RAISING CHILD CARE, RAISING AMERICA
MAY 19-22

Saving Time, Money & Energy:

Supporting ND Child Care Programs through a Shared Services Alliance

ChildCare Aware® OF AMERICA

ChildCare Aware® OF NORTH DAKOTA

Saving Time, Money and Energy:

Supporting ND Child Care Programs through a Shared Services Alliance

CHILD CARE AWARE OF ND

SHARED SERVICES ALLIANCE

www.ndchildcare.org

Meet Our Team

CHILD CARE AWARE OF ND
SHARED SERVICES ALLIANCE

Keely Ihry

Child Care Aware Lead

Verla Jung

Start-up and Community Engagement Coordinator

Paige Paislee

Start-up Coordinator

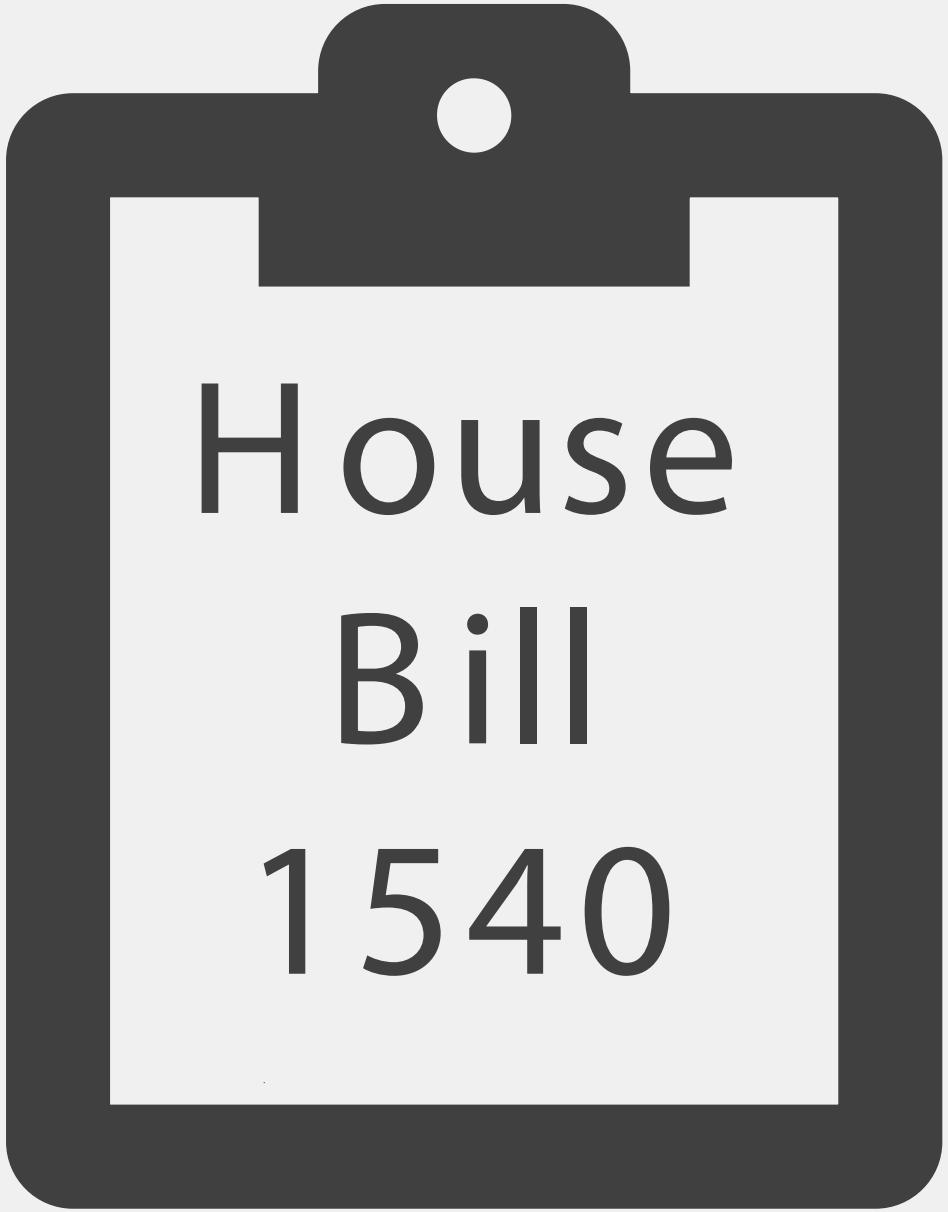
Child Care Aware® OF NORTH DAKOTA

How we got here...

StrengthenND®

ChildCare Aware® OF NORTH DAKOTA

How we got here...



ChildCare Aware® OF NORTH DAKOTA

How we got here...

HB 1540 | ND Child Care Initiative Implementation

Last updated December 2023

Affordability

- ✓Child Care Assistance (CCAP) - **operating**
- ✓CCAP Infant/Toddler Payment Boost – **Aug 2023**
- ✓CCAP 0% co-pay for households <30% SMI – **Jul 2023**
- ✓CCAP Quality Tiers in CCAP – **Dec 2023**
- ✓Working Parent Child Care Relief employer-led cost share program (WPCCR) – **operating**
- ✓WPCCR opt-in for State of ND as employer – **Aug 2023**

Availability

- ✓Grants for Health/Safety and Inclusion – **Oct 2023**
- ✓Start-up / Expansion Grants – **Oct 2023**
- ✓Shared Service Alliance – **Oct 2023**
- ✓Demonstration projects for care during non-traditional hours – **Q2 24 (est)**

Quality

- ✓CC worker training stipends – **operating**
- ✓Annual quality grant awards for all QRIS-rated programs – **Sept 2023**
- ✓Best in Class and Waterford Upstart – **Aug 2023** start for 23-24 year awards / enrollment

Infrastructure

- ✓Background check automation – in progress; anticipate roll out **Q4 2024 (est)**
- ✓Fingerprint stations –fully implemented **Jan 2024 (est)**
- ✓Increased capacity for QRIS cohorts – **Aug 2023**
- ✓Improvements to parent CCAP experience – **Q1 2024 (est)**
- ✓Coaching capacity for licensed programs – **Aug 2023**

NORTH Dakota | Health & Human Services
Be Legendary.

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Shared Services Alliance Opportunities

CHILD CARE AWARE OF ND
SHARED SERVICES ALLIANCE

Program Benefits

CHILD CARE AWARE OF ND
SHARED SERVICES ALLIANCE

Save Time

Improve Cash Flow & Revenue

Support and Manage Staff

Improve Family Communication

Thanks to our Partners

CHILD CARE AWARE OF ND
SHARED SERVICES ALLIANCE

Learning BEYOND™

Lakeshore®

Procare SOLUTIONS

Parachute by KidKare

NORTH DAKOTA Women's Business CENTER

Funding provided by the North Dakota Department of Health and Human Services

NORTH Dakota | Health & Human Services
Be Legendary.

Child Care Aware® OF NORTH DAKOTA

1 Curriculum and Supplies

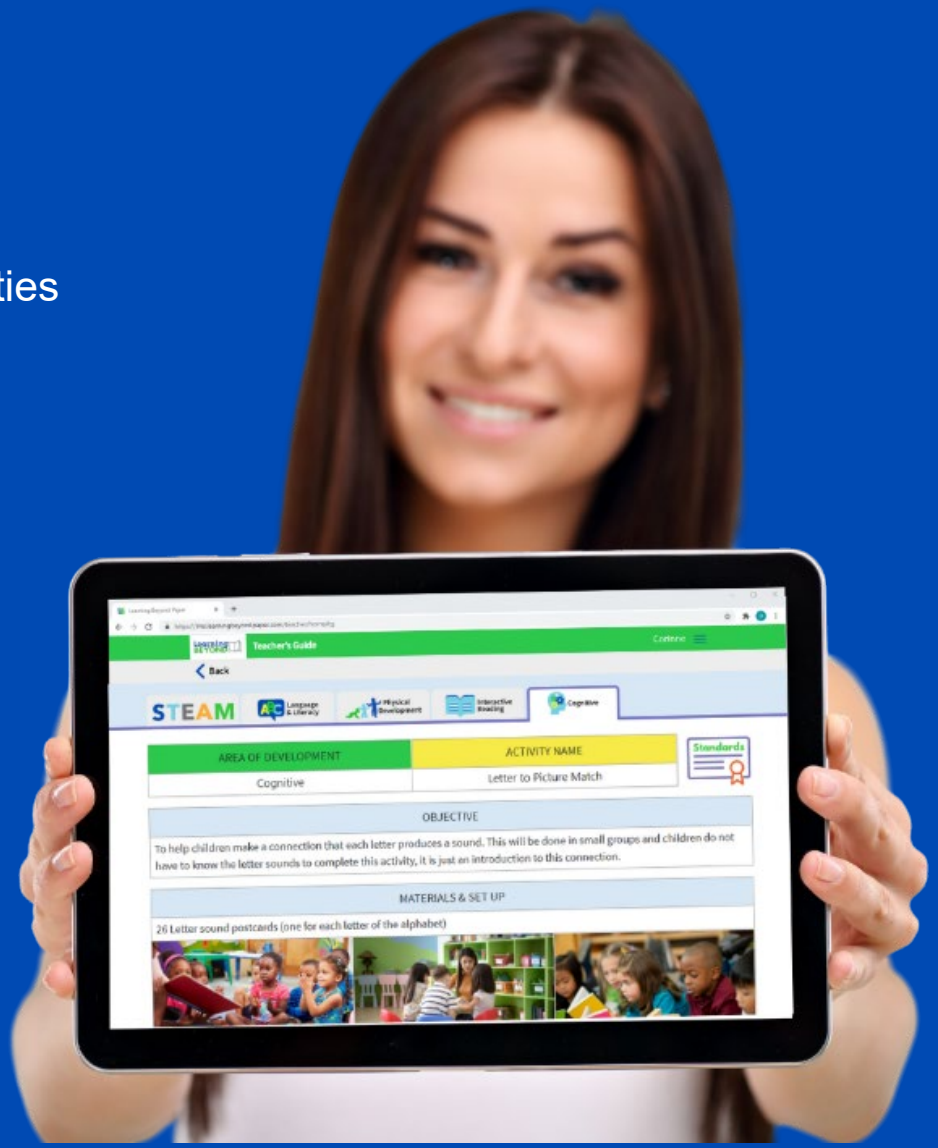
Learning BEYOND™

+

Lakeshore®

Learning Beyond Subscription includes:

- 52 weeks of Lesson Plans and over 4,000 Daily Activities for Infants to Pre-K 4
- Aligned to State and Head Start Standards
- Integrated ECE Standards
- Aligned with Bright and Early North Dakota
- Daily STEAM activities
- Teacher Reflections & Assessments
- Comprehensive Teacher's Guide
- Training built in + Professional Development
- Content updates available instantly – no extra cost
- Spanish Available



Learning BEYOND

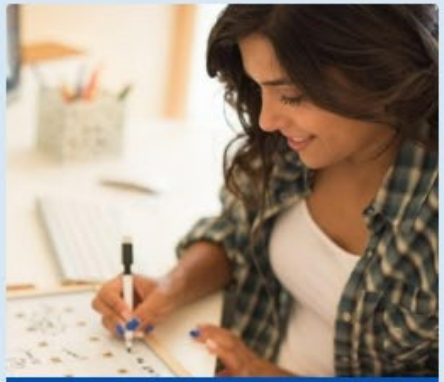
LearningBeyondPaper.com

North Dakota Early Learning Standards Birth to Kindergarten				
Domain I: Approaches to Play and Learning/ Sub-Domain: Emotional and Behavioral Self-Regulation				
Goal IT-APL 1. Child manages feelings and emotions with support of familiar adults.				
Goal P-APL 1. Child manages emotions with increasing independence. (36-60				
Developmental Progressions				
Birth–9 Months	8–18 Months	16–36 Months	36–48 Months	48–60 Months
Engages with familiar adults for calming and comfort, to focus attention, and to share joy.	Seeks to be close, makes contact, or looks to familiar adults for help with strong emotions.	Uses various strategies to help manage strong emotions, such as removing oneself from the situation, covering eyes or ears, or seeking support from a familiar adult.	Manages less intense emotions, such as mild frustration, independently. May require adult support to manage more intense emotions.	Has an expanding range of strategies for managing emotions, both less intense emotions as well as those that cause greater distress. May still look to adults for support in managing the most intense emotions but

Learning Beyond Paper Scope & Sequence				
(SED) Social and Emotional Development				
B. Self-Regulation				
1. Demonstrates self-control				
Infant	Young Toddler	Older Toddler	Preschool 3	PreK 4
6M.b Self-soothes when an adult holds, rocks, or talks to them 12M.b Self-soothes when an adult holds, rocks, or talks to them	a. Self-soothes with minimal adult supp 24M.1 Calms self by sucking on fingers or thumb, holding a favorite toy, moving to a calm place in the classroom, or finding a prefered adult	a. Uses adult support to cope with strong emotions Q4.1 Begins to self calm and use prefered strategies when feeling strong emotions but looks to familiar adults for additional assurance (Executive Functioning Skill) Q4.2 Asks an adult to go wave goodbye again when their parent leaves	a. Uses adult support to cope with strong emotions Q4.1 With minimal verbal prompting, reflects on own emotions and the strategies used to manage them Q4.2 With minimal verbal prompting, reflects on own behaviors (attention and impulses) and the strategies used to manage the	a. Regulates own emotions and behaviors and seeks adult support when needed Q4.1 Consistently reflects on own emotions and selects a strategy to manage them based on the situation (location, classroom activity, etc.) Q4.2 Consistently reflects on own behaviors (attention

Learning Beyond Dashboard

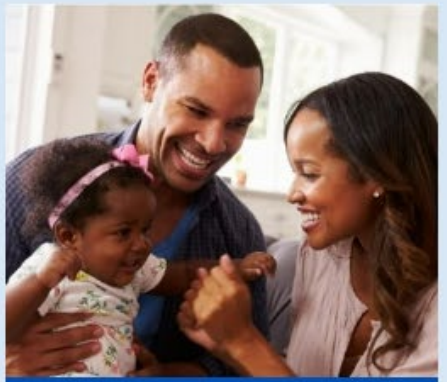
Learning Beyond Dashboard



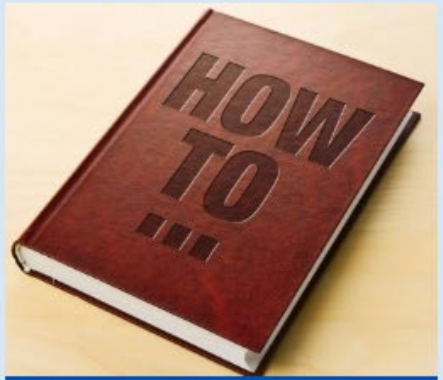
Lesson Plans

Daily Activities

Teacher Reflections

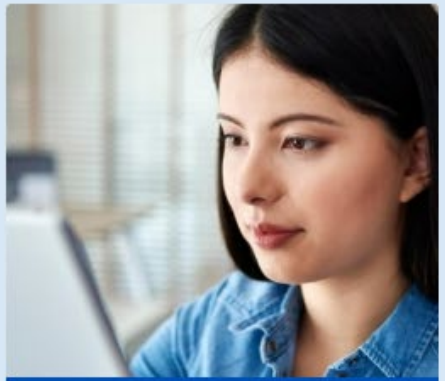


@Home Connections



Resources

Materials



Assessment

Training

Lakeshore Essential Kits

Learning Beyond Paper

Lakeshore®

Infant Essentials Kit 1 Weeks 1-13

Includes a Teacher Resource Pack Containing:

Making the Most of Tummy Time
Classroom poster (9"x12")
Teacher resource cards (4"x6")

Making the Most of Mealtimes
Classroom poster (9"x12")
Teacher resource cards (4"x6")

Making the Most of Diaper Changes
Classroom poster (9"x12")
Teacher resource cards (4"x6")

Item	Item Name	Product Description
	Explore & Play Activity Rattles	There's so much for babies to touch, see and hear with our durable rattles! All 4 easy-clean plastic rattles have an irresistible animal design, stimulating textures and lots of different sounds—plus movable parts that are fun to shake and explore! Longest rattle measures 6".
	Stack & Nest Sensory Toys	With bright colors, bold patterns and fun-to-touch textures, our stackers are sure to stimulate tots! Extra-chunky pieces are easy for little ones to stack, nest and explore. You get 3 sets of plastic stackers (16 pieces total); largest piece measures 4 3/4".
	Baby Band Rhythm Set	Babies just can't get enough of our super, shakable rhythm set! The 6 toddler-safe plastic instruments come in 3 easy-to-play styles—rattles, rainsticks and jingling hand bells...all perfectly sized for little hands. Bells measure 4 3/4".
	What's Inside? Soft Feely Box	Little ones can't wait to get their hands inside this adorable box...and find out exactly what's inside! The soft, machine-washable box is packed with 10 different sensory objects for kids to feel and explore—like a pretty butterfly with crinkly wings, a cute lion with a corduroy coat, a shiny frog for tots to squeak and more. Plus, a big 4" opening on top makes it extra-easy for tots to reach right in and feel around! Box measures 7".
	"Hello Baby Faces"	Babies love to look at faces – looking at and learning the different types of faces and their expressions forms the cornerstone for the development of later social skills. From a happy face to a sad face, all of the pictures in this high-contrast board book are designed simply so that they are easy for baby to focus on, and are illustrated in strongly contrasting black and white with splashes of color to stimulate baby's developing sight.

North Dakota FCC Kits

Lakeshore®

KT35580-1: ND Family CC Quarter 1 Kit (1 of 2)

Item	Item #	Item Name	Quantity in Kit	Product Description
	ERS49	Explore & Play Activity Rattles	1	There's so much for babies to touch, see and hear with our durable rattles! All 4 easy-clean plastic rattles have an irresistible animal design, stimulating textures and lots of different sounds—plus movable parts that are fun to shake and explore! Longest rattle measures 6".
	RR794	Soft & Safe Building Blocks	1	Soft, safe, squeezable...and lots of fun to stack! Our vibrant, wipe-clean vinyl blocks come in tons of irresistible shapes, patterns and colors. We've even included 4 fun balls that jingle, shake, rattle and crinkle...and nest right inside the blocks! Set includes 26 pieces; cube measures 4 1/2".
	RE483	Nursery Rhymes Board Book Library	1	Our inviting board books introduce toddlers to classic nursery rhymes! These 5 sturdy board books have been specially selected for their simple text, playful verses, and eye-catching illustrations and images that are sure to make them instant favorites with little ones!
	TS429	Touch & Feel Discovery Books	1	Bumpy, rough, soft, smooth and even sticky—these cute board books are filled with textures little ones will love to touch and explore! Plus, each book features bold photographs, bright colors, super simple text and sturdy pages. You get 6 board books; each is 10 pages.
	EE428	Lakeshore Super Sand Set	1	There really *is* something for everyone in our huge set of sand tools! We've included enough rugged plastic tools for the whole class to dig, measure, pour and more—from buckets, rakes and scoops to sieves, funnels and molds...even a sand wheel. You get 31 pieces in a mesh bag, plus a guide. Buckets measure 6 1/2" tall.
	EE439	Big Knob First Puzzle Set	1	Little hands have no problem piecing together these adorable puzzles! Each simple puzzle has 4 wooden pieces with giant, easy-grip knobs—so they're a cinch for kids to grab and fit into place. And with matching illustrations right on the puzzle boards, they couldn't be better for beginners! Four puzzles come in a handy wire rack. Puzzles measure 9" x 9".
	PPS08	Sensory Star Beanbags - Set of 6	1	Our colorful beanbags are fun to feel *and* toss—for a sensory experience little ones can't resist! Ideal for exploring texture and color, building gross motor skills, and tons of other activities, each star-shaped beanbag is covered in a different tactile material that tots will love to touch! You get 6 beanbags; each measures approximately 4 3/4" wide. Beanbags are machine- or surface-washable.

What Is Included?

- Child Care Aware of ND will cover the fees of the Learning Beyond Paper Digital Curriculum for one year
  - Future support is dependent upon state funding
  - Programs/Providers will be locked in at the discounted consortium rate in following years
- Onboarding training from Learning Beyond Paper
- Center and Family/Group Kits to support curriculum implementation provided from Lakeshore
  - Center Kits provided quarterly
  - Family/Group Kits provided once at the start of the program
- Ongoing Technical Assistance from Learning Beyond Paper to allow for optimized use

Child Care Aware® OF NORTH DAKOTA

Program/Provider Commitments

Mandatory Onboarding & Technical Assistance Sessions

- View Recorded Webinars on Your Own Time
- Live Onboarding Sessions
  - Directors Training
  - Family Child Care Sites Training
  - Center Teacher Training

Utilize the Curriculum in Full Capacity

- Curriculum started by the 1st week of quarter *(can start earlier if you wish)*
- Child Care Aware of ND Staff and Learning Beyond Paper Staff will monitor use, and if programs are not using the curriculum we will reach out and check-in and determine if the license should be moved to another interested program/provider. This would also include quarterly kits.

Agree to Share Your Story and Lessons Learned Quarterly

Information Shared Will Be Included in Grant Reporting & Used to Plan Ongoing Programing

What Providers are Saying...

- Our kids have been happier and learning new things
- The age appropriate projects
- It has given staff more ideas what to do with the children
- I love the infant toddler parts. They have so much stuff to pick from and all of the love what I have done so far
- We love the STEM activities!! Most of the kids usually enjoy when we do music and movement. We have always done a lot of art, but I like the open ended art lessons. The kids are finally catching on to working creatively on their own. It took them a while to be comfortable doing what they want instead being told what to do.
- The parents are the most excited. They all want their children to be in "preschool" so by incorporating the daily activities in LBP and expanding on them, I am able to give the parents what they want but still keep my program play based.
- I love the scripted teaching options. It's nice when I am feeling exhausted to have that to lean on a bit!
- The simplicity of finding age appropriate activities is my absolute favorite part, it’s amazing how much my preschool group has learned in the 4 months we’ve been working with Learning Beyond Paper!
- We have seen a huge improvement with our kiddos and we are super excited watching them grow and improve across the board. This curriculum is huge for us. We have a lot of kiddos that were behind where they should be or have been. This curriculum has helped steer us in the direction where we have wanted to be.
- What excites me the most is the kids are never "bored" we have all the lessons at our fingertips. Our successes is that the kids are truly enjoying the different activities

Child Care Aware® OF NORTH DAKOTA

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Shared Services Alliance Opportunities

CHILD CARE AWARE OF ND
SHARED SERVICES ALLIANCE

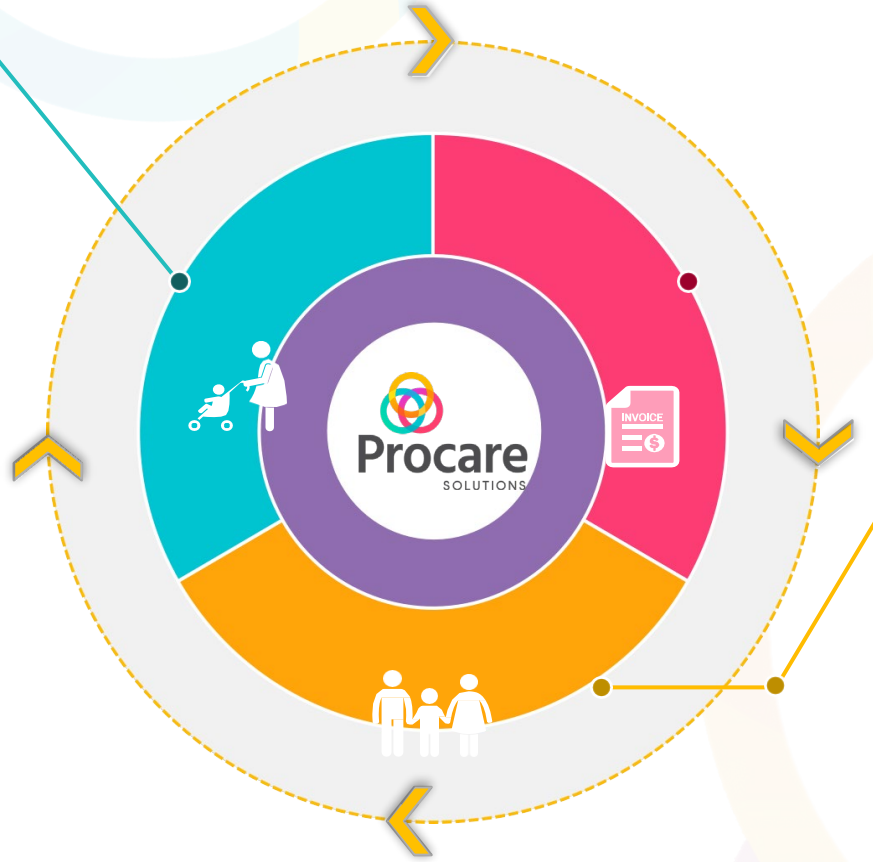
2 Child Care Management Software

Procare is the center of the child care ecosystem

Child Care

Purpose-built software that simplifies the day-to-day operations of child care centers

- Record Registration & Enrollment
- Child Attendance & Monitoring
- Lead Nurture
- Meal Tracking
- Immunization History
- Family Data Management
- Classroom Management
- Staff Management



Payment Processing

The industry standard for automated tuition collection and payment processing

- Tuition Payments Portal
- Recurring Billing Options
- Mobile Payment Capabilities

Parent Engagement

Allowing parents to stay connected to their children throughout the day

- Online Registration & Waitlists
- Scheduling Management
- Communications Tools

End-to-End, Scalable Platform Powering Every Aspect of the Child Care Value Chain

What Is Included?

- Child Care Aware of ND will cover the fees of the Child Care Management Software (ProCare) for two years
  - Future support is dependent upon state funding
  - Programs/Providers will be locked in at the discounted consortium rate in following years
- Onboarding training from Procare
- Ongoing Technical Assistance from Procare and Child Care Aware of ND to allow for optimized use

Child Care Aware® OF NORTH DAKOTA

Program/Provider Commitments

Mandatory Onboarding & Technical Assistance Sessions

- **Receive Onboarding Checklist**
  - **Kick-off Session to Review Checklist**
- **Watch the Recorded Webinar on Your Own Time**
- **Live Q & A Sessions *(only need to attend 1 of the below sessions)***
- **Additional 1:1 set-up session(s) with Procare team if needed**

Utilize the Management Software in Full Capacity

- Everything is inputted and ready to go by April 1st
- Child Care Aware of ND Staff and Procare Staff will monitor use, and if programs are not using the software we will reach out and check-in and determine if the license should be moved to another interested program/provider

Agree to Share Your Story and Lessons Learned Quarterly

Information Shared Will Be Included in Grant Reporting & Used to Plan Ongoing Programing

What Providers are Saying...

- It’s so simple
- The only time I ever had a problem with it was one of the staff schedule was not working, but the engineering team said that they already knew about it and it took about two weeks, but the problem was fixed.
- I love using Procare!! I wished I had once I first started my daycare. I give all 5 stars all time it is amazing!!
- I love the features that Procare offers and parents love that they can stay in the know.
- Overall Procare is easy to use, everyone loves it and it is saving time!
- I am super pumped that I don't have to wait 5-10 days to receive payments on line from the other program I was using.
- Easy to use and simplifies things for everyone

ChildCare Aware® OF NORTH DAKOTA

Parachute
by KidKare

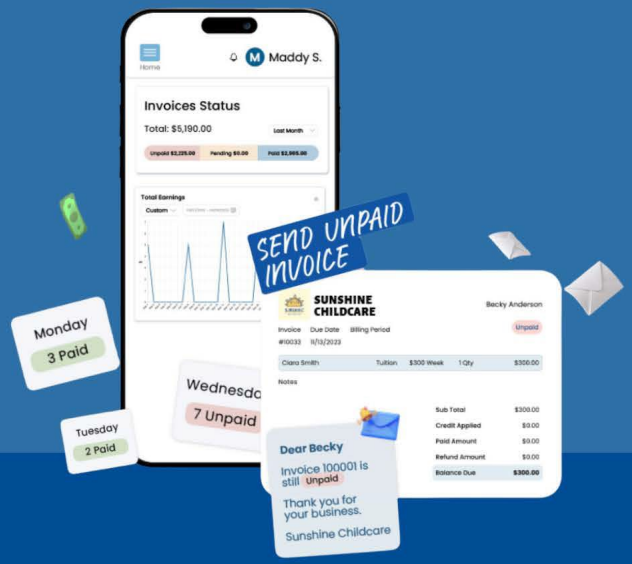
Childcare Business Management Reimagined

A financial solution built exclusively for Childcare Providers.

Parachute by KidKare

Childcare Business Management Reimagined

A financial solution built exclusively for Childcare Providers.



www.kidkare.com/parachute

Top Parachute Features

Thousands of Family Childcare Providers shared their dreams for the ultimate financial tool. You inspired us, so we built it

Business Dashboard

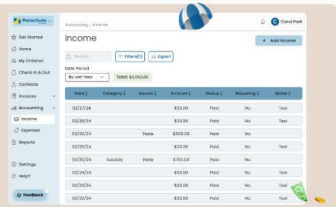
Enjoy a high level view of your income and expenses so that you can keep a health check on your business.

Secure Payments

Create simple one off invoices and recurring invoices plus easy + secure online parent payments.

Accounting

Keep track of all of your income and expenses in one place.



Time/Space Calculations

Parachute has a built in tool to do the calculations for you so you and your tax professional don't have to!

Reporting

Receive your Schedule-C, 8829, and 1099K all from us for easy tax season management.

What Is Included?

- Child Care Aware of ND will cover the fees of the Child Care Management Software (Parachute) for two years
  - Future support is dependent upon state funding
  - Programs/Providers will be locked in at the discounted consortium rate in following years
- Onboarding training from Parachute
- Ongoing Technical Assistance from Parachute and Child Care Aware of ND to allow for optimized use

Child Care Aware® OF NORTH DAKOTA

Program/Provider Commitments

Mandatory Onboarding & Technical Assistance Sessions

- **Onboarding Training: Comprehensive Product Walkthrough**
  - **Receive a Getting Started Guide: Onboarding eBook**
  - **Introduction to the Training Website featuring instructional videos and tutorials**
- **Live Office Hours for personalized assistance *(only need to attend 1 of the below sessions)***

Utilize the Management Software in Full Capacity

- Everything is inputted and ready to go by April 1st
- Child Care Aware of ND Staff and Parachute Staff will monitor use, and if programs are not using the software we will reach out and check-in and determine if the license should be moved to another interested program/provider

Agree to Share Your Story and Lessons Learned Quarterly

Information Shared Will Be Included in Grant Reporting & Used to Plan Ongoing Programing

What Providers are Saying...

- Parachute is getting me out of my comfort zone! I have been doing childcare in my home for 24 years now, and this is the first time I am doing record keeping online. It will be an adjustment but taking it one day at a time.
- Parachute works great, you can create invoices, keep track of expenses, check in/out, but also record meals, create menus for food program all in one application.
- Parachute also tracks your income to expenses on a graph spreadsheet to keep your business on a budget.

ChildCare Aware® OF NORTH DAKOTA

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Shared Services Alliance Opportunities

CHILD CARE AWARE OF ND
SHARED SERVICES ALLIANCE

3 Intensive Business Training

NORTH DAKOTA

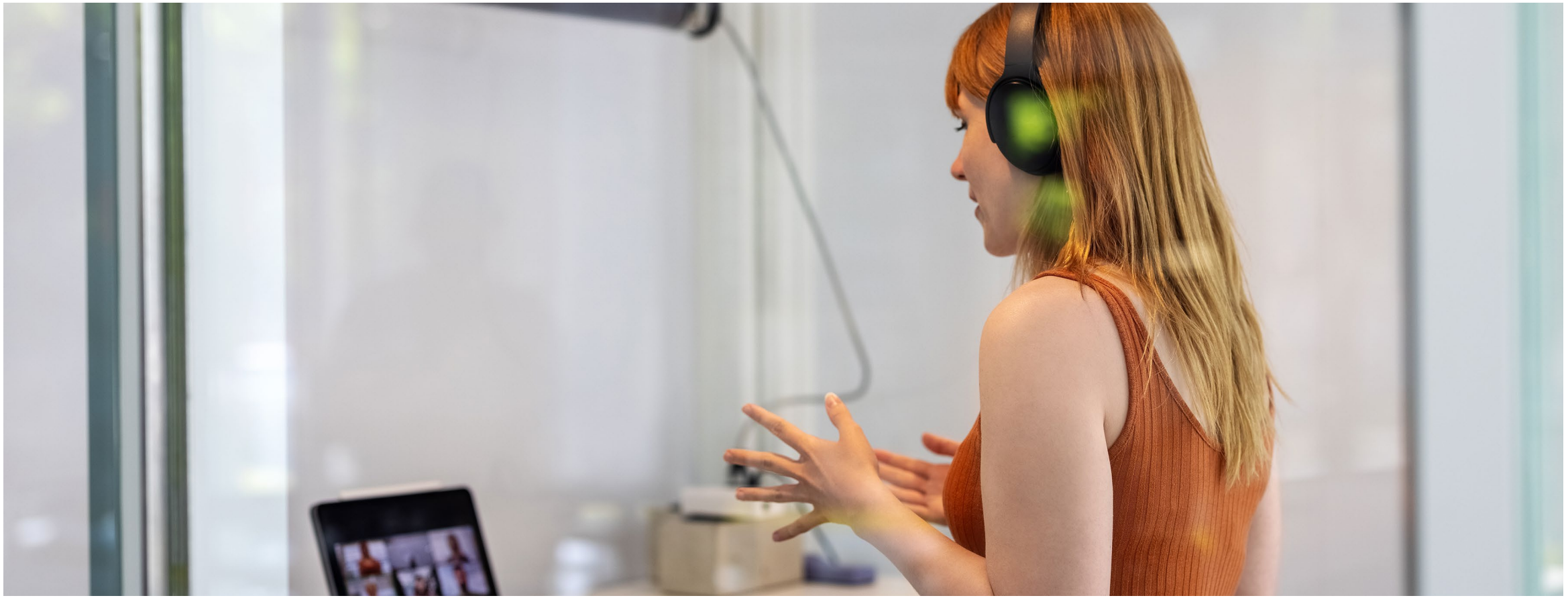
Women's Business

CENTER

Sessions

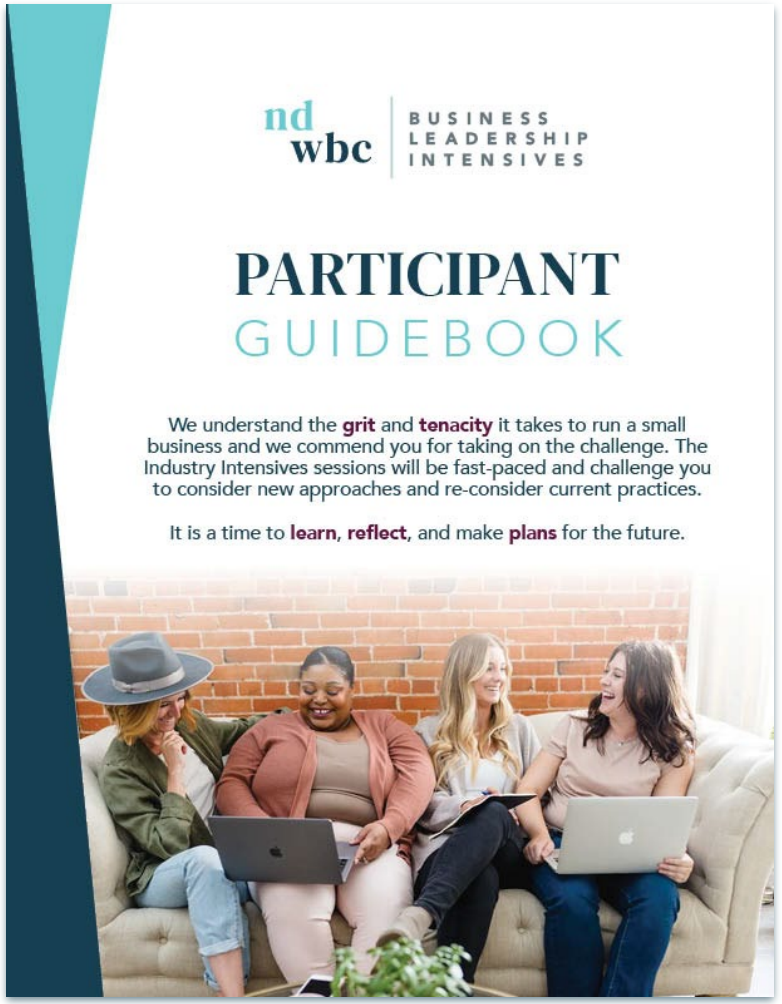
You and Your Business	Understanding Your Market	Foundations & Operations	Establishing Your Team	Leading Your Business
Image & Message	Financial Foundations	Financial Understanding	Financial Management	Planning for the Future

Subject Matter Expert Speakers



Check out the...

Guidebook



Intentional Conversations & Networking

What Is Included?

- Child Care Aware of ND will cover the fees of the Intensive Training Program & Business Coaching
- Training Submitted to Growing Futures
  - 30 Training Hours for Intensive Leadership Training
- $300 Individual Stipend for Completing the Training
- Capacity Building
- Peer Networking to Connect with Other Providers/Programs

Child Care Aware® OF NORTH DAKOTA

Program/Provider Commitments

Business Training Intensive

Attend All 10 Training Sessions + 1:1 Coaching Session

- **Kick-off Orientation Session**
- **Tech Check Session**
- **10 Sessions held every week for 12 weeks (*with 2 off weeks*)**
- **1:1 Coaching Session**

Complete all Homework

- Program Intake Form must be completed prior to Kick-Off Orientation
- Participate and Engage in Sessions and complete any homework between sessions

Agree to Share Your Story and Lessons Learned

Information Shared Will Be Included in Grant Reporting & Used to Plan Ongoing Programing

What Providers are Saying…

- How do you decide How do you decide to raise your rates and how much? How do you determine what you should pay your staff and when they need raises? The budget is a very blurry piece for me so I love to learn about it.
- I enjoyed thinking about and planning for the future of the business more long term
- Taking time to work on the SWOT, Goals and Barriers worksheets during the session…and a good push to add a goal to our working calendar
- Having the guest speaker about insurance those questions are hard for me to ask but made me feel more comfortable knowing it's ok to reach out about insurance questions and shop around
- I learned a lot about staff management and business improvement
- The importance of building a relationship with the parents to earn trust to turn it around
- We are not alone. We all have the same challenges and struggles in one way or another
- The understanding of taking care of yourself financially and ask the questions when your not sure on the answer

ChildCare Aware® OF NORTH DAKOTA

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Shared Services Alliance Opportunities

CHILD CARE AWARE OF ND
SHARED SERVICES ALLIANCE

4 Additional Supports Available

NORTH DAKOTA
Women's Business
CENTER

Partnering with the Women's Business Center for a Shared Position to support ongoing business support

4 Additional Supports Available

CDA Scholarships

4 Additional Supports Available

Limited Number of Tablets Available for Programs/ Providers to Support Implementation

Costs Being Covered

NORTH DAKOTA Women's Business CENTER	$1200/participant
Procare SOLUTIONS	$45/month if processing Tuition Express
	$79/month if not processing Tuition Express
Parachute by KidKare	Group/Family Child Care = $150/year
Learning BEYOND™	Family Child Care = $245.00
	Center-Based Child Cares = $995
Lakeshore®	Center Quarterly Kits = $1500/each quarter Family/Group Kit = $4,142.00

Cohort Rollout

Cohort 1

- Kicked off in marketing September 2023
- Onboarding Oct-Dec
- Implementation started in January *(could start earlier)*

Cohort 2

- Kicked off in marketing January 2024
- Onboarding Feb-March
- Implementation started in April *(could start earlier)*

Cohort 3

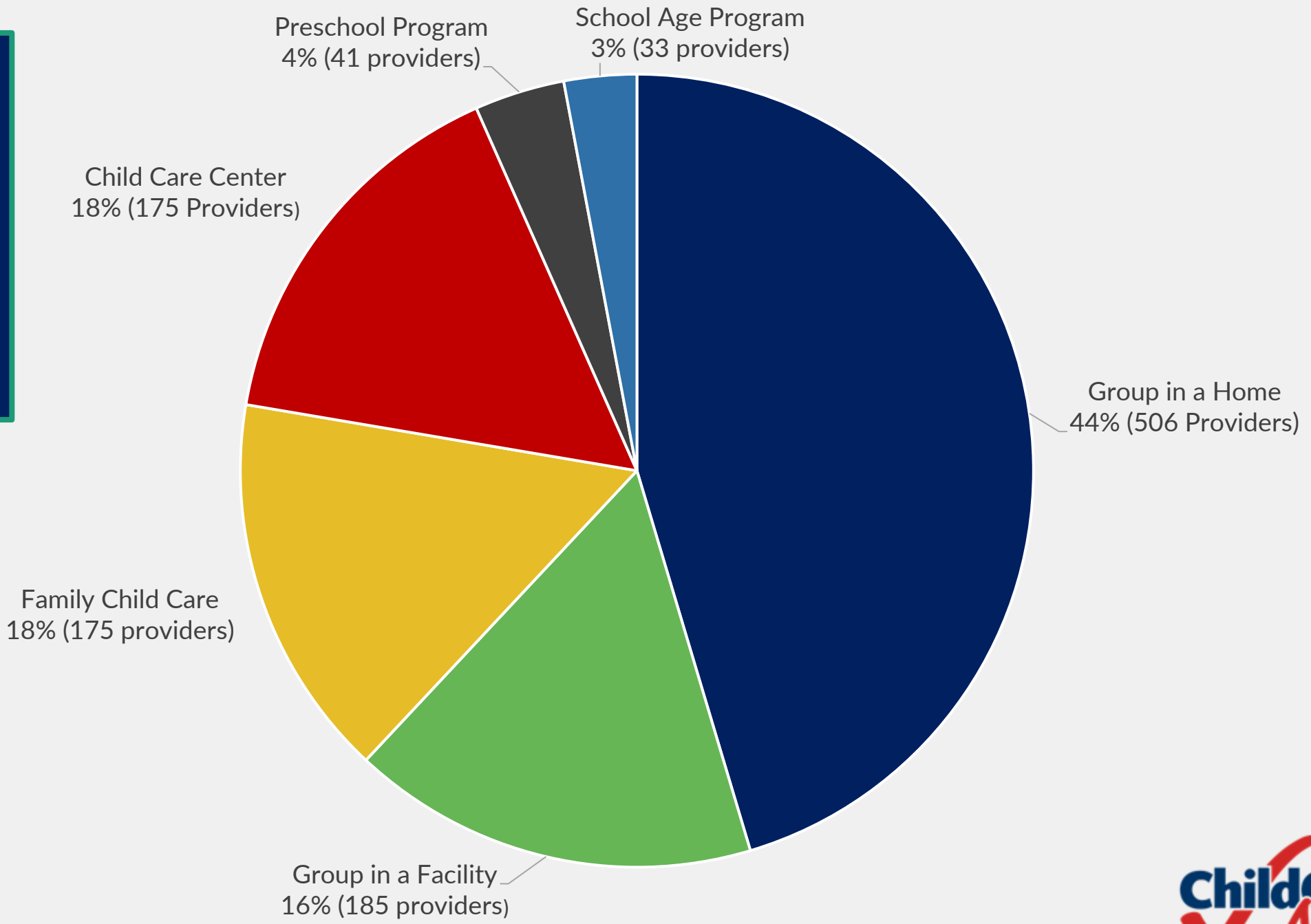
- Rolling out Summer 2024
- Paused to Regroup and reestablish next steps with implementation supports and onboarding

ChildCare Aware® OF NORTH DAKOTA

Onboarding & Implementation Rollout

ChildCare Aware® OF NORTH DAKOTA

Total Licensed Early Childhood Providers in ND = 1,156



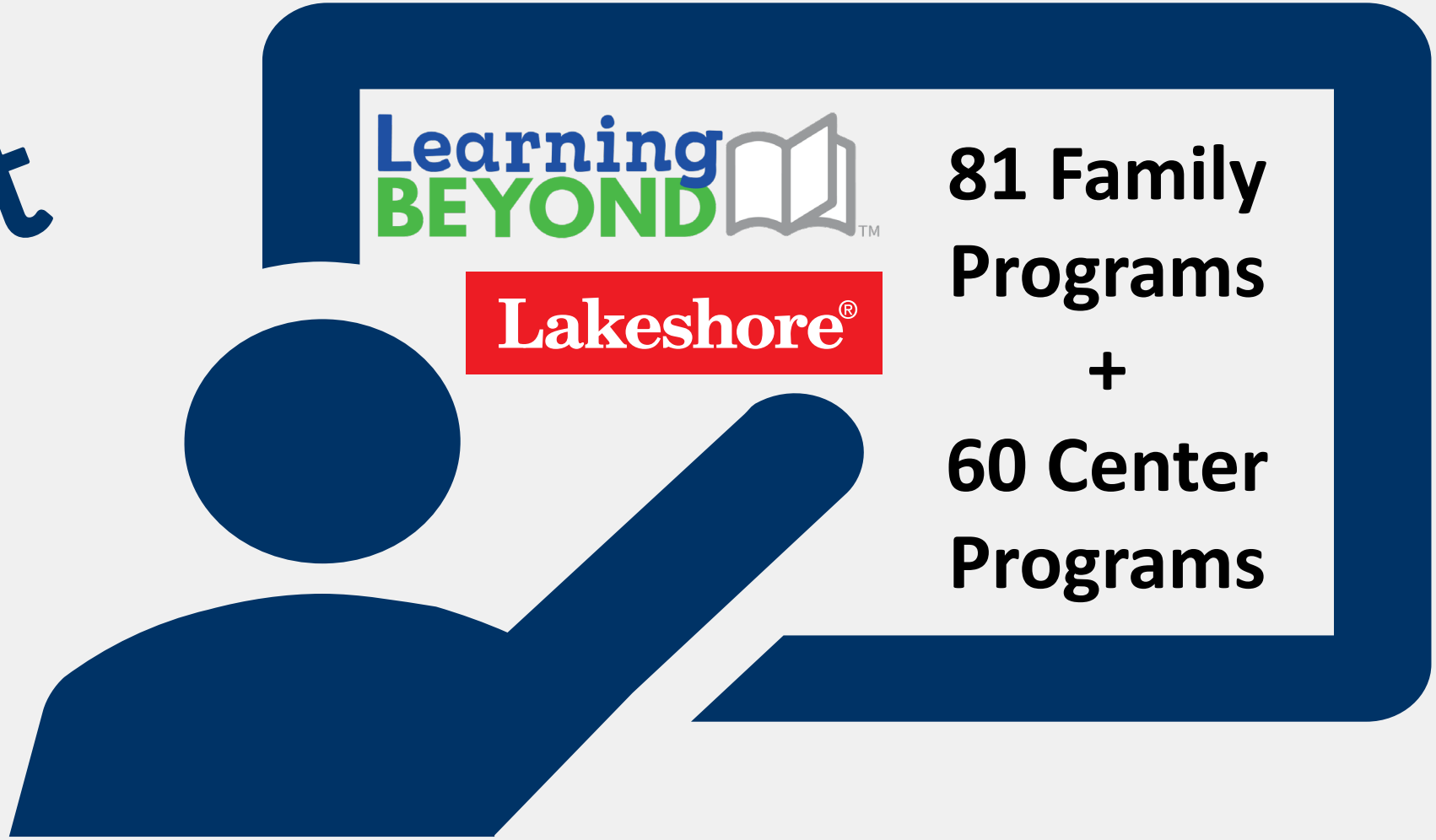
Child Care Aware® of North Dakota

Responses to the Opportunities

- [x] Interest Form = 245 Responses
- [x] Attended Overview Session = 158 People
- [x] Completed Commitment Form = 164 Programs

1 Curriculum and Supplies

Current #'s



2 Child Care Management Software

Current #'s

2 Child Care Management Software

Current #'s

3 Intensive Business Training

Current #'s

Future Explorations

- Exploring offering an EAP for providers
- Payroll Support *(i.e. Gusto)*
- Training Bundles *(i.e. Start-up for FCC & Facilities, 1st Year Staff, etc.)*
- Sub Pool
- Telehealth

Thanks Again to our Partners

Procare SOLUTIONS

Learning BEYOND™

NORTH DAKOTA Women's Business CENTER

Lakeshore®

Funding provided by the North Dakota Department of Health and Human Services

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Questions?

Link to Handouts

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Thank You

Please fill out our survey.