-In Child –Hour	\$3.00	\$3.15
Other	\$0.00	\$0.00
Sales		
Full-Time Child-Month	\$256,000	\$504,000
Drop-In-Hour	\$5,625	\$11,025
Other	\$0	\$0
Total Sales	\$261,625	\$515,025
Direct Unit Costs		
Full-Time Child-Month	\$10.00	\$11.00
Drop-In-Child-Hour	\$0.75	\$0.80
Other	\$0.00	\$0.00
Direct Cost of Sales		
Full-Time Child-Month	\$6,400	\$13,200
Drop-In Child-Month	\$1,406	\$2,800
Other	\$0	\$0
Subtotal Direct Cost of Sales	\$7,806	\$16,000

### 6.0 Management Summary

The two principals, Dr. Crockett and Ms. Croxton, have impeccable credentials in this industry. This will benefit Hummingbird Learning Center in two ways:

1. Clients will be brought from neighboring communities.
2. The experience each has will attract new clients.

Dr. Crockett has extensive experience in management, marketing and sales within the childcare industry. Ms. Croxton has extensive experience in administration and the childcare sector.

### 6.1 Personnel Plan

As the Personal Plan shows, the company expects to make gradual investments in care personnel over the next two years, always keeping in mind the number of children in need of care at the center.

**Table: Personnel**

Personnel Plan	2024	2025
Managers (2)	\$72,000	\$80,000
Care Staff	\$90,000	\$100,000
Other	\$0	\$0
Total People	6	12
Total Payroll	\$90,000	\$100,000

## 7.0 Financial Plan

Hummingbird Learning Center expects to raise \$5,000 as its own capital. This will provide aid in the current financing required.

### 7.1 Break-even Analysis

The Break-even Analysis is based on the average of the first-year figures for total sales by units, and by operating expenses. These are presented as per-unit revenue, per-unit cost, and fixed costs. These conservative assumptions make a more accurate estimate of real risk.

**Table: Break –even Analysis**

Break-even Analysis:

Monthly Units Break-even	222
Monthly Revenue Break-even	\$23,063
Assumptions:	
Average Per-Unit Revenue	\$104.03
Average Per-Unit Variable Cost	\$3.10
Estimate Monthly Fixed Cost	\$22,375

## 7.2 Projected Profit Loss

As the Profit and Loss table shows, the company expects to continue its steady growth in profitability over the next two years of operations.

**Table: Profit and Loss/Approximately**

Pro Forma Profit and Loss	2024	2025
Sales	\$261,625	\$515,025
Direct Cost of Sales	\$7,806	\$16,000
Other Production Expenses	\$0	\$0
Total Cost of Sales	\$7,806	\$16,000
Gross Margin %	\$253,819	\$499,025
Expenses:	\$97.02%	96.89%
Payroll		
Sales and Marketing and other	\$210,000	\$332,000
Expenses	\$0	\$0
Depreciation	\$0	\$0
Leased Equipment	\$1,800	\$2,000
Certifications & Inspections	\$2,400	\$2,500
Utilities	\$1,800	\$2,000
Insurance	\$3,000	\$3,600
Rent	\$18,000	\$20,000
Payroll Taxes	\$31,500	\$49,800
Other	\$0	\$0
Total Operating Expenses	\$268,500	\$411,900
Profit Before Interest and Taxes	(\$14,681)	\$87,125
Interest Incurred	\$2,610)	\$1,780
Net Profit	\$0	\$25,604
Net Profit/Sales	(\$17,291)	\$59,742
Include Negative Taxes	-6.61%	\$11.670%
	False	True



## HUMMINGBIRD LEARNING CENTER MENU



	MONDAY	TUESDAY	WEDNDAY	THURSDAY	FRIDAY
<b>WEEK 1</b>	<b>Breakfast:</b> Whole Grain Cheerios, whole milk, & banana <b>AM Snack:</b> Apple slices & whole grain crackers with cheese  <b>Lunch:</b> Applesauce on whole grain wheat, grapes, whole milk, & carrots <b>PM Snack:</b> whole Milk and Cheezits	<b>Breakfast:</b> Whole Grain French toast sticks, plain yogurt, and milk <b>AM Snack:</b> Celery, raisins, & Sunbutter <b>Lunch:</b> Turkey & cheese on whole grain wheat, green beans, whole milk, & pears <b>PM Snack:</b> Banana & whole milk	<b>Breakfast:</b> Whole Grain muffins, oranges, & low-fat milk <b>AM Snack:</b> Animal crackers & pears <b>Lunch:</b> Chicken nuggets, whole grain roll, peas, low-fat milk, & applesauce <b>PM Snack:</b> Whole milk/H2O & Chex mix	<b>Breakfast:</b> Whole Grain toast, berries, yogurt, & whole milk <b>AM Snack:</b> Pretzels & cheese slices <b>Lunch:</b> Whole Grain pasta with tomato sauce, salad with ranch dressing, low-fat milk & banana  <b>PM Snack:</b> Whole milk & Animal crackers	<b>Breakfast:</b> Croissant, apple sauce & whole milk <b>AM Snack:</b> Plain Yogurt & granola  <b>Lunch:</b> Hotdog on whole grain bun, beans, whole milk, and berries <b>PM Snack:</b> Kiwi & Strawberries
<b>WEEK 2</b>	<b>Breakfast:</b> Whole grain, banana, plain yogurt with fresh blueberries, & whole milk <b>AM Snack:</b> Cheese stick & whole grain Ritz <b>Lunch:</b> Toasted cheese on whole grain wheat, tomato soup, whole milk & pears <b>PM Snack:</b> Pretzels & whole milk	<b>Breakfast:</b> Whole grain pancakes, blueberries, & whole milk <b>AM Snack:</b> Chex-mix & whole milk <b>Lunch:</b> Taco with whole grain wheat tortilla, lettuce, cheese, pears & whole milk <b>PM Snack:</b> Apple slices & whole grain crackers with cheese	<b>Breakfast:</b> Plain yogurt, berries & whole milk <b>AM Snack:</b> Cucumbers & pretzels  <b>Lunch:</b> Whole grain mac & cheese, beans, whole milk & peaches  <b>PM Snack:</b> Grapes & whole grain Cheerios	<b>Breakfast:</b> Whole grain oatmeal, banana & whole milk <b>AM Snack:</b> Graham crackers & whole milk <b>Lunch:</b> Whole grain cheese pizza, green beans, whole milk & oranges <b>PM Snack:</b> Celery & raisins	<b>Breakfast:</b> Whole grain toast, plain yogurt & whole milk <b>AM Snack:</b> Cheezits & whole milk <b>Lunch:</b> Cheeseburger on whole grain bun, peas, fries, whole milk & berries <b>PM Snack:</b> Cuties & cheese stick
<b>WEEK 3</b>	<b>Breakfast:</b> Whole Bran muffins, oranges, & whole-milk	<b>Breakfast:</b> Whole grain Cheerios, whole milk & banana	<b>Breakfast:</b> Whole grain pancakes, blueberries & whole milk	<b>Breakfast:</b> Whole grain toast, berries, plain yogurt & whole milk	<b>Breakfast:</b> Whole grain oatmeal, banana, & whole milk

	<b>AM Snack:</b> Graham crackers & pears <b>Lunch:</b> Chicken nuggets, whole grain roll, peas, whole milk, & applesauce  <b>PM Snack:</b> Chex mix	<b>AM Snack:</b> Apple slices & whole grain crackers with cheese <b>Lunch:</b> Cheese toast on whole grain wheat, grapes, whole milk & carrots  <b>PM Snack:</b> Cheezits & whole milk	<b>AM Snack:</b> Chex-mix & whole milk <b>Lunch:</b> Taco with grain wheat tortilla, lettuce, chicken bites, cheese, pears & whole-milk  <b>PM Snack:</b> Apple slices & whole grain crackers with cheese	<b>AM Snack:</b> pretzels & cheese slices <b>Lunch:</b> Whole grain pasta with tomato sauce, salad with ranch dressing, whole milk & banana  <b>PM Snack:</b> Whole milk & Goldfish crackers	<b>AM Snack:</b> Graham crackers & whole milk <b>Lunch:</b> Whole grain cheese pizza, green beans, whole milk & oranges  <b>PM Snack:</b> Celery, raisins
<b>WEEK 4</b>	<b>Breakfast:</b> Whole grain French toast sticks & Plain Yogurt <b>AM Snack:</b> celery & raisins <b>Lunch:</b> Turkey & cheese on whole grain wheat, green beans, whole milk, & pears <b>PM Snack:</b> Peaches	<b>Breakfast:</b> Plain yogurt with fresh strawberries & whole milk <b>AM Snack:</b> Cucumbers * pretzels <b>Lunch:</b> Whole grain mac & cheese, beans, whole milk & peaches <b>PM Snack:</b> Grapes & whole grain Cheerios	<b>Breakfast:</b> Croissant, apple sauce & whole milk <b>AM Snack:</b> Plain yogurt <b>Lunch:</b> Hotdog on whole grain wheat bun, beans whole milk & berries <b>PM Snack:</b> Kiwi & Banana mix	<b>Breakfast:</b> Whole grain toast, Plain yogurt & whole milk <b>AM Snack:</b> Cheezits & whole milk <b>Lunch:</b> Cheeseburger on whole grain bun, peas, fries, whole milk & berries <b>PM Snack:</b> Cuties & Cheese stick	<b>Breakfast:</b> Whole grain, banana, Plain yogurt & whole milk <b>AM Snack:</b> Cheese stick & whole grain Ritz <b>Lunch:</b> Toasted cheese on whole grain wheat, tomato soup, whole milk & pears <b>PM Snack:</b> Whole milk & pretzels

## HUMMINGBIRD LEARNING CENTER MONTHLY THEMES



	1	2	3	4
SEPTEMBER	All About Me	My Senses	Emotions	My Family
OCTOBER	Friends and Pets	Community	Construction	Transportation
NOVEMBER	Pumpkins	Fall	Thanksgiving	Food
DECEMBER	Gingerbread	Holidays	Christmas/Other Holidays	Christmas/Other Holidays
JANUARY	Winter	Snowmen	Arctic Animals	Dinosaurs
FEBURARY	Dental Health	Valentines	Nursery Rhymes	Fairy Tales
MARCH	Bugs	Spring	Rainbow	Easter
APRIL	Weather	Plants	Earth	Space
MAY	Zoo	Farm	Ocean	Summer

## HUMMINGBIRD LEARNING CENTER CURRICULUM



ART & MUSIC	Build Shapes with Popsicles Sticks	Cut paper plate in half and decorate like a watermelon	Use upside down ice cream cones to paint circles	Sing the Seasons of the year	Freeze different color paints in ice cube trays to paint with
PHYSICAL DEVELOPMENT	Go on a walk outside and look for signs of summer	Throw a water ballon	Put on a pair of shorts by yourself	Run through a sprinkler	Squeeze a lemon to make lemonade
Cognitive Development	Place an ice cube outside to see it melt	Explore water beads	Taste summer fruits (watermelon, pineapple, peaches, strawberries etc...)	Put on sunglasses to see what everything looks like with them on	Do a Puzzle
Literacy & Language Arts	Look at pictures in store ads for summer items	Read a summer themed book	Draw with sidewalk chalk outside	Read a book outside	Pick a flavor of popsicle to eat and describe how it tastes (cold, yummy, sweet)
SOCIAL & EMOTIONAL	Eat a picnic in the park	Take turns tossing a beach ball with a partner	Lay back on a beach towel and relax	Play hide and seek outside	Visit a local water park or a water fun day

## HUMMINGBIRD LEARNING CENTER CURRICULUM



Art & Music	Glue 1-3 circles (scoops) & triangle (cone) to make an ice cream cone Paint, color and decorate with sprinkles	Paint a picture of beach	Use upside down ice cream cones to paint circles	Put on your favorite songs to dance	Make ice cream "scoops" (balls) with play dough
Physical Development	Throw a beach ball with two hands	Have a water balloon throw	Walk barefoot outside with socks on	Practice swim safety (floaties, and swim lessons rules)	Play on a slip and slide
Literacy	Build letter with popsicle sticks	Read a book outside	Read a summer themed book	Draw and write about your favorite thing to do in summer	Visit a local library for summer story times
Math & Science	Cut a pool noodle in half (length wise) to make a ramp for race cars to roll down	What events happen in summertime?	Balance a bouncy ball on a toilet paper roll (to make an ice cream cone)	Find some summer clothes to put on by yourself	Compare summer items and say which one would be bigger or smaller (beach towel, pool watermelon)
Social & Emotional	Make homemade popsicles	Why do we need sunscreen?	Pretend to go camping	What do you want to do for summer?	Visit a local water park or water fun day

## HUMMINGBIRD LEARNING CENTER CURRICULUM ALL ABOUT ME



Arts & Music	Decorate first letter of name	Sing "Head Shoulders Knees and toes"	Trace hand	Song "Open Shut"	Make playdough faces
Physical Development	Stretching activities	Look into mirror & name facial features	Practice brushing teeth and washing hands	Walk on a strip on tape on the floor for balance	Practice body movements (bend, jump and kick...)
Cognitive Development	What is your name Practice saying full name	'How many _____? {eyes, ears, legs, fingers...}	Explore clothing "What body part does it go on?"	Move body fast and slow (Walking, clapping, spinning)	Finger play This Little Piggy
Literacy & Language Arts	Identify parts of the Skeletal System	Put stickers on the skeletal system and name parts	Talk about what hands can do and how they	Color, trace or match, letters in name	Read a book about body awareness
Social Emotional	Look into a mirror or picture and name self	Name self and others around room	Doctor play (Name parts of the body how to take care of them)	Band-Aids on body parts Name the body part	"Choose your favorite _____" Toy, snack, drink...

## HUMMINGBIRD LEARNING CENTER THEME BOOKS/SONGS

**THEME BOOKS:**

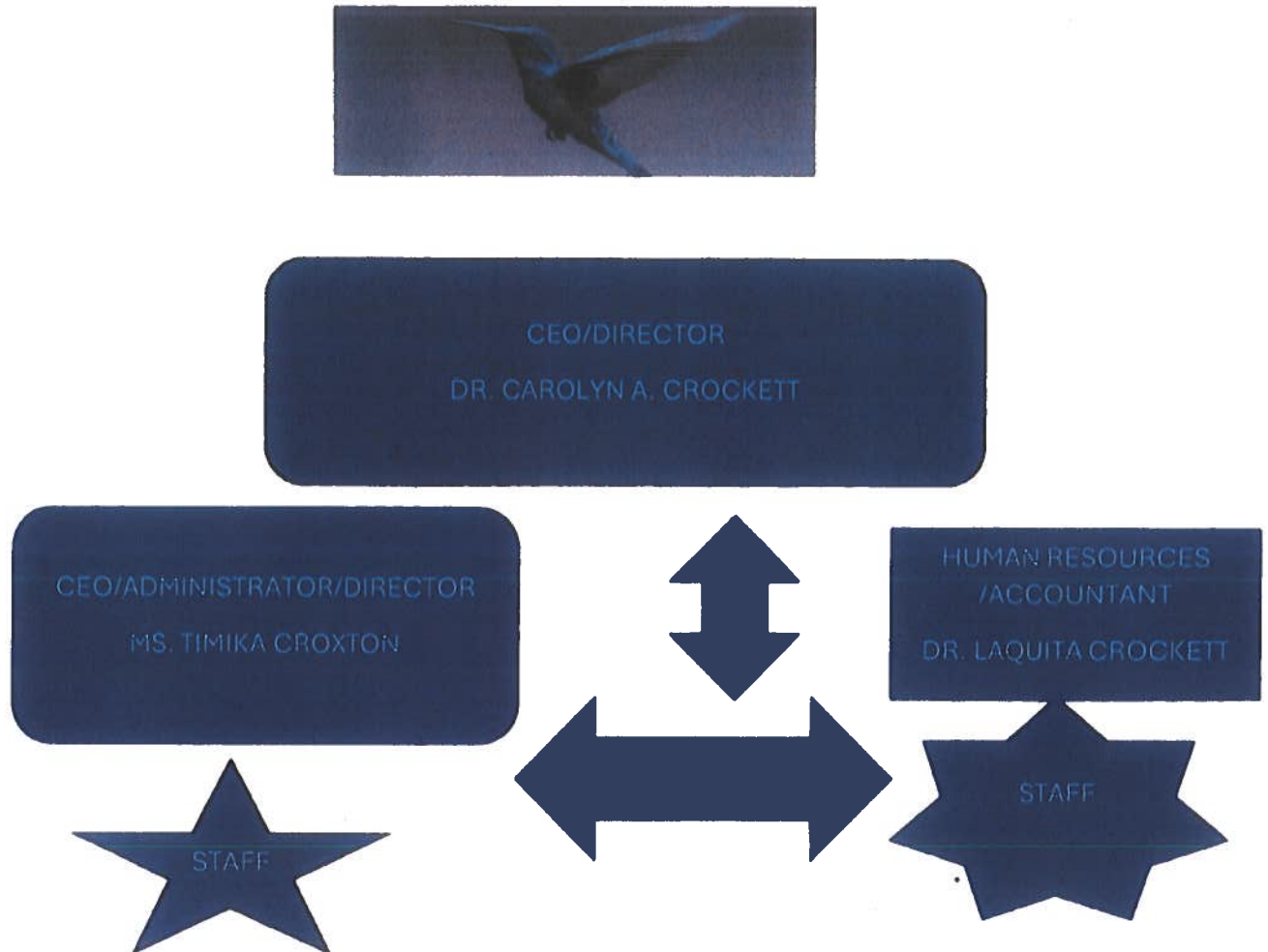
- ❖ *Is it Warm Enough for Ice Cream?* By Byron Barton
- ❖ *Summer Walk* by Virginia Snow
- ❖ *And Then Comes Summer* by Tom Brenner
- ❖ *Summer Days and Nights* by Wong Herbert Yes
- ❖ *The Night Before Summer Vacation* by Natasha Wing
- ❖ *Penguin on Vacation* by Salina Yoon
- ❖ *Froggy's Lemonade Stand* by Jonathan London
- ❖ *The Camping Trip* by Jennifer K. Mann
- ❖ *Maisy Learns to Swim* by Lucy Cousins
- ❖ *Duck & Goose Go to the Beach* by Tad Hills
- ❖ *Uh-Oh!* By Shutta Crum
- ❖ *The Sandcastle that Lola Built* by Megan Maynor
- ❖ *Beach Day* by Karen Roosa
- ❖ *There Might Be Lobsters* by Carolyn Crimi

**SONGS:**

- ❖ *Have Fun This Summer* by Jack Hartmann
- ❖ *Head, Shoulder, Knees, and Toes (Sunscreen)* Sesame Street
- ❖ *Sunscreen Song (Sesame Street)*
- ❖ *Sunscreen Song (The Learning Station)*
- ❖ *Summertime Vocabulary (Fun Kids Videos)*
- ❖ *Swimming Song (The Learning Station)*
- ❖ *Summer Anthem Song (Sesame Street)*
- ❖ *Fun Summer Song (Elf Kids Learning)*
- ❖ *Mr. Sun (The Kiboomers)*



## HUMMINGBIRD LEARNING CENTETR ORGANIZATIONAL CHART





## HUMMINGBIRD LEARNING CENTER LESSON PLAN

**Subject:** Winter Season**Date:** TBA**Topic:** Winter Weather Fun**Lesson:** Exploring the wonders of winter**Lesson Focus and Goals:****Learning Objectives:**

Students will be able to identify what is appropriate in winter weather.

**Materials Needed/Preparation**

Snowmen at Night-Caralyn Buehner  
 Build a Snowman worksheet (1 per student)  
 Scissors (1 per student)  
 Glue (1 per student)  
 Black paper  
 Crayons  
 Circle What Belongs worksheet (1 per student)

**Learning Objective:**

Students will be able to identify what is appropriate in winter weather.

**Structure/ Activity/ Attachments**

Build a Snowman (PDF)  
 Circle What Belongs (PDF)  
 Build a Snowman! Game (PDF)

**Introduction (5 minutes)**

Ask students what their favorite thing to do in the winter is.  
 Share what your favorite thing is about winter.  
 Tell students that today they will be **learning** about winter.

**Explicit Instruction/Teacher modeling (10 minutes)**

Read students the story *Snowmen at Night*. Discuss what the weather is like and different activities the snowmen do throughout the story.

Discuss winter weather clothing such as pants, big coats, hats, gloves, and scarves. Ask students why they need to wear this kind of clothing in the winter.

**Guided Practice (5 minutes)**

Tell the students that they will be making their own snowman.

Give each student the Build a Snowman worksheet.

In front of the class, cut out three circles on your worksheet. Model glueing them down, adding real buttons or black paper and drawing a face.

Pass out scissors, glue, black paper, and crayons.

**Independent working time (15 minutes)**

Students will now complete the craft independently. Monitor student work throughout the craft.

**Differentiation:**

**Enrichment:** Have students play the Build a Snowman! Game.

**Support:** Students who have difficulty cutting should be given precut circles and buttons.

**Assessment: (5 minutes)**

Give each student a copy of Circle What Belongs and have them identify what clothing is appropriate for winter.

**Review and closing: (10 minutes)**

Have each student stand up and show the class their snowman. Have them name one activity that their snowman would do in the winter.

## HUMMINGBIRD LEARNING CENTER

A list of indoor and outdoor play equipment available to children

### INDOOR PLAY EQUIPMENT

1. 9 in 1 Toddler Slide \$175.00
2. Merax 7-in-1 Kids Slide with Climber, Basketball Hoop, Tunnel, Telescope \$159.99
3. Balance Beam Steppingstones, Wooden (Montessori Toy) \$49.00
4. Hey! Play! Seesaw Teeter Backyard or Playroom Equipment \$65.00
5. JOYIN Turtle Balance Steppingstones (6 Pcs) \$39.00
6. Balls for Toddlers \$23.99 (7 Pcs)
7. Play Kitchen Set (GARVEE) \$125 INCLUDES COOKWARE KKJ
8. Desk
9. Tables
10. Play Stations (Electronic Learning Chart) \$19.99
11. A variety of child proof toys
12. Library Bookshelf \$159.00

OUR CHILDREN WILL BE ESCORTED TO THE COMMUNITY PARK IN WARSAW  
ADJACENT TO THE CENTER. (A picture of the park is provided).