

# Early Childhood Financial Resiliency

Orientation

December 2020

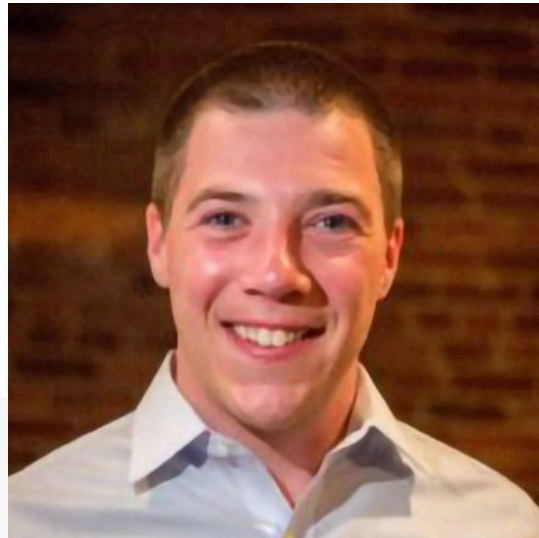
## 20 Degrees Early Childhood Education



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## We care about and know Early Childhood Education

- Completely accessible experts
- Kindness, understanding, and compassion in a daunting process
- ECE Bona Fides – we understand this sector
- Fundraising, funding, and legal background
- Recognized national experts in alternative funding of ECE
- *We can help you plan for the money you need*



Image: [Jubilee Jumpstart](#)

## Quick Opening Breakout

**Who are you? (Title, center)**

**Name one thing you are proud of since COVID.**

**What questions are keeping you up about the future?**

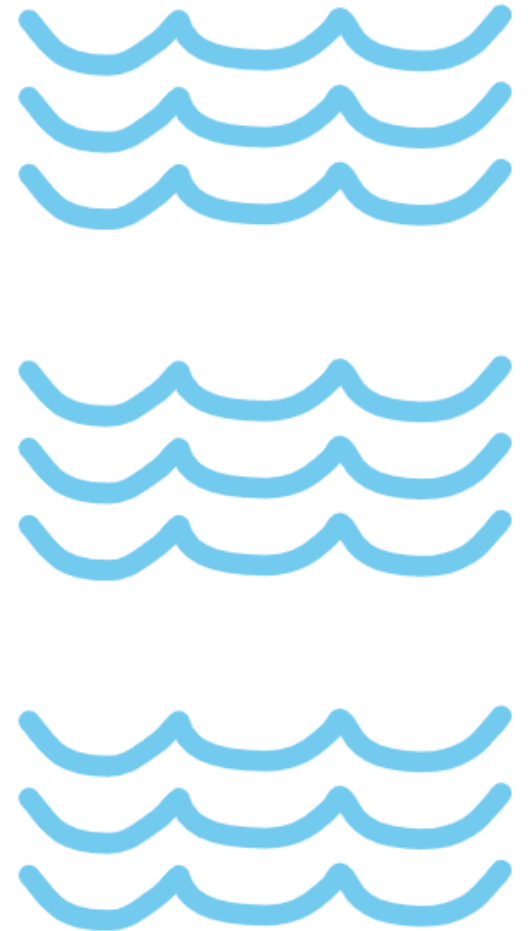
## Program at a Glance

- ECE Tailored Content based on successful and tested program
- 6 weekly sessions
- 90-minute duration
- Up to 2 staff members  
(Rec: Executive Director and Operations)
- Personalized office hours



## Our Assumptions

1. The ECE Sector is a critical bellwether. As you go, so go our families, our communities, our futures.
2. You've already survived the unimaginable to make it to this point
3. You've adapted your operations to respond to the public health crisis and learned much along the way, the missing link is often revenue, cost, and organization wide planning



## Investing 6 weeks into your operation with 20 Degrees is worth it

- The necessity for this kind of strategic clarity may have been pushed center stage by COVID, but it is also generally long overdue
- These tools will help your organization well beyond COVID as you grow stronger
- **You will be able to uncover new insights to better advocate for your needs than you would otherwise**



## Pillars of Resiliency

### Financial Management

Tips and insights to make budgeting through uncertainty/instability easier

### Fundraising

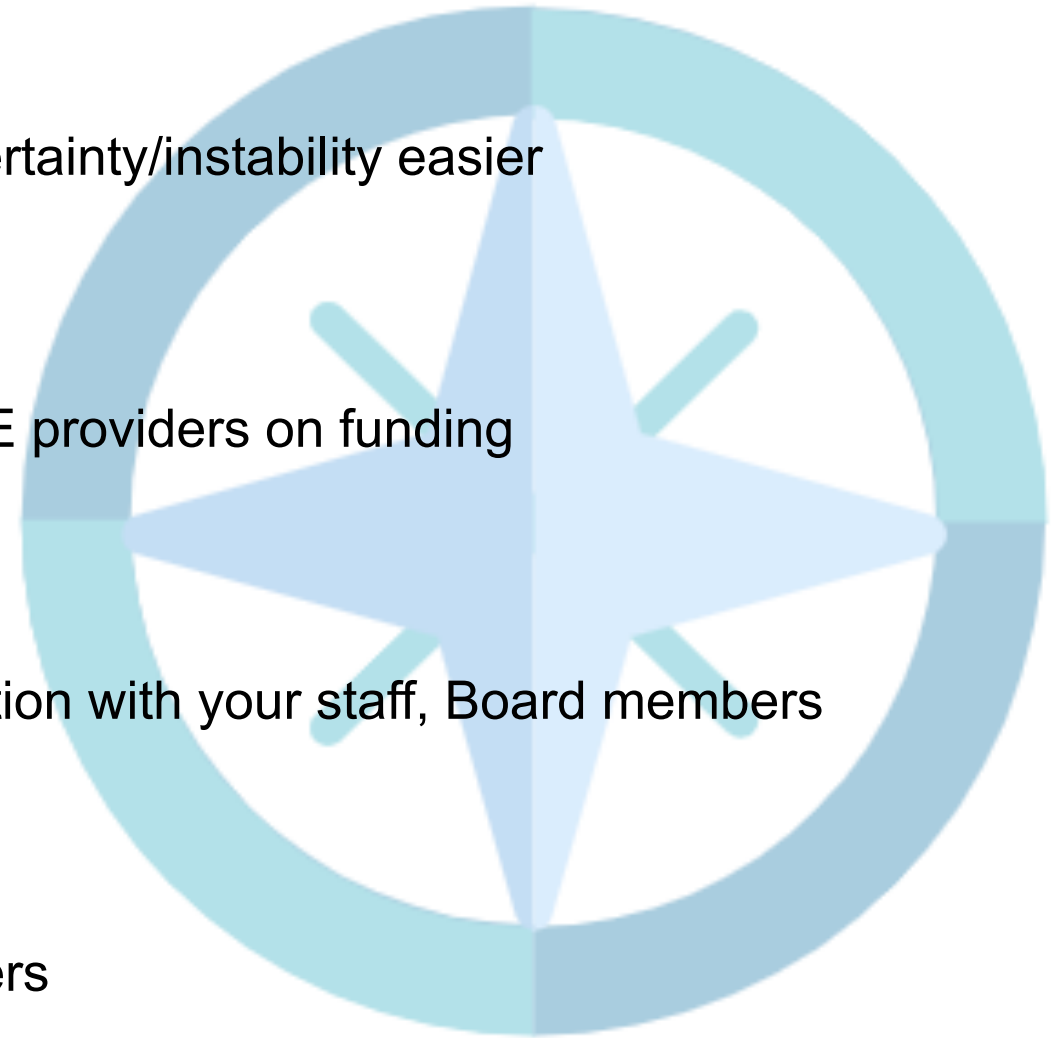
Access to research on insights and trends for ECE providers on funding

### Stakeholder Communication

Access to templates that will improve communication with your staff, Board members

### Self/Leadership Support, Self-Care

Cutting edge tools for addressing burnout in leaders





## Your Questions or Concerns

- Surviving the financial hit this year, with expected decreased enrollment next year, too.
- Sustainability, maintaining our high-quality staff and teachers
- Replenishing emergency/contingency funds
- Surviving another shutdown

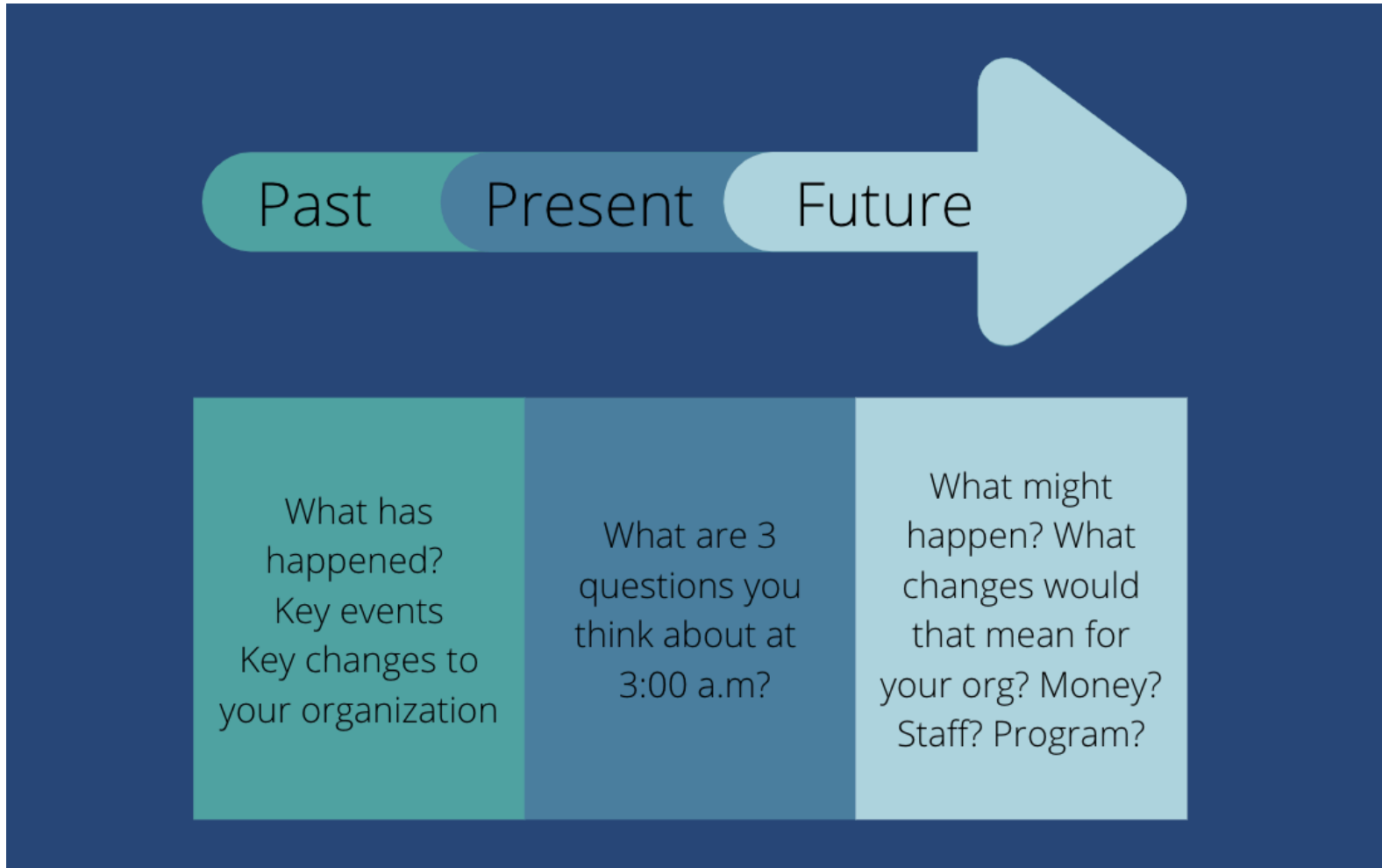
**We will help you navigate these situations**



## Storytelling – Scenario Planning for COVID and Beyond

*Data and firsthand experience shows that doing any scenario planning increases the odds of funding, increases the confidence of your board and staff, and makes budgeting easier*

## Storytelling – Scenario Planning for COVID and Beyond



### Future Consideration

- Best
- Worst
- Middle
- % likelihood

## Cashflow Management

*How many days of cash do I have on hand today?*

## Cashflow Management















- Boards and Government partners are looking more closely at this
- There is less institutional emergency funding available
- The funding landscape is shifting as we think about the post-COVID era
  - mutual aid, social giving via pool funds



## Making it Work – Operational Plans

*A simple plan aligns your board and staff. It communicates – we are taking care of things, regardless of what comes. Funders may also care.*

# Making it Work – Operational Plans

COVID-19 RESPONSE PLAN -			
Time Period		Q4	Q1
		Q4 FY20 (Apr-Jun)	Q1 FY21 (Jul-Sep)
 Scenario	 Program Status		
	 % of Available FTEs		
	 Threat Environment		
 Financial	 Costs (Fixed & Variable)		
	 Revenue		
	 Days Cash on Hand		
 Tactics	 Cost Containment		
	 Revenue		
	 Technology/Operations		
	 Program		
	 Communications		
	 Staff Wellness		
 Operational	 Program Service Quality		
	 Cost/Unit of Service		

- Form your team
- Pick 2 sections
- What areas of planning matter most in your center?
- Where are you already strong?

## Making it through – Mental Health

- Potential for burnout is especially concerning in this moment
- The cost to replace an Executive Director? 3x an ED salary



Image: [Harvard Business Review](#); “Mental Health Awareness Week”

### Wellness Scratch Pad

Answer this for yourself and be honest.

Enter Your Personal Sal

#### EXTERNAL: Select Y/N to each relevant question

Does your program or organizational work require risk of direct COVID exposure?

Has your organization been shut down due to COVID exposure?

Has a member of your family contracted COVID?

Has a staff member contracted COVID?

Has a client or member of your community fallen critically ill or passed away due to COVID?

#### ORGANIZATION: Please review each line and select Yes or No

As a company, we take time to check-in with employees (including me) on their well being



## Join Us

First Cohort begins **Thursday December 17<sup>th</sup>, 11:30 a.m. – 1:00 p.m.**

[\*Register Here\*](#)

<b>Topic</b>	<b>ECE Financial Resiliency Program</b>
<b>Time</b>	Dec 17, 2020 11:30 AM Jan 7, 2021 11:30 AM Jan 14, 2021 11:30 AM Jan 28, 2021 11:30 AM Feb 4, 2021 11:30 AM Feb 11, 2021 11:30 AM  Time shows in <a href="#">Eastern Time (US and Canada)</a>



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**Thank You!**

***Together We Endure***

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