



Building the Future

The critical infrastructure of Early Childhood



Early Childhood is the foundation upon which our shared future is built.

Education is a continuum, and children need an aligned, high-quality educational experience from cradle to career. Early experiences for children from birth through age 8, in particular, build the foundation for a lifetime of learning and growth.



The First 5 years
are 25% of the
educational
experience of
students in P20

25%

Sixty-nine percent of Ohio
children younger than age 6 have

ALL AVAILABLE PARENTS IN THE WORKFORCE

which makes access to
affordable, high-quality child care
a necessity.



Kids Count, "Children under age 6 with all available parents in the labor force," available at <https://datacenter.kidscount.org/data/tables/5057-children-under-age-6-with-all-available-parents-in-the-labor-force?loc=37&loct=2&loc=37&loct=2#detailed/2/37/false/870,573,869,36,868/any/11472,11473>

Workforce

69%

The Heckman Equation

Economics



\$1

Invested in Early Education

Child poverty is growing in the United States; investing in comprehensive birth-to-five early childhood education is a powerful and cost-effective way to mitigate its negative consequences on child development and adult opportunity.

13%

Per Annum Return

These economically significant returns account for the welfare costs of taxation to finance the program and survive a battery of sensitivity analyses.

Early Education



And the need to achieve BOTH Quality and Quantity in childcare availability

Early Childhood Education Formal Settings & Provider Types



FAMILY CHILDCARE

TYPE A - < 12, StepUp
TYPE B - <6, licensed
IN HOME AIDES - 6 County Pilot



CHILDCARE CENTERS

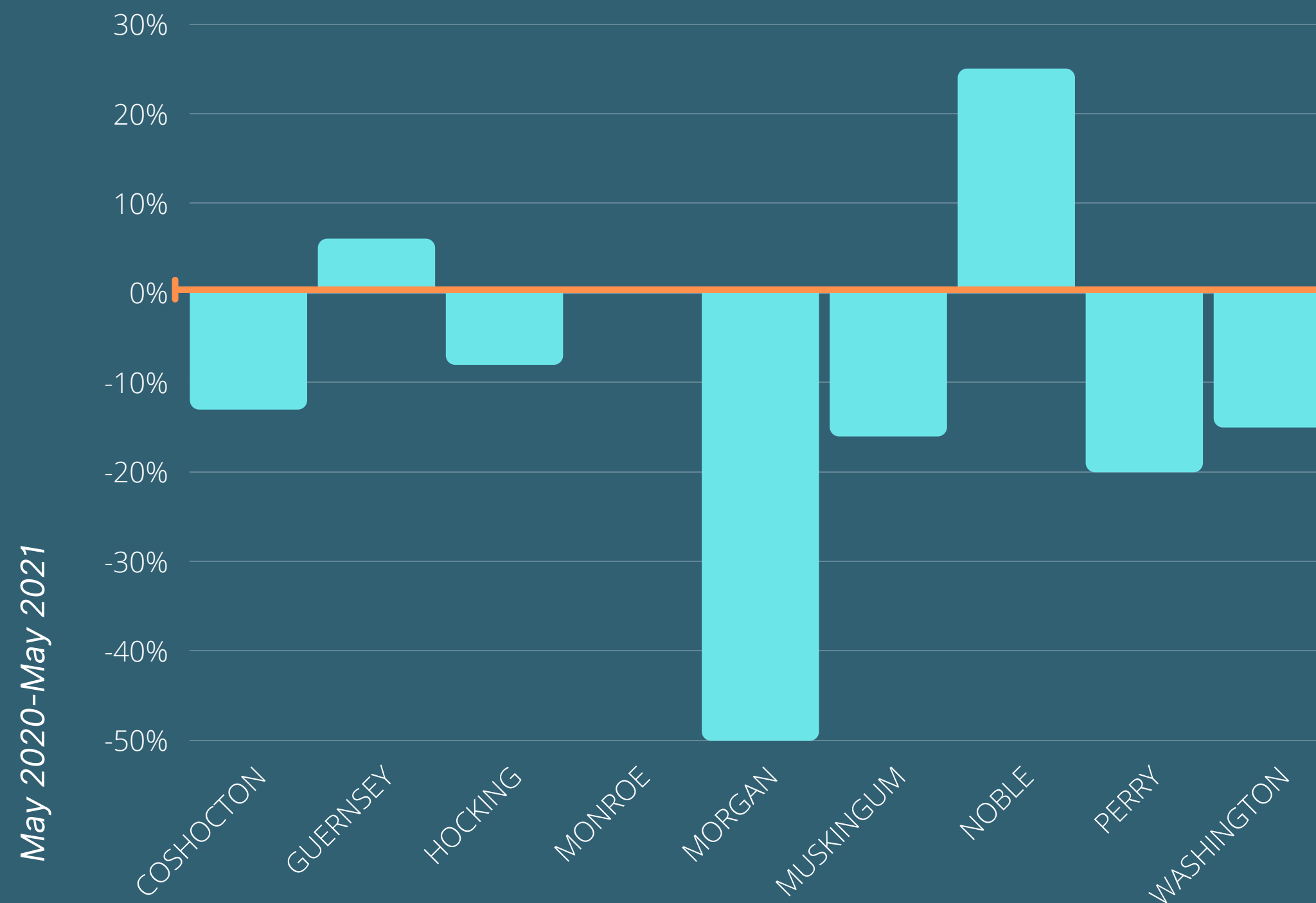
ODE - School Based
Independent JFS Licensed
Head Start



SCHOOL AGE

Day Camps
Standalone Programs
Center-based

Provider Losses in AOP20



17%

**FEWER CHILDCARE
PROVIDERS IN THE
APPALACHIAN REGION**

29
**of Ohio's Appalachian
counties are child
care deserts.**

Building the Future



Recruitment

Family Childcare Business
Incubator Concept Paper
In-home-Aides Pilot



Provider Supports

Training and Technical
Assistance in 31 Counties



Retention

Grants to help keep providers in
business, for material supports
and other program needs



Transitions

Pilot project to connect
childcare providers with Public
School Staff with data collection

CONCEPT OVERVIEW

DESCRIPTION

GROW NEW BUSINESS AND EXPAND CAPACITY FOR WORKING FAMILIES.

One major barrier to success for would-be family childcare providers is navigating the administrative burden of operating a small business.

COAD will pilot an incubator program to alleviate this burden by providing administrative support services: call center, accounting and tax prep, purchasing and procurement, and more as informed by a survey of existing family childcare providers.

OBJECTIVES

This pilot project will employ 4 administrative support specialists to serve up to 25 emerging childcare businesses in a 31 county footprint.

THIS PROJECT WILL INCREASE THE NUMBER OF FAMILY CHILDCARE PROVIDERS IN THE APPALACHIAN REGION BY 10%

REGIONAL NEED

A quality workforce depends on quality childcare.

The Appalachian Region lost 20% of family childcare providers in the last 12 months, and 25% in the last 5 years.

Family Childcare is best suited to serve NON-TRADITIONAL HOURS, SPECIAL NEEDS CHILDREN, AND FAMILIES WITH MULTIPLE CHILDREN IN NEED OF CARE.

PROJECT PROPOSAL

4
CENTRAL
ADMIN
STAFF

25
FAMILY
CHILDCARE
BUSINESSES

| FAMILY CHILDCARE BUSINESS INCUBATOR BUSINESS MODEL | | | | |
|--|------------------|------------------|------------------|------------------|
| Expenses | YEAR 1 | YEAR 2 | YEAR 3 | PROJECT TOTAL |
| Personnel + Fringe | | | | |
| Call Center | \$43,680 | \$87,360 | \$131,040 | \$262,080 |
| Accounting | \$58,240 | \$58,240 | \$58,240 | \$174,720 |
| Procurement | \$43,680 | \$43,680 | \$43,680 | \$131,040 |
| Supplies and Equipment | | | | |
| Technology | \$5,000 | \$2,500 | \$2,500 | \$10,000 |
| Office supplies | \$500 | \$500 | \$500 | \$1,500 |
| Facilities | | | | |
| Rental | \$6,000 | \$6,000 | \$6,000 | \$18,000 |
| Total Expenses | \$157,100 | \$198,280 | \$241,960 | \$597,340 |
| Revenue | | | | |
| Fee-for Service | \$22,500 | \$45,000 | \$112,500 | \$180,000 |
| Philanthropic Support | \$15,000 | \$15,000 | \$15,000 | \$45,000 |
| Grants | \$250,000 | \$200,000 | \$150,000 | \$600,000 |
| Total Revenue | \$287,500 | \$260,000 | \$277,500 | \$825,000 |

PROVIDER SURVEY

60%

PURCHASING

Assistance with procurement

60%

CALL CENTER

Managing inquiries, wait list, enrollment

65%

ACCOUNTING

Records management, access to financing, and tax prep

\$25

MONTHLY

Per-service line willingness to pay

In Home Aide Pilot Project

APRIL 2020-APRIL 2021

\$13/hr

DEMONSTRATION PROJECT

Pilot Details

- Target 5 new IHA providers in each of 6 counties (Athens, Hocking, Meigs, Perry, Ross and Vinton)
- Each provider must serve at least 1 child who qualifies for special needs child care or at least 1 child during non-traditional hours
- Pilot combines addressing upfront certification barriers with adjusting payment rates

| May 12 2020 | | | | | | May 12 2021 | | | | | |
|-------------|-----------|-------------|-------------|------------|--|---------------------------|-----------|-------------|-------------|------------|--------------------|
| County | JFSCENTER | TYPE-A HOME | TYPE-B HOME | 2020 Total | | County | JFSCENTER | TYPE-A HOME | TYPE-B HOME | 2021 Total | % Change by County |
| COSHOCTON | 8 | | 7 | 15 | | COSHOCTON | 8 | | 5 | 13 | -13.33% |
| GUERNSEY | 10 | 1 | 5 | 16 | | GUERNSEY | 9 | 1 | 7 | 17 | 6.25% |
| HOCKING | 5 | 1 | 7 | 13 | | HOCKING | 4 | 1 | 7 | 12 | -7.69% |
| MONROE | 2 | 1 | | 3 | | MONROE | 2 | 1 | | 3 | 0.00% |
| MORGAN | 1 | | 1 | 2 | | MORGAN | 1 | | | 1 | -50.00% |
| MUSKINGUM | 25 | 3 | 42 | 70 | | MUSKINGUM | 25 | 3 | 31 | 59 | -15.71% |
| NOBLE | 2 | | 2 | 4 | | NOBLE | 3 | | 2 | 5 | 25.00% |
| PERRY | 7 | | 8 | 15 | | PERRY | 7 | | 5 | 12 | -20.00% |
| WASHINGTON | 28 | | 5 | 33 | | WASHINGTON | 22 | | 6 | 28 | -15.15% |
| Total | 88 | 6 | 77 | 171 | | Total | 81 | 6 | 63 | 150 | -12.28% |
| | | | | | | % Change by Provider Type | -7.95% | 0.00% | -18.18% | -12.28% | |



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