

**From Survive to Thrive – Webinar**  
**Chapter 4- Budget and Finance**

**Webinar Chat**

- 13:31:10 From Laura Aderhold to Everyone : Laura Aderhold CAO Gowanda Head Start
- 13:31:16 From Michele Sciolino to Everyone : Michele Sciolino, Amherst Nursery School
- 13:31:19 From Diane Semrau to Everyone : Good afternoon Diane Semrau from CAO Head Start
- 13:31:21 From Casandra Stewart to All panelists : Casandra Stewart- Principal 1424 Jefferson Head Start
- 13:31:23 From Angela Amenta to All panelists : Angela Amenta Early Head Start Lockport NY
- 13:31:29 From Marybeth Simoneit to Everyone : Marybeth Simoneit LaSalle Early Childhood Center
- 13:31:34 From Michelle Frazier to All panelists : Good Afternoon everyone
- 13:31:36 From Jenna Pettinicchi to Everyone : Hi Everyone! Jenna Pettinicchi PDI Leadership Initiative
- 13:31:39 From Heidi Cerrone Heidi Cerrone to Everyone : Heidi Cerrone, St. Hyacinth's
- 13:31:44 From Sharon Baldwin to Everyone : Sharon Baldwin Southwestern Daycare@The Tabernacle
- 13:31:47 From Colleen Strough to All panelists : Colleen from Cantalician
- 13:31:49 From Michelle Frazier to All panelists : Great to be here
- 13:32:02 From Darlene DePerto to All panelists : Darlene DePerto" Miss Dar's Luv A Lots"
- 13:32:07 From Patrice Frazier to Everyone : Hello, Patrice Frazier//Drexel
- 13:32:22 From Brandi Costner to Everyone : Brandi Costner from CAO HS 1461 Academy
- 13:33:41 From Karen Van Alstine to Everyone : Karen Van Alstine CAO Fruit Belt Academy
- 13:33:52 From Barbara Stone Reden to Everyone : Barbara Stone Reden, JCC Buffalo
- 13:33:59 From Laura Aderhold to All panelists : Lisa Roberts Springville Academy
- 13:34:03 From Lisa Convery to All panelists : Lisa Convery Principal FRONTIER
- 13:34:36 From Michelle Frazier to All panelists : Michelle Frazier, Nanny's Nook Quality Daycare Center
- 13:34:44 From Cynthia Lynn-Garbe to All panelists : Cynthia Lynn-Garbe, Westminster Early Childhood Programs
- 13:35:00 From Jenna Pettinicchi to Everyone : [leadershipinitiative.westernny@earlychildhoodny.org](mailto:leadershipinitiative.westernny@earlychildhoodny.org)
- 13:35:16 From Kim LoDico to Everyone : [leadershipinitiative.westernny@earlychildhoodny.org](mailto:leadershipinitiative.westernny@earlychildhoodny.org)
- 13:44:43 From Barbara Stone Reden to Everyone : Mine is actually a combination of A and C.
- 13:45:23 From Kate Goldberg to Everyone : I have a finance officer who creates the budget, and then it is up to me to put that into reality

13:50:17 From Kate Goldberg to Everyone : We are tuition based. This allows us to have a constant stream of revenue without being subject to changes in government/school funding

13:50:29 From Diane Semrau to Everyone : federal and state audits

13:50:55 From Michele Sciolino to Everyone : budget has been run by a parent board forever. We are now getting QuickBooks and I will be taking over the budget. We collect tuition.

13:51:07 From Sharon Baldwin to Everyone : Our bookkeeper does the day to day accounts. These are submitted to our parent organization for overview. It is my responsibility to sign off on everything.

13:51:10 From Barbara Stone Reden to Everyone : Each department in our agency submits a budget. They are combined into the agency budget. We get monthly reports to make sure we are on track.

13:51:11 From Diane Semrau to Everyone : grant funding, internal audit

13:51:31 From Laura Aderhold to All panelists : ensuring we order only when necessary, returning our packing slips

13:51:39 From Sharon Baldwin to Everyone : We have an independent auditor who goes over our books each year.

13:51:51 From Karen Van Alstine to Everyone : Head Start program...Each classroom can submit consumable orders twice per year with a set amount allowed.

14:05:03 From Marybeth Simoneit to Everyone : We faced low enrollment in the Fall of 2020 so we added a school age program.

14:05:09 From Sharon Baldwin to Everyone : Equipment needing replaced. Fridge died in middle of Pandemic. Pleaded with Parent Organization who took pity

14:06:02 From Kate Goldberg to Everyone : Minimum wage is constantly rising. We increase tuition to keep up

14:06:17 From Laura Aderhold to Everyone : kitchen equipment needing repair...extra cleaning supplies due to COVID

14:06:20 From Barbara Stone Reden to Everyone : We struggle to keep up with the annual increases in minimum wage, and need to raise tuition annually. We qualified for several grants to pay for increased costs of PPE and other supplies, plus staffing costs associated with smaller classes.

14:06:20 From Sharon Baldwin to Everyone : We added a school age program. We kept the families and it helped us survive the fall

14:06:25 From Cynthia Lynn-Garbe to All panelists : Hired more staff and increased fundraising including an annual fund and increased tuition.

14:07:22 From Sharon Baldwin to Everyone : The Cares 2 and Cares 3 Grants. DSS subsidy during the pandemic was our lifeline.

14:08:16 From Darlene DePerto to All panelists : Ralph Wilson grant was the lifeline for us Family and Group daycares

14:14:13 From Sharon Baldwin to Everyone : Niagara Chocolate

14:14:15 From Marybeth Simoneit to Everyone : Chiavettas drive thru BBQ

14:14:23 From Darlene DePerto to All panelists : Tupperware

14:14:32 From Sharon Baldwin to Everyone : Telefunds

14:14:32 From Michele Sciolino to Everyone : Chiavettas, armchair fundraiser

14:15:03 From Darlene DePerto to All panelists : what is an armchair fundraiser?

14:15:18 From Barbara Stone Reden to Everyone : We do an art show. Each child makes an original piece of art work. We frame them and sell them to the parents. Virtual this year, so we will see how it goes.

14:15:36 From Cynthia Lynn-Garbe to Everyone : Some successful fundraisers: Fair, Art Gala, Spaghetti dinner, Fall Fest

14:15:40 From Darlene DePerto to All panelists : oh I like the art show idea

14:16:32 From Michele Sciolino to Everyone : It is for lazy people who don't want to do anything. They write a check so they don't have to sell stuff. I hate it but we make 10,000.

14:16:54 From Jenna Pettinicchi to Everyone : wow Michele! That is great

14:18:35 From Kim LoDico to Everyone : Michele always hard to ask for money but sounds successful

14:18:56 From Kim LoDico to Everyone : <https://www.earlychildhood.org/pdfs/CoreBody.pdf>

14:20:53 From Kim LoDico to Everyone : CPAC program  
<http://nysaeyc.org/childrens-program-administrator-credential/>

14:21:39 From Kim LoDico to Everyone : [Kimberly.lodico@cuny.edu](mailto:Kimberly.lodico@cuny.edu)

14:24:11 From Kim LoDico to Everyone : <https://earlychildhoodny.org/leadershipinitiative/westernny/>

Quality Stars NY

<http://www.qualitystarsny.org/>

Institute's Career Development Center for Buffalo

<https://earlychildhoodny.org/cdsc/buffalo/>

Institute publishes a blog

<https://earlychildhoodny.org/blog/>

14:27:27 From Mary Goodwill to All panelists : Thankyou Kim

14:27:30 From Diane Semrau to Everyone : Thank you! Enjoy the rest of your day

14:27:49 From Jenna Pettinicchi to Everyone : Please fill out our quick survey if you can! Thanks!

14:27:50 From Jenna Pettinicchi to Everyone : <https://www.surveymonkey.com/r/6JNH3PB>

14:28:25 From Kim LoDico to Everyone : [leadershipinitiative.westernny@earlychildhoodny.org](mailto:leadershipinitiative.westernny@earlychildhoodny.org)

14:28:55 From Kim LoDico to Everyone : <https://earlychildhoodny.org/blog/>

14:29:20 From Kim LoDico to Everyone : <https://earlychildhoodny.org/leadershipinitiative/westernny/survivetothrive>  
<https://www.surveymonkey.com/r/6JNH3PB>

14:29:21 From Sharon Baldwin to Everyone : Thank you. Looking forward to the chat next week.

14:29:33 From Jenna Pettinicchi to Everyone : <https://www.surveymonkey.com/r/6JNH3PB>

14:30:19 From Kim LoDico to Everyone : <https://earlychildhoodny.org/leadershipinitiative/westernny/survivetothrive>

14:30:31 From Laura Aderhold to Everyone : thank you,

14:30:44 From Heidi Cerrone Heidi Cerrone to Everyone : Thank you, take care & stay safe!

14:30:53 From Darlene DePerto to All panelists : the Tom Copeland trainings we cannot use in training hours just fyi.. at least from what I've been told.

14:30:58 From Patrice Frazier to Everyone : Thank you

14:30:58 From Darlene DePerto to All panelists : thank you

14:31:24 From Cynthia Lynn-Garbe to Everyone : Thank you.

14:31:40 From Kim LoDico to Everyone : thank you everyone Have a wonderful day!

14:31:44 From Jenna Pettinicchi to Everyone : Bye! Thank you for being here with us today. Hope you can make it to the learning community next week

14:31:52 From Michelle Frazier to All panelists : Thank you