

Grant Proposal:**KBROWN_ECC Program Manager at COCC SBDC****May, 2023**

The Central Oregon Community College (COCC) Small Business Development Center (SBDC) requests use of \$100,000 in general funds allocated to support child care business in the City of Bend to expand its Childcare Business Accelerator program.

Background:

The COCC Small Business Development Center and NeighborImpact Child Care Resources recently initiated a partnership to create a workforce training program that supports start-up child care businesses. The project started as a pilot project for *home-based* child care providers, and success of this pilot project has led to acquisition of state funding for continued offering of the program, and the creation of a *center-based* child care business accelerator program, using best business practices to create quality, sustainable child care.

NeighborImpact Child Care Resources, who have been serving child care providers in Central Oregon for the past 33 years, secured funding from the state of Oregon to continue these projects as part of a larger child care expansion project. This initiative includes funding to extend offerings of the ECC Business Accelerator Homebased (Opportunity C) program to include 3-4 English cohorts per year and 1-2 Spanish cohorts per year. The expansion project also included funds for an ECC Business Accelerator for Certified Child Care Centers (Opportunity B). The program launched its first center-based cohort in March 2023, and currently there are 7 candidates in the program: 4 in Bend, 2 in Prineville, and 1 in Redmond. This is a 6-month program, with twelve in-person sessions, that provides training in how to launch a certified child care center. Providers also receive ten 1:1 advising sessions with an SBDC advisor, and ten 1:1 coaching sessions with the NeighborImpact Child Care Resources Program Manager. Throughout the course, individuals develop a business plan and 36-month cash flow projection. Providers then apply to a review board comprised of experts in the business and child care field for eligibility to receive funds in the amount of \$6,000 per childcare slot, up to a maximum amount of \$300,000.

Child Care Expansion Project:

The Opportunity - In an effort to support and expand child care in Central Oregon, NeighborImpact Child Care Resources is providing a variety of funding opportunities to center-based and home-based child care providers, and to persons who want to become child care providers. Persons must be located in Crook, Deschutes or Jefferson Counties, or the Confederated Tribes of Warm Springs.

Opportunity A: For Providers Who Are Expanding, or Will Become, Child Care Centers - The intent of Opportunity A was to support current child care centers to expand their capacity. Providers could apply for a maximum of \$520,000/project to support efforts to increase the number of child care slots through facility renovation, increased staffing, covering construction costs, and other expenses needed to support business expansion goals. Opportunity A received an overwhelming amount of response, and is currently closed to more applications.

Opportunity B: For Persons Who Are Expanding, or Will Become, Child Care Centers, and who are interested in receiving educational and financial support - This educational and financial opportunity is open to persons who are expanding their child care center, or who want to open a child care center and who have experience in early childhood education. This opportunity includes participation in an educational program as a requirement to be eligible to apply for grant funding in the amount of \$6000/slot for a maximum of \$300,000. Applicants go through an application process for program acceptance and funding approval.

Opportunity C: For Persons Who Are, or Who Want to Become Registered or Certified Family Child Care Providers - The Early Child Care Business Accelerator Program is offered quarterly to start-up child care providers or current home-based child care providers looking to transition to operating a licensed Registered Family or Certified Family child care program. It includes \$5,000 in grant funding and participation in a free educational program designed for home-based child care providers. Persons do not need to apply for this program; however, they must complete prerequisites before starting the course and must meet course deliverables outlined in a MOU prior to receiving funds.

Proposal:

Since the start of the ECC Business Accelerator Program (Opportunity C) in Fall 2021, we have had over 50 providers complete the program, and have administered 30 grant awards, with some pending, totaling \$150,000 grant funds to support the opening and operation of quality child care slots in Central Oregon. The SBDC is proposing allocation of the \$100,000 City of Bend funds in the following ways to support the continued efforts of addressing the child care ecosystem needs of our community.

Low-income providers that participate in the ECC Business Accelerator Home-based Course are faced with difficulties in business start-up costs required to get licensed and be eligible for the Opportunity C \$5,000 grant funds. The SBDC is proposing to use City of Bend funds to support low-income providers in the home-based program with the up-fronts costs required of the course in order to become licensed. This allotment will be between \$250-\$350 to providers to support purchasing health and safety materials needed to pass state inspection to become “registered” or “certified” and to register their business with the Oregon Secretary of State.

SBDC would like to stay in alignment with the original intent for this funding stream, which is to support covering the costs of permit fees for new child care facilities. Thus, included in the proposal an allocation of \$7,000 to cover permit fees for 4 new start-ups in the City of Bend, totaling \$28,000.

There are current certified center-based programs that are operating in aging buildings needing updates and repairs. Thus, to support the long-standing child care businesses that have served the Bend community through the COVID hardship, COCC proposes allocating \$10,000 to 5 certified center facilities serving 39 or more children with funds to support permanent infrastructure upgrades such as: fixture renovation, plumbing, electrical, sewage, or ground maintenance upgrades, including play structure safety upgrades. Providers will receive free tuition to a 6-hour “Real-World Project Management” training workshop at SBDC to learn the fundamentals of undergoing a renovation project and will receive two advising sessions from the SBDC team to review the cost-benefit financial analysis of their projects. SBDC will develop an application process and review applicant eligibility for funds.

Grant Request Allocation to the COCC Small Business Development Center:

Area	Cost	Notes:
Center Sustainability Funds	\$50,000.	Allocate \$10,000 to up to 5 certified center facilities serving a licensed capacity of 39 or more children to support infrastructure sustainability projects.
Center Start-Up Funds	\$28,000.	Allocate \$7,000 to the 4 start-up providers that need funds to cover change of use, MDS, and or CUP permit review fees for launching child care business in the City of Bend.
Low-Income Start-up Funds	\$2,000.	Allocate amount of \$250-\$350 to 5-7 low-income providers in the ECC Business Accelerator Home-based program.
Program Management	\$15,000.	Cover administrative overhead in developing and reviewing grant application material, managing grant allocation and reporting, and administrative assistant payroll.
Instructor and Advising Fees	\$5,000.	Cost of instructor contract for Project Management Workshop, and pay cost of advising hours at COCC SBDC.