



***New Hampshire Alliance of  
Early Childhood Coalitions  
Lunch & Learn, 6/6/24***

Dr. Adrienne B. Haynes, Esq.  
*Lead Business Coach, Child Care Accelerate  
SEED Collective*

# *Hi, I'm Dr. Adrienne!*

- Long time entrepreneur, attorney, and community builder
- I am on the design and delivery team, serving as lead business coach
- My favorite part of Child Care Accelerate is the confidence shift we have seen thus far + seeing them network together
- Grateful to work with a team of professionals across the country that contribute to our mission and vision



# *Here's What We'll Cover Today:*

- Program Overview
- Lessons from the Business Health Assessment
- FAQs
- Q&A



# ***About the Child Care Business Improvement Project***

- ***Child Care Business Improvement Project*** will support child care providers in center-based programs to assess their business' "health" by reviewing the facility condition/use, operating expenses and finances, rent/mortgage arrangements, human resources, marketing, legal and tax, strategic planning and operational areas. Based on results, providers will be matched with professional development opportunities, business experts, mentors, prospective lenders, funders, and resources to meet their identified business and facility goals.
- ***Provider/Program Facilities Improvement Grants*** are part of the Child Care Business Improvement Project. Funds will support facility improvements and operational enhancements as recommended by the Business Health Assessment process. To be disbursed in association with the Child Care Business Improvement Project.

# ***What is Child Care Accelerate?***

- Child Care Accelerate is an **innovative business support program** designed to help New Hampshire child care providers optimize their business operations in two months.
- Our customized coaching journey allows us to partner with owners and directors in the child care space on their self-identified goals and priorities and share business management tools they can use to improve **operational efficiency, build financial capacity and sustain a competitive edge.**
- At program completion, providers are well-equipped to offer accessible and affordable services to meet the demand in their community, support future leaders, and fuel our economy.

# *Where are we in the Process?*

- Contract approved by Governor and Council on June 28, 2023
- **Q3:** Began onboarding our team; Program set up, research, design
- **Q4:** Program peer review; Ecosystem relationship building
- **Q1:** DHHS announcement; Program launch; Recruiting; Program delivery
- **Q2: Initial Provider graduations; Recruiting; Ongoing coaching; OTS grant administration**
- **Q3:** Recruiting; Ongoing coaching; OTS grant administration
- **Q4:** Program reporting; Second round of applications open :)

# ***Lessons from the Business Health Assessment***

- Business Foundations
- Management Team and Staff
- Administration and Operations
- Marketing and Business Development
- Finance
- Legal, Tax, and Regulatory Compliance
- Facilities, Equipment, and Supplies
- Center Sustainability

# ***Business Foundations***

- Passion is important; Purpose requires a Plan
- Work with providers to review their goals, discuss their strengths, opportunities, and specifically where and even how they'd like support
- The vision set by providers about what the future looks like is hopeful; possible; and will require all of us



# *Management Team & Staff*

- Many hands makes light work
- Invitation to our monthly professional development workshop next week, Human Resource Strategies in Child Care, Thursday, June 13, 12-1 pm ET  
*(Register on the Child Care Accelerate website!)*



# *Administration & Operations*



*How can we engage process, automation, or technology to do more with less?*

# Marketing

- Exploring with providers how they reach key stakeholders in their communities
- My Ask:
  - Find the child care providers in your town online. Visit their websites, engage with their resources, and like their pages if you're on social media



# *Let's connect!*



facebook.com/nhchildcareaccelerate



instagram.com/childcareaccel/



linkedin.com/showcase/child-care-accelerate

603-995-0888

info@childcareaccelerate.com

[www.childcareaccelerate.com](http://www.childcareaccelerate.com)

# Finance



- All of our Providers are working to maintain and grow sustainable programs; Focus is resources based on what the Center needs
- In the BHA, they are invited to share 3 years of financials if they'd like to engage our finance mentors.

# ***Legal, Tax, and Regulatory Compliance***

- Spend time in session:
  - Considering risk and how to mitigate it
  - Using lessons learned to update Center documentation
  - Considering how to develop a relationship with professional service providers who can help



# Facilities, Equipment, and Supplies

*“Our contractors are underway at Colorful Apples Learning Center Manchester. Thank you Child Care Accelerate Program for Mentoring, Coaching and for the Grant money to make these facility improvements possible. Thank you Ryan Gagnon Masonry & Chimney Service our step looks so good and so safe :)”*



# *Center Sustainability*



Succession planning is the systematic approach to preparing a business for the exit of ownership or management by building a pipeline for recognizing and developing talent and business value.



# ***What is the Opportunities to Succeed Grant?***

- The Opportunities to Succeed Grant is available for qualifying New Hampshire Based child care providers to address business goals and opportunities for growth identified in the Business Health Assessment and certain facility needs highlighted during the program site visit.
- Grant funds up to \$25,000 can be used for authorized expenses, including but not limited to: materials, equipment, supplies, operational enhancements, approved professional services, professional development, program expansion, merger, acquisition and consolidation expenses, facility improvements, and drinking water testing and remediation.

# ***Business Coaching...***

- Helps bring clarity to strategies, goals, and tactics for business growth
- Requires a bit of vulnerability- you get out of it what you're willing to invest
- Can be a lot of information at once
- Should be the start of a long-term relationship
- Has the power to change the trajectory of a business, families, and communities

# FAQs

- How many people have you helped?! (*the top one*)
- How can one be eligible for the program?
  - *2 minute application online starts the process*
  - *603-995-0888*
- How can we help? (*my favorite!*)
  
- Frequently asked questions:  
<https://www.childcareaccelerate.com/journey/#faq>

# *Questions? Let's Talk!*

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*Find Child Care Accelerate on*



**Let's discuss!**

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***Please enter any questions you have in the chat.***