**SWFI Learning Community**

**Child Care Economics Action Team**

**Meeting Notes 7/12/18**

**Child Care Co-op/Shared Services Model**

* Business structure
  + 501©3
  + Member owned
  + Member fees?
* Key services
  + Accounting
  + Legal
  + HR hiring/payroll/benefits packages
  + Central recruiting/hiring support
  + Marketing
  + Group insurance rates
  + Government program administration: CCAP, CACFP
  + Bulk purchasing of commonly used products
  + Member network, training, support
  + Revenue/income-related support
    - Employer subscriptions for slots
    - Tax credit marketing/administration
    - Grant sourcing, writing, fiscal management, reporting
* Revenue streams (for providers and/or shared service costs)
  + Member fees – based on number of kids
  + Dividend/profit sharing?
  + Employer subscription service
  + CCAP
  + CACFP
  + Family resource center funding?
  + Mill levy/special tax district
  + Parent fees
* Target providers
  + Licensed family home providers
  + Private/family-owned centers
  + Unlicensed FFNs?
* Scale – need to determine ideal minimum/maximum/mix of provider types
* Community value-add/impact
  + Increase number of slots, including evening and emergency care (drop in?)
  + Increase quality of care available in targeted communities
  + Increase the wages/revenue to providers, fostering more sustainable small businesses
  + Increase employer investment/engagement
* Provider value-add/impact
  + Enable providers/directors to focus on their area of expertise – early childhood development and care, and reduce time spent on administrative tasks; estimated reduction in administrative burden to provider/director – 50% or minimum $15,000 cost savings
  + Foster more consistent enrollment through marketing and administrative support
  + Provide support for business expansion/capacity building through licensing, increasing the number of slots offered
  + Increase revenue/wages for providers/staff by increasing efficiency, reducing administrative burden, supporting business expansion, marketing, leveraging of various cost offsets/revenue streams

**Questions for exploration**:

* Would FFNs buy in?
* Would other providers buy in?
* What benefits/services are of most value?
* What is the maximum price point for membership fees before provider are discouraged from joining?

**Next steps**:

* Determine model from which to build or adapt
  + Larimer County Farm Co-op/Amy – Victor/Matt
  + ELV model/approach – Victor/Janel
    - Initial review suggests ELV as a service/vendor, not wholesale solution
    - Cost concerns
    - Limited services: paperwork, payments
    - Perceptions regarding accessibility of services
  + Florida – Michelle/Gloria
  + Westwood Food Co-op – Victor/Matt/Janel
* Determine scale parameters – min/max/mix
* Determine which services to provide directly versus which best through vendor/partner leveraging

**Potential funders**:

* GCI
* PNC Bank
* Kaiser