**From Survive to Thrive – Webinar**

**Chapter 4 Budget and Finance**

**Webinar Chat**

13:50:17 From Laura Ensler : Hi everyone. Great to be here today!

13:51:11 From VG : Hi everone, my name is Yuliya. I am looking forward for your presentation

13:51:47 From Laura Ensler : Hi Yuliya. Welcome!

13:55:14 From Carol Brathwaite : Good afternoon everyone

13:55:29 From Laura Ensler : Hello!

13:56:13 From Alexan06 : Good Afternoon

13:56:19 From cynthiadesepeda : Hello ! Good afternoon

13:57:05 From Jenna Pettinicchi : Hi Everyone!

13:57:11 From Laura Ensler : Hi Jenna!

13:57:14 From Gem Moriah : Hello, goodafternoon :)

13:58:01 From Claudine Campanelli : Good Afternoon everyone! It is great to see you all here!

13:58:24 From Kim LoDico : hello!

13:58:36 From andrea : Hi

13:58:36 From Lee Ann Jacobsen : Hello

13:58:40 From Laura Ensler : Hi Claudine!

13:59:56 From kasia kaim-goncalves : Good afternoon :)

13:59:58 From Junior Thompson : Hello Everyone

14:00:31 From Denise : Hi all! I can't see anybody.

14:00:46 From Hardeep Gill : Hello Everyone

14:01:01 From Jenna Pettinicchi : No need Denise! :-) We are not using videos for this presentation

14:01:02 From Colleen Brown : Hi! I hope is everyone is well during this challenging time.

14:01:44 From Alexan06 : Holding on

14:02:08 From Frosina Agushi : There is no Voice

14:02:08 From Jenna Pettinicchi : Its nice to all be here together

14:02:09 From Laura Ensler : Thanks, Colleen. Hanging in there. Breathing.

14:02:36 From Laura Ensler : Starting in 2 minutes

14:02:49 From Colleen Brown : One day at a time! Sharing in this community together is very helpful and comforting.

14:02:50 From Krista Bogetich : Thank you. Looking forward to it.

14:03:30 From admin : Hi everyone

14:04:38 From admin : HI everyone

14:04:45 From Denise : My book is in my office at work. It's in isolation.

14:04:50 From Christie Gallagher : can someone share that email address for a copy of the book?

14:05:11 From Colleen Brown : Mine too, Denise!

14:05:51 From Jenna Pettinicchi : leadershipinitiative@earlychildhoodny.org

14:06:20 From Christie Gallagher : thanks!

14:06:27 From Denise : Hi Laura!

14:06:58 From Laura Ensler : Leadershipinitiative@earlychildhoodny.org

14:07:05 From Laura Ensler : Hi Denise!

14:09:19 From Christie Gallagher : Thank you!

14:09:34 From Denise : You guys rock!

14:10:00 From Laura Ensler : Generosity of spirit. Love that

14:10:50 From Laura Ensler : Thanks for reminding us, Jenna. Appreciate that.

14:13:41 From Alexan06 : C

14:13:44 From Junior Thompson : A

14:13:45 From Frosina Agushi : both A and B

14:13:47 From Denise : no box

14:13:49 From leslie : d

14:13:49 From jamgotchian : B

14:13:53 From Steve Castar : D

14:13:54 From leslie : D

14:13:54 From Christie Gallagher : i don’t see a box

14:13:55 From Denise : D

14:13:58 From admin : A

14:13:59 From VG : A and B

14:14:01 From malikh : D

14:14:01 From Lizette Marcano : c

14:14:01 From Elsa : B

14:14:03 From Roz : C

14:14:05 From Meaghan Fullerton : No box c

14:14:06 From Carol Brathwaite : B

14:14:07 From Colleen Brown : C

14:14:07 From andrea : B

14:14:10 From Lee Ann Jacobsen : No box

14:14:13 From Ms. Melanie : D

14:14:18 From andrea : no box

14:14:18 From Gem Moriah : D

14:14:18 From Kim LoDico : yes no box as of yet

14:14:23 From WENDY LEE : b

14:14:29 From Sonya Evariste : B

14:14:36 From Christie Gallagher : got it

14:14:39 From Helen Frazier : yes

14:14:39 From Krista Bogetich : See it!

14:14:39 From Christie Gallagher : yes

14:14:41 From Colleen Brown : Yes!

14:14:41 From Kim LoDico : there it is

14:14:43 From Colleen Brown : Thanks!

14:14:43 From Alexan06 : JSUT POP UP

14:14:44 From iPad (2) : D

14:15:07 From Sonya Evariste : Sonya Evariste B

14:19:33 From Laura Ensler : How is your budget working?

14:20:00 From Joey Casey : Weekly financial reviews and monthly P & L reviews

14:20:07 From Roz : Fees are due every Monday.

14:20:12 From aramnarine : we use a financial data system called INTACCT

14:20:16 From Colleen Brown : Each classroom has a set budget for the year. They know it in advance to make decisions early about their resource spending.

14:20:18 From Laura Ensler : How are the fees collected?

14:20:19 From Christopher McCoy : Currently we take all payments online.

14:20:21 From Frosina Agushi : weekly

14:20:23 From Christie Gallagher : monthly budget meetings

14:20:25 From Steve Castar : Time sheets are due every two weeks.

14:20:39 From Christopher McCoy : and review monthly

14:20:46 From lcaselles : Monthly budget meetings

14:20:50 From Denise : I have no clue as to what money the program has. I find that makes me pretty miserly when it comes to spending. I ask for what I deem essential only, but the owners don't always agree with me. I feel as if I have no control of finances.

14:20:52 From Meaghan Fullerton : budget reporting to board

14:20:57 From Laura Ensler : Fees online streamline the work

14:21:02 From Alexan06 : MONTHLY reports due at the end of the month

14:21:04 From Mercedes Flor : mercedes Flor weekly office meeting

14:21:05 From VG : we review our budget twice a month

14:21:07 From Kim LoDico : request for purchases follow a policy and form filled out, 5 day notification

14:21:10 From Marisol Abreu : statement expense reviews quarterly

14:21:40 From Joey Casey : Placing all staff on salary to better understand and forecast the budget for the year and to improve hiring

14:21:41 From Laura Ensler : Denise - that must be frustrating. Are there opportunities to communicate with admin about this?

14:22:17 From Alexan06 : receipts are required to be reimburse

14:22:32 From Laura Ensler : Do you all have opportunities to help prepare your budgets?

14:22:40 From cynthiadesepeda : staff need to sign the receipt

14:22:41 From Christopher McCoy : receipts are always required

14:22:46 From Colleen Brown : Each classroom has a budget for the year. They can make chooses on what is needed the most.

14:22:50 From admin : Bank reconciliation

14:22:51 From Denise : I am admin. Above me are the two men who own the daycare. It is solely for profit. I see them every 1-2 weeks.

14:22:58 From lcaselles : Yes. Twice a year we plan our budget for the upcoming six months.

14:23:03 From Krista Bogetich : Each teacher has a set “Teacher discretionary Fun” amount that they can use for special items. All other classroom supplies are purchased for the whole school

14:23:17 From Mercedes Flor : we have an administrator director who deals with all budget part

14:23:27 From Laura Ensler : Planning every 6 months gives everyone a chance tor eevaluate

14:23:27 From Denise : I also do not have petty cash. I have had to buy baby food and wait weeks to be reimbursed.

14:23:31 From Joey Casey : I have a link to a reimbursement form for all staff to submit any additional classsroom costs for classroom items. We also have a school-wide order sheet that is reviewed every Fridays and ordered on Mondays, if approved.

14:23:51 From Christie Gallagher : teachers can submit and it has to be approved by division head

14:23:54 From Colleen Brown : Transparency is so important.

14:24:05 From Joey Casey : reimbursements are then processed through payroll with notes for accounting

14:24:10 From Laura Ensler : SO much wisdom on this subject. Thanks everyone. Keep it going!

14:24:18 From admin : UPK classes have separate fund

14:26:37 From Christopher McCoy : I have a bookkeeper who uses Quickbooks

14:27:07 From Frosina Agushi : We use quick books

14:27:32 From Laura Ensler : Transparency is essential.

14:27:56 From Laura Ensler : If your bookkeepers use Quickbooks, do you understand that as well?

14:28:13 From Carol Brathwaite : I have a bookkeeper who uses Quickbooks

14:28:17 From Roz : Monthly reports are distributed to review and to assure you are within the budget for spending.

14:28:52 From Mercedes Flor : be knowledgeable in your area is paramount

14:28:56 From Laura Ensler : What happens if you are not within the budget?

14:29:32 From Laura Ensler : Today requires extreme flexibility!

14:29:38 From Christie Gallagher : Would someone be willing to share their spreadsheet template?

14:30:26 From Laura Ensler : Let’s see if someone shares, if not, we can send some as well.

14:30:59 From Christie Gallagher : Great!! I would love to see what it looks like since it will be a new responsibility for me/ Thanks so much

14:35:59 From Krista Bogetich : We hold fundraisers, and I am curious how fundraisers will perform in the current environment.

14:36:12 From Laura Ensler : I love all the ideas about how to overcome the difficulties and problem solve

14:36:16 From Colleen Brown : Community wide fundraising events. PA is very helpful with that.

14:36:24 From Carol Brathwaite : We have fundraisers

14:36:31 From Denise : I don't have any parents who pay tuition, so raising it wouldn't help. I would like to know if there are grants for private daycares,

14:36:31 From Alexan06 : Fundraisers help a lot!!

14:36:34 From Laura Ensler : What do you do when you fundraise?

14:36:42 From andrea : We are a not for profit and fundraisers are a hug part of what keeps us going

14:36:49 From Roz : Parents are involved with fundraisers.

14:36:54 From Krista Bogetich : We have often asked for parent help in writing grants, without much success. This might be more interesting and valuable this year.

14:36:59 From Frosina Agushi : we do picture day

14:37:04 From Christie Gallagher : parents help us host the Gala, which raises a lot

14:37:17 From Alexan06 : We have a parent night, sell snacks during that event, chocolate, picture day

14:37:18 From Laura Ensler : A gala! Fantastic.

14:37:19 From Meaghan Fullerton : gala

14:37:23 From admin : We do picture day too

14:37:36 From Christopher McCoy : We are looking to collaborate with local programs for weekend classes.

14:37:37 From Denise : My picture day doesn't raise funds. Our parents can't afford those companies.

14:37:37 From Krista Bogetich : We have a gala, holiday fundraiser, and a family friendly summer picnic and raffle.

14:37:50 From andrea : We have monthly Bingo nights that are open to the community, we also do a silent aution in the spring

14:37:51 From leslie’s iPhone : We have Galas

14:37:51 From Mercedes Flor : unfortunately we can not do fundraising at my center

14:38:06 From Laura Ensler : Raffles are so good - getting donations for those can get very creative

14:38:09 From Colleen Brown : Scholastic Book Fair gives credit to scholastic for a variety of school supplies and furniture.

14:38:12 From Junior Thompson : These are all awesome ideas

14:38:22 From Carol Brathwaite : I would love to have a Gala.

14:38:33 From Laura Ensler : Love the book fairs and a great time for family engagement!

14:38:38 From Christie Gallagher : classes make art and we auction it off

14:39:03 From Colleen Brown : All of these!

14:39:09 From Sonya Evariste : Sonya Evariste A,C

14:39:14 From Kim LoDico : I have seen art shows, baskets raffles and bake sales

14:39:23 From Meaghan Fullerton : We coordinate our book fair with Donuts and a Grownup so parents come to school on a sat and buy books!

14:39:44 From Hardeep Gill : fundraisers helped us provide music classes in our school.

14:39:47 From Mercedes Flor : we have done most of them and they help

14:40:06 From andrea : so have we

14:40:13 From Laura Ensler : We had card sales with children painting made into note cards. Sold like hot cakes!

14:40:18 From Joey Casey : Meghan, a books fair with doughnuts sounds fun!

14:40:31 From Frosina Agushi : Increase enrollment and after school program

14:40:33 From Christie Gallagher : how did you make the cards?

14:40:36 From Christie Gallagher : love that idea!

14:40:49 From Meaghan Fullerton : we have small activity in the classrooms and then they go to the book fair

14:40:52 From Laura Ensler : They took photos of them and sealed them on blank cards

14:41:19 From Laura Ensler : That was a while ago so I’m sure there are easier ways now.

14:41:19 From Steve Castar : Square 1 Art is a company that takes kid artwork and can place it on cups, shirts, calendars, etc. which the families buy and school gets a percentage. they work with all kinds of schools and organizations.

14:41:22 From Joey Casey : How much (what percentage) are programs raising tuition?

14:41:55 From Laura Ensler : Good questions! What is the average percentage rise in tuition?

14:42:17 From Laura Ensler : Per year

14:42:25 From Colleen Brown : 3% tuition increase each year

14:43:00 From andrea : We have a parent board that is in charge of fundraisig

14:43:05 From Laura Ensler : Is that typical?

14:43:27 From Frosina Agushi : in pictures 10%

14:43:33 From lcaselles : 3% each year for tuition increase

14:43:37 From Colleen Brown : The tuition increase aligns with the faculty salary increase. They go hand in hand.

14:43:50 From Laura Ensler : Thanks for explaining, Colleen.

14:44:25 From Joey Casey : Thanks, Colleen! We did a 5% increase after 2 years of no increases

14:44:34 From Laura Ensler : With ties to the community, lots of donations can be accumulated!

14:46:22 From Colleen Brown : Financial Aid is a big part of the discussion.

14:46:32 From andrea : Our school is a parent cooperative, and the parent board works with us to establish tuition increases

14:47:27 From Laura Ensler : [Leadershipinitiative@earlychildhoodny.org](mailto:Leadershipinitiative@earlychildhoodny.org)

14:47:43 From Jenna Pettinicchi : [www.earlychildhood.org/pdfs/corebody.pdf](http://www.earlychildhood.org/pdfs/corebody.pdf)

14:48:04 From Mercedes Flor : this is an amazing resource all child care centers should have a copy of it

14:48:36 From Laura Ensler : Agreed!

14:48:37 From Jenna Pettinicchi : I agree Mercedes! It helps me to reflect on my practice and set some goals for myself and hold myself accountable to a high standard

14:49:13 From Laura Ensler : Are you referring to Survive to Thrive? Or the CBK?

14:49:43 From Laura Ensler : nyaeyc.org

14:49:45 From Mercedes Flor : I can say both

14:50:06 From Steve Castar : it also gives you the opportunity to offer best practices in the field as opposed to the perception that what you have to offer is just your opinion.

14:50:34 From Laura Ensler : Yes. Most programs should have received a copy of STT and CBK is available to all that want it. Spread the word!

14:51:11 From Laura Ensler : Sharing best practices is an essential part of our work as leaders.

14:51:48 From Laura Ensler : You all have so much to share. Thank you for all of your ideas!

14:52:14 From Laura Ensler : Final thoughts?

14:52:48 From Colleen Brown : Thanks so much for sharing! We appreciate it!

14:52:49 From Joey Casey : Thank you for sharing resources into getting a btter picture of the financial growth and modeling!

14:53:08 From Junior Thompson : Thank you

14:53:20 From VG : Thank you

14:53:24 From Laura Ensler : Again, thank you all for being here today. Stay healthy and strong. Remember to take deep breaths. We are all in this together!

14:53:26 From lcaselles : Thank you

14:53:35 From cynthiadesepeda : Thank you

14:53:36 From Alexan06 : Thank you for doing this Webinar, it is always very informative

14:53:37 From Lizette Marcano : Thanks

14:53:43 From Meaghan Fullerton : Thanks

14:53:45 From VG : pleasestay health, stay safe

14:53:45 From Gem Moriah : Thanks

14:53:49 From Christie Gallagher : thanks all

14:53:50 From Mercedes Flor : thank you so much

14:53:56 From Denise : Thank you!

14:53:57 From admin : Thank you

14:54:07 From Hardeep Gill : Thank you providing a big picture. Very informative!,

14:54:12 From Christie Gallagher : can someone share a template for budgeting?

14:54:18 From Elsa : thank you!

14:54:21 From Amir Douglas : From Michele Jenkins to everyone thank you

14:54:24 From Kim LoDico : thank you!

14:54:32 From Jylynthia Cambridge : Thank you

14:54:44 From Scheherazadeanna : How can we do this together when it feels like so much competition in the childcare community?

14:54:52 From Christie Gallagher : Amazing! Thank you!

14:54:59 From Scheherazadeanna : Are we starting to create community budgets?

14:55:23 From Scheherazadeanna : that include emergency planninging with partner sites?

14:55:43 From Claudine Campanelli : I think that is a great idea for shared resources to stabilize your budget

14:55:49 From Claudine Campanelli : especially if you have partner sites

14:55:50 From Laura Ensler : Great questions - hopefully we can address these in the forum. Pleas ego there to chat more.

14:55:51 From Frosina Agushi : Thank you, yes the spredsheet template would be very helpful for me to

14:56:07 From Ela : thank you

14:56:12 From Scheherazadeanna : Budgeting for ILiteracy and Food Justice for a.

14:56:12 From Frosina Agushi : Great presentation , stay safe evryone

14:56:20 From Jenna Pettinicchi : Thank you everyone stay safe and healthy!

14:56:25 From Krista Bogetich : Thank you!

14:56:36 From andrea : Thank you!

14:56:41 From Debra Cetta : Thank you!

14:56:43 From iPad (2) : I enjoyed the webinar I would also like the templates and a book sent to my home 350