



## First Children's Finance

### Vermont Child Care Business Technical Assistance Program

#### Fall 2023 Training Calendar

All trainings below are available for Northern Lights professional development credit – look for them on the training calendar in the coming days. These trainings are all offered “real time, on-line” and will not be recorded. Please reach out via [infoVT@firstchildrensfinance.org](mailto:infoVT@firstchildrensfinance.org) if you are interested in attending one of these trainings in a future session, or if you want to schedule a private training for a small group or network.

<b>Every Monday</b>  1-2:30 pm	<b>Office Hours for Business Questions and Consulting</b>  No registration required, just click this link to join our office hours, every Monday between 1-2:30. Note: This is not a training and is not eligible for professional development credit.  <a href="#">1-2:30PM Open Office Hours</a>
<b>September 12</b>  6-8 pm  To register:	<b>Precision Pricing for Your Family Child Care</b> Explore the current state of child care and the factors that contribute to child care business challenges. Complete a SOAR analysis. Understand the process for pricing your business services. Identify strategies to increase your business acumen.  <a href="https://northernlightscv.org/trainings/precision-pricing-for-your-family-child-care/">https://northernlightscv.org/trainings/precision-pricing-for-your-family-child-care/</a>
<b>September 19</b>  1-3 pm  To register:	<b>Precision Pricing for Your Child Care Center</b> Explore the current state of child care and the factors that contribute to child care business challenges. Complete a SOAR analysis. Understand the process for pricing your business services. Identify strategies to increase your business acumen.  <a href="https://northernlightscv.org/trainings/precision-pricing-for-your-child-care-center-2/">https://northernlightscv.org/trainings/precision-pricing-for-your-child-care-center-2/</a>



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<p>September 21 6-8 pm</p> <p>To register:</p>	<p><b>Board Governance for Child Care Centers</b></p> <p>The work of a governing board of directors is critical for the long term-term health and sustainability of non-profit child care programs. Being actively engaged is the first step in supporting the mission and vision of non-profit child care centers. This training will cover board governance topics such as roles and responsibilities, recruitment, and onboarding of board members and how to assess your current board effectiveness. We will also discuss board fiduciary responsibilities and look at the different financial reports used to help plan for a sustainable future. This session is for non-profit program leadership, executive directors, and board members, and can be most effective for a team from an organization that includes both.</p> <p><a href="https://northernlightscv.org/trainings/board-governance-for-child-care-centers-2/">https://northernlightscv.org/trainings/board-governance-for-child-care-centers-2/</a></p>
<p>September 26 6-8 pm</p> <p>To register:</p>	<p><b>Developing a Marketing Plan for Your Family Child Care Business</b></p> <p>Learn basic marketing principles and concepts. Complete an environmental scan. Identify features and benefits of your child care program. Analyze child care competitors. Identify strategies to build an effective message. Define target market to secure future enrollment. Learn how to use marketing principles to secure community partnerships.</p> <p><a href="https://northernlightscv.org/trainings/developing-a-marketing-plan-for-your-family-child-care-business-3/">https://northernlightscv.org/trainings/developing-a-marketing-plan-for-your-family-child-care-business-3/</a></p>
<p>October 5 1-3 pm</p>	<p><b>Developing a Marketing Plan for Your Child Care Center</b></p> <p>Learn basic marketing principles and concepts. Complete an environmental scan. Identify features and benefits of your child care program. Analyze child care competitors. Identify strategies to build an effective message. Define target market to secure future enrollment. Learn how to use marketing principles to secure community partnerships. Learn basic marketing principles and concepts. Complete an environmental scan. Identify features and benefits of your child care program. Analyze child care competitors. Identify strategies to build an effective message. Define target market to secure future</p>



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To Register:	<p>enrollment. Learn how to use marketing principles to secure community partnerships.</p> <p><a href="https://northernlightsccv.org/trainings/developing-a-marketing-plan-for-your-child-care-center-2/">https://northernlightsccv.org/trainings/developing-a-marketing-plan-for-your-child-care-center-2/</a></p>
October 12 6-8 pm	<p><b>Planning For The Future: Annual Budget and Cashflow for Family Child Care</b></p> <p>Learn basic accounting terms and review commonly used financial statements. Break down sections of an income and expense statement, a cash flow statement, and a balance sheet. Analyze a case study to determine the financial health of a child care business. Identify strategies of how to use financial statements to inform business decisions.</p>
To Register:	<p><a href="https://northernlightsccv.org/trainings/planning-for-the-future-annual-budget-and-cashflow-for-family-child-care/">https://northernlightsccv.org/trainings/planning-for-the-future-annual-budget-and-cashflow-for-family-child-care/</a></p>
October 17 1-3 pm	<p><b>Developing Policies and Practices For Child Care Business Management</b></p> <p>Learn how to effectively implement policies, procedures, and systems that support stable program operations. Identify and examine how to organize and create standard policies and procedures manual for their program.</p>
To register:	<p><a href="https://northernlightsccv.org/trainings/policies-and-practices-for-child-care-business-management/">https://northernlightsccv.org/trainings/policies-and-practices-for-child-care-business-management/</a></p>
October 26 1-3 pm	<p><b>Planning For The Future: Accounting and Financial Statements for Center Child Care</b></p> <p>Learn basic accounting terms and review commonly used financial statements. Break down sections of an income and expense statement, a cash flow statement, and a balance sheet. Analyze a case study to determine the financial health of a child care business. Identify strategies of how to use financial statements to inform business decisions.</p>
To register:	<p><a href="https://northernlightsccv.org/trainings/planning-for-the-future-accounting-and-financial-statements-for-center-child-care/">https://northernlightsccv.org/trainings/planning-for-the-future-accounting-and-financial-statements-for-center-child-care/</a></p>



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November 14 6-8 pm	<b>Separating your Family Child Care Finances from your Personal Finances</b> Learn basic tools to separate business and personal finances. Learn to utilize computer and file systems to organize financial documents. Develop a business budget.
To register:	<a href="https://northernlightscv.org/trainings/separating-your-family-child-care-finances-from-your-personal-finances-3/">https://northernlightscv.org/trainings/separating-your-family-child-care-finances-from-your-personal-finances-3/</a>