**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