Cradle to Career: Louisville

CITYWIDE ACCOUNTABILITY FOR CRADLE-TO-CAREER SYSTEM
(Semiannual Convening by the Mayor to provide connectivity across system)
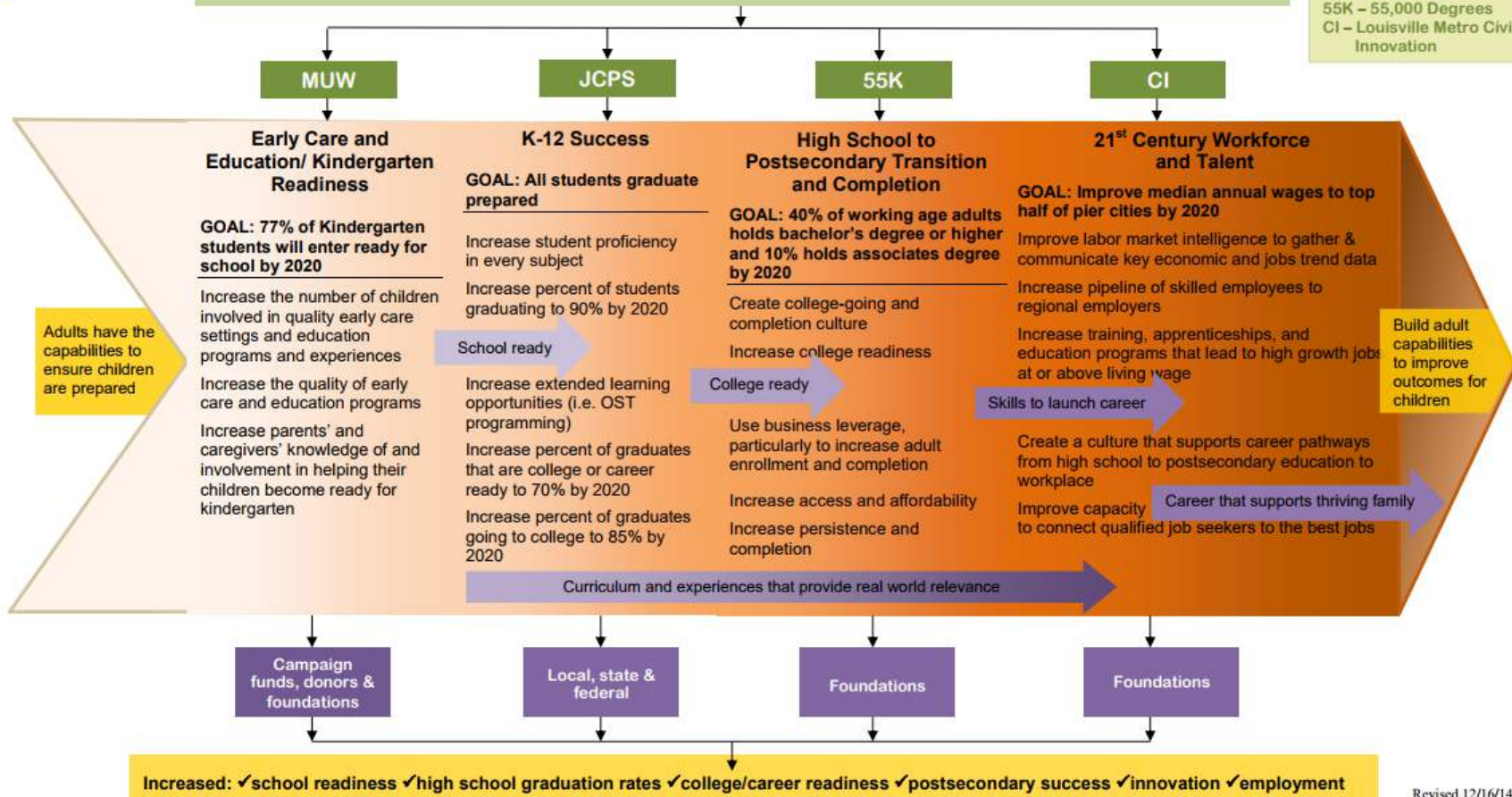
CONVENER

| MUW | JCPS | 55K | CI |

METRICS FOR POTENTIAL ACTION NETWORKS

Early Care and Education/ Kindergarten Readiness

GOAL: 77% of Kindergarten students will enter ready for school by 2020

Increase the number of children involved in quality early care settings and education programs and experiences

Increase the quality of early care and education programs

Increase parents' and caregivers' knowledge of and involvement in helping their children become ready for kindergarten

K-12 Success

GOAL: All students graduate prepared

Increase student proficiency in every subject

Increase percent of students graduating to 90% by 2020

Increase extended learning opportunities (i.e. OST programming)

Increase percent of graduates that are college or career ready to 70% by 2020

Increase percent of graduates going to college to 85% by 2020

High School to Postsecondary Transition and Completion

GOAL: 40% of working age adults holds bachelor's degree or higher and 10% holds associates degree by 2020

Create college-going and completion culture

Increase college readiness

Use business leverage, particularly to increase adult enrollment and completion

Increase access and affordability

Increase persistence and completion

21st Century Workforce and Talent

GOAL: Improve median annual wages to top half of pier cities by 2020

Improve labor market intelligence to gather & communicate key economic and jobs trend data

Increase pipeline of skilled employees to regional employers

Increase training, apprenticeships, and education programs that lead to high growth jobs at or above living wage

Create a culture that supports career pathways from high school to postsecondary education to workplace

Improve capacity to connect qualified job seekers to the best jobs

Adults have the capabilities to ensure children are prepared

School ready

College ready

Skills to launch career

Career that supports thriving family

Build adult capabilities to improve outcomes for children

Curriculum and experiences that provide real world relevance

FUNDERS

| Campaign funds, donors & foundations | Local, state & federal | Foundations | Foundations |

OUTCOMES

Increased: ✓school readiness ✓high school graduation rates ✓college/career readiness ✓postsecondary success ✓innovation ✓employment

Revised 12/16/14

Effective 1/5/2015, you can contact Katie Dailinger, Deputy Chief of Staff, Office of Mayor Greg Fischer,

Backbone Organizations Engage in Six Important Activities

1. Guide vision and strategy

2. Support aligned activities

3. Establish shared measurement

4. Build public will

5. Advance policy

6. Mobilize funding

Fairfax County Successful Children and Youth Policy Team

County Members

Jeff McKay, Board of Supervisors

Cathy Hudgins, Board of Supervisors

Pat Harrison, Deputy County Executive

Dave Rohrer, Deputy County Executive

Gloria Addo-Ayensu, Department of Health

Bob Bermingham, Juvenile & Domestic Relations Dist. Court

Nannette Bowler, Department of Family Services

Tisha Deeghan, Community Services Board

Chris Leonard, Neighborhood and Community Services

Ed Roessler, Police Department

School Members

Megan McLaughlin, School Board

Tamara Derenak Kaufax, School Board

Steven Lockard, Deputy Superintendent

Francisco Duran, Chief Academic Officer

Jane Lipp, Special Services

Jeffrey Platenberg, Facilities and Transportation Services

Douglas Tyson, Region 1

Mary Ann Panarelli, Intervention and Prevention Services

Ipsa Stringer, Bailey's Elementary School

Community Members

Jack Dobbyn, Human Services Council

George Becerra, FCPS Minority Student Achievement Oversight Committee

Fahemeh Pirzadeh, Reston Children's Center

Darrell White, Bethlehem Baptist Church

Kelly Henderson, Community Policy & Management Team

Rick Leichtweis, Inova Health System

Judith Dittman, Alternative House

Eileen Ellsworth, Community Foundation for Northern Virginia

Dana Kauffman, Northern Virginia Community College

Mark Ginsberg, George Mason University

Karen Cleveland, Leadership Fairfax

Vacant, Fairfax County Council of PTAs

Vacant, Head Start Policy Council

Collective Impact for Successful Children and Youth in Fairfax

Vision
A community where all children and youth thrive and reach their full potential.

Mission
We, the Fairfax community, collectively ensure all children, youth, and their families and communities have equitable access to quality services, supports, and opportunities to further their success and well-being.

Community Level Outcomes

- Children get a healthy start in life.
- Children enter kindergarten ready to succeed.
- Children and youth succeed academically.
- Children and youth are healthy.
  - Children and youth are physically healthy.
  - Children and youth are socially, emotionally, and behaviorally healthy and resilient.
- Children and youth are safe and free from violence and injury.
- Youth earn a post-secondary degree or career credential.
- Youth enter the workforce ready to succeed.
- Youth contribute to the betterment of their community.

Core Indicators

Children get a healthy start in life.
- Mothers receiving early prenatal care
- Babies with low birth weight
- Preterm births

Children enter kindergarten ready to succeed.
- Children enrolled in high-quality pre-kindergarten programs
- Kindergarten students reaching literacy benchmark

Children and youth succeed academically.
- 1st grade students reading at or above grade level by the end of the school year
- SOL pass rates in Reading and Math (Grades 3 & 8)
- Graduating from high school on time

Children and youth are physically healthy.
- Body mass index (Kindergarten students)
- Childhood mortality (Due to illness)
- Teen pregnancy
- *Asthma morbidity* *
- *Oral health* *

Children and youth are socially, emotionally, and behaviorally healthy and resilient.
- Three or more resiliency assets
- Alcohol, tobacco, or other drug use
- School suspension
- Considered suicide
- Stress/anxiety level
- Sadness or hopelessness

Children and youth are safe and free from violence and injury.
- Crimes against children
- Childhood mortality (Due to injury or motor-vehicle traffic)
- DUI arrests
- Carrying a weapon
- School safety (offenses)

Youth earn a post-secondary degree or career credential.
- Youth earn a career credential while still enrolled in high school
- Associate's, bachelor's, or master's degrees earned
- *Students in Fairfax County who earn a post-secondary degree* *

Youth enter the workforce ready to succeed.
- Employment status
- Unemployment
- Youth not enrolled in school and not in the workforce[+]

Youth contribute to the betterment of their community.
- Volunteering for community service
- Leadership role
- Engaging in faith communities
- Registering to vote

Contributing Indicators

Children get a healthy start in life.
- Teen pregnancy
- Births to mothers with less than 12th grade education
- Children with health insurance
- SNAP enrollment
- WIC enrollment

Children enter kindergarten ready to succeed.
- Children registered for kindergarten on time
- Children up-to-date with immunizations
- *Early childhood social emotional competency* *

Children and youth succeed academically.
- Attendance rate
- Truancy rate
- 9th grade retention rate
- High school dropout

Children and youth are physically healthy.
- Hours of sleep
- Eating fruits and vegetables
- Being physically active

Children and youth are socially, emotionally, and behaviorally healthy and resilient.
- Having parents available to help
- Having at least one caring adult
- *Early childhood social emotional competency* *

Children and youth are safe and free from violence and injury.
- Victims of bullying
- Dating violence
- Domestic violence
- Juvenile runaways

Youth earn a post-secondary degree or career credential.
- Concrete plans for the future
- High school dropout
- FCPS students' post-secondary enrollment
- Fairfax population enrolled in college or graduate school
- Educational attainment in Fairfax population

Youth enter the workforce ready to succeed.
- Educational attainment in Fairfax population
- Educational attainment by employment status in Fairfax population
- Soft skills *

Youth contribute to the betterment of their community.
- Awarded a diploma seal for Excellence in Civic Education

Contextual Factors

- Children living in poverty
- Students eligible for the free or reduced-price lunch program
- Students with disabilities
- Students with Limited English Proficiency (LEP)
- Family primary language other than English
- Median earning by educational attainment
- Violent crime rate
- Community infrastructure and safety*
- Immigration*

NORTHERN KENTUCKY EducationCouncil

LEADERS ACCOUNTABILITY

The Northern Kentucky Education Council is the backbone organization for alignment of education initiatives in Northern Kentucky. The Council serves as a catalyst for collaboration, change and progress to attain regional education goals in Boone, Campbell, Gallatin, Grant, Kenton and Pendleton Counties.

CEO Leadership Advisors
Community Advocacy and Funding

Board of Directors
Policy Development, Oversight and Guidance
Equal Representation of Education, Business and Community

Executive Director
Organizational Leadership, Direction and Daily Operation

Regional Education Goals

Reducing Barriers to Student Learning	College and Career Ready	Educator Excellence	Education Accessibility and Lifelong Learning	Business Involvement and Service Learning	Advocacy
NKY will ensure successful transition for every child and student along the continuum from birth through career.	*Academic rigor and relevance of the curricula in NKY P-20 schools will meet student educational career goals and employment needs in the community.*	*Educators in NKY meet or exceed national standards for educator excellence.*	*NKY has system and outreach programs to make educational opportunities available, accessible and affordable to every community member, no matter what age.*	*NKY is recognized for culture of contribution, through service learning in schools and full engagement of business community in schools.*	*All education institutions in NKY have the financial resources and program alignment necessary to support the needs of the region.*
Team Co-Chairs Tammy Weidinger Shelli Wilson	Team Co-Chairs Karen Cheser Christy Petroze	Team Co-Chairs Kathy Burkhardt Amy Razor Cindy Reed	Team Co-Chairs Vicki Berling Dave Schroeder	Team Co-Chairs Jean Loftus Ron Livingood	Team Co-Chairs Mike Hammons Anthony Strong

City of Caldwell Youth Master Plan

SAFETY	OUT-OF-SCHOOL TIME	HEALTH AND WELLNESS	EDUCATION AND WORKFORCE READINESS	COMMUNITY INVOLVEMENT	COMMUNICATION & RELATIONSHIPS
'12 PROMISES'					
Children and youth will have safe places to gather where they can learn, grow and access educational resources. Children and young adults will be protected from bullying and abuse from adults and peers.	Children and young adults will be aware of any after school opportunities. Children and youth will be provided with a means of transportation to participate in out-of-school activities.	Parents and children will be educated on nutrition and health food options. Children and young adults will have access to healthy food, active lifestyle choices, and protection against preventable health conditions.	Children will be encouraged to pursue post-secondary educational opportunities. Young adults will be taught basic job skills and be prepared to be productive members of the workforce.	Children and young adults will be aware of and encouraged to participate in volunteer opportunities. Children will be given an active voice in the community and have the opportunity to learn about decision and policy making.	Children and young adults will be educated on proper social etiquette to help them succeed in the workforce and community. Youth will be taught and encouraged to use various forms of communication in order to voice their opinions respectfully and confront and resolve personal and social issues.
GOALS*					
Increase bullying awareness campaigns in schools. Increase opportunities for counseling and mentoring. Implement a zero tolerance for hazing policy. Increase bullying awareness for teachers. Increase awareness of safe places and activities for kids.	Increase distribution of information on out-of-school opportunities to students and parents. Expand programs to incorporate more of students' interests. Increase public transportation options and awareness of free YMCA transportation options. Provide more/safer cycling paths.	Incorporate more fitness and nutrition education in school curriculum. Develop a community garden. Increase educational opportunities on healthy food shopping for parents. Provide city-wide access to bikes. Provide more cost-effective transportation to health centers.	Provide training sessions on the college entrance process. Develop programs and classes to teach budgeting. Increase college prep class availability. Provide more internship opportunities. Implement jab shadowing program.	Increase opportunities for youth representation on boards and commissions. Implement polling system for youth to weigh in. Increase distribution of information on volunteer opportunities. Create a volunteer pool through which non-profits can recruit.	Increase opportunities for diversity training for youth and adults. Increase opportunities for sexual harassment training for youth and adults. Place more emphasis on the etiquette of technology and social media. Increase emphasis on the importance of civility.
RELATED PROGRAMS					
JUVENILE FIRE SETTER INTERVENTION PROGRAM Caldwell Fire Dept. **SART** Sexual Assault Response Team **CHILDREN'S SUPPORT GROUP, TEEN CLASSES** Hope's Door Classes **STATION TOURS** Caldwell Fire Dept. **YMCA** **C.A.T.C.H.** **AAFV HOUSING**	**YMCA** **AFTER-SCHOOL PROGRAMS** – Caldwell School District **CALDWELL PUBLIC LIBRARY** **VALLEY REGIONAL TRANSIT** **CALDWELL BUS COMPANY** **CALDWELL PARKS AND RECREATION DEPT.**	**BIKE ROUTES MASTER PLAN** **WIC** **PHYSICAL ACTIVITY AND NUTRITION PLAN** **TOBACCO PREVENTION PROGRAM** **IMMUNIZATION PROGRAM** **FAMILY PLANNING** **DENTAL HEALTH** **YMCA** **CHIP**	**MAYOR'S YOUTH ADVISORY COUNCIL** **YOUTH ACTIVITIES** Dept. of Labor **GO ON CHALLENGE** **FAFSA DAY** **THE MENTORING NETWORK**	**JUNIOR VOLUNTEER PROGRAM** West Valley Medical Center **YMCA** **CATCH** **VOLUNTEER PROGRAM** Hope's Door **MAYOR'S YOUTH ADVISORY COUNCIL** **CALDWELL YOUNG PROFESSIONALS** **CALDWELL SCHOOL DISTRICT** **GOVERNMENT CLASSES** Mayor's Office	**THE MENTORING NETWORK SCHOOLS** **YOUTH COMMITTEE & ADVISORY COUNCIL** Mayor's Office **SCOUTS** **SCHOOL-BASED WORK PROGRAMS** **CHILDREN'S SUPPORT GROUP, TEEN CLASSES** Hope's Door **YOUTH EMPLOYMENT** Dept. of Labor **YMCA**

*complete list of goals available at http://www.cityofcaldwell.org/home/showdocument?id=40

State of the Young Child
in Transylvania County
December 2015

A population that does not take care of the elderly and of children and the young has no future, because it abuses both its memory and its promise.

— Pope Francis

Key Focus Areas:
Health/Mental Health
Early Education and Child Care
Family Life and Poverty
Recreation

There can be no keener revelation of a society's soul than the way in which it treats its children

—Nelson Mandela

- May 2015: Kick off meeting
- Summer/Fall 2015: Monthly focus meetings
- Winter 2015: State of the Young Child Report Issued
- County facilitated and used in-house resources to facilitate discussion, research, prepare and format the report
- *If we are a great place to be a child, we are a great place to be*

FOUNDATIONAL QUESTION #1

DO YOU HAVE A STABLE COORDINATING STRUCTURE?

FOUNDATIONAL QUESTION #2
DOES YOUR TEAM HAVE A SHARED COMMITMENT TO A COMMON SET OF OUTCOMES?
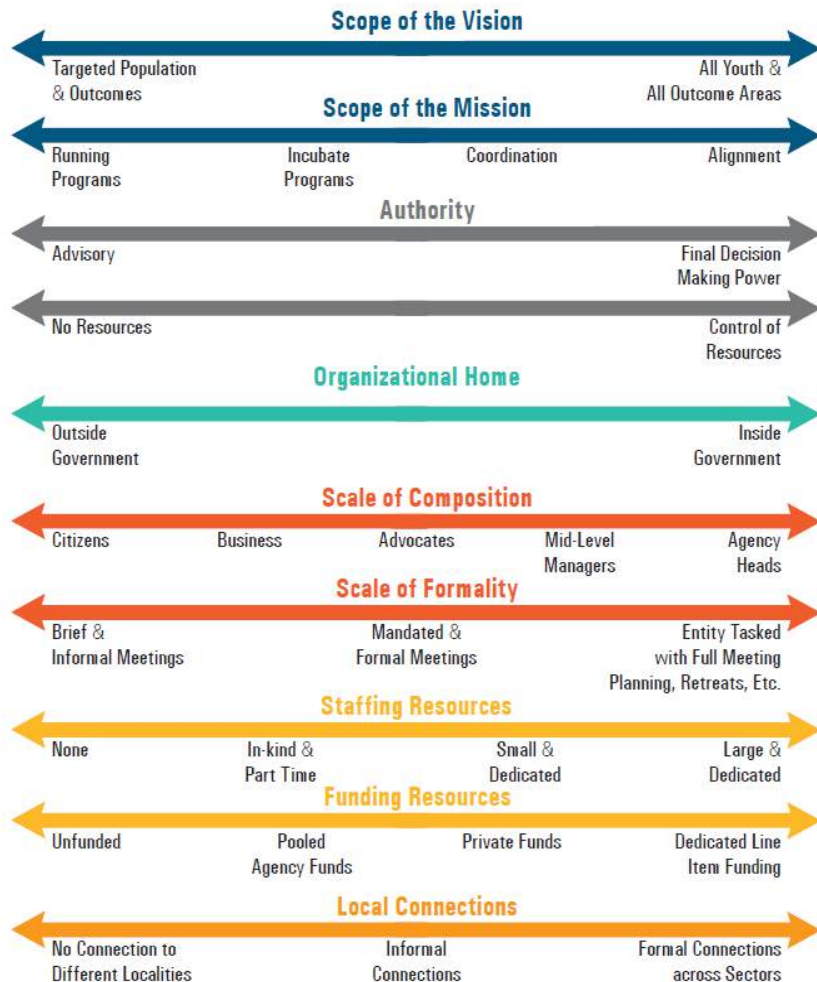
Leadership Structure Assessment

Where is your partnership on the spectrum?

Backbone Support Organizations: Diagnostic

Do you have the Skills?

6 Activities of Backbone Organizations

1. Guide vision and strategy
2. Support aligned activities
3. Establish shared measurement
4. Build public will
5. Advance policy
6. Mobilize funding

Do you have the bandwidth?

1. Dedicated Staff (with skills)
2. Organizational buy-in
3. Sustainability potential
4. Start-up flexibility – *willingness to serve in interim or time limited role*

Is it a Fit?

1. Partnership's vision matches your vision
2. Geographic Scope – similar to Partnership
3. Geographic Levels – neighborhood, city/county state
4. Leadership Levels – respected by grasstops and grassroots
5. Credibility – are you seen as the natural leader in this space?

Collective Impact for Successful Early Childhood

Vision	
Mission	
Community Level Outcomes	
Core Indicators	

Better Data: What Does Your Community Take Stock Of?

Multiple types of information are needed to effectively translate goals into actions – information about the status of children and youth, programs, policies and public and political will. Look at the list below of ways to "take stock" for children and youth. Think about your capacity to fund/call for/participate in data collection efforts in the following areas.

WAYS TO TAKE STOCK FOR CHILDREN & YOUTH		IMPORTANCE		AVAILABILITY		How is this information collected? Who should be contacted for more information?
		Low	Hi	Low	Hi	
YOUTH OUTCOMES	1	Demographics & Public Data – (e.g., Census Data, Administrative Data)				
	2	Developmental Progress – (e.g., social, emotional, learning indicators, internal assets)				
	3	External Assets & Supports – (e.g., 40 Assets, America's Promise Every Child, Every Promise Survey)				
FAMILY & COMMUNITY SUPPORTS & RESOURCES	4	Program Participation – (e.g., Program/System Participation Reports, Tracking Individuals Across Programs)				
	5	Program Landscape – (e.g., Program and Offering Inventories)				
	6	Program Quality – (e.g., Program Assessments)				
	7	System/Organizational/Program Effectiveness– (e.g., Performance Measure Reports, Fidelity Reports)				
	8	Professional Workforce Capacity – (e.g., Workforce Survey, Professional Development Landscape Audit, External Assessments)				
	9	Resources/Investments– (e.g., Fiscal Maps)				
LEADER COMMITMENTS	10	Leadership Actions – (e.g., Mapping Initiatives and Task Forces)				
	11	Policy Priorities – (e.g., Policy Benchmarks, Cross Plan Analysis)				
	12	Public & Family Demand – (e.g., Polling, Focus Groups, Key Informant Interviews, Surveys)				
	13	Financing & Sustainability – (e.g., Children's Budget, Sustainability Plans)				

What types of data are important in your community?

What is available?

Does the data link up?

THE CHILDREN'S FUNDING PROJECT

- How Local Governments are Enhancing Investments in Kids

The Policy Levers of the Children's Funding Project:

FIND

Develop the capacity to rigorously identify, track, analyze, and forecast funding sources and funding needs for services that support children and youth.

ALIGN

Address gaps and overlaps in the existing funding landscape; local government must be prepared to make adjustments in how funding is allocated, managed, and accounted for within agencies.
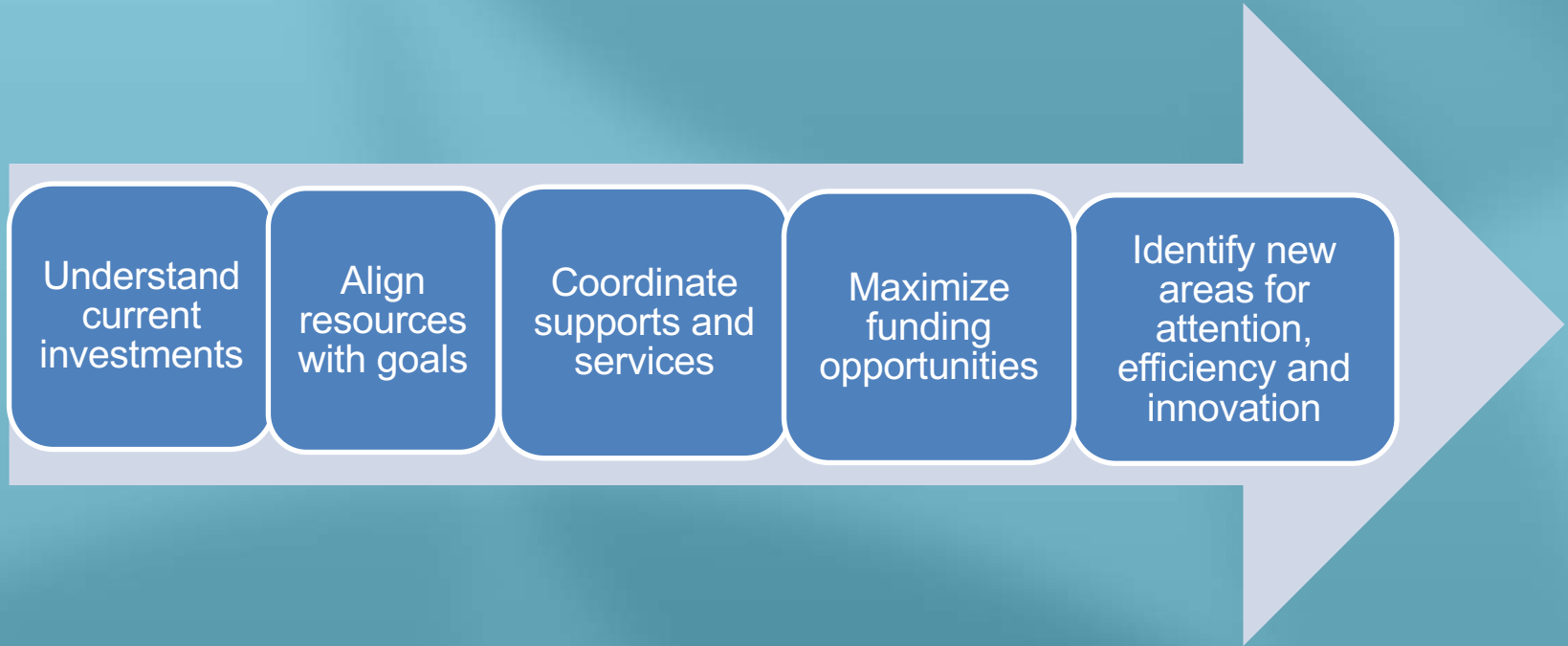
GENERATE

Assess need, explore feasibility, facilitate community engagement, launch a campaign, and plan the administration of new locally-generated funds to address gaps in meeting the needs of all children and youth.

EVALUATE

Adopt methods to measure the impact of local investments.

Why Create a Fiscal Map?

Understand current investments

Align resources with goals

Coordinate supports and services

Maximize funding opportunities

Identify new areas for attention, efficiency and innovation

The Typical Department-Centered Approach

Allocation of Funds by City Department
Allocation by City Department

2.5% 2% .57%
2%
1%
5%
12%
25%
51%

Dept. Human Services = 51%
Dept. Public Health = 25%
DCYF = 12%
Recreation and Park = 5%
Juvenile Probation = 1%
SF Public Library = 2%
SFUSD - Health Program = 2.5%
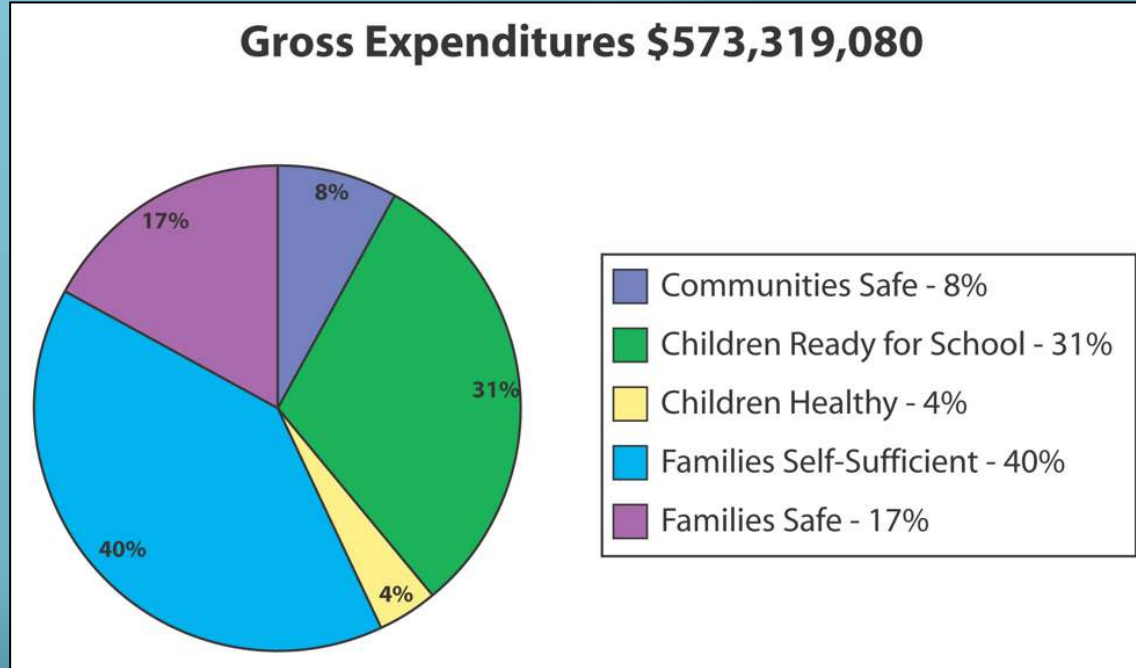First Five = 2%
Other = .57%

Source: www.dcyf.org/Pubs/csap/CSAP_final_1125.pdf (November 2003)

What portion of our funds are spent on young people?

The Typical Department-Centered Approach
Expenditures by outcome area

Gross Expenditures $573,319,080

- Communities Safe - 8%
- Children Ready for School - 31%
- Children Healthy - 4%
- Families Self-Sufficient - 40%
- Families Safe - 17%
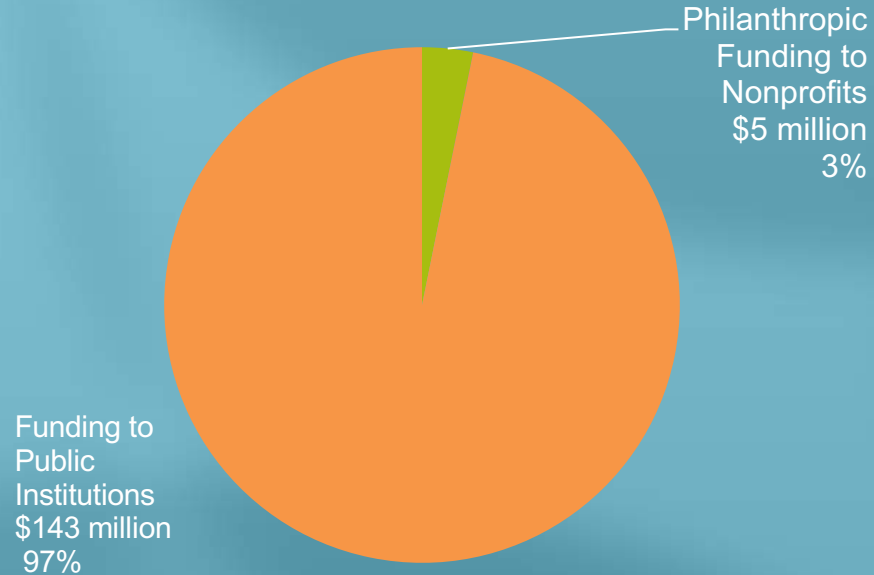
How diversified are the funding streams by outcome area?

Discretion over funding sources
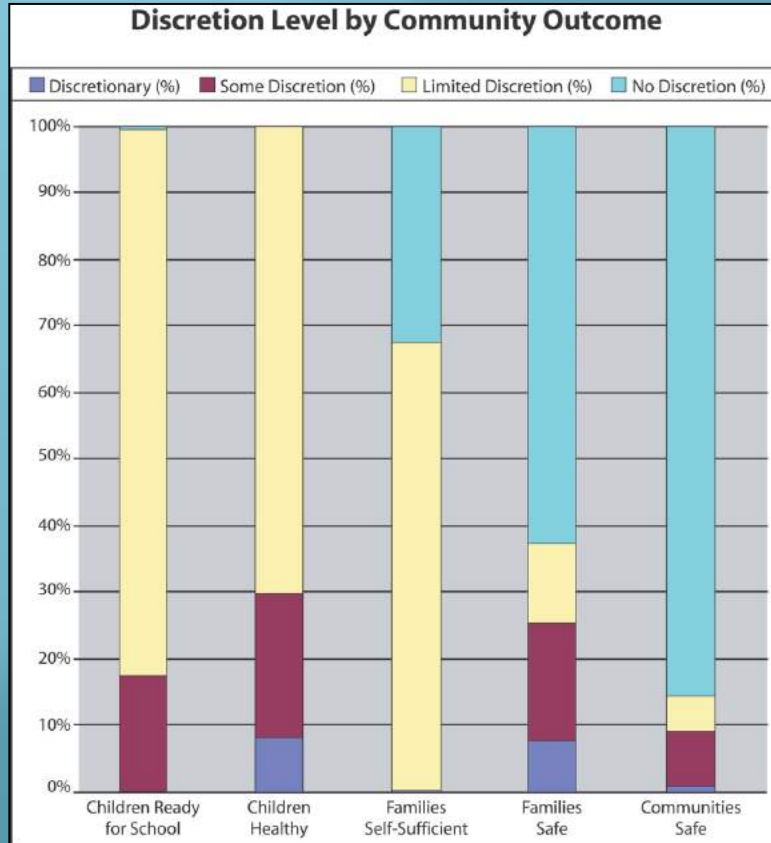
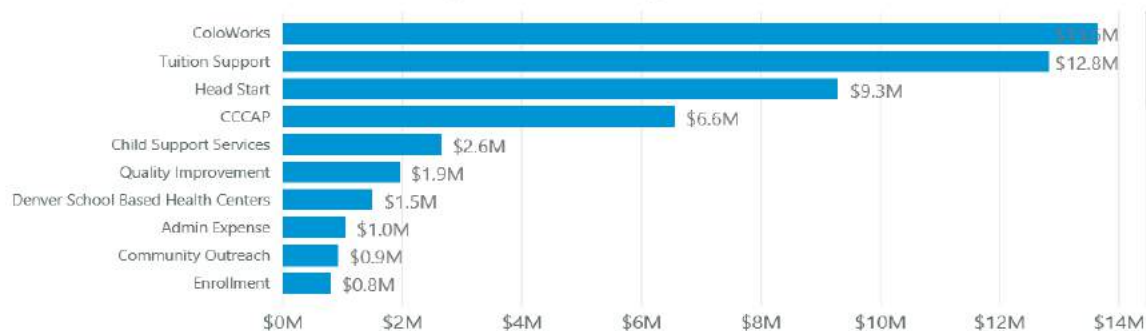*Which funding sources are flexible and in what area(s)?*

Public Funding Compared to Private Funding

Philanthropic Funding to Nonprofits
$5 million
3%

Funding to Public Institutions
$143 million
97%

MDC

Note: Public Funding includes 8-12 Grade Instructional Services

Denver fiscal map

Early Childhood Programs

Program	Amount
ColoWorks	$13.6M
Tuition Support	$12.8M
Head Start	$9.3M
CCCAP	$6.6M
Child Support Services	$2.6M
Quality Improvement	$1.9M
Denver School Based Health Centers	$1.5M
Admin Expense	$1.0M
Community Outreach	$0.9M
Enrollment	$0.8M

(Scale: $0M to $14M)

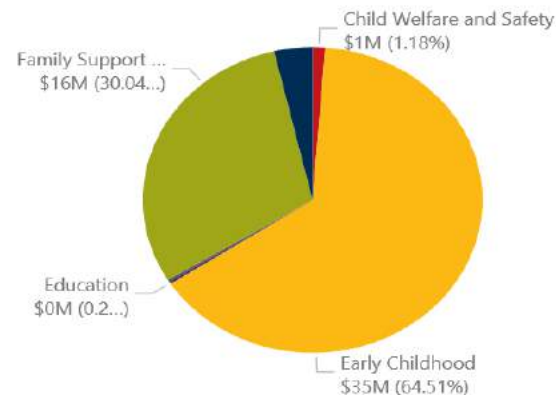| Agency	Early Childhood
Human Services	$22,829,81
Denver Preschool Program	$18,079,43
Office of Children's Affairs	$9,340,10
Denver Health and Hospital Authority	$1,974,79
Denver Public Library	$911,46
Environmental Health	$640,64
Office of Economic Development	$136,50
Parks and Recreation	$111,61
Total	**$54,172,73**

Description	Youth Served
Youth One Book, One Denver is a summer program that brings a book to life for children ages 8-12. Primary goals include literacy and engaging kids in the Denver community through literary arts.	5,000
Welfare Reform Board sets payment policy, generally	2,700

Funding Source

● County/Municipal ● Federal ● Non-City Appro... ● Private/Other ● State

25%	54%			17%

(Scale: 0% to 100%)

Investments in Early Childhood

$54M

● Intervention ● Prevention

46%	Prevention
54%	Intervention

(Scale: 0% to 100%)
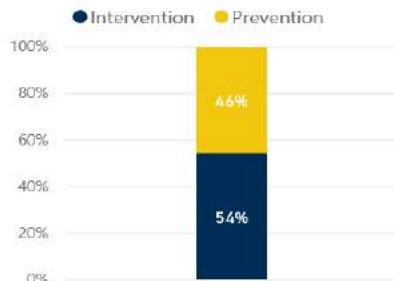
Investments in Early Childhood by Primary Service

- Child Welfare and Safety $1M (1.18%)
- Family Support ... $16M (30.04...)
- Education $0M (0.2...)
- Early Childhood $35M (64.51%)
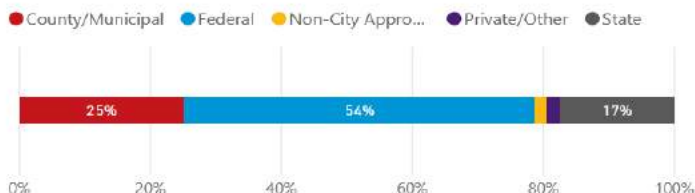
Denver fiscal map

3rd Grade Reading Programs

Program	Amount
CCCAP	$4.9M
Nurse Family Partnership	$0.7M
Children's Collection	$0.5M
Denver School Based Health Centers	$0.5M
Bookmobiles	$0.2M
Children's Library	$0.2M
Evaluation	$0.2M
Community Recreation	$0.2M
Summer of Adventure	$0.1M
Read Aloud Program	$0.1M

$0M $1M $2M $3M $4M $5M
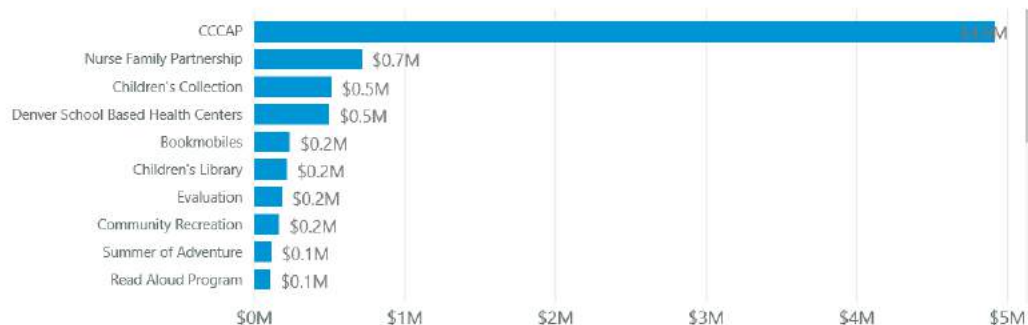
Agency	3rd Grade Reading
Arts and Venues	$16,875
Denver Health and Hospital Authority	$1,215,197
Denver Police Department	$53,891
Denver Preschool Program	$239,490
Denver Public Library	$1,203,781
Human Services	$4,915,974
Office of Children's Affairs	$44,667
Parks and Recreation	$287,525
Public Works	$12,000
Total	**$7,989,399**

Description	Youth Served
2017 Summer of Adventure will include components from birth-5 and K-12 grades	30,000
Administration included strategic planning and some website services as well as personnel legal and facility expenses.	
Children's books and other materials in the library collection	1,666,624
Community Recreation (CR) provides child care licensed after-school programs in Denver Public Schools (DPS), recreation centers, and child care licensed summer camps. These programs include comprehensive recreational activities including sports and wellness, arts and culture, academics (homework help), community engagement, and daily snacks. CR also offers summer/fall track club programs.	1,036
For children who score low in the ELD	40

Investments in 3rd Grade Reading

$8M

Intervention · Prevention

Prevention: 46%
Intervention: 54%

100%, 80%, 60%, 40%, 20%, 0%
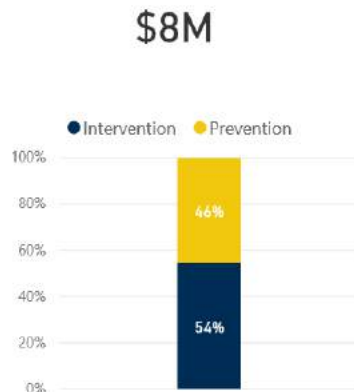
Investments in 3rd Grade Reading by Primary Service

Community $0M (0.7%)
Physical Health $1M (16.06%)
Out of Sch... $0M (4....)
Education $1M (7...)
Early Childhood $6M (71.6%)
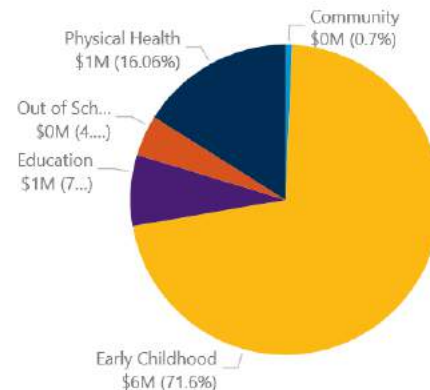
Funding Sources Currently Supporting the Early Childhood Education System

Head Start
Provides funding for very low-income families

Child Care Dev. Fund Block Grant
Supports CCR&R

Title 1 Funds
Asheville City Schools use to support pre-k classrooms with eligible children in poverty

NC Pre-K
Supports admin costs & slots for qualifying families at a higher income level

State subsidies
Partially subsidizes child care for working families

NC Public Schools
Provides a per-child grant allotment for the Developmental Day Center Program

Smart Start
Helps working parents pay for childcare & supports quality improvement

County funds
Support CCR&R through the Buncombe PFC and provide in-kind services and buildings

NC Pre-K
Supports admin costs & slots for qualifying families at a higher income level

Gifts & grants *
from private foundations, corporations, & other donors.

Out-of-pocket tuition

1,778
- Proposed new, fully-funded slots with reduced provider requirements and expanded eligibility

Unserved preschool-eligible children likely to enroll in new, funded slots.

2,719
- NCPC & Smart Start local partnership providers
- NC Pre-K Providers
- Southwestern Child Development Commission early education and pre school partners
- Buncombe PFC Direct Service Providers & Community Partners

3, 4 & 5-year-olds currently enrolled in licensed pre-K, funded at least in part by a variety of federal, state and private dollars

812
- Unlicensed local childcare providers

Children in unlicensed partial day care (paid for out-of-pocket)

Filling the Gap

What it would take for the Asheville-Buncombe Preschool Planning Collaborative to fill the high quality preschool gap with local funds.

Proposed new funding source to support an expanded early childhood education system

New Local Funds
Support new slots for children via the Asheville Buncombe Preschool Planning Collaborative

1,778 target eligible, available 3, 4 & 5-year-olds

x $10,774 estimated cost per slot for ABPPC full day, full year quality pre-K
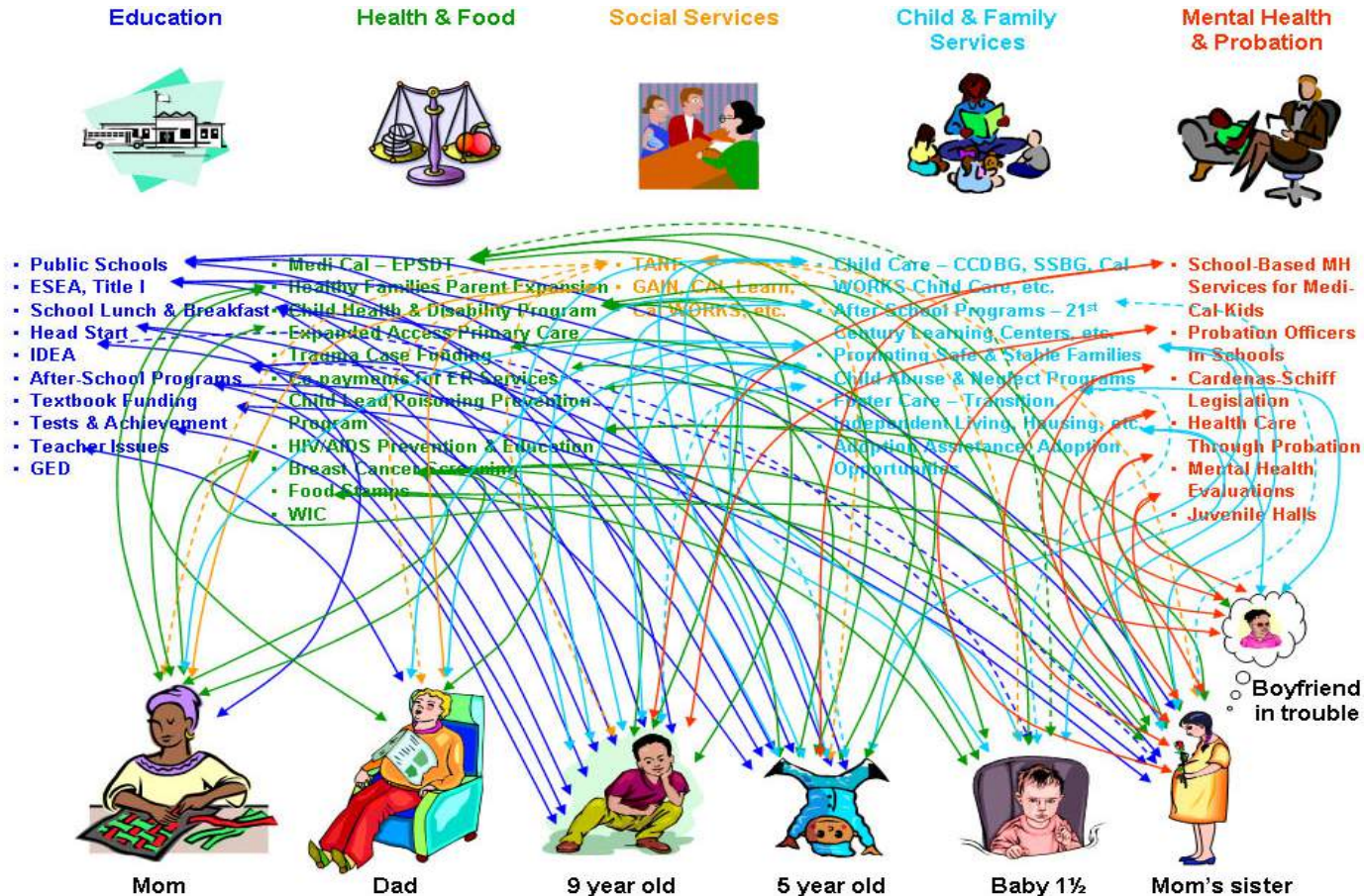
$19,159,022 estimated cost to expand high quality pre-K to 1,778 additional children
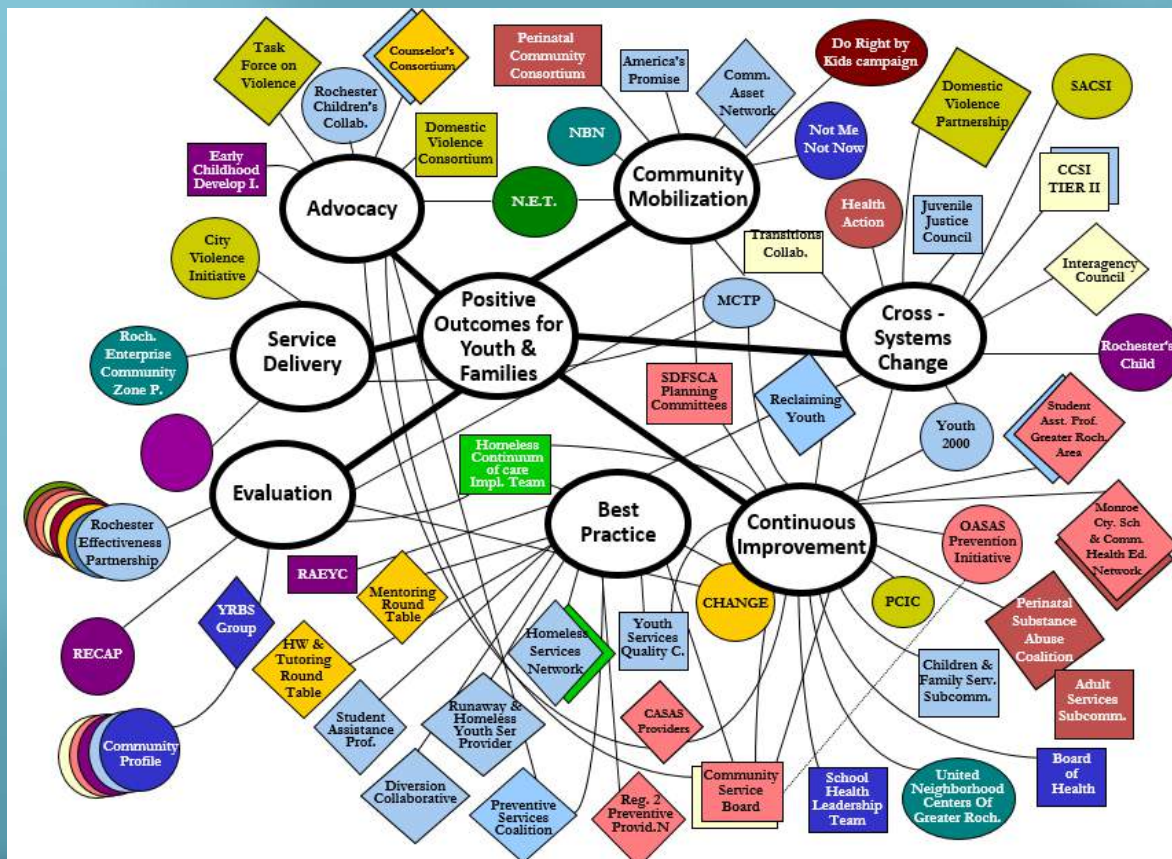
+ $25,000/NEW CLASSROOM estimated per classroom start-up cost
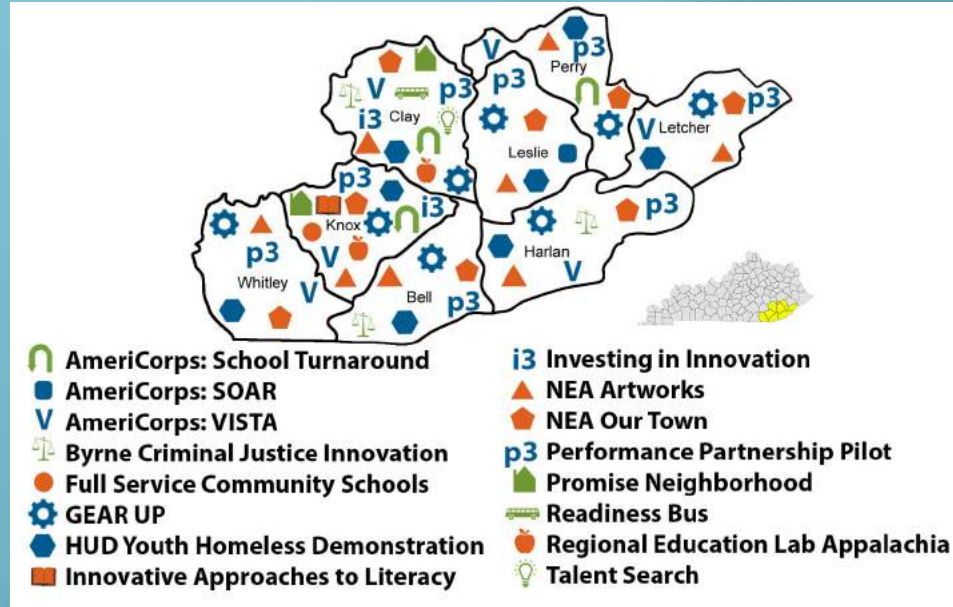
A fragmented set of supports:

Education **Health & Food** **Social Services** **Child & Family Services** **Mental Health & Probation**

Children's Services in Los Angeles County

- Public Schools
- ESEA, Title I
- School Lunch & Breakfast
- Head Start
- IDEA
- After-School Programs
- Textbook Funding
- Tests & Achievement
- Teacher Issues
- GED

- Medi-Cal – EPSDT
- Healthy Families Parent Expansion
- Child Health & Disability Program
- Expanded Access Primary Care
- Trauma Case Funding
- Co-payments for ER Services
- Child Lead Poisoning Prevention Program
- HIV/AIDS Prevention & Education
- Breast Cancer Screening
- Food Stamps
- WIC

- TANF
- GAIN, CAL-Learn, CalWORKs, etc.

- Child Care – CCDBG, SSBG, Cal WORKS Child Care, etc.
- After School Programs – 21st Century Learning Centers, etc.
- Promoting Safe & Stable Families
- Child Abuse & Neglect Programs
- Foster Care – Transition, Independent Living, Housing, etc.
- Adoption Assistance, Adoption Opportunities

- School-Based MH Services for Medi-Cal Kids
- Probation Officers in Schools
- Cardenas-Schiff Legislation
- Health Care Through Probation
- Mental Health Evaluations
- Juvenile Halls

Boyfriend in trouble

Mom   Dad   9 year old   5 year old   Baby 1½   Mom's sister

Don't Stop Collaborating Just Stop Creating New Collaboratives

All Appalachian students succeed at school

AmeriCorps: School Turnaround
AmeriCorps: SOAR
AmeriCorps: VISTA
Byrne Criminal Justice Innovation
Full Service Community Schools
GEAR UP
HUD Youth Homeless Demonstration
Innovative Approaches to Literacy

i3 Investing in Innovation
NEA Artworks
NEA Our Town
p3 Performance Partnership Pilot
Promise Neighborhood
Readiness Bus
Regional Education Lab Appalachia
Talent Search

All children enter kindergarten ready to learn

All students are academically proficient

All children and youth are supported in school and out of school

All young people graduate from high school

All youth receive a degree beyond school

Why Aren't the Dollars Flowing?

- Individuals don't give if they aren't ASKED

- Foundations and corporations don't give if the request doesn't seem ALIGNED WITH THEIR PRIORITIES

- Public dollars don't flow because they aren't EFFECTIVELY TAPPED

Reality Check: Funding Timelines

- Average time between initial contact/appeal and dollars in the door:
  - Individual donors: 4-6 months
  - Foundations/Corporations: 12-15 months
  - Public dollars: 12-24 months

No Matter What They Tell You…

… It's all about RELATIONSHIPS.

You must "friendraise" before you can fundraise.

- "Cold" donations are nearly non-existant, "blind" proposals are very rarely funded, and unknown organizations are very rarely awarded public dollars.

- Relationships are the single biggest factor in successful fundraising.

Potential Funding Streams to Support Your Work

- City or County dollars
- State dollars
- Federal dollars
- Local United Way
- Local Foundation
- National Foundation
- Local Business

- Individual Donors
- Dedicated Funding Stream
- Fee based Services
- Pay for Success
- Other?

MORE THAN

$1 BILLION

IN ANNUAL REVENUE

States with Local Dedicated
Funds for Children and Youth

WA — Seattle and King Co.

OR — Portland

CA — Oakland, San Francisco

CO — Boulder, Aspen, Denver

MO — Clay Co., Jackson Co., Lafayette Co., Boone Co., Lincoln Co., St. Charles Co., St. Louis Co., St. Louis City, Franklin Co., Jefferson Co.

OH — Mercer Co., Cincinnati, Hamilton Co., Dayton, Muskingum Co.

MD — Baltimore

TX — San Antonio

FL — Pinellas Co., Hillsborough Co., Okeechobee Co., St. Lucie Co., Martin Co., Palm Beach Co., Broward Co., Miami-Dade Co.

Innovation isn't just for the big cities…

OKEECHOBEE COUNTY, FL
Children's Services Fund
Population: 39,469 (2015)
Property tax
Established 1990
$623,898.00 annual revenue
Funds: Comprehensive services

MERCER COUNTY, OH
Children's Services Levy
Population: 40,968 (2015)
Property tax
Established 2016
$438,969 annual revenue
Funds: Children's services

LAFAYETTE COUNTY, OH
Children's Services Fund Board
Population: 32,701 (2015)
Sales Tax
Established 2005
$321,102.37 annual revenue
Funds: Children's mental health

Why now? A unique window of opportunity

1) The opportunity divide
2) No new federal or state resources
3) Prevention and youth development works
4) Use of evidence takes time, money and stability
5) Collective impact partnerships are ready
6) Voters are willing

Types of revenue

Strategy	$ Amount/Flexibility	How to enact*	Political challenge
Special Taxing Districts	High $ High Flexibility	Voters	High
Set-asides/ guaranteed minimum funding or Set-asides of revenue increases	High $ High Flexibility	Voters and legislation	High
New or increased taxes including: • Income, property, sales • parcel, hotel, utility, business license , use • meals, wheels, sweetened beverages, tobacco	High $ Flexibility varies	Voters and legislation	High
Fees, fines or service charges including: • admission • User • developer impact	Moderate $ Low flexibility	Legislation and voters	Moderate
Opportunity compact or social impact bonds/Pay for Success	Unknown/Low $ Low flexibility	Legislation/ Administrative	Unknown
Trust funds	Low $ Flexibility varies	Legislation	Low
Competitive preference in bidding	$ Varies Low flexibility	Legislation/ Administrative	Moderate
Check-offs on tax, utility bills	Low $ Low flexibility	Legislation	Low

…and the benefits are worth it.

1) Expansion of services – new populations, neighborhoods, eliminate waiting lists, leverages DOUBLE resources
2) Innovation and flexibility – school-based system, detention diversion, anchor institutions, youth initiated projects
3) System building – capacity building, evaluation, coordination, accountability
4) Constituency building – community ownership and support – 75% vote "yes" for re-authorization

Making Smart Investments

Portland, OR
95 cents of every dollar goes to proven, quality and cost-effective programs helping Portland's children.

San Francisco, CA
One of every 3 children in San Francisco is served by the fund.

St. Charles County, MO
Truancy is down, graduation rate is up and the county ranks #1 or 2 in the state every year compared to over 70th before the fund.

Pinellas County, FL
With the flexibility of a local fund and getting at root causes they meet the needs of chronically homeless families and achieve permanent housing goals (and save money).

Broward County, FL
Uses Results Based Accountability and a process of continuous improvement and evaluation to track their investments and outcomes over time.

Palm Beach County, FL
Performing better than comparison groups in studies.

State of the Young Child
in Transylvania County
December 2015

- It costs **almost double** to send an infant for care in our county than to send a child to a public college in NC
- 78% of kindergartners tested below or far below proficiency at the beginning of the 2015 school year
- The average two income working household in TC can expect to spend **27.8%** of their income on **one child** in care and **over half** for two children
- TC Child Care Rates are the 6th highest in the state
- However, the average weekly wage for workers is $637, well below the state average weekly wage of $932 in 2016.

County, State, and National Food Insecurity Rates

	Among All Ages	Among Children
Transylvania	15.1%	28.8%
North Carolina	18.3%	22.1%
United States	15.8%	21.4%

- ~86% of the County Budget is mandated by the state or required to meet a state mandate. Remaining covers libraries, recreation. Revenue from state/federal makes up ~16%, remaining funded by local taxes. Raising taxes impacts working families in our communities disproportionately

- County subsidizes the developmental day center with free rent/facility and an additional $200k in operational funding, but struggles to meet regulations tied to funding streams
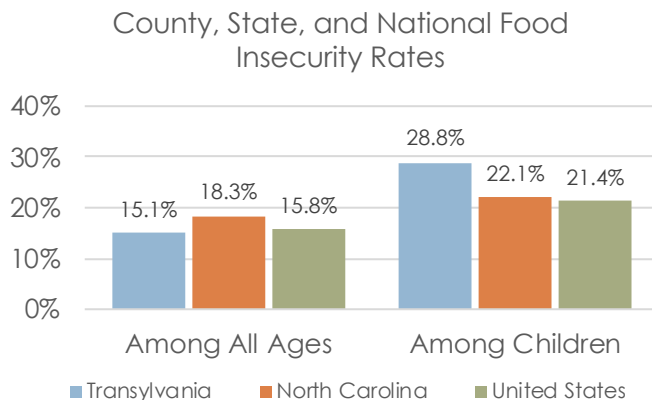
Have you done any of the following with other organizations?

- Mapped out funding already in the community
- Shared space
- Shared staff
- Shared transportation
- Braided funding
- Pooled funding

Which of these funding streams have you attempted? Which were successful?

- City or County dollars
- State dollars
- Federal dollars
- Local United Way
- Local Foundation
- National Foundation
- Local Business

- Individual Donors
- Dedicated Funding Stream
- Fee based Services
- Pay for Success
- Other?

Discussion: Currently, what is your biggest challenge in fundraising?

- Not enough staff time
- Competition between programs and partners
- Lack of funding opportunities
- Difficulty making the case for infrastructure
- Others?

Fiscal Mapping Resources

Adding It Up: Mapping Public Resources for Children, Youth and Families

- *The Brochure -* Highlights what a resource map can do

- *The Rationale -* Understand why it's necessary and how it gets done

- *The Guide -* Tools, guidance and examples to get you started in the work

http://forumfyi.org/content/adding-it-brochure-rationale-and-guide-mapping-public-resources-children-youth-families
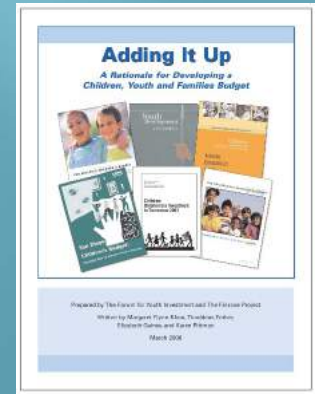
CONNECTING THE DOTS
A Guide to Leveraging Federal Funding Streams

ACCESS TOOL ›

- Federal Fiscal Mapping Tool

STEPS 2 SUCCESS

STEP 1: IDENTIFY THE NEED & FUNDING MECHANISM

STEP 2: READY THE COALITION

STEP 3: ENGAGE THE PUBLIC

STEP 4: CONDUCT THE CAMPAIGN

STEP 5: ESTABLISH THE FUNDING STREAM

What does it mean to be ready?