Closing Session

Montana Child Care Business Connect Summit

MONTANA CHILD CARE BUSINESS CONNECT

ZEROTOFIVE MONTANA

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ZEROTOFIVE MONTANA

Theory of Change

MONTANA CHILD CARE BUSINESS CONNECT

Small Business Support. Big Community Impact.

Comprehensive ECE business supports will improve ECE infrastructure and availability

Improved ECE business management will contribute to the development of an esteemed child care workforce and industry

Accessible ECE supports Montana's children, families and economy.

Comprehensive ECE business supports

Respected ECE industry

Increased ECE throughout the state

Stable ECE policy and investment

These programs are funded in part or full under a Contract with the Montana Department of Public Health and Human Services (DPHHS). The statements herein do not necessarily reflect the opinion of the Department.

Business Technical Assistance

Montana Child Care Business Connect Summit

2024 Summit
Closing Session

"PechaKucha" – Business Technical Assistance

Jason Nitschke, MA; EDFP
Senior Child Care Business Advisor
Montana Child Care Business Connect
Zero to Five Montana

Thursday, August 8, 2024

Top 5 Primary Counseling Areas (October 2022-July 2024):

1.	Startup Assistance	258 (21%)
2.	Managing a Business:	224 (19%)
3.	Accounting/Budgeting/Cash Flow:	172 (14%)
4.	Marketing/Sales:	136 (11%)
5.	Financing/Capital:	113 (9%)

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#1 Startup Assistance

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Kaitlyn Mackay
Director
Happy Feet Child Care
Miles City, MT

- *How has TA helped you take over Happy Feet?*
- *What were the outcomes of TA?*
- *Why was that TA important?*

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#2 Managing a Business - Expansion Planning

Montana Child Care Business Connect Summit

Kyla Penner
Owner
KP Squared Inc.
Fort MacMurray, AB, CA

- *How has TA helped you plan your expansion?*
- *What were the outcomes?*
- *Why is TA help important?*

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#4 Marketing/Sales: Revenue Diversification

Montana Child Care Business Connect Summit

BITTERROOT EARLY LEARNING NETWORK
Nurturing Minds, Connecting Communities

Ariella Wells
Director
Bitterroot Early Learning Network
Hamilton, MT

- *How has TA helped you approach revenue diversification?*
- *What were the outcomes of TA?*
- *Why is diversifying revenue important?*

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Business Supports

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- Trainings (137 training participants)
- Consultation
- Business Leadership Cohorts (9 participants)

First Children's Finance

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Business Accelerator Mentorship

Montana Child Care Business Connect Summit

- Business Plan
- Budgeting
- Cash Flow
- Financial Management
- Marketing and Community Engagement
- Policies and Procedures
- Risk Management
- Human Resources

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Community Development Technical Assistance

Montana Child Care Business Connect Summit

GENERAL COMMUNITY T&TA

WHAT IS IT

Recognizing that each community has its unique strengths, challenges, and opportunities, and tailoring our approach to fit the communities' needs.

GOAL

Engage communities in identifying solutions to increase the supply of high quality affordable child care.

HOW TO GET INVOLVED

Send me an email!
No prerequisites required.

SPECIALIZED SUPPORT FOR INNOVATION GRANTEE RECIPIENTS

COHORT PROCESS

EVALUATE

THE FOUNDATION
- Create a Core Team
- Gather local level data (old and new)

ENHANCE

AWARENESS, INTEREST, INPUT
- Evaluate all the data to together to understand underlying challenges
- Present the data to the larger community through a Community Conversation and gather input on solutions

ESTABLISH

THE PLANNING
- Create goals and an action plan based on data and community input
- Feasibility study

EXPAND

THE ACTION
- Implement the action plan
- Engage in general T&TA

This phase is not usually completed during the cohort

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Community Capacity Building Cohort

Montana Child Care Business Connect Summit

1 Year

$ 10,000

13 Roundtables

8 Community Projects

Current Cohort Participants

- Anaconda-Deer Lodge - Lead: Michelle Harrington
- Big Horn County - Lead: Shelly Sutherland
- Broadwater County - Lead: Allison Kosto
- Cascade County - Lead: Louisa Libertelli-Dunn
  (Previous lead: KC Beall)
- Jefferson County - Lead: Rochelle Hesford
- Lincoln County - Lead: Dorey Rowland
- Sanders County - Lead: Ray Brown
- Yellowstone - Lead: Elizabeth Chappel
  (Previous lead: Maia Dickerson)

Previous Cohort Participants

Blackfeet Tribe (Pondera & Glacier Counties), Carbon County, Flathead County, Ravalli County, Teton County, and Toole County

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Broadwater County Partnerships

Montana Child Care Business Connect Summit

Parents

Broadwater County Development Corporation
P.O. Box 698, Townsend, MT 59644

Elected Officials

Montana State University Extension

Child Care Connections

Local Nonprofits

Childcare Providers

Head Start

Townsend Schools

Broadwater County Montana • 1897

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Sanders County Data Collection

Montana Child Care Business Connect Summit

Initial Data Collection

- Jotform
- Populations
  1. Families
  2. Employers
  3. Child Care providers (licensed & Unlicensed)
  4. Business managers

Clark Fork Valley Hospital

- 32 participants
- Need identified for 58 children
- No licensed facility was identified as being used by staff

“Yes, I chose to leave the workforce to stay at home because of lack of options for child care. I am considering returning to work next year, but it would depend on availability of quality preschool. Otherwise it just makes sense to wait until my [...] final kiddo is in school.” -participant

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Statewide Early Childhood Tribal Coalition

Montana Child Care Business Connect Summit

A new, statewide coalition will assist tribes in aligning priorities and sharing knowledge to address early childhood issues and help inform policy decisions through advocacy.

Mission: Center Tribal Voices, Nurture Our Future, Build Stronger Communities through Early Childhood Education

Principles & Values

- Equity
- Accountability
- Cultural Responsiveness
- Collaboration
- Center Tribal Voices

SCAN HERE TO JOIN

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Connect's Resource Hub

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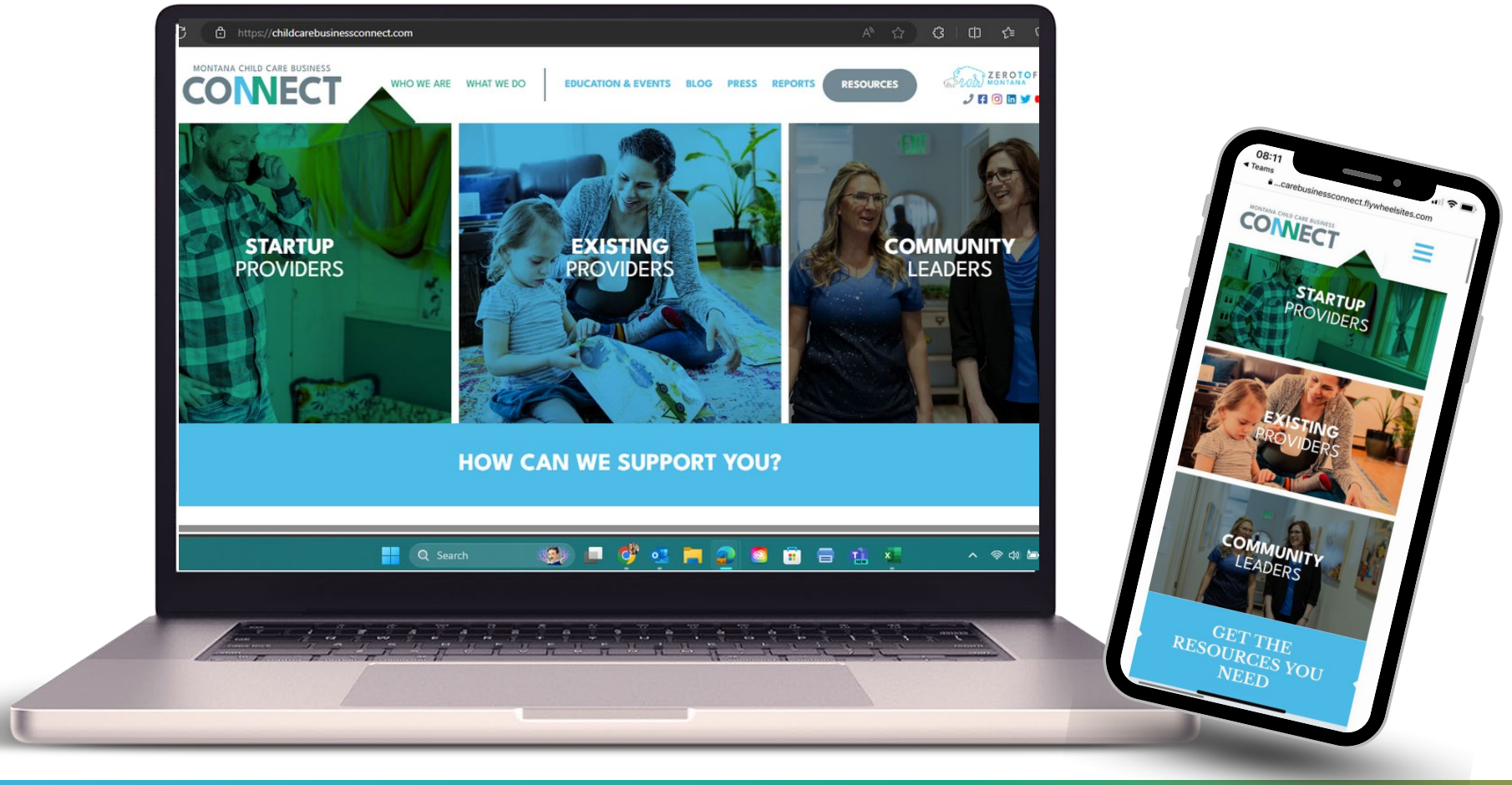

Resources divided by audience

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You need it? We got it!

Montana Child Care Business Connect Summit

Over 35 resources (and counting!) across all categories

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Resources from A to Z

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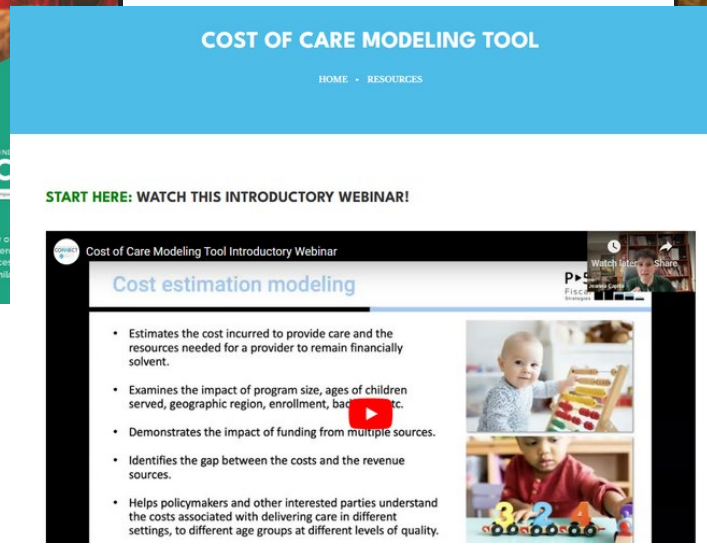

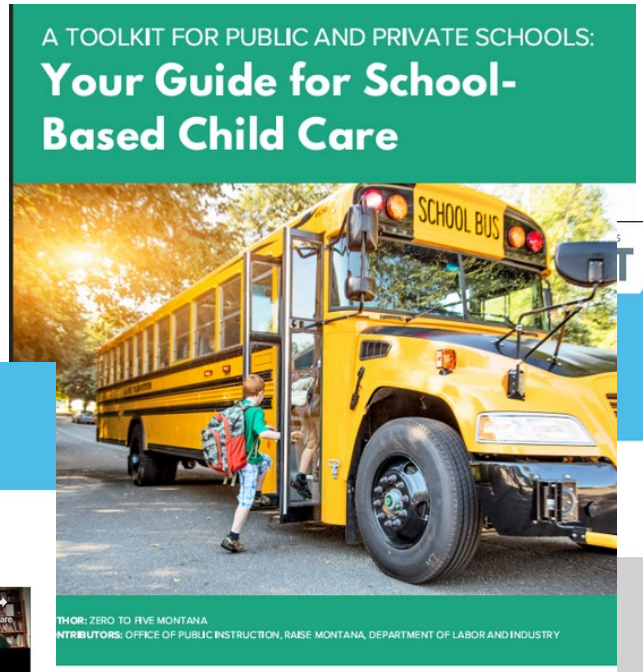

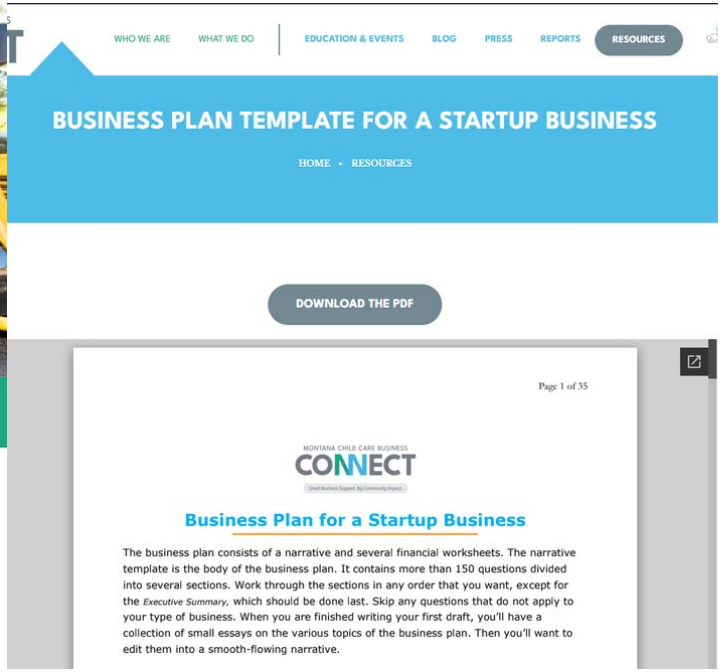

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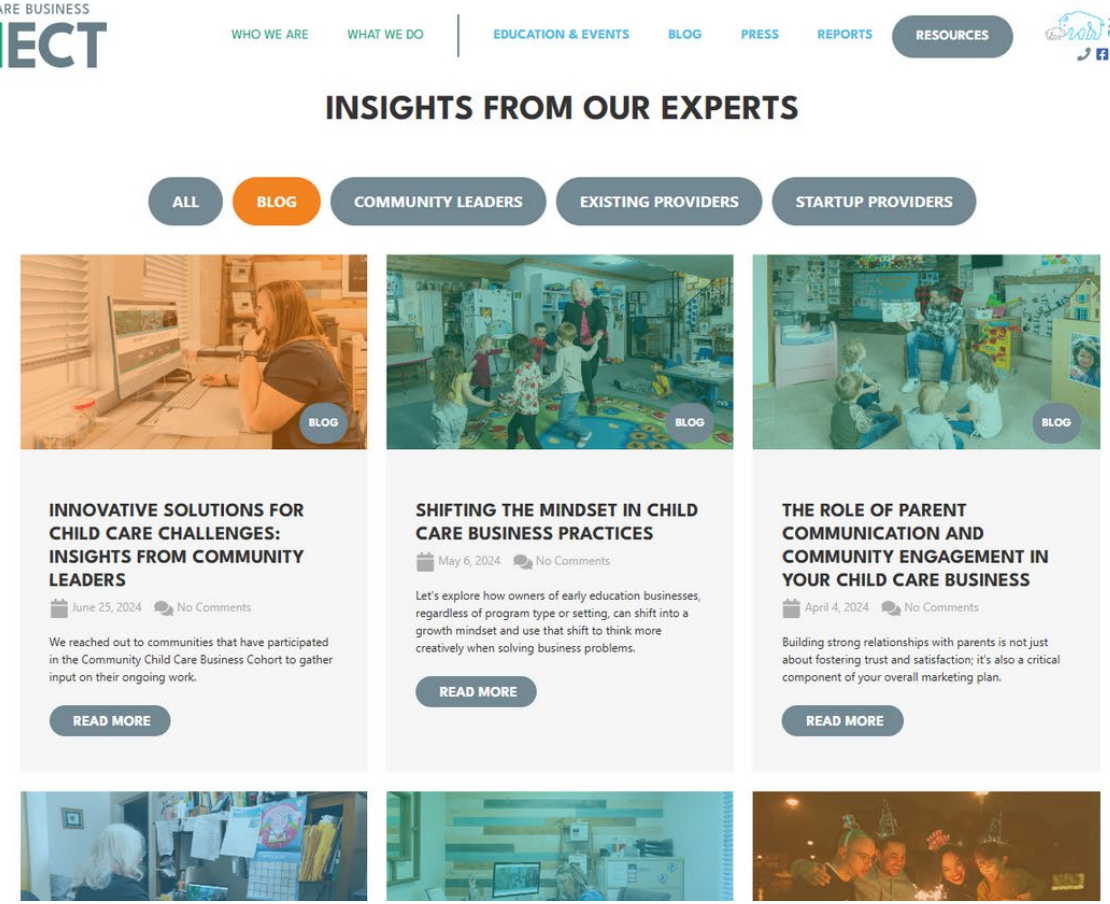
Let’s Blog About It!

Montana Child Care Business Connect Summit



Over 20 published blogs written by staff and experts

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Watch Trainings!

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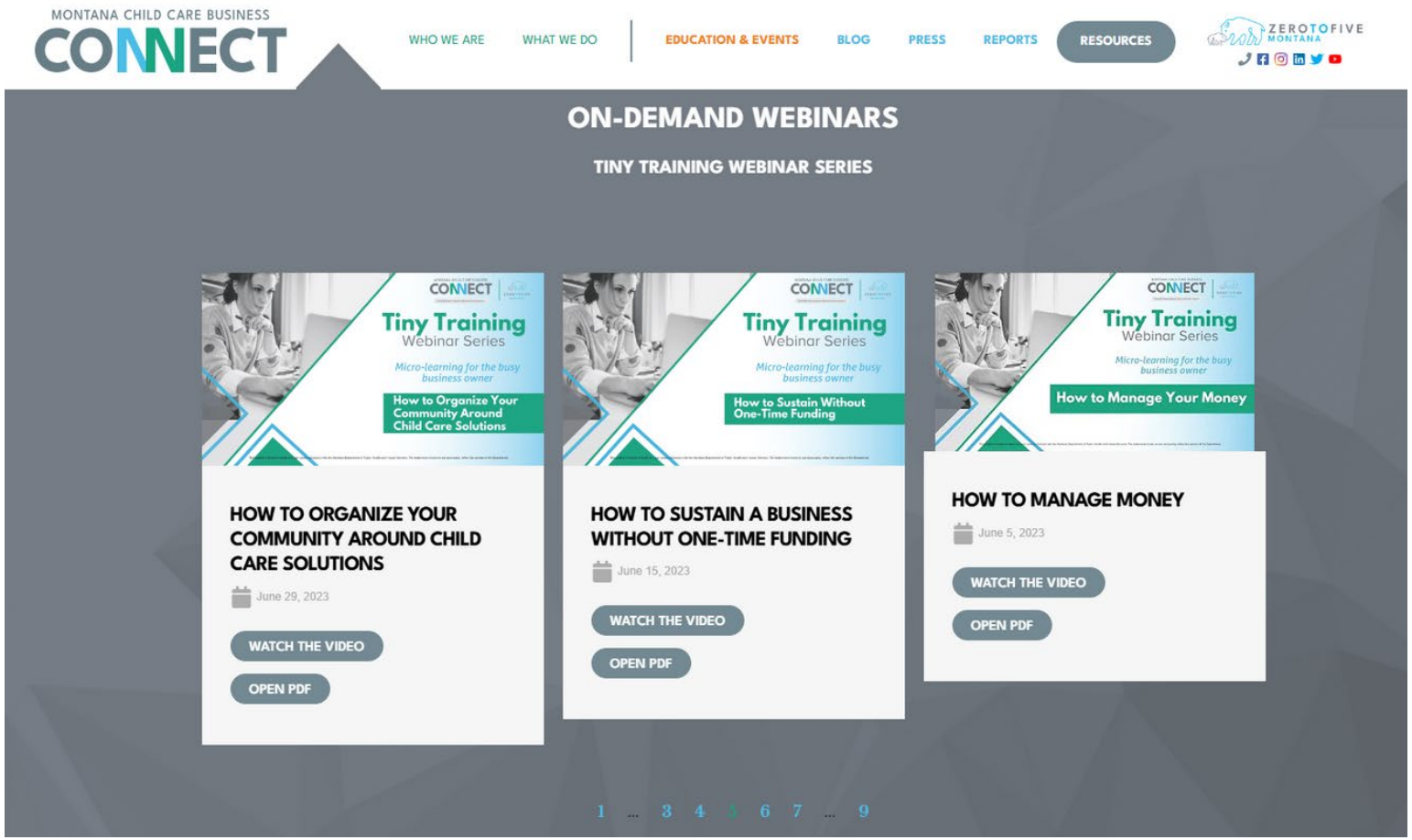

26 recorded Tiny Trainings (so far!)

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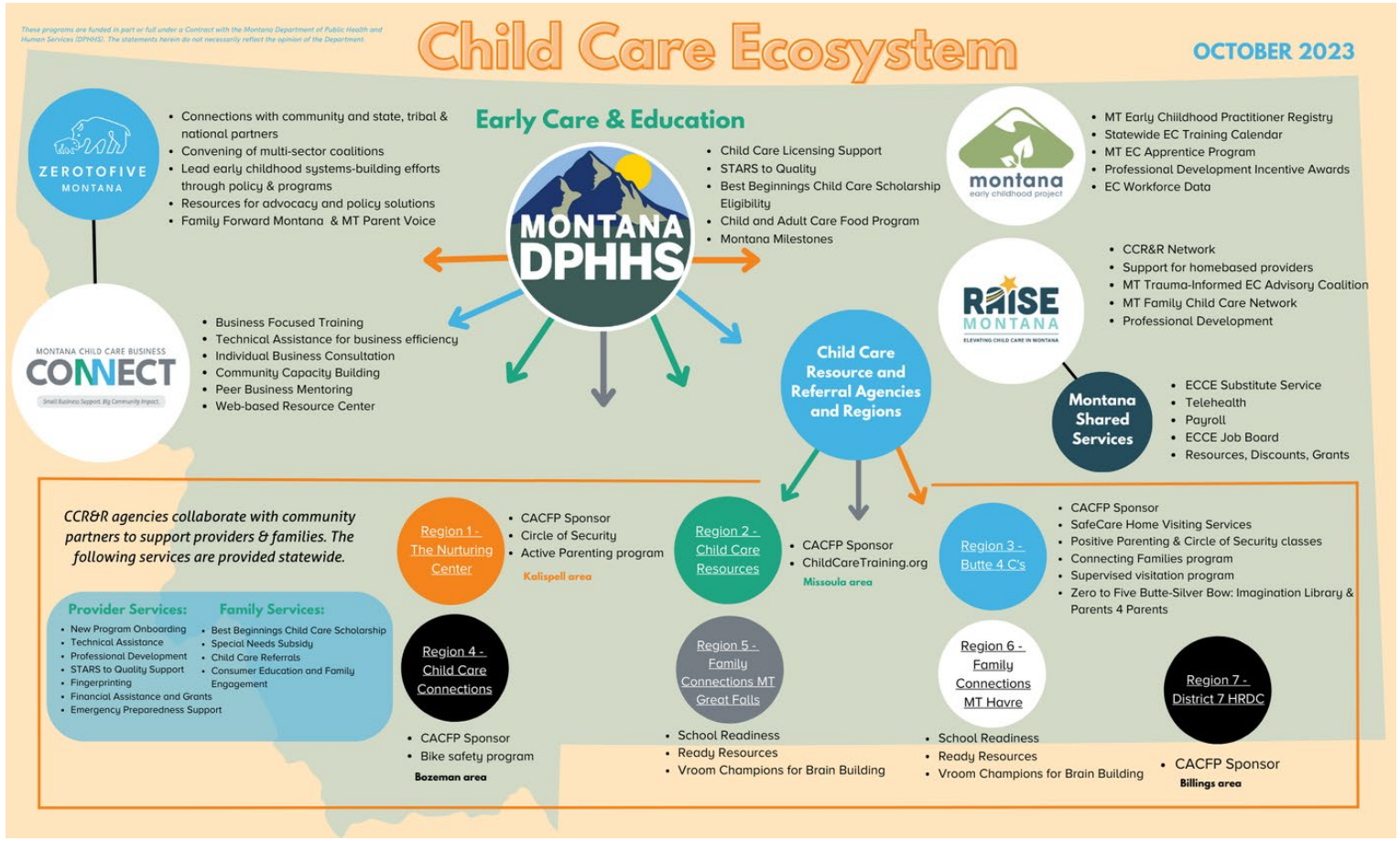
Ecosystem Map

Montana Child Care Business Connect Summit



We want our website users to understand the statewide ecosystem so they know where to go for certain help and resources

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Learn from Peers!

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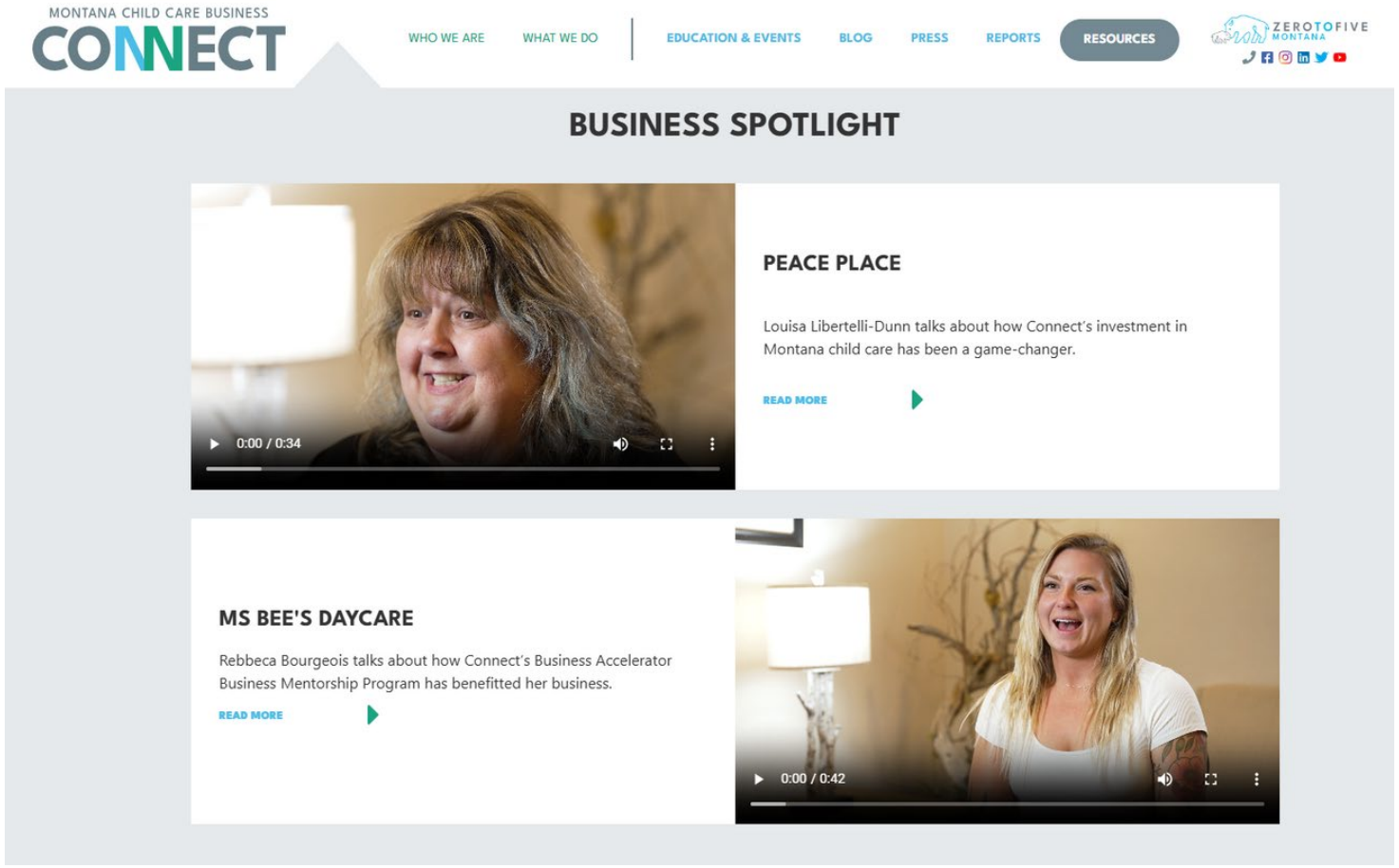

We love showing you off! Check out business spotlights and...

COMING SOON: Case Studies!

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CHECK IT OUT!

Montana Child Care Business Connect Summit

CHILDCAREBUSINESSCONNECT.COM

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MCCBC Evaluation

Montana Child Care Business Connect Summit

What is Program Evaluation?

"The systematic collection of information about the activities, characteristics, and outcomes of programs to make judgments about the program, improve program effectiveness, and/or inform decisions about future programming."

-M.Q. Patton, 1997

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MCCBC Theory of Change

Accessible ECE supports Montana's children, families, and economy.

Comprehensive ECE business supports will improve ECE infrastructure and availability.

Improved ECE business management will contribute to the development of an esteemed child care workforce and industry

Interactive Workshops

Individual Consultation

Community Capacity Building

Peer Business Mentoring

Web-based Resource Center

Comprehensive ECE business supports

Respected ECE industry

Increased ECE throughout the state

Stable ECE policy and investment

MCCBC Strategies

Montana Child Care Business Connect Summit

- Provider-facing interventions
  - One-on-one TA
  - Trainings and webinars
  - Peer Business Mentoring
- Community-focused opportunities
  - Community Capacity Building Cohort
- Childcare system building support

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Provider Connection

Montana Child Care Business Connect Summit

- **MCCBC reached providers through diverse strategies**
  - Delivered 51 training webinars
  - Provided 1,162 hours of individual consultation to 122 providers
  - Matched 12 childcare providers with 12 mentors across two peer-based mentorship cohorts

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Provider Knowledge

Montana Child Care Business Connect Summit

- **MCCBC facilitated provider knowledge gain**
  - 95% reported knowledge gain based on webinar attendance
  - Mentors and protégés report practical childcare business skills gain
  - Mentors report improvement in their childcare businesses due to participation

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Provider Reach

Montana Child Care Business Connect Summit

- **MCCBC reached providers across Montana**
  - Consultation covers over 90% of Montana counties
  - Protégés represent 20% of Montana counties
  - Annual survey feedback represents 93% of Montana counties

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Provider Slots Added

Montana Child Care Business Connect Summit

- **MCCBC provider services increased childcare slots**
  - Protégés from the first mentor cohort added 111 new childcare slots, exceeding anticipated goal
  - One-on-One Business TA supported the creation of 484 new slots through June 2024

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Community Connection

Montana Child Care Business Connect Summit

- **MCCBC engaged communities in solving the childcare crisis**
  - 14 communities, including 2 reservations, participated in Community Capacity Building Cohorts
  - Diverse industries or sectors engaged:
    - e.g. economic development orgs, tribes, colleges, public schools, local businesses, city officials, and community leaders

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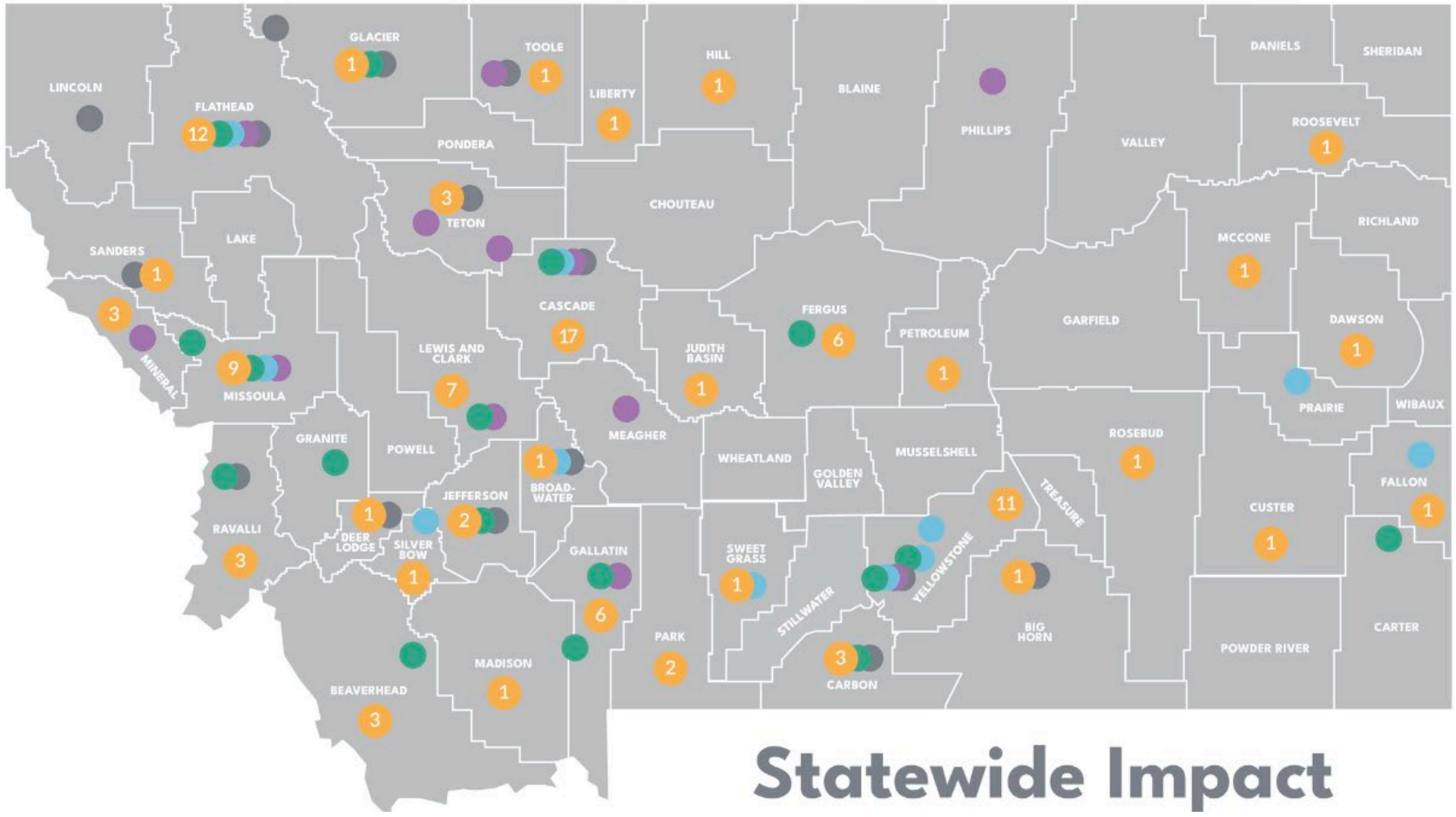
- **MCCBC reached communities across Montana**



Statewide Impact

Community Capacity

Montana Child Care Business Connect Summit

- **Participating helped communities:**
  - kick-start community coordination,
  - learn new skills,
  - Improve data collection capacity, and
  - have the confidence that they could make a difference

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Community Growth

Montana Child Care Business Connect Summit

- **Participating communities reported growth**
  - Established more facility space
  - Increased collaboration
  - Improved data collection capacity
  - Unified community around child care as a priority need

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Community Slots Added

Montana Child Care Business Connect Summit

- **Participating communities increased their childcare slots**
  - Choteau Community Cohort created 15 slots
  - Red Lodge Community Cohort created 15 slots

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Landscape Interventions

Montana Child Care Business Connect Summit

- **MCCBC pursued landscape interventions responsive to system gaps, requests, and feedback**
  - MCCBC convened 167 participants at the 2023 Summit, including 47 childcare facilities represented.
  - Insurance survey elevated to policymakers the issues providers have in getting, keeping, and affording liability insurance

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Landscape Interventions

Montana Child Care Business Connect Summit

- Cost of Care tool, customized for providers in MT, was previewed at last year's Summit and released in late 2023 along with use case briefs
- Co-op Development Toolkit provides guidance on the process of establishing a childcare co-op
- Web-based resource center provide tools, resources, and trainings

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Landscape Impact

Montana Child Care Business Connect Summit

- **Click rates and provider feedback demonstrate value**
  - Average of 3,200 new website users per quarter and 6,200 views per quarter (PY2)
  - 2023 Summit attendees said they felt the experience made them feel valued and respected

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Landscape Impact

Montana Child Care Business Connect Summit

- **MCCBC efforts catalyzed broader system engagement**
  - State commissioned a more comprehensive Cost of Care tool that builds on the one built in 2023
  - Earlier this year, the state Economic Affairs Interim Committee prioritized childcare as an issue impacting the larger economy, focusing on liability insurance and research informed legislative options.

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Impact on the Ecosystem

Montana Child Care Business Connect Summit

- **MCCBC has contributed to changes in the ecosystem**
  - MCCBC is helping to expand the types of stakeholders involved in CC issues and advocacy
  - Zt5, through MCCBC, has more fully developed its role as a statewide convener and catalyst for change
  - Data and insights from MCCBC programming is shifting the focus in CC investments at DPHHS

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Respected ECE industry

Increased ECE throughout the state

Stable ECE policy and

LET'S CONNECT!

ZEROTOFIVE MONTANA

MONTANA CHILD CARE BUSINESS CONNECT

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Thank You!

Montana Child Care Business Connect Summit

for our children, for our future

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MONTANA CHILD CARE BUSINESS CONNECT

Small Business Support. Big Community Impact.

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