

A close-up photograph of a young girl with dark, curly hair, smiling and resting her chin on her hands. She is wearing a light-colored, short-sleeved shirt. The background is a soft-focus green field.

**Your partner in growing  
a sustainable child care supply.**



**First Children's Finance**

National reach, resources, and expertise for stronger child care businesses and communities.





## First Children's Finance

## FREE Web-Based Fall 2022 Business Leadership Cohorts

- ..○ Parent Aware Points for Indicator: Upon completing the Business Leadership Cohort the lead family child care provider or center director will earn the Business Leadership Credential for leading and managing an early care and education program. The Business Leadership Credential will appear on the provider's learning record as 3 points for indicator p1 3a. Specialized credential. The Business Leadership Credential will remain on learning records as long as the provider is in the field of child care.
- ..○ Past Cohort Participants: Due to changes in the model for the Business Leadership Cohort, and the business challenges resulting from the pandemic, child care providers that completed the cohort in the past need to take it again to receive the Business Leadership Credential. FCF will provide the Business Leadership Credential to providers that have completed any Business Leadership Cohort from July 1, 2021 and beyond.
- ..○ Attendance is Mandatory: Participants are required to attend all four training sessions and two one-on-one consultations within the cohort to receive Develop training credit, Relationship Based Professional Development (RBPDP) credit, and the Business Leadership Credential.
- ..○ Approved Credits: For completion, family child care providers will receive 8 Develop training hours and 2-4 RBPDP credit hours. Child care center owners or directors will receive 12 Develop training hours and 2-4 RBPDP credit hours.
- ..○ Multiple Offerings: Business Leadership Cohorts are offered virtually throughout 2022-23. If these dates do not work, watch for more opportunities.
- ..○ Limited Spots Available: Each cohort is limited to 12 participants.
- ..○ Topics Covered: Marketing, accounting & financial statements, cashflow, staffing for centers, discussion around policies and business challenges for family providers, networking on current topics, and goal setting.
- ..○ Grant Offering: Participants who complete the Business Leadership Cohort and meet ALL of the requirements listed on the guidelines and application, will be eligible for a grant.

### Grant Eligibility Highlights

- One grant per license. \$1,000 for Family Child Care and \$2,500 for Child Care Centers.
- Applicants must use grants for the purposes outlined in the goal setting consultation.
- Only eligible to receive the grant one time.
- Must be current on all FCF loan payments and grant reporting.

For questions contact:  
[info@firstchildrensfinance.org](mailto:info@firstchildrensfinance.org)

Cohorts are made possible by  
generous funding from:





# First Children's Finance

## FREE Web-Based Fall 2022 Develop Approved Training Opportunities

**SEPT 19**

### Web-Based - Separating your Family Child Care Finances from your Personal Finances

Learn basic tools to separate business and personal finances. Learn to utilize computer and file systems to organize financial documents. Develop a business budget.

6:30pm - 8:30pm  
Event ID: 388414

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**SEPT 20**

### Web-Based - Developing A Child Care Center Policies & Procedures Manual for Parents

Explore the primary components of a Child Care Center Policy and Procedure Manual for parents. Identify gaps and opportunities for creating or updating your existing Policy and Procedure manual for parents.

1:00pm - 3:00pm  
Event ID: 388417

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**SEPT 26**

### Web-Based - Policies & Practices Management for your Family Child Care

Family child care providers will gain a better understanding of the importance of strong policies for your business. You will learn how to create your own policy manual and contract or revise what you have to increase its effectiveness. Finally, you will learn strategies to help with enforcing your policies.

6:30pm - 8:30pm  
Event ID: 388419

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**OCT 4**

### Web-Based - Developing A Marketing Plan for Child Care Centers

Learn basic marketing principles and concepts. Complete an environmental scan. Identify features and benefits of your child care program. Analyze child care competitors. Identify strategies to build an effective message. Define target market to secure future enrollment. Learn how to use marketing principles to secure community partnerships.

11:0am - 2:00pm  
Event ID: 388422

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Additional Trainings & Registration information on the next page

These trainings were made possible by generous funding from:



# We Finance Small Business Loans to Child Care Entrepreneurs



U.S. Small Business  
Administration

SBA Community Advantage Lender



## Small Business Loans

### Family

Up to \$25,000

Terms: 5-10 Years

Rate: 6%-10%

### Center

Up to \$250,000

Terms: 5-10 Years

Rate: 6%-10%

## Fees

### Application Fees

Family Provider: \$25

Center Provider: \$100

### Closing Fees

Processing Fee : \$50

UCC Filing Fee: \$15 - \$30

Rates/Terms/Fees Subject to Change  
Some Restrictions May Apply

## Meet Licensing Standards Improve Cash Flow

### Potential Uses of Funds:



Facility Improvements/Upgrades



Equipment and Materials



Working Capital



Supplies



Start-Up Costs



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