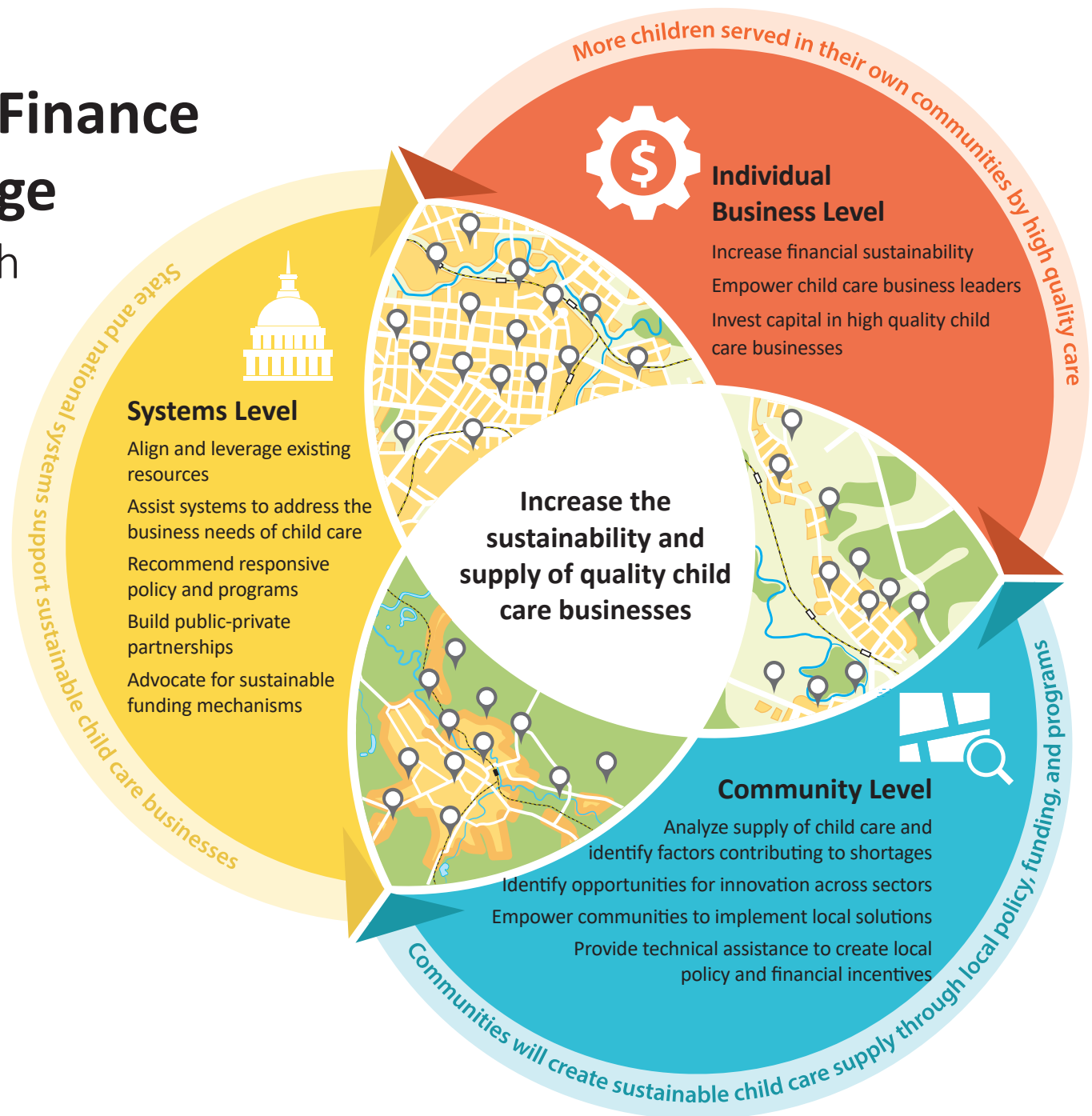


First Children's Finance Theory of Change

Multi-level Approach

This picture depicts our organization's theory of change. It's a visual map of our understanding of the need for business support for child care businesses, how we plan to address that need, and the long-term change we seek to effect with our programs and services.

Our theory of change is a tool that helps communicate a complex and multi-layered approach to supporting the business side of child care. It is evolving based on the factors impacting the quality, cost and accessibility of child care in communities.





Child care is a small business with BIG impact.

First Children’s Finance helps child care entrepreneurs start and grow sustainable child care businesses.



Increase
financial
sustainability



Empower
child care
business leaders



Invest capital
in high quality child
care businesses

PROGRAMS & CONSULTING SERVICES

Launch a New Child Care Business

- Market Research and Competitive Analysis
- Startup Costs and Financial Projections
- Business Plan Development
- Establish Financial Systems
- Loans

Manage your Child Care Business

- Financial Analysis and Business Assessment
- Business Plan Development
- Marketing Plan Development
- Financial Systems and Literacy
- Human Resources and Professional Development of Staff
- Strategic Planning
- Financial Services: Accounting, Financial Coaching and Technical Assistance
- Child Care Business Certification
- Loans

Grow your Child Care Business

- Financial Projections
- Business Plan Development
- Loans



An adequate supply of child care is a critical component to a healthy community and a vibrant regional economy.

First Children's Finance partners with communities to develop local solutions to address child care shortages.



Analyze
supply of
child care



Innovate
ideas to create
new slots



Empower
communities to
implement solutions



Provide
technical assistance
to create incentives

PROGRAMS

- Rural Child Care Innovation Program
- Centers for Child Care Business Excellence

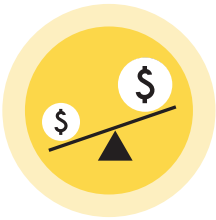
CONSULTING SERVICES

- Tribal Child Care and Early Education
- Child Care Supply Analysis
- Community Solution Action Plan to Increase Supply
- Recommendation of Sustainable Child Care Business Models
- Guidance for Public-Private Partnerships to Build and Maintain Supply
- Technical Expertise on Local Policy and Financial Incentives



A comprehensive approach can improve supply and access to high quality care for low income children.

First Children’s Finance partners with states to create systems that improve sustainability of child care businesses.



Align
and leverage
resources



Assist systems
to address the
business needs
of child care



Recommend
responsive policy
and programs



Build
public-private
partnerships



Advocate
for sustainable
funding
mechanisms

PROGRAMS

- ECE Business Collaboratory
- Loan Fund
- Business Curriculum and Certified Trainers
- Regional or State Child Care Business Conferences
- State Child Care Business Development Center

CONSULTING SERVICES

- Analysis of Systems’ Investment in Child Care Business Initiatives and Resources
- State of Child Care Business Study
- Cost of Quality Study
- Key Performance Indicator Research to Inform System Investments
- Recommendations for Business Competencies for Professional Development Systems
- Customized Consultation to Systems