

Executive Committee Meeting Amended II Agenda Packet

Monday, April 10, 2023 at 3:00 pm

6302 E. Dr. Martin Luther King Jr. Blvd., Suite 100, Tampa, FL 33619

https://us06web.zoom.us/j/81876838070?pwd=VEJMU1RuRmIUSksxeVkwWnUxc3hWUT09

Meeting ID: 818 7683 8070

Passcode: 327977



Executive Committee Meeting Amended II Agenda Packet

April 10, 2023

I. CALL TO ORDER	A. Patel	
A. Roll Call/Quorum Verification		
B. Approval of March 16, 2023, Exe Committee Special Meeting Minute		
II. PUBLIC COMMENT Individuals wishing to address the Early Learning Co Hillsborough County Board of Directors must compl Comment Request Card and submit it to the official the noticed start time of the meeting. Said comment three (3) minutes per individual on a first come, first only at such time as is identified on the official meet public comment.	<i>lete a Public recorder prior to ts will be limited to ⁻ serve basis, and</i>	
III. ACTION ITEMS	A. Patel	
A. Approval of April 17, 2023, Board Meeting DRAFT Agenda - 8	d of Directors	
IV. COMMITTEE REPORTS	A. Patel	
A. Development - 10		
B. Governance - 12		
C. Finance - 33		
V. CEO REPORT	Dr. Frederic Hicks	k
A. Provider Site Updates/Schedule 65		
B. Legislative Update: Special Appro Request	opriations	
C. Education of Young Children Sur Update	nmit 2023	
D. VPK Readiness Update		
E. Hillsborough Day at the Capitol 2	2023	

F. Children's Week 2023

VI. DISCUSSION ITEMS

VII. ADJOURNMENT



EXECUTIVE COMMITTEE

SPECIAL MEETING MINUTES

Thursday, March 16, 2023, at 3:00 pm 6302 E. Martin Luther King, Jr. Blvd., Suite 100 Tampa, FL 33619

MEETING ATTENDANCE

Facilitator: Aakash Patel, Chair

Committee Members Present:

Aakash Patel, Dr. Shawn Robinson, Dr. Stephie Holmquist Johnson, Amanda Jae*, Lee Bowers*

Committee Members Absent:

None.

Other Board Members Present:

Carl Harness*, Dr. Daphne Fudge*, Dr. Stacie Ward, Cynthia Chipp, Kelley Parris, Michelle Zieziula, and Dianne Jacob

ELCHC Staff:

Alison Fraga*, Kelley Minney, Kiyana Scott*, Gary Meyer, Abby Perez, Rick Rampersad*, Dr. Fred Hicks, and Nancy Will

Other Attendees: Tonia Williams*, Frazier Carraway, Genet Stewart*, Jeff Goolsby* and Dan Duckworth

*Indicates attendance by Zoom Meeting platform.

CALL TO ORDER Quorum Verification

Noting a quorum was present, Chair Patel called the meeting to order at 3:00 pm.

PUBLIC COMMENT

There was no Public Comment.

DISCUSSION ITEMS

Chair Patel yielded the floor to Board Counsel Frazier Carraway. Mr. Carraway introduced Dan Duckworth, VP, DEIB & People + Culture. LivingHR was hired to complete a Human Resources Organizational assessment for the Early Learning Coalition of Hillsborough County (ELCHC).

Mr. Duckworth informed the Executive Committee and Board members present of LivingHR's experience with working with nonprofits, associations, and corporations to uncover working environment opportunities to improve workplace culture and perception of the workplace.

Mr. Duckworth reported on how his team conducted a culture walk and met with thirteen (13) individuals to explore new opportunities and assess the work environment of the ELCHC; the culture walk aimed to discover the following:



- Assess staff's perception of their treatment and view by the leadership.
- Professional development and growth opportunities
- Staff compensation

Mr. Duckworth reported on the executive summary of LivingHR's assessment and highlighted the following:

- The major strength of the ELCHC is its mission and staff finding the work rewarding, although there were concerns about being overworked.
- The scale used to measure the assessment was out of five (5). Mission-Driven scored 4.4 out of 5, with 91% of respondents agreeing/strongly agreeing with the statement, "The Coalition stands for something meaningful." Rewarding work scored 4.3 out of 5, with 88% of respondents agreeing/strongly agreeing with that sentiment.
- Frequent change and instability, and inconsistent communication were concerns for staff and providers.
- The staff expressed frustration with the ELCHC's failure to recognize different family structures and participation in Pride.
- Staff felt that the organization prioritizes providers and families, resulting in a lack of care and representation.
- Staff and management expressed several concerns, including inconsistencies in practices, lack of support from colleagues, stolen ideas without credit, lack of recognition, and undervalued ideas.
- Staff felt strongly about the Core values of the Coalition.
- Staff reported not being supported and dissatisfaction with compensation and promotions; however, these feelings varied based on the manager.
- Staff feared losing the hybrid schedule and closing the lobby on 3rd Fridays.
- Staff reported feeling "unclear" about the ELCHC's vision.
- Specific Board Members were mentioned in the survey.
- Staff reported that Board Members do not appreciate or understand their work.
- Staff reported they like Dr. Hicks' presence on the floor but feel they do not have a seat at the table.

Recommendations from LivingHR

- Additional sessions were recommended to address staff concerns.
- Elevate the role of HR to Director-Level as opposed to a manager role.
- Disclose Board of Directors practices on Form 990.
- Educate Board Members and evaluate.
- Prioritize restructuring and hiring of operations leader.
- Establish succession plans for unexpected executive departures.
- Investigate staff concerns in line with past precedents and practices.
- Encourage the CEO and Leadership Team to conduct stay interviews with key staff to prevent turnover.

There was discussion among Board Members as to why they were not invited to participate in the survey, when it was administered, how it was administered, and who were the staff members who participated.

Mr. Duckworth stated there was discussion about surveying the Board of Directors and families, but the Coalition decided to start with staff and providers first. All staff (i.e., junior and otherwise) were allowed to take the survey. The focus groups were split into multiple groups (non-management & management).

Mr. Duckworth noted that the survey was conducted before Dr. Hicks joined the Coalition. In the organizational assessment executive summary report, the project timeline was included. There was further discussion on the culture walk assessment.

Mr. Duckworth shared that when the former CEO retired, the staff was eager for support and leadership. However, due to the increased demands on leadership, staff felt unsupported, and their needs were unmet.

Dr. Hicks stated that Senior Leadership is strong and hopes that the survey results will not impede the progress made since its completion before his arrival. Dr. Hicks noted that Gary Meyers, Chief Financial Officer was second in command, followed by Alison Fraga, Chief Development Officer.

Board members discussed that some staff members might not be aware of the Board members' involvement in early learning throughout the community. It was also noted that Board Members avoided reaching out directly to staff, and this may give the perception that Board Members do not care about staff or their concerns.

Board members inquired about the Chief Operating Officer position; what positions needed to be filled. Dr. Hicks stated that LivingHR assisted with the talent search for the HR Director position. Dr. Hicks noted that there are open positions for the Director of Family Services, Director of Provider Supports, and Manager of Intake. The HR position has moved from a management level to a director level to increase the salary, as it has been challenging to fulfill the position.

Dr. Hicks responded to Board members' questions about organizational restructuring. Dr. Hicks informed Board members that two previous employees were terminated due to the results of an internal investigation that was separate from the organizational assessment conducted by livingHR.

DEVELOPMENT COMMITTEE UPDATE

Dr. Robinson stated that the focus of the committee meeting was on the Children's Summit. Dr. Robinson extended the invitation to any future meetings to all Board Members. The budget for the Summit is set at \$45,000, which will be raised through sponsorships, the date is set for September 2023, and a venue has been secured. The next meeting is set for April 12, 2023.

Chair Patel asked that the team finalize the budget and the sponsorships levels by March 22.

Abby Perez, Director of Impact and Community Relations, said a draft would be sent to the Board of Directors.

There was further discussion on the audited financial statements.

ADJOURNMENT

Dr. Stephie Holmquist Johnson made a motion to adjourn the meeting at 4:56 pm. Dr. Daphne Fudge made a second. The motion carried unanimously.

Read and approved by: _____

_____ Date: _____

Dr. Stephie Holmquist Johnson, Secretary

ARLY LEARNING

Board of Directors Meeting DRAFT Agenda

Monday, April 17, 2023

I. WELCOME & INTRODUCTIONS

A. Roll call/Quorum Verification

B. Pledge of Allegiance

II. PUBLIC COMMENT I

Individuals wishing to address the Early Learning Coalition of Hillsborough County Board of Directors must complete a Public Comment Request Card and submit it to the official recorder prior to the noticed start time of the meeting. Said comments will be limited to three (3) minutes per individual on a first come, first serve basis, and only at such time as is identified on the official meeting agenda for public comment. All public comment in Public Comment 1 must pertain to an item on the approved agenda. Statements or remarks are to be directed towards the Board and not to either a member of the staff or member of the public. Persons addressing the Board shall refrain from statements, remarks, or conduct that is uncivil, vulgar, profane or otherwise disruptive to the conducting of the Board's business.

III. CHAIRMAN'S REPORT

A. Recognition of Dianne Jacob & Dustin Portillo

- **B.** Mission Moment
- C. Board of Directors Matrix Survey
- D. ELCHC New Leadership Team Members

IV. CONSENT AGENDA

The "consent agenda" is a single agenda item typically addressed first after convening the board meeting and establishing that a quorum is present. The consent agenda encompasses all the routine, pro forma and noncontroversial items that the Board needs to vote on. The Chairman recommends adoption of the Agenda, all revisions to the Agenda, and approval of all items marked "Consent."

A. April 17, 2023 Board of Directors Meeting Agenda

B. Approval of June 20, 2022 Board of Directors Annual Meeting Minutes

C. Approval of February 20, 2023 Board of Directors Regular Meeting Minutes

V. ACTION ITEMS

A. Nomination of Board Member, Michelle Zieziula for ELCHC Board of Directors, Treasurer

A. Patel

A. Patel

A. Patel

A. Patel

B. Approval of Audited Financial Statements-Years Ended June 30, 2022 and 2021

VI. COMMITTEE REPORTS

A. Service Delivery & Efficiency Committee	A. Jae
B. Governance Committee	S. Holmquist Johnson
C. Development Committee	S. Robinson
D. Finance Committee	C. Harness/L. Bowers
E. Executive Committee	A. Patel
VII. FINANCIAL REPORT	G. Meyer
A. Financial Report	
VIII. CEO REPORT	F. Hicks

A. Provider Site Visits & Schedule Update

- B. LivingHR Report Update
- C. Legislative Special Appropriations: Summer Boost
- D. VPK Readiness Update
- E. Recap of Tallahassee Visits

F. Teacher's Night Out at the Museum

IX. DISCUSSION ITEMS

X. PUBLIC COMMENT II

Individuals wishing to address the Early Learning Coalition of Hillsborough County Board of Directors must complete a Public Comment Request Card and submit it to the official recorder prior to the noticed start time of the meeting. Said comments will be limited to three (3) minutes per individual on a first come, first serve basis, and only at such time as is identified on the official meeting agenda for public comment.

XI. INFORMATION ITEMS

- A. Service Delivery & Efficiency Committee Meeting Schedule
- B. Governance Committee Meeting Schedule
- C. Development Committee Meeting Schedule
- D. Finance Committee Meeting Schedule
- E. Executive Committee/Board of Directors Meeting Schedule

XII. ADJOURNMENT

ELCHC EXECUTIVE COMMITTEE MEETING – April 10, 2023

COMMITTEE REPORT

ISSUE:

Development Committee

Narrative: The Development Committee met on March 8. 2023 and discussed the following items.

- Education of Young Children Summit 2023
- Fundraising
- Marketing and Communications
- Outreach

(1 attachments)

ITEM IV.A.

You're Invited...

Education of Young Children Summit

Building the Minds of Tomorrow's Leaders

The Education of Children Summit is for business leaders to help create a brighter future for Hillsborough County by supporting its youngest residents & their families by understanding the importance of early brain development and care.



Tampa, FL 33602



RESERVE YOUR SEAT TODAY





elchc.org

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ELCHC EXECUTIVE COMMITTEE MEETING – April 10, 2023

COMMITTEE REPORT

ISSUE:

Governance Committee

Narrative: The Governance Committee met on March 27, 2023 and discussed the following items.

- Open Private Seats/Upcoming Terms
- Board of Directors Recruitment/Applications (3)
- Resignation of Board of Directors Member, Dustin Portillo
- Board Matrix Results
- Sunshine Law Refresher for Board of Directors Members

(6 attachments)

ITEM IV.B.

Open Private Sector Seats & Terms Nearing their End & Ended

Chair, Appointed by the Governor Aakash M. Patel Elevate, Inc. President Appointed for (3-year term) 6.23.2014 First term ended: 4.30.2017 **Reappointed** for (3-year term) 8.30.2018 **Seconded term ended**: 4.30.2020

Private Sector appointed by the Governor:
Melissa Raburn
Fischbach
Land Company, Licensed Real Estate Agent
Appointed 8.19.2022 Will End 4.30.2023

Private Sector Business Diane Jacob PNC Bank Senior Vice President and Director Appointed 4.13.2015 2nd Term Will End 4.15.2023

Private Sector Business (Formerly Dustin Portillo's Seat) Private Sector Business (Formerly Candy Olsen) You don't often get email from appointments@eog.myflorida.com. Learn why this is important

WARNING: This is an EXTERNAL EMAIL, do not click on links or open attachments unless you know and trust the sender.

Good afternoon Ms. Minney,

Per our phone call, here is the information requested regarding the two appointed members of the Early Learning Coalition of Hillsborough County.

Ms. Stacie Ward, Succeeding Luke Buzard - Two private-sector business members appointed by the Governor. Term expiration is 4/30/2024. wards4@mac.com (727) 420-5497

Ms. Melissa Raburn, Filling a vacant seat previously occupied by Carlos del Castillo - Two private-sector business members appointed by the Governor. Term expiration is 4/30/2023. mhraburn1@gmail.com (813) 478-1213

If you have any questions or concerns, please feel free to contact our office.

Most Respectfully, Executive Office of the Governor Appointments Office: (850) 717-9243 Please note that under Florida law correspondence sent to the Governor's Office, which is not confidential or exempt pursuant to chapter 119 of the Florida Statutes, is a public record made available upon request.



Board Membership Application

Please type or print clearly

PERSONAL INFORMATION		
Moss-Torres	Chamain	Μ
Last Name	First Name	Middle
	Dire	ector of Programs
DOB: mm/dd/yyyy		
Employer/Affiliation		Title
University Area CDC		
Street Address		
City/State/Zip Code		
Phone	Mobile	Fax
Email Address:		
Are you a parent?	N If yes, ages of Children	26
ls your employer a private	e, for-profit enterprise, 🚺 a communit	y based non-profit organization
Other (p	lease specify):	

COMMUNITY/CIVIC INVOLVEMENT

Please list up to five community, civic, professional, business, and other organizations of which you are or have been a member.

Organization Name	Dates of Membership	Position(s) Held
Florida Association of Infant Mental Health	2018 - Current	Member
The Links, Incorporated	2021- Current	Grants Lead, Member
Alpha Kappa Alpha Sorority	1988 - Current	Chapter Secretary, Chair
A Brighter Community	2015-2017	Board Member
Positive Family Partners	2015 - Current	Board Member

STATEMENT OF INTEREST (*Use additional pages or cover letter if needed***)** What is your educational background? What experience do you have working with young children and families?

How would the ELCHC benefit from your involvement on the Board?

Do you, a relative of yours, or your business affiliation, now or within the prior 2 years, have or had direct or indirect ownership of more than 5% of the total assets or income from the **Division of Early Learning** (**DEL**), Department of Children & Families (DCF), Department of Education (DOE), an Early Learning Coalition (ELC), a District School's Pre-K program, or an ELC's fiscal agent, service provider, contractor, or subcontractor? (Florida Rules 6M-9.110 Requirements & Criteria for Early Learning Coalitions).

No

Yes

If yes, please explain:



Page 2 of 4 Board Member Application *Rev. 7262022ks*

Federal and State la gender, ethnicity, ar			epresentation of the local community by race,
Gender Identity:	Male	Race/Ethnicity:	Native American, American Indian, or Alaska Native
	Female		Asian or Asian American
	Π		Black or African American
5	Transgender		
2 2	Non- binary		Native Hawaiian or Other Pacific Islander
	Does not dis	close	White or Caucasian
	3		Hispanic, Latino or Spanish
			Other
30 69	_		Unknown
Age Range:	18-24	25-35	
	35-44	45-54	
	55-64	65 or Above	
	Does not		
	disclose		
Are you a person	Yes	Does not	
living with a	No	disclose	
disability?			
Have you ever	Yes	Does not	
served or now	No	disclose	
serve in active			
duty in any of the			
U.S. Armed Forces?			
COMMITMENT AND		STATEMENTS	

Time Commitment: Serving on the Early Learning Coalition of Hillsborough County will require a commitment of time including regular coalition meetings, committee involvement, reading and becoming educated about many aspects of early childhood development and school readiness.

Employment: The school readiness legislation states that nominated members must be from the private sector, and neither they nor their families may earn an income from the early education or child care industry.

Conflict of Interest: Conflict of interest may occur when an item is presented for a vote that will directly affect you, your employer, or another organization you are involved with. Conflict of interest rules generally require you to disclose the conflict and abstain from discussion or voting on the matter.

Government in the Sunshine: The Early Learning Coalition of Hillsborough County is a legislatively mandated group and will operate following the rules and guidelines of "*Government in the Sunshine*".

Page 3 of 4 Board Member Application *Rev. 7262022ks* My signature below confirms my understanding of these requirements and my agreement for application for membership to the Early Learning Coalition of Hillsborough County.

Applicant Signature

Date

Application forms may be completed in full and submitted to:

Nancy Will, Executive Assistant Early Learning Coalition of Hillsborough County 6302 E. Dr. Martin Luther King Jr. Blvd., Ste 100 Tampa, FL 33619 Email: nwill@elchc.org Website: www.elchc.org Telephone: (813) 515-2340 ext. 170

> Page 4 of 4 Board Member Application *Rev. 7262022ks*

Dr. Chamain Moss-Torres

3/16/2023

Board Membership Application

STATEMENT OF INTEREST (Use additional pages or cover letter if needed)

What is your educational background?

My educational background includes a **Ph.D. in Counseling Psychology** from the University of Buffalo, in Buffalo, NY, a **B.A. in Psychology** from the College of William and Mary in Williamsburg, in Williamsburg, VA. and a **Certificate in Nonprofit Leadership** from the University of Tampa in Tampa, Florida.

What experience do you have working with young children and families?

I have engaged in extensive work with children and families for 20 years in Hillsborough County. I completed my residency at the University of South Florida in the Department of Immunology. I evaluated young children age birth to three years old, developed the treatment plan and referrals for service.

At the Louis de la Parte Florida Mental Health Institute, I worked with agencies, state and county government create Logic Models to depict their Child and Family Systems of Care.

In private practice I have provided developmental screens to children aged birth through three and provided referrals to early childhood service system and provided educational assessments for preschoolers through high school students complete with treatment plans that incorporate family and formal providers including the school system. I am **certified in Infant Mental Health (IMH)** and have trained mental health providers on the best practices in treating the young. I have also been **certified and practiced as an Infant Toddler Development Specialist**. I provided in-home developmental support and exit evaluations for families with children from birth to 3 years of age and provided early infant health support and treatment.

I have directed the SEEDS case management program. This program's early childhood program purpose was to ensure that the young were able to enter into Kindergarten ready to learn. The program provided the family with resources including screenings, early intervention services and books to ensure their success.

In addition, I have had the honor to oversee program activity within the System of Care in Hillsborough County while serving with the Children's Board of Hillsborough County and worked with program providers that served children and families birth through 8 years of age. In this role, I was involved in provider partnerships that were integral in the development and implementation of programs that serve the early childhood community.

How would the ELCHC benefit from your involvement on the Board?

"What a child can do today with assistance, she will be able do by herself tomorrow." -Lev Vigotsky

I expect to contribute to ELCHC by serving to the best of my ability. My values are in alignment with ELCHC's purposes and position statement. I firmly believe that "what we do for our children today determines who they will become tomorrow." Engaging with children via play is a great way to teach them and promote their development. Further, providing a safe environment and high quality learing early education programs can positively impact their future career success. My professional career has focused on strengthening families and investing in the young so that they are developmentally on track, ready for kindergarten, reading by third grade and become successful contributing citizens in their communities.

I will use my extensive content knowledge in child development and direct service experience with child development/Infant Mental Health and early childhood education to contribute to responsible discussions about strategies to help advance the whole health status of children birth to five and their families. My clinical experience in screening and evaluation of also make me qualified to make data informed decisions about the effectiveness of programming on child development.

Further, I am a nonprofit consultant and have years of experience assisting organizations build their capacity to sustain. ELCHC will benefit from me sharing this expertise and my skills in successfully conceptualizing, operationalizing, implementing and evaluating programs. My ability to see big picture, navigate high level systems discussions and offer solutions on how to achieve positive outcomes within a system of care for the very young will be a benefit as well.

Last, I am a team player and can be depended on to step up and support the works of the organization with my time and expertise where needed.

Chamain Moss-Torres, Ph.D.

| linkedin.com/in/chamain-moss-torres-ph-d

CAREER SUMMARY

- Executive Nonprofit Professional leveraging 20+ years of experience in operational management, program development and management, and resource development, incorporating contract management and data-driven solutions to lead teams in developing solutions for specialized customer needs, resulting in optimizing success
- Responsible for the development of the program service infrastructure for providers within the Hillsborough County's System of Care, directing over 10 contracts totaling \$10M+ for all case management programs
- Established a line of promotion for employees, implementing a competitive salary for case managers, and incorporating industry rated training to maintain best practices
- Served as the liaison between the program department and the research department, ensuring that the stakeholder expectations are translated into applicable activities
- Assessed and identified the current capacity, creating a prioritized list of needed improvements, and developing a roadmap of strategies for implementation
- Led the Medicaid TCM at Risk program for the Children Service Council, receiving \$11M in funding to support children's services
- Established and cultivated relationships with community partners, providing regular communication and transparency to ensure efficient agency operations

PROFESSIONAL WORK EXPERIENCE

UNIVERSITY AREA CDC

Director of Programs

- Managed and oversaw the day-to-day operations, including the Hillsborough County funded \$500K contract, monitoring budgets and program outcomes to ensure quality service provision
- Expanded the funding for the programs, writing and receiving various grants, including a \$300K and \$100K award to support
 case management programs
- Integral member of various director committees, discussing and developing solutions to ensure programs are operating
 effectively and within best practices

FOUNDATION FOR A HEALTHY ST. PETERSBURG

Nonprofit Accelerator Learning Coach

- Provided contracted professional coaching services, assisting the organization in obtaining the mission and building its capacity
- Assessed and identified the current capacity, identifying a prioritized list of needed improvements, and developed a roadmap
 of strategies for implementation

Nonprofit Leadership Center of Tampa Bay

Facilitator

 Led a focus group for the statewide organization, discussing issues such as diversity and inclusion, creating a firm foundation to promote program growth

ENTERPRISING LATINAS INC.

CORE COMPETENCIES

- Nonprofit Administration
- Operational Management
- Program Development
- Research & Evaluation
- Training & Development
- Cross-Functional & Executive Collaboration
- Contract Management
- Budget Development & Management
- Resource Development
- Data-Driven Solutions
- Team Building & Leadership
- Early Childhood/Family Expertise

2020 - 2021

2019 - Current

Director

- Oversaw the day-to-day operations, coordinating between departments and developing the program infrastructure to provide a path to educational and vocational success
- Established and cultivated relationships with community partners, providing regular communication and transparency to ensure efficient agency operations
- Actively researched and applied for various grants to provide needed funding, successfully securing \$1M for active programs

POSITIVE FAMILY PARTNERS

Infant Toddler Development Specialist

• Secured a vendor contract to provide in-home developmental support and exit evaluations for families with children from birth to 3 years of age, providing early infant health support and treatment

CHILDREN'S HOME NETWORK

Program Director

- Responsible for the development of the program service infrastructure for the Hillsborough County's System of Care, directing over 10 contracts totaling \$10M+ for all case management programs
- Provided support for contract development, utilizing best practices and transparency in all areas, including design, budget, evaluation, negotiations, and audit
- Ensured accuracy in preparation and management of the program budget, adding to the financial support through strategic grant writing
- Served as the liaison between the program department and the research department, ensuring that stakeholder expectations are translated into activities that are applicable
- Led the Medicaid TCM at Risk program for the Children Service Council, receiving \$11M in funding to support children's services

CHILDREN'S BOARD OF HILLSBOROUGH COUNTY

Manager, Programs and Infrastructure

- Responsible for the development of the program service infrastructure for the Hillsborough County's System of Care, directing over 10 contracts totaling \$10M+ for case management programs and large collaborations
- Provided support for contract development, utilizing best practices and transparency in all areas, including design, budget, evaluation, negotiations, and audit
- Ensured accuracy in preparation and management of the program budget, adding to the financial support through strategic grant writing
- Served as the liaison between the program department and the research department, ensuring that stakeholder expectations are translated into activities that are applicable
- Led the Medicaid TCM at Risk program for Children Service Council, receiving \$11M in funding to support children's services

UNIVERSITY OF SOUTH FLORIDA

Assistant in Research

 Functioned as Principal Investigator/Lead Researcher, directing research in the Training, Research, Evaluation, and Demonstration (TREaD) division, securing knowledge to support, improve, and sustain best practices in programs and systems serving children and their families

ADDITIONAL EXPERIENCE

EARLY INTERVENTION PROGRAM - Early Intervention Specialist

EDUCATION & CERTIFICATIONS

The State University of New York at Buffalo – Doctorate of Philosophy The College of William and Mary in Virginia – Bachelor of Arts The Compression Planning | EQUIPO Trainer | Certificate in Grant Writing | Infant Mental Health (IMH) Certified | Dr. Brazelton's-Touchpoints Certified | Certificate in Nonprofit Management | Leadership Hillsborough

EVALUATION & RELATED PUBLICATIONS

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2018

2012 - 2017

2017 – Current

2005 - 2012

2000 - 2005

Principal Investigator: EQUIPO Project-leader and advocacy training for children's issues. Published: Success Makers: The Story of a Natural Helper Team, Tampa, FL: University of South Florida, Louis de la Parte Florida Mental Health Institute (FMHI), 2004

Evaluator: Capital One Leadership Grant in Hillsborough County. Published: Capital One Leaderships Grant Program Evaluation Report. University of South Florida: Louis de la Parte Florida Mental Health Institute, December 2004

Evaluator: Florida's Medicaid Prepaid Mental Health Services Program. Published: Evaluation of Florida's Medicaid Prepaid Mental Health Services Program Evaluation Report: Year 6. University of South Florida: Louis de la Parte Florida Mental Health Institute, June 2003. The Evaluation of the Mental Health Medicaid Prepaid plan was submitted to the Florida Agency for Health Care Administration as a deliverable under contract M0308



Board Membership Application

Please type or print clearly

PERSONAL INFORMATION		والمتحج والمتح
Zitko	Derek	Oliver
Last Name	First Name	Middle
DOB: mm/dd/yyyy		
Employer/Affiliation Mosaic Company		Title Mgr, Change Realization
Street Address		
Lithia, FL		
City/State/Zip Code		
Phone	Mobile	Fax
Email Address:		
Are you a parent? 🔲 Y 🗌 N	If yes, ages of Children	22/ 19/ 17/ 15/ 14/ 7/ 4/ 3
ls your employer 🔽 a private, for-profit		ty based non-profit organization
		y based non-prone organization
Other (please specif	ý):	

COMMUNITY/CIVIC INVOLVEMENT

Please list up to five community, civic, professional, business, and other organizations of which you are or have been a member.

Organization Name	Dates of Membership	Position(s) Held
Hawks Youth Soccer	8/13 through 5/20	Coach
IMPACT	6/22 to Present	Instructor
Chapel at Fishhawk	8/12 to Present	Youth Leader
Hillsborough System of Care	7/15 to Present	Foster Parent
UNITE (Barrington Middle)	8/22 to Present	Instructor

STATEMENT OF INTEREST (Use additional pages or cover letter if needed) What is your educational background?

BS in Chemistry from the University of Cincinnati; MS in Healthcare Administration from Touro University; MS in Strategic Planning from the Command and General Staff College (USA)

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Board Member Application Approved 3.29.2021 Nev 10%/02085

What experience do you have working with young children and families?

I have 8 kids - 4 bio, 4 adopted through foster care - and have provided care for 20+ other foster children. I coached youth soccer for 11+ years. I've lead church youth groups for 9+ years.

How would the ELCHC benefit from your involvement on the Board?

As a dad (and foster dad), I have great experience with kids, especially those from broken and rough backgrounds. As a retired military officer, I have decades of experience of leading, motivating and coordinating organizations. Most of all, as a genuine Christ-follower with a love for children, I will bring a passion for ensuring every child has every opportunity to fulfill their God-given potential.

Do you, a relative of yours, or your business affiliation, now or within the prior 2 years, have or had direct or indirect ownership of more than 5% of the total assets or income from the **Division of Early Learning** (**DEL**), Department of Children & Families (DCF), Department of Education (DOE), an Early Learning Coalition (ELC), a District School's Pre-K program, or an ELC's fiscal agent, service provider, contractor, or subcontractor? (Florida Rules 6M-9.110 Requirements & Criteria for Early Learning Coalitions).

/ No

Yes

If yes, please explain:

Governance Service Delivery & El	Finance fficiency Provider Revie		egislative Affairs evelopment
	Please list three (
Name	Phone Number	Email	Professional/Persona
Adam Dibble			Professional
Ryan Tirona			Personal
Angie Kagey			Professional

Page 2 of 4 Buard Meanue Auton above Men 20 (2020)

Gender Identity:	Male	Race/Ethnicity:	Native American, American Indian, or Alaska Native
	Female		Asian or Asian American
	Transgender		Black or African American
	Non- binary	1	Native Hawaiian or Other Pacific Islander
	Does not di	sclose	White or Caucasian
			Hispanic, Latino or Spanish
			Other
	_		Unknown
Age Range:	18-24	25-35	
	35-44	45-54	
	55-64	65 or Above	
	Does not		
	disclose	_	
Are you a person	✓ Yes	Does not	
living with a disability?	No No	disclose	
Have you ever	✓ Yes	Does not	
served or now	No	disclose	
serve in active			
duty in any of the			
U.S. Armed Forces?			

Time Commitment: Serving on the Early Learning Coalition of Hillsborough County will require a commitment of time including regular coalition meetings, committee involvement, reading and becoming educated about many aspects of early childhood development and school readiness.

Employment: The school readiness legislation states that nominated members must be from the private sector, and neither they nor their families may earn an income from the early education or child care industry.

Conflict of Interest: Conflict of interest may occur when an item is presented for a vote that will directly affect you, your employer, or another organization you are involved with. Conflict of interest rules generally require you to disclose the conflict and abstain from discussion or voting on the matter.

Government in the Sunshine: The Early Learning Coalition of Hillsborough County is a legislatively mandated group and will operate following the rules and guidelines of "Government in the Sunshine".

> Page 3 of 4 Board Member Application Americation Cartonia

My signature below confirms my understanding of these requirements and my agreement for application for membership to the Early Learning Coalition of Hillsborough County.

02/09/23 Applicant Signature Date

Application forms may be completed in full and submitted to:

Kelley Minney, Manager, Donor Relations Early Learning Coalition of Hillsborough County 6302 E. Dr. Martin Luther King Jr. Blvd., Ste 100 Tampa, FL 33619 Email: kminney@elchc.org Website: www.elchc.org Telephone: (813) 867-0753 Fax: (813) 435-2299

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Page 4 of 4 Board Member Application Web Schellinger



Board Membership Application

Please type or print clearly

PERSONAL INFORMATION		
Barakat	Daica	
Last Name	First Name	Middle
		Doctor.
DOB: mm/dd/yyyy		UUCTUS
Employer/Affiliation		Title
Street Address		
City/State/Zip Code		Âpplication
		Shi e ur print ser tes
Phone	Mobile	
110115348117089	MODIle	Fax
Email Address:		
Are you a parent?	yes, ages of Children	340, 540
Is your employer	rprise, a community	based non-profit organization
Other (please specify):		
COMMUNITY/CIVIC INVOLVEMENT Please list up to five community, civic, profession have been a member.	al, business, and other	organizations of which you are or
Organization Name Dat	es of Membership	Position(s) Held
ADA (american Jental)	1. m	Marchar
	Lental Asstn 2015	Member.
	ZO15	Member
		member
- Floudia Venter Assim	2007	member
STATEMENT OF INTEREST (<i>Use additional page</i> What is your educational background?	es or cover letter if nee	
I have a Bachelors of	'Science Pro	m The University of
Florida and a Doctor in		
The Unwersity of Plon	0	JUR Degree from
	1 1 2	

Board Member Application - Approved 3.29.2021 Rev. 3262020ks

What experience do you have working with young children and fam	ilies?
My mother owned a small family	Daycare in Mami
for 15 years. I grew up seems her	case for and educate
duldien from birth to superior of bage.	Then my mom opened her
	seen attending since bith
How would the ELCHC benefit from your involvement on the Board?	
From my experience from my mo	The's daycakes I
KNOW First hand what daycare C	enters face trying to
Can benefit from my Deportule	Deliver the montrition
morn with dudgen that attend days	the centers.
Do you, a relative of yours, or your business affiliation, now or within	
or indirect ownership of more than 5% of the total assets or income	from the Division of Early Learning
(DEL), Department of Children & Families (DCF), Department of Educa Coalition (ELC), a District School's Pre-K program, or an ELC's fiscal ag	ation (DOE), an Early Learning gent, service provider, contractor, or
subcontractor? (Florida Rules 6M-9.110 Requirements & Criteria for i	Early Learning Coalitions).
VNo Yes If yes, please explain:	
	 A DAY OF THE THE THE THE THE THE THE THE THE THE
On which committees would you be interested in serving? Governance Finance	
Governance Finance Service Delivery & Efficiency Provider Review Hearing	Legislative Affairs
	Development
Please list three (3) references:	
Name Phone Number Ema	il Professional/Personal
Aakash Patel	t in the second
Natalie Care	
Charlet Barakat	-12
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	্র প্রধান্য
	Board Member Application Rev. 7262022ks
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Federal and State I gender, ethnicity, a	aw requires this (and other charact	Coalition to reflect re eristics.	prese	ntation of the loca	l community by race,						
Gender Identity:	Male			Native American, American Indian, or Alaska Native							
	Female		Asian or Asian American								
	Transgender		E	Black or African Am	nerican						
	Non- binar	/	Native Hawaiian or Other Pacific Islander								
	Does not d	isclose	White or Caucasian								
			⊦	Hispanic, Latino or Spanish							
	****			Other							
			L	Inknown							
Age Range:	18-24	25-35									
Name and the state of the state	35-44	45-54	No. of Concession, Name								
	55-64	65 or Above	***********************								
	Does not disclose			w3997 3	a indian, or						
Are you a person	Yes	Does not									
living with a disability?	No	disclose									
Have you ever	Yes	Does not		lancar A	en						
served or now	No	disclose									
serve in active					r Patific Islatide						
duty in any of the U.S. Armed											
U.S. Armed Forces?					, da						
COMMITMENT AN	DOPERATIONAL	STATEMENITS	XDM								

Time Commitment. Serving on the Early Learning Coalition of Hillsborough County will require a commitment of time including regular coalition meetings, committee involvement, reading and becoming educated about many aspects of early childhood development and school readiness.

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My signature below confirms my understanding of these requirements and my agreement for application for membership to the $\hat{\mathbf{F}}$ are learning Coalition of Hillsborough County.

21 Applicant Signature

Application forms may be completed in full and submitted to:

Kelley Minney, Manager, Donor Relations Early Learning Coalition of Hillsborough County 6302 E. Dr. Martin Luther King Jr. Blvd., Ste 100 Tampa, FL 33619 Email: kminney@elchc.org Website: www.elchc.org Telephone: (813) 867-0753 Fax: (813) 435-2299

a subsection agreement for

Date

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Page 4 of 4 Board Member Application *Rev. 7262022ks*



Board of Directory Diversity Materia		a arse	WERE'S	OWN.	180,×	89. Ont	ST. ST	E CLERK P	ARTICS.	MOUS	08.000 Er	Anando M	S. arshall	STEP 3	aren hin	Sta Kell		A Patron		Shella	HEON'	D.S.S.C.C. Hun M
Board of Directors Diversity Matrix																						
Board Tenure (Yr Joined)	2023	2019	2016	2015	2019	2018	2016	2019 20	2018	2015	2020	2014	2021 20	20 2023	2 2013	2019	2014	2020	2021	2009	2022	2022
Areas of Expertise/Leadership Qualities																						
Architectural/Engineering Community Development							x		_	X	x				_	x	x					X X
Community Volunteer					x		X			Ŷ	x					^				x		X
Education Entrepreneur	X		X		X X	×	X X		X		x		x				X X		X	X		x x
Finance/Accounting					~		Â										^					^
Government Healthcare								>	x					X					X		x	x
Hospitality										x				- ^							^	
Human Resources							X															
Insurance Investment Management/Banking							x							_								
Legal																				X	X	
Management Manufacturing/Industrial																						
Marketing, Public Relations, Media	x									x							x				x	
Non-profit Real Estate, Construction, Property & Facilities							x		_	x				_	_							x
Technology									x													x
Other				x			x				x											x
Resources																						
Money to give				X			x		X												X	
Access to money Access to other resources (foundations, corporate support)				x		x		,	X	x	x			_	_		x					x
Availability for active participation (connection/introduction to network , grant writing)	x		x			x		1	x		x		x	x		x			x	x		x
Community Connections																						_
Community Connections Religious organizations	L	L	L	L	x		x			L	x				1		x		_ 1	_	x	
Community Service Organization					-		x		X	X	x			x	1		X		_	x		X
Corporate Education	x		x	X	x	x	X X		X	X	x		x		-		X X	-	x	x		x
Media	Ė					Ĺ	X		X								X					x
Political Philanthropy	-	-					X X	,	X	x	x		_				X X				x	x
Social/Fraternal Organization			x	x			X				~						X				х	
Small business Social services							X X	,	X	x						x	X X				X	x
Other							^			^				_			^				x	^
Core Competencies Visionary	1	1	x	1		x	x)	X	x	x		x	1	1	x	x	- 1	x	x	Т	x
Accountability			x		x	Â	X	Í	x	x	x		^			^	X		Â	<u>^</u>	x	X
Organizational learning	v		X				x	>		v	v		x				X X		X	x	X	x
Understanding of mission, vision, values Strategic thinking	X		X			X	X X	>	X	X	X		x	X		x	x		X	x	x	x
Using data, problem-solving	X		X	_		x	X		X		x				_	x	X		X		X	x
Accurate reporting, transparency Scanning for new information			X				X X		X								X X				x	
Integrating learning, generalizing to new situations			X				x		X	X	X					X	X			X	X	
Age																						
18-24										1												
25-34 35-44				x					_		x						x					
45-54	x			<u> </u>			x				<u> </u>		x				^		x	x		
55-64			X		X	۲		>	X	v					_	x					X	x
65 or above		I				X			_	x				_								
Gender																						
Female Male	X		X	X	X	x	x	,	X	X	x		x	x	_	X	x		X	x	X	x
Transgender				^				Í									Â			<u>^</u>		
Non-binary									_						_							
Other																						
Race/Ethnicity		1		1				1	1	1			-	1	1	1	1 1					
Native American, American Indian, or Alaska Native Asian or Asian American	-	-	-	-				+		-	$\left \right $			_			x	\rightarrow			_	-+
Black or African American			x		x		x)												x		
Native Hawaiian or Other Pacific Islander White or Caucasian	-		\vdash	x		×	T	-+	x	x	x		x	x		x	$\left -\right $	-	[[x	x
Hispanic, Latino or Spanish	x			Ĺ		Ĺ			Ĺ	Ĺ				Ĺ		Ĺ			x		<u> </u>	<u> </u>
Other																					-	
Parent																						
Yes	X		X	X	X	X	x			X	x		x	X					X	X	X	x
No		I		I)	x	I						X	X					
Age of Child(ren) Under 10																						
				X	X						X			X								
11-15 16-21	x		x	X			X						x						x			x
22-26	Ė			1																x	x	x
27 or above			X	1		X				X					1							X
Persons living with a disability									_		_		_		_							
Yes																						
No	X	I	X	X	x	x	x	×	X	X	x		x	X	1	x	x		x	x	x	X
Served or Currently Serving in the U.S Armed Forces								÷		_												
Yes	~	-						,	X	x			x	x	_	v		T	x			x
No	x	I	X	x	x	X	x	,			X		<u>^ </u>	×		x	x		^	x	x	^
Geographic Area of residency - Hillsborough County				r		1	1			1					1	1	1					
															1 -	. –	i T	E	Г	Т	X	
North	X				X	x	x	>			y	_	x		-		¥	-	- 1		1	
North South East	X				<u> </u>	^	^		x		x		x	x			x					
North South East West	×		~		^	<u> </u>	^	,		~	x		x	x			x	-		v		x
North South East	X		x	x		^ 				x	x		x	x		x	X		x	x		x

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ELCHC EXECUTIVE COMMITTEE MEETING-April 10, 2023

COMMITTEE REPORT

ISSUE:

Finance Committee

NARRATIVE: The Finance Committee met on March 29, 2023 and discussed the following items.

- The Coalition's external auditors, MSL, P.A., have determined that our Financial Statements for the years ended June 30, 2022, and 2021 are presented fairly with no deficiencies in internal controls. They issued an unqualified (clean) opinion.
- Budget to Actual FY 2022-2023/Forecast

(2 Attachments)

ITEM IV.C.

HILLSBOROUGH COUNTY SCHOOL READINESS COALITION, INC.

(d/b/a Early Learning Coalition of Hillsborough County, Inc.)

FINANCIAL STATEMENTS

Years Ended June 30, 2022 and 2021

CCH-[<u>Clr</u>]-[40009]-[WP#1003]-[AU001]-Early Learning Coalition of Hillsborough County [6/30/22] FS_22-21-Cvr-TOC-Notes **3/15/2023 3:50 PM** [<u>Proof/Foot/Format CF - 3/9/2023 11:01 AM]</u> [Tracked Changes – Proof/Format - -3/15/2023 3:50 PM]

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Statements of Functional Expenses	6
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Schedule of Expenditures of Federal Awards and State Financial Assistance	15
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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors of The Hillsborough County School Readiness Coalition, Inc. d/b/a Early Learning Coalition of Hillsborough County, Inc. Tampa, Florida

Opinion

We have audited the accompanying statements of financial position of The Hillsborough County School Readiness Coalition, Inc. d/b/a Early Learning Coalition of Hillsborough County (the "Coalition") as of June 30, 2022 and 2021, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the consolidated financial statements referred to in the first paragraph present fairly, in all material respects, the financial position of the Coalition as of June 30, 2022, and 2021, and the results of their operations and their cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Coalition and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Coalition's ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

To the Board of Directors of

The Hillsborough County School Readiness Coalition, Inc.

d/b/a Early Learning Coalition of Hillsborough County, Inc.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements, including omissions, are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Coalition's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Coalition's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

To the Board of Directors of

The Hillsborough County School Readiness Coalition, Inc. d/b/a Early Learning Coalition of Hillsborough County, Inc.

Supplementary Information

Our audits were conducted for the purpose of forming an opinion on the financial statements as a whole. The accompanying Schedule of Expenditures of Federal Awards and State Financial Assistance is presented for purposes of additional analysis, as required by Title 2 *U.S. Code of Federal Regulations*, Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* (Uniform Guidance), and Chapter 10.650, *Rules of the Auditor General*, and is not a required part of the financial statements. Such information is the responsibility of management and was derived from, and relates directly to, the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated, in all material respects, in relation to the financial statements taken as a whole.

Other Reporting Required by *Government Auditing Standards*

In accordance with *Government Auditing Standards*, we have also issued our report dated March _____, 2023, on our consideration of the Coalition's internal control over financial reporting and our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing and not to provide an opinion on the effectiveness of the Coalition's internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Coalition's internal control over financial reporting and compliance.

Certified Public Accountants

Tampa, Florida March , 2023

HILLSBOROUGH COUNTY SCHOOL READINESS COALITION, INC. d/b/a Early Learning Coalition of Hillsborough County, Inc.

STATEMENTS OF FINANCIAL POSITION

June 30, 2022 and 2021

ASSETS

		2022	2021
CURRENT ASSETS Cash Grants receivable		\$ 6,142,235 8,596,497	\$ 7,485,743 5,276,784
	TOTAL CURRENT ASSETS	14,738,732	12,762,527
DEPOSITS		63,643	63,344
	TOTAL ASSETS	\$ 14,802,375	\$ 12,825,871

LIABILITIES AND NET ASSETS

CURRENT LIABILITIES		
Accounts and provider payables and accrued expenses	\$ 9,823,616	\$ 8,662,102
Deferred revenue	61,374	-
Due to School District of Hillsborough County	 49,000	 61,250
TOTAL CURRENT LIABILITIES	9,933,990	8,723,352
NET ASSETS	 4,868,385	 4,102,519
TOTAL LIABILITIES AND NET ASSETS	\$ 14,802,375	\$ 12,825,871

HILLSBOROUGH COUNTY SCHOOL READINESS COALITION, INC. d/b/a Early Learning Coalition of Hillsborough County, Inc.

STATEMENTS OF ACTIVITIES

Years Ended June 30, 2022 and 2021

	2022	2021
REVENUES AND SUPPORT		
Program support:		
Federal and state grant revenue - general	\$ 93,063,032	\$ 81,105,149
Federal and state grant revenue - CARES, CRRSA, and ARPA	35,265,100	16,291,093
Local gifts and grant revenue and other	2,473,141	2,746,033
TOTAL REVENUES AND SUPPORT	130,801,273	100,142,275
EXPENSES		
Program services:		
School Readiness	99,447,310	73,980,234
Voluntary Pre-K	24,635,994	20,846,618
Other programs	2,202,076	2,465,573
TOTAL PROGRAM SERVICES	126,285,380	97,292,425
Supporting services:		
Management and general	3,750,027	3,045,690
TOTAL EXPENSES	130,035,407	100,338,115
CHANGE IN NET ASSETS	765,866	(195,840)
NET ASSETS WITHOUT DONOR RESTRICTIONS, BEGINNING OF YEAR	4,102,519	4,298,359
NET ASSETS WITHOUT DONOR RESTRICTIONS, END OF YEAR	\$ 4,868,385	\$ 4,102,519

HILLSBOROUGH COUNTY SCHOOL READINESS COALITION, INC. d/b/a Early Learning Coalition of Hillsborough County, Inc.

STATEMENTS OF FUNCTIONAL EXPENSES

Year Ended June 30, 2022

		Program S	Services		Support Services	
	School Readiness	Voluntary Pre-K	Other Programs	Total	Management and General	2022
Salaries and related taxes	\$ 5,548,615	\$ 224,718	\$ 28,543	\$ 5,801,876	1,758,636	\$ 7,560,512
Fringe benefits	1,265,259	69,396	5,743	1,340,398	753,912	2,094,310
TOTAL SALARIES AND RELATED EXPENSES	6,813,874	294,114	34,286	7,142,274	2,512,548	9,654,822
Payments to providers	88,449,251	24,193,333	1,853,792	114,496,376	-	114,496,376
Contractual services	1,340,596	121,322	62,830	1,524,748	497,757	2,022,505
Office supplies and equipment	1,232,715	150	196,453	1,429,318	266,215	1,695,533
Payments to subrecipients	1,144,875	-	-	1,144,875	-	1,144,875
Rent and utilities	363,993	23,715	11	387,719	126,968	514,687
Staff training and development	22,238	-	49,404	71,642	66,738	138,380
Accounting and auditing	-	-	-	-	101,072	101,072
Insurance	-	-	7	7	82,499	82,506
Printing and copying	19,644	-	2,058	21,702	16,236	37,938
Travel	18,927	3,356	302	22,585	12,497	35,082
Dues and memberships	6,095	-	181	6,276	23,462	29,738
Postage and shipping	21,102	4	-	21,106	4,908	26,014
Telephone and communication	-	-	-	-	25,633	25,633
Maintenance contracts	14,000	-	-	14,000	3,852	17,852
Bank charges	-	-	-	-	6,878	6,878
Other			2,752	2,752	2,764	5,516
TOTAL EXPENSES	\$ 99,447,310	\$ 24,635,994	\$ 2,202,076	\$ 126,285,380	\$ 3,750,027	\$ 130,035,407

HILLSBOROUGH COUNTY SCHOOL READINESS COALITION, INC. d/b/a Early Learning Coalition of Hillsborough County, Inc.

STATEMENTS OF FUNCTIONAL EXPENSES (Continued)

Year Ended June 30, 2021

		Program	Services		Support Services	
	School Readiness	Voluntary Pre-K	Other Programs	Total	Management and General	2021
Salaries and related taxes Fringe benefits	\$ 4,213,161 1,470,014	\$ 308,171 75,534	\$ 116,712 36,241	\$ 4,638,044 1,581,789	\$ 1,646,252 381,236	\$ 6,284,296 1,963,025
	1,470,014		50,241	1,301,707	501,250	1,705,025
TOTAL SALARIES AND RELATED EXPENSES	5,683,175	383,705	152,953	6,219,833	2,027,488	8,247,321
Payments to providers	65,352,558	20,446,506	2,025,555	87,824,619	-	87,824,619
Contractual services	965,142	625	86,923	1,052,690	251,608	1,304,298
Payments to subrecipients	1,138,493	-	-	1,138,493	18,171	1,156,664
Office supplies and equipment	706,995	443	186,045	893,483	111,620	1,005,103
Rent and utilities	95,473	14,793	100	110,366	362,990	473,356
Accounting and auditing	-	-	3,510	3,510	82,376	85,886
Insurance	-	-	7	7	60,885	60,892
Staff training and development	17,589	-	6,653	24,242	23,665	47,907
Telephone and communication	100	-	2,114	2,214	34,807	37,021
Dues and memberships	6,095	-	-	6,095	29,222	35,317
Printing and copying	5,716	-	217	5,933	11,318	17,251
Bank charges	-	-	-	-	16,763	16,763
Postage and shipping	958	12	283	1,253	7,765	9,018
Travel	7,940	534	175	8,649	170	8,819
Maintenance contracts	-	-	-	-	4,384	4,384
Other			1,038	1,038	2,458	3,496
TOTAL EXPENSES	\$ 73,980,234	\$ 20,846,618	\$ 2,465,573	\$ 97,292,425	\$ 3,045,690	\$ 100,338,115

HILLSBOROUGH COUNTY SCHOOL READINESS COALITION, INC. d/b/a Early Learning Coalition of Hillsborough County, Inc.

STATEMENTS OF CASH FLOWS

Years Ended June 30, 2022 and 2021

	2022	2021
OPERATING ACTIVITIES		
Cash received from: Grant income	\$ 125,069,793	\$ 104,549,593
Other income	2,473,141	2,746,033
TOTAL CASH RECEIVED	127,542,934	107,295,626
Cash paid for:		
Program services	125,136,415	102,146,696
Administrative expenses	3,750,027	3,045,690
TOTAL CASH PAID	128,886,442	105,192,386
NET CASH (USED IN) PROVIDED BY OPERATING ACTIVITIES	(1,343,508)	2,103,240
NET CHANGE IN CASH	(1,343,508)	2,103,240
CASH - BEGINNING OF YEAR	7,485,743	5,382,503
CASH - END OF YEAR	\$ 6,142,235	\$ 7,485,743

HILLSBOROUGH COUNTY SCHOOL READINESS COALITION, INC. d/b/a Early Learning Coalition of Hillsborough County, Inc.

STATEMENTS OF CASH FLOWS (Continued)

Years Ended June 30, 2022 and 2021

	2022		2021
RECONCILIATION OF CHANGE IN NET ASSETS TO NET CASH			
(USED IN) PROVIDED BY OPERATING ACTIVITIES			
Change in net assets	\$ 765,866	\$	(195,840)
Adjustments to reconcile change in net assets to net cash (used in)			
provided by operating activities:			
(Increase) decrease in grants receivable	(3,319,713)		7,153,351
Increase in deposits	(299)		-
Increase (decrease) in accounts payable and accrued expenses	1,161,514		(4,866,503)
Increase in deferred revenue	61,374		-
(Decrease) increase in due to School District of Hillsborough County	 (12,250)	1	12,232
NET CASH (USED IN) PROVIDED BY OPERATING ACTIVITIES	\$ (1,343,508)	\$	2,103,240

HILLSBOROUGH COUNTY SCHOOL READINESS COALITION, INC. d/b/a Early Learning Coalition of Hillsborough County, Inc.

NOTES TO FINANCIAL STATEMENTS

Years Ended June 30, 2022 and 2021

NOTE 1 - NATURE OF ORGANIZATION

Hillsborough County School Readiness Coalition, Inc. d/b/a Early Learning Coalition of Hillsborough County, Inc. (the "Coalition") is a not-for-profit corporation organized under the laws of the state of Florida. The Coalition's role is to develop and administer a comprehensive school readiness program and Voluntary Pre-Kindergarten ("VPK") delivery system that prepares children to succeed in school and in life. This is an ongoing process that involves building on existing services, working in cooperation with other programs for young children, and coordinating and integrating program funding to achieve efficiency and effectiveness. The Coalition provides these services primarily through recurring funding through Florida's Division of Early Learning ("DEL").

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND PRACTICES

Basis of Accounting

These financial statements, which are presented on the accrual basis of accounting, have been prepared to focus on the Coalition as a whole and to present revenue, expenses, and net assets based on the existence or absence of donor-imposed restrictions. Accordingly, net assets and changes therein are classified as follows:

<u>Net Assets without Donor Restrictions</u> – Net assets not subject to donorimposed restrictions.

<u>Net Assets with Donor Restrictions</u> – Net assets which are subject to donorimposed stipulations that may or will be met by actions of the Coalition and/or the passage of time. At June 30, 2022 and 2021, there were no net assets with donor restrictions.

Revenue is reported as increases in net assets without donor restrictions unless use of the related assets is limited by donor-imposed restrictions. Expenses are reported as decreases in net assets without donor restrictions. Federal, state, and local grants are considered exchange transactions and are recorded as unrestricted revenue when earned.

Contributions received with donor-imposed restrictions that are met in the same year as received are reported as revenue of net assets without donor restrictions. Contributions are recognized when the donor makes a promise to give to the Coalition, that is, in substance, unconditional.

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND PRACTICES *(Continued)*

Grants Receivable

Grants receivable are recognized at the net amount that management expects to be collected based on established collection history and primarily represent amounts for services provided and reimbursable expenses requested from the DEL as of June 30, 2022 and 2021.

Property and Equipment

The Coalition capitalizes all assets acquired in excess of \$5,000 for property and equipment. Property and equipment are carried at cost for purchased assets and at fair value at date of donation for donated assets. The Coalition has no items recorded that met the capitalization requirement at June 30, 2022 and 2021.

Revenue Recognition

The Coalition receives substantially all of its grant revenue from federal and state agencies. Grant revenue is recognized up to the maximum amount provided in the Coalition's contracts, to the extent the performance obligations are satisfied or conditions on grants classified as nonreciprocal are met. Audits of these grants may result in disallowed costs, which may result in a liability to the Coalition. In the opinion of management, disallowed costs, if any, would not be material to the financial statements.

Functional Allocation of Expenses

The costs of providing the various programs and other activities have been summarized on a functional basis in the statements of functional expenses. Accordingly, certain costs are directly attributed to the specific program or supporting service, and other costs have been allocated. Salaries are allocated based on actual time spent and other expenses are allocated based on direct usage or management's estimates of the benefit derived by each activity.

Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Income Taxes

The Coalition is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code and from state income taxes under similar provisions of the Florida Income Tax Code. Accordingly, no provision for income taxes has been included in the accompanying financial statements. The Coalition is subject to the accounting standards on accounting for uncertainty in income taxes. Management does not believe it has taken any tax positions that are subject to a significant degree of uncertainty.

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND PRACTICES *(Continued)*

New Accounting Standards

The Coalition expects to adopt the provisions of *Leases* (Topic 842) for the year ended June 30, 2023. The provisions of Topic 842 requires organizations to recognize most leases on the balance sheets as lease liabilities with a right-to-use asset.

NOTE 3 - LIQUIDITY ANALYSIS

The table below represents financial assets available to meet cash needs for general expenditures within one year at June 30, 2022 and 2021:

	2022	2021
Cash	\$ 6,142,235	\$ 7,485,743
Grants receivable	8,596,497	5,276,784
	\$ 14,738,732	\$ 12,762,527

As part of a cash and liquidity management policy, the Coalition structures its financial assets to be available as its general expenditures, liabilities, and other obligations become due.

NOTE 4 - RELATED PARTIES

Certain members of the Board of Directors are mandated in the State of Florida School Readiness Act. This includes (a) a district superintendent of schools (or permanent designee) from the School District of Hillsborough County ("SDHC"), (b) the Executive Director of the Children's Board of Hillsborough County ("CBHC"), (c) the Hillsborough County Board of County Commissioners ("BOCC") county commissioner, and (d) the agency head of the BOCC Child Care Licensing Agency.

Approximately \$1,341,000 and \$1,344,000 was paid by the Coalition for services provided by the SDHC and the BOCC for the years ended June 30, 2022 and 2021, respectively. Payments to the BOCC are for compliance with Hillsborough County's local childcare licensing ordinance. In addition, the Coalition received matching funds from the BOCC, which are designated to be used only for the school readiness and VPK programs, of approximately \$516,000 and \$430,000 for the years ended June 30, 2022 and 2021, respectively.

The Coalition received funding from the CBHC for the local match in the school readiness program of approximately \$733,000 and \$697,000 for the years ended June 30, 2022 and 2021, respectively.

NOTE 5 - DEFERRED COMPENSATION PLAN

The Coalition sponsors a 401(k) Deferred Compensation Plan (the "Plan") and makes both Employer Safe Harbor and Employer Profit Sharing Contributions to the Plan.

The Employer Safe Harbor portion of the Plan provides that the employer matches 100% on the first 4% contributed by the employee. Vesting is simultaneous with the contribution. Employees are allowed to contribute on a pre-tax basis, not to exceed amounts dictated by U.S. Treasury regulations.

The Employer Profit Sharing portion of the Plan provides that the Coalition contribute 6% of an employee's salary for the years ended June 30, 2022 and 2021. Vesting is 100% after six years of employment with the Coalition, with a 20% increase in vesting for each year of employment after the second year of employment.

NOTE 6 - CONCENTRATIONS AND GOVERNMENT SUPPORT

The Coalition receives a substantial amount of support from federal, state, and local government agencies. Governmental funding for programs is subject to statutory and regulatory changes, administrative rulings, interpretations of policy, intermediary determinations, and governmental funding restrictions. A reduction in the level of future support from the federal, state or local governmental agencies could have a substantial effect on the Coalition's programs and activities.

NOTE 7 - OPERATING LEASE

The Coalition leases its office space under an operating lease that is set to expire in July 2026 with the ability to extend the lease for one additional term of five years. Total rent expense was approximately \$388,000 and \$377,000 for the years ended June 30, 2022 and 2021, respectively.

Approximate future minimum lease payments under the operating lease as of June 30, 2022, are as follows:

Year Ending June 30,	Amount
2023	\$ 400,000
2024	412,000
2025	424,000
2026	252,000
	\$ 1,488,000

The Coalition has the option to cancel its office space lease if the Coalition receives more than a 50% decrease in funding from the DEL in any fiscal year.

NOTE 8 - COMMITMENTS AND CONTINGENCIES

Compliance

The Coalition may be subject to audit examination by funding sources to determine compliance with grant conditions. In the event that expenditures would be disallowed, repayment could be required. Management believes the Coalition is in compliance with the terms of its grant agreements.

COVID-19

On March 11, 2020, the World Health Organization declared a new coronavirus disease ("COVID-19") a pandemic. COVID-19 has had a severe impact on the economy in general. The extent of COVID-19's effect on the Coalition's operational and financial performance will depend on future developments, including the duration, spread and intensity of the pandemic, all of which are uncertain and difficult to predict considering the rapidly evolving landscape. As a result, it is not currently possible to ascertain the potential impact of COVID-19 on the Coalition. However, if the pandemic continues to evolve into a severe worldwide health crisis, the disease could have a material adverse effect on the Coalition's business, results of operations, financial condition and cash flows. These financial statements do not include any adjustments related to the ultimate outcome of these uncertainties.

NOTE 9 - SUBSEQUENT EVENT

The Coalition has evaluated events and transactions for potential recognition or disclosure in the financial statements through March _____, 2023, which is the date the financial statements were available to be issued.

HILLSBOROUGH COUNTY SCHOOL READINESS COALITION, INC. d/b/a Early Learning Coalition of Hillsborough County, Inc.

SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS AND STATE FINANCIAL ASSISTANCE

Year Ended June 30, 2022

Federal Agency/State Agency/Pass-Through Grantor/ Program Title	Grant Period	Federal AL #	Contract #	Federal Expenditures	Transferred to Subrecipient
FEDERAL AWARDS					
U.S. Department of Health and Human Services:					
Child Care Development Fund (CCDF) Cluster:					
Passed through State of Florida Division of Early Learning					
Child Care Development Block Grant	7/1/21-6/30/22	93.575	EL252	\$ 65,119,461	\$ 2,057,236
Child Care Mandatory and Matching Funds of					
the Child Care and Development Fund	7/1/21-6/30/22	93.596	EL252	21,394,784	-
Total Child Care Development Fund (CCDF) Cluster				86,514,245	2,057,236
Passed through State of Florida Division of Early Learning					
Preschool Development Grant	7/1/21-6/30/22	93.434	EL252	231,464	-
Temporary Assistance for Needy Families	7/1/21-6/30/22	93.558	EL252	16,590,253	-
Social Services Block Grant	7/1/21-6/30/22	93.667	EL252	45,732	-
Total Expenditures of Federal Awards				103,381,694	2,057,236
		State		State	Transferred
	Grant Period	CSFA #	Contract #	Expenditures	to Subrecipient
STATE FINANCIAL ASSISTANCE					
State of Florida Division of Early Learning					
Voluntary Pre-K	7/1/21-6/30/22	48.108	EL252	24,930,447	
Total Expenditures of State Financial Assistance				24,930,447	
				т.,	
Cuenter/Deer Thurse & Cuenter Due guerry Title	Cuant Davia d	Federal	Contract #	Local	Transferred
Grantor/Pass-Through Grantor Program Title	Grant Period	AL #	Contract #	Expenditures	to Subrecipient
STATE MATCHING AND LOCAL FUNDS					
State of Florida Division of Early Learning					
Child Care Mandatory and Matching Funds of					
the Child Care and Development Fund	7/1/21-6/30/22	93.596	EL252	1,197,591	
Total State Matching and Local Funds				1,197,591	
Total Federal Awards, State Financial Assistance, and Local Fu	nds			\$ 129,509,732	\$ 2,057,236

HILLSBOROUGH COUNTY SCHOOL READINESS COALITION, INC. d/b/a Early Learning Coalition of Hillsborough County, Inc.

NOTES TO SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS AND STATE FINANCIAL ASSISTANCE

Year Ended June 30, 2022

(1) General:

The accompanying Schedule of Expenditures of Federal Awards and State Financial Assistance include the grant activity of the Coalition and is presented on the accrual basis of accounting. The information in this schedule is presented in accordance with the requirements of Title 2 *U.S. Code of Federal Regulations*, Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* (Uniform Guidance), Chapter 10.650, *Rules of the Auditor General*, and the Rules of the Executive Office of the Governor of the State of Florida. Therefore, some amounts presented in this schedule may differ from amounts presented in, or used in, the preparation of the basic financial statements.

Indirect cost rate is dictated by federal and state contract terms. The 10-percent de minimis indirect cost rate, as allowed under the Uniform Guidance, is not in effect nor is it available under these contracts.

(2) Other State Financial Assistance Received:

The Coalition received funding from the DEL that was not subject to Section 215.97, Florida Statutes, as follows:

Florida's Office of Early Learning	Contract Number	Current Year Expenditure
A. Matching Funds for Federal Programs: State Matching Funds - 93.596 School Readiness CCDF Mandatory and Matching	EL252	\$ 1,375,665

(3) <u>Reconciliation to Statewide School Readiness Data and Reporting System</u>:

The Coalition performs reconciliations of its financial reports to the Statewide School Readiness Data and Reporting System in a timely and satisfactory manner.



Certified Public Accountants

INDEPENDENT AUDITOR'S REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH *GOVERNMENT AUDITING STANDARDS*

To the Board of Directors of The Hillsborough County School Readiness Coalition, Inc. d/b/a Early Learning Coalition of Hillsborough County, Inc. Tampa, Florida

We have audited the accompanying financial statements of The Hillsborough County School Readiness Coalition, Inc. d/b/a Early Learning Coalition of Hillsborough County (the "Coalition"), as of and for the year ended June 30, 2022, and have issued our report thereon dated March ______, 2023. We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States.

Report on Internal Control over Financial Reporting

In planning and performing our audit of the financial statements, we considered the Coalition's internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinions on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Coalition's internal control. Accordingly, we do not express an opinion on the effectiveness of the Coalition's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A *material weakness* is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected, on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

To the Board of Directors of

The Hillsborough County School Readiness Coalition, Inc. d/b/a Early Learning Coalition of Hillsborough County, Inc.

Report on Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Coalition's financial statements are free of material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit and, accordingly, we do not express such an opinion. The results of the tests disclosed no instances of noncompliance or other matters that are required to be reported under *Governmental Auditing Standards*.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing and not to provide an opinion on the effectiveness of the entity's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the entity's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Certified Public Accountants

Tampa, Florida March ____, 2023





INDEPENDENT AUDITOR'S MANAGEMENT LETTER

To the Board of Directors of The Hillsborough County School Readiness Coalition, Inc. d/b/a Early Learning Coalition of Hillsborough County, Inc. Tampa, Florida

Report on the Financial Statements

We have audited the financial statements of The Hillsborough County School Readiness Coalition, Inc. d/b/a Early Learning Coalition of Hillsborough County (the "Coalition") as of and for the year ended June 30, 2022, and have issued our report thereon dated March _____, 2023.

Auditor's Responsibility

We conducted our audit in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States; Title 2 U.S. Code of Federal Regulations, Part 200, Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards (Uniform Guidance); and Chapter 10.650, Rules of the Auditor General.

Other Reporting Requirements

We have issued our Independent Auditor's Report on Internal Control over Financial Reporting and Compliance and on Other Matters Based on an Audit of Financial Statements Performed in Accordance with *Government Auditing Standards*, Independent Auditor's Report on Compliance for Each Major Federal Program and State Project and Report on Internal Control over Compliance in Accordance with the Uniform Guidance and Chapter 10.650, *Rules of the Auditor General*, and Schedule of Findings and Questioned Costs. Disclosures in those reports and schedule, which are dated March ______, 2023, should be considered in conjunction with this management letter.

Additional Matters

Section 10.654(1)(e), *Rules of the Auditor General*, requires that we address noncompliance with provisions of contracts or grant agreements, or abuse, that have occurred, or are likely to have occurred, that have an effect on the financial statements or state project amounts that is less than material but which warrants the attention of those charged with governance. The results of the tests disclosed no instances of noncompliance or other matters that are required to be reported under *Governmental Auditing Standards*.

To the Board of Directors of The Hillsborough County School Readiness Coalition, Inc. d/b/a Early Learning Coalition of Hillsborough County, Inc.

Purpose of the Letter

Our management letter is intended solely for the information and use of the Legislative Auditing Committee, members of the Florida Senate and the Florida House of Representatives, the Florida Auditor General, federal and other granting agencies, the Board of Directors, and applicable management and is not intended to be, and should not be, used by anyone other than these specified parties.

Certified Public Accountants

Tampa, Florida March ____, 2023



Certified Public Accountants

INDEPENDENT AUDITOR'S REPORT ON COMPLIANCE FOR EACH MAJOR FEDERAL PROGRAM AND STATE PROJECT AND REPORT ON INTERNAL CONTROL OVER COMPLIANCE IN ACCORDANCE WITH THE UNIFORM GUIDANCE AND CHAPTER 10.650, *RULES OF THE AUDITOR GENERAL*

To the Board of Directors of The Hillsborough County School Readiness Coalition, Inc. d/b/a Early Learning Coalition of Hillsborough County, Inc. Tampa, Florida

Report on Compliance for Each Major Federal Program and State Project

We have audited the compliance of The Hillsborough County School Readiness Coalition, Inc. d/b/a Early Learning Coalition of Hillsborough County (the "Coalition") with the types of compliance requirements described in the U.S. Office of Management and Budget ("OMB") Compliance Supplement, and the requirements described in the Department of Financial Services' State Projects Compliance Supplement, that could have a direct and material effect on each of its major federal programs and state project for the year ended June 30, 2022. The Coalition's major federal programs and state project are identified in the summary of auditor's results section of the accompanying Schedule of Findings and Questioned Costs.

Management's Responsibility

Management is responsible for compliance with the requirements of laws, regulations, contracts, and grants applicable to its federal programs and state project.

Auditor's Responsibility

Our responsibility is to express an opinion on compliance for each of the Coalition's major federal programs and state project based on our audit of the types of compliance requirements referred to above. We conducted our audit of compliance in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States; the audit requirements of Title 2 *U.S. Code of Federal Regulations*, Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* (Uniform Guidance); and Chapter 10.650, *Rules of the Auditor General*. Those standards, the Uniform Guidance, and Chapter 10.650, *Rules of the Auditor General*, require that we plan and perform the audit to obtain reasonable assurance about whether noncompliance with the types of compliance requirements referred to above that could have a direct and material effect on a major federal program or state project occurred. An audit includes examining, on a test basis, evidence about the Coalition's compliance with those requirements and performing such other procedures as we considered necessary in the circumstances.

We believe that our audit provides a reasonable basis for our opinion. However, our audit does not provide a legal determination on the Coalition's compliance with those requirements.

To the Board of Directors of

The Hillsborough County School Readiness Coalition, Inc. d/b/a Early Learning Coalition of Hillsborough County, Inc.

Opinion on Child Care Development Fund Cluster, Temporary Assistance For Needy Families, and Voluntary Pre-Kindergarten Education Program

In our opinion, the Coalition complied, in all material respects, with the types of compliance requirements referred to in the first paragraph that could have a direct and material effect on Assisted Listing Number ("ALN") 93.575 and ALN 93.596 Child Care Development Fund Cluster, ALN 93.558 Temporary Assistance For Needy Families ("TANF"), and CSFA 48.108 Voluntary Pre-Kindergarten Education Program for the year ended June 30, 2022.

Report on Internal Control over Compliance

The management of the Coalition is responsible for establishing and maintaining effective internal control over compliance with the requirements of laws, regulations, contracts, and grants applicable to federal programs and the state project. In planning and performing our audit, we considered the Coalition's internal control over compliance with the requirements that could have a direct and material effect on a major federal program or state project to determine our auditing procedures for the purpose of expressing our opinion on compliance and to test and report on internal control over compliance in accordance with Uniform Guidance and Chapter 10.650, *Rules of the Auditor General*, but not for the purpose of expressing an opinion on the effectiveness of internal control over compliance. Accordingly, we do not express an opinion on the effectiveness of the Coalition's internal control over compliance.

A *deficiency in internal control over compliance* exists when the design or operation of a control over compliance does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, noncompliance with a type of compliance requirement of a federal program or state project on a timely basis. A *material weakness in internal control over compliance* is a deficiency, or combination of deficiencies, in internal control over compliance with a type of compliance such that there is a reasonable possibility that material noncompliance with a type of compliance requirement of a federal program or state project will not be prevented, or detected and corrected, on a timely basis. A *significant deficiency in internal control over compliance* is a deficiencies, in internal control over compliance is a deficiencies, in internal control over compliance is a deficiency or state project that is less severe than a material weakness in internal control over compliance with governance.

Our consideration of internal control over compliance was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control over compliance that might be material weaknesses or significant deficiencies. We did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

Purpose of this Report

The purpose of this report on internal control over compliance is solely to describe the scope of our testing of internal control over compliance and results of that testing based on the requirements of the Uniform Guidance and Chapter 10.650, *Rules of the Auditor General*. Accordingly, this report is not suitable for any other purpose.

Certified Public Accountants

Tampa, Florida March , 2023

Draft for Discussion Purposes Only HILLSBOROUGH COUNTY SCHOOL READINESS COALITION, INC. d/b/a Early Learning Coalition of Hillsborough County, Inc.

SCHEDULE OF FINDINGS AND QUESTIONED COSTS

Year Ended June 30, 2022

Section I - Summary of Independent Auditor's Results

Financial Statements

Type of Auditor's Report Issued:		Unmodified Opinion			
 Internal control over financial reporting Material weakness(es) identified? Significant deficiency(ies) identified Noncompliance material to financial statements 	d?		X No X None reported X No		
Federal Awards					
 Internal control over major programs: Material weakness(es) identified? Significant deficiency(ies) identified 	d?	Yes Yes	<u>X</u> No <u>X</u> None reported		
Type of report issued on compliance fo	r major federal program:	Unmodified			
Any audit findings disclosed that are re accordance with Section 200.516 of the <u>Identification of Major Federal Program</u>	quired to be reported in Uniform Guidance?	Yes	<u>X</u> No		
<u>Federal Assistance</u> Listing Numbers	Name of Federal Progra	<u>m or Cluster</u>			
93.575 and 93.596 93.558	Child Care Development Temporary Assistance Fo		5		
Dollar threshold used to distinguish bet Type A and Type B programs:	ween	\$3,000,000			
Auditee qualified as low-risk auditee?		<u>X</u> Yes	No		

HILLSBOROUGH COUNTY SCHOOL READINESS COALITION, INC. d/b/a Early Learning Coalition of Hillsborough County, Inc.

SCHEDULE OF FINDINGS AND QUESTIONED COSTS (Continued)

Year Ended June 30, 2022

Section I - Summary of Independent Auditor's Results (Continued)

State Financial Assistance

Internal control over major project:

• Material weakness(es) identified?		Yes	<u> X </u> No
• Significant deficiency(ies) identifie	d?	Yes	X None reported
Type of report issued on compliance fo	r major state project:	Unmodified	
Any audit findings disclosed that are re accordance with <i>Rules of the Auditor G</i>	1 1	Yes	<u>X</u> No
Identification of Major State Project:			
<u>CSFA Number</u>	Name of State Project		
48.108	Voluntary Pre-Kindergart	en Education Pr	ogram
Dollar threshold used to distinguish bet	ween		
Type A and Type B projects:		\$747,913	

The Florida Office of Early Learning's grant terms require auditors to test and report on whether the Coalition's monthly reconciliation of its financial records to the statewide School Readiness Data and Reporting System was completed in an accurate and timely manner. Based on our testing, we confirm that the Coalition completed the required monthly reconciliations in a timely and satisfactory manner.

Section II - Findings Related to the Financial Statement Audit, as Required to be Reported in accordance with *Government Auditing Standards*

None reported.

Section III - Findings and Questioned Costs for Federal Awards and State Financial Assistance Reported in accordance with the Uniform Guidance and *Rules of the Auditor General*, Chapter 10.650

None reported.



			Budget to						
		Actual	January 31 Budget	., 2023 Difference		Actual	Budget	Difference	
			-	YTD favorable		2023 Forecast	2023	YTD favorable	
		YTD	YTD	/(unfavorable)	%		Budget	/(unfavorable)	%
rogram Reve									
	ool Readiness	44,920,030	45,697,427	(777,397)	-1.7%	78,223,027	74,225,380	3,997,648	5.
Scho	ool Readiness Match - DEL	970,336	824,013	146,323	17.8%	1,412,593	1,319,509	93,084	7.
Scho	ool Readiness - Local Funders:								
	Children's Board HC	700,770	311,453	389,317	125.0%	700,770	700,770	-	0
	HC Community Development, incl. ALICE>150	8,789	8,789	-	100.0%	8,789	-	8,789	100
	Hillsborough County BOCC	217,529	122,667	94,862	0.0%	276,000	276,000	-	(
	HC Childcare -Licensing & Fees	252,481	291,667	(39,186)	-13.4%	500,000	500,000	-	(
	Metro Ministries (Children's Board)	19,790	43,750	(23,960)	-54.8%	75,000	75,000	-	
	City of Tampa	111,067	58,333	52,734	90.4%	111,067	100,000	11,067	1
	United Way	-	-	-		-	121,339	(121,339)	-10
	United Way (Quality Initiative)	38,507	29,167	9,340	32.0%	50,000	50,000	-	
	Caspers	25,537	50,000	(24,463)	100.0%	25,537	50,000	(24,463)	-4
Scho	ool Readiness - Local Funders	1,374,470	915,826	458,644	50.1%	1,747,163	1,873,109	(125,946)	-
al School R	eadiness Revenue	47,264,836	47,437,265	(172,429)	-0.4%	81,382,783	77,417,998	3,964,786	
Oth	er Local Funders:								
	Conn Foundation	48,180	58,000	(9,820)	-16.9%	58,000	58,000	-	
	Spurlino Foundation	50,000	50,000	-	100.0%	50,000	60,000	(10,000)	-1
	SR Program Income (training, IECP membersh	26,091	11,667	14,425	123.6%	26,091	20,000	6,091	3
	HELN (Hillsborough Early Learning Network)	5,366	36,100	(30,734)	0.0%	37,000	37,000	-	
	ELFL (Early Learning Florida)	8,020	58,333	(50,313)	-86.3%	100,000	100,000	-	
	Lastinger Project	116,667	116,667	-	0.0%	200,000	212,000	(12,000)	-
	Misc. Donations	50,400	175,000	(124,600)	-71.2%	263,500	300,000	(36,500)	-1
Oth	er Local Funders	304,725	505,766	(201,041)	-39.7%	734,591	787,000	(52,409)	-
	eadiness Revenue and Local Revenue	47,569,561	47,943,031	(373,471)	-0.8%	82,117,374	78,204,997	3,912,378	
ogram Expe									
ogram Expe	nses pol Readiness Direct Services	36,889,169	37,759,449	870,280	2.3%	63,741,501	60,145,057	3,596,444	
ogram Expe	nses pol Readiness Direct Services School Readiness Match - DEL	36,889,169 970,336	37,759,449 824,013	870,280 (146,323)	-17.8%	1,412,593	1,319,509	93,084	
ogram Expe	nses ool Readiness Direct Services School Readiness Match - DEL School Readiness - Local Funders	36,889,169 970,336 1,244,208	37,759,449 824,013 996,965	870,280 (146,323) (247,243)	-17.8% 0.0%	1,412,593 1,804,351	1,319,509 1,800,609	93,084 3,742	
gram Expe	nses ool Readiness Direct Services School Readiness Match - DEL School Readiness - Local Funders General Contributions and Gifts	36,889,169 970,336 1,244,208 304,725	37,759,449 824,013 996,965 263,845	870,280 (146,323) (247,243) (40,880)	-17.8% 0.0% 0.0%	1,412,593 1,804,351 452,305	1,319,509 1,800,609 452,305	93,084 3,742	
ogram Expe	nses pol Readiness Direct Services School Readiness Match - DEL School Readiness - Local Funders General Contributions and Gifts Total Direct Services	36,889,169 970,336 1,244,208 304,725 39,408,437	37,759,449 824,013 996,965 263,845 39,844,271	870,280 (146,323) (247,243) (40,880) 435,834	-17.8% 0.0% 0.0% 1.1%	1,412,593 1,804,351 452,305 67,410,750	1,319,509 1,800,609 452,305 63,717,480	93,084 3,742 - 3,693,270	
ogram Expe	nses Dol Readiness Direct Services School Readiness Match - DEL School Readiness - Local Funders General Contributions and Gifts Total Direct Services Personnel	36,889,169 970,336 1,244,208 304,725 39,408,437 5,119,627	37,759,449 824,013 996,965 263,845 39,844,271 5,051,861	870,280 (146,323) (247,243) (40,880) 435,834 (67,766)	-17.8% 0.0% 0.0% 1.1% -1.3%	1,412,593 1,804,351 452,305 67,410,750 8,777,187	1,319,509 1,800,609 452,305 63,717,480 9,488,743	93,084 3,742 3,693,270 (711,556)	-
ogram Expe	nses pol Readiness Direct Services School Readiness Match - DEL School Readiness - Local Funders General Contributions and Gifts Total Direct Services Personnel Staff Development	36,889,169 970,336 1,244,208 304,725 39,408,437 5,119,627 22,167	37,759,449 824,013 996,965 263,845 39,844,271 5,051,861 48,258	870,280 (146,323) (247,243) (40,880) 435,834 (67,766) 26,091	-17.8% 0.0% 0.0% 1.1% -1.3% 54.1%	1,412,593 1,804,351 452,305 67,410,750 8,777,187 60,312	1,319,509 1,800,609 452,305 63,717,480 9,488,743 103,518	93,084 3,742 	-4
ogram Expe	nses pol Readiness Direct Services School Readiness Match - DEL School Readiness - Local Funders General Contributions and Gifts Total Direct Services Personnel Staff Development Professional Services	36,889,169 970,336 1,244,208 304,725 39,408,437 5,119,627 22,167 418,747	37,759,449 824,013 996,965 263,845 39,844,271 5,051,861 48,258 461,569	870,280 (146,323) (247,243) (40,880) 435,834 (67,766) 26,091 42,823	-17.8% 0.0% 0.0% 1.1% -1.3% 54.1% 9.3%	1,412,593 1,804,351 452,305 67,410,750 8,777,187 60,312 857,536	1,319,509 1,800,609 452,305 63,717,480 9,488,743 103,518 528,692	93,084 3,742 	-4 6
ogram Expe	nses pol Readiness Direct Services School Readiness Match - DEL School Readiness - Local Funders General Contributions and Gifts Total Direct Services Personnel Staff Development Professional Services Occupancy	36,889,169 970,336 1,244,208 304,725 39,408,437 5,119,627 22,167 418,747 469,361	37,759,449 824,013 996,965 263,845 39,844,271 5,051,861 48,258 461,569 300,691	870,280 (146,323) (247,243) (40,880) 435,834 (67,766) 26,091 42,823 (168,670)	-17.8% 0.0% 0.0% 1.1% -1.3% 54.1% 9.3% -56.1%	1,412,593 1,804,351 452,305 67,410,750 8,777,187 60,312 857,536 702,959	1,319,509 1,800,609 452,305 63,717,480 9,488,743 103,518 528,692 538,905	93,084 3,742 	-4 6 3
ogram Expe	nses pol Readiness Direct Services School Readiness Match - DEL School Readiness - Local Funders General Contributions and Gifts Total Direct Services Personnel Staff Development Professional Services Occupancy Postage, Freight and Delivery	36,889,169 970,336 1,244,208 304,725 39,408,437 5,119,627 22,167 418,747 469,361 50,976	37,759,449 824,013 996,965 263,845 39,844,271 5,051,861 48,258 461,569 300,691 3,607	870,280 (146,323) (247,243) (40,880) 435,834 (67,766) 26,091 42,823 (168,670) (47,369)	-17.8% 0.0% 0.0% 1.1% -1.3% 54.1% 9.3% -56.1% -1313.1%	1,412,593 1,804,351 452,305 67,410,750 8,777,187 60,312 857,536 702,959 53,735	1,319,509 1,800,609 452,305 63,717,480 9,488,743 103,518 528,692 538,905 4,777	93,084 3,742 3,693,270 (711,556) (43,206) 328,844 164,055 48,957	- -4 6 3 102
ogram Expe	nses pol Readiness Direct Services School Readiness Match - DEL School Readiness - Local Funders General Contributions and Gifts Total Direct Services Personnel Staff Development Professional Services Occupancy Postage, Freight and Delivery Rentals	36,889,169 970,336 1,244,208 304,725 39,408,437 5,119,627 22,167 418,747 469,361 50,976 4,059	37,759,449 824,013 996,965 263,845 39,844,271 5,051,861 48,258 461,569 300,691 3,607 1,253	870,280 (146,323) (247,243) (40,880) 435,834 (67,766) 26,091 42,823 (168,670) (47,369) (2,806)	-17.8% 0.0% 0.0% 1.1% -1.3% 54.1% 9.3% -56.1% -1313.1% -224.0%	1,412,593 1,804,351 452,305 67,410,750 8,777,187 60,312 857,536 702,959 53,735 5,032	1,319,509 1,800,609 452,305 63,717,480 9,488,743 103,518 528,692 538,905 4,777 15,748	93,084 3,742 3,693,270 (711,556) (43,206) 328,844 164,055 48,957 (10,716)	- -4 6 3 102 -6
ogram Expe	nses pol Readiness Direct Services School Readiness Match - DEL School Readiness - Local Funders General Contributions and Gifts Total Direct Services Personnel Staff Development Professional Services Occupancy Postage, Freight and Delivery Rentals Supplies	36,889,169 970,336 1,244,208 304,725 39,408,437 5,119,627 22,167 418,747 469,361 50,976 4,059 42,507	37,759,449 824,013 996,965 263,845 39,844,271 5,051,861 48,258 461,569 300,691 3,607 1,253 61,610	870,280 (146,323) (247,243) (40,880) 435,834 (67,766) 26,091 42,823 (168,670) (47,369) (2,806) 19,104	-17.8% 0.0% 0.0% -1.3% 54.1% 9.3% -56.1% -1313.1% -224.0% 31.0%	1,412,593 1,804,351 452,305 67,410,750 8,777,187 60,312 857,536 702,959 53,735 5,032 103,314	1,319,509 1,800,609 452,305 63,717,480 9,488,743 103,518 528,692 538,902 4,777 15,748 63,982	93,084 3,742 	- -4 6 3 102 -6 6
ogram Expe	nses pol Readiness Direct Services School Readiness Match - DEL School Readiness - Local Funders General Contributions and Gifts Total Direct Services Personnel Staff Development Professional Services Occupancy Postage, Freight and Delivery Rentals Supplies Communications	36,889,169 970,336 1,244,208 304,725 39,408,437 5,119,627 22,167 418,747 469,361 50,976 4,059 42,507 14,729	37,759,449 824,013 996,965 263,845 39,844,271 5,051,861 48,258 461,569 300,691 3,607 1,253 61,610 8,018	870,280 (146,323) (247,243) (40,880) 435,834 (67,766) 26,091 42,823 (168,670) (47,369) (2,806) 19,104 (6,710)	-17.8% 0.0% 0.0% -1.3% 54.1% 9.3% -56.1% -1313.1% -224.0% 31.0% -83.7%	1,412,593 1,804,351 452,305 67,410,750 8,777,187 60,312 857,536 702,959 53,735 5,032 103,314 20,958	1,319,509 1,800,609 452,305 63,717,480 9,488,743 103,518 528,692 538,905 4,777 15,748 63,982 35,501	93,084 3,742 3,693,270 (711,556) (43,206) 328,844 164,055 48,957 (10,716) 39,333 (14,543)	-4 6 3 102 -6 6 6 -4
ogram Expe	nses pol Readiness Direct Services School Readiness Match - DEL School Readiness - Local Funders General Contributions and Gifts Total Direct Services Personnel Staff Development Professional Services Occupancy Postage, Freight and Delivery Rentals Supplies Communications Insurance	36,889,169 970,336 1,244,208 304,725 39,408,437 5,119,627 22,167 418,747 469,361 50,976 4,059 42,507 14,729 66,788	37,759,449 824,013 996,965 263,845 39,844,271 5,051,861 48,258 461,569 300,691 3,607 1,253 61,610 8,018 51,688	870,280 (146,323) (247,243) (40,880) 435,834 (67,766) 26,091 42,823 (168,670) (47,369) (2,806) 19,104 (6,710) (15,100)	-17.8% 0.0% 0.0% 1.1% -1.3% 54.1% 9.3% -56.1% -1313.1% -224.0% 31.0% -83.7% -29.2%	1,412,593 1,804,351 452,305 67,410,750 8,777,187 60,312 857,536 702,959 53,735 5,032 103,314 20,958 109,208	1,319,509 1,800,609 452,305 63,717,480 9,488,743 103,518 528,692 538,905 4,777 15,748 63,982 33,501 51,211	93,084 3,742 3,693,270 (711,556) (43,206) 328,844 164,055 48,957 (10,716) 39,333 (14,543) 57,997	-4 6 3 102 -6 6 -4 11
ogram Expe	nses pol Readiness Direct Services School Readiness Match - DEL School Readiness - Local Funders General Contributions and Gifts Total Direct Services Personnel Staff Development Professional Services Occupancy Postage, Freight and Delivery Rentals Supplies Communications Insurance Tangible Personal Property	36,889,169 970,336 1,244,208 304,725 39,408,437 5,119,627 22,167 418,747 469,361 50,976 4,059 42,507 14,729 66,788 43,868	37,759,449 824,013 996,965 263,845 39,844,271 5,051,861 48,258 461,569 300,691 3,607 1,253 61,610 8,018 51,688 76,917	870,280 (146,323) (247,243) (40,880) 435,834 (67,766) 26,091 42,823 (168,670) (47,369) (2,806) 19,104 (6,710) (15,100) 33,050	-17.8% 0.0% 0.0% 1.1% -1.3% 54.1% 9.3% -3.3% -1313.1% -224.0% 31.0% -83.7% -29.2% 43.0%	1,412,593 1,804,351 452,305 67,410,750 8,777,187 60,312 857,536 702,959 53,735 5,032 103,314 20,958 109,208 118,787	1,319,509 1,800,609 452,305 63,717,480 9,488,743 103,518 528,692 538,905 4,777 15,748 63,982 35,501 51,211 105,906	93,084 3,742 3,693,270 (711,556) (43,206) 328,844 164,055 48,957 (10,716) 39,333 (14,543) 57,997 12,881	-4 63 102 -6 6 -4 11
ogram Expe	nses pol Readiness Direct Services School Readiness Match - DEL School Readiness - Local Funders General Contributions and Gifts Total Direct Services Personnel Staff Development Professional Services Occupancy Postage, Freight and Delivery Rentals Supplies Communications Insurance Tangible Personal Property Quality	36,889,169 970,336 1,244,208 304,725 39,408,437 5,119,627 22,167 418,747 469,361 50,976 4,059 42,507 14,729 66,788 43,368 541,688	37,759,449 824,013 996,965 263,845 39,844,271 5,051,861 48,258 461,569 300,691 3,607 1,253 61,610 8,018 51,688 76,917 904,157	870,280 (146,323) (247,243) (40,880) 435,834 (67,766) 26,091 42,823 (168,670) (47,369) (2,806) 19,104 (6,710) (15,100) 33,050 362,468	-17.8% 0.0% 0.0% -1.3% 54.1% 9.3% -56.1% -1313.1% -224.0% 31.0% -83.7% -29.2% 43.0% 40.1%	1,412,593 1,804,351 452,305 67,410,750 8,777,187 60,312 857,536 702,959 53,735 5,032 103,314 20,958 109,208 118,787 1,193,854	1,319,509 1,800,609 452,305 63,717,480 9,488,743 103,518 528,692 538,905 4,777 15,748 63,982 33,501 51,211 105,906 1,346,035	93,084 3,742 3,693,270 (711,556) (43,206) 328,844 164,055 48,957 (10,716) 39,333 (14,543) 57,997 12,881 (152,181)	-4 6 3 102 -6 6 -4 11 1 1
ogram Expe	nses pol Readiness Direct Services School Readiness Match - DEL School Readiness - Local Funders General Contributions and Gifts Total Direct Services Personnel Staff Development Professional Services Occupancy Postage, Freight and Delivery Rentals Supplies Communications Insurance Tangible Personal Property Quality Travel	36,889,169 970,336 1,244,208 304,725 39,408,437 5,119,627 22,167 418,747 469,361 50,976 4,059 42,507 14,729 66,788 43,868 541,688 19,727	37,759,449 824,013 996,965 263,845 39,844,271 5,051,861 48,258 461,569 300,691 3,607 1,253 61,610 8,018 51,688 76,917 904,157 36,042	870,280 (146,323) (247,243) (40,880) 435,834 (67,766) 26,091 42,823 (168,670) (47,369) (2,806) 19,104 (6,710) (15,100) 33,050 362,468 16,315	-17.8% 0.0% 0.0% 1.1% -1.3% 54.1% 9.3% -56.1% -1313.1% -224.0% 31.0% -83.7% -29.2% 43.0% 40.1% 45.3%	1,412,593 1,804,351 452,305 67,410,750 8,777,187 60,312 857,536 702,959 53,735 5,032 103,314 20,958 109,208 118,787 1,193,854 47,422	1,319,509 1,800,609 452,305 63,717,480 9,488,743 103,518 528,692 538,905 4,777 15,748 63,982 35,501 51,211 105,906 1,346,035 67,606	93,084 3,742 - - - - - - - - - - - - - - - - - - -	4 63 1022 66 6 4 111 -1 -1 -2
ogram Expe	nses pol Readiness Direct Services School Readiness Match - DEL School Readiness - Local Funders General Contributions and Gifts Total Direct Services Personnel Staff Development Professional Services Occupancy Postage, Freight and Delivery Rentals Supplies Communications Insurance Tangible Personal Property Quality Travel Other Operating	36,889,169 970,336 1,244,208 304,725 39,408,437 5,119,627 22,167 418,747 469,361 50,976 4,059 42,507 14,729 66,788 43,868 541,688 19,727 101,143	37,759,449 824,013 996,965 263,845 39,844,271 5,051,861 48,258 461,569 300,691 3,607 1,253 61,610 8,018 51,688 76,917 904,157	870,280 (146,323) (247,243) (40,880) 435,834 (67,766) 26,091 42,823 (168,670) (47,369) (2,806) 19,104 (6,710) (15,100) 33,050 362,468 16,315 150,243	-17.8% 0.0% 0.0% 1.13% 54.1% 9.3% -56.1% -1313.1% -224.0% 31.0% -83.7% -29.2% 43.0% 40.1% 59.8%	1,412,593 1,804,351 452,305 67,410,750 8,777,187 60,312 857,536 702,959 53,735 5,032 103,314 20,958 109,208 118,787 1,193,854 47,422 292,937	1,319,509 1,800,609 452,305 63,717,480 9,488,743 103,518 528,692 538,905 4,777 15,748 63,982 35,501 51,211 105,906 1,346,035 67,606 486,674	93,084 3,742 3,693,270 (711,556) (43,206) 328,844 164,055 48,957 (10,716) 39,333 (14,543) 57,997 12,881 (152,181) (20,185) (193,737)	-4 63 102 -6 6 -4 111 -1 -1 -2 -3
ogram Expe	nses Dol Readiness Direct Services School Readiness Match - DEL School Readiness - Local Funders General Contributions and Gifts Total Direct Services Personnel Staff Development Professional Services Occupancy Postage, Freight and Delivery Rentals Supplies Communications Insurance Tangible Personal Property Quality Travel Other Operating Depreciation	36,889,169 970,336 1,244,208 304,725 39,408,437 5,119,627 22,167 418,747 469,361 50,976 4,059 42,507 14,729 66,788 43,868 541,688 19,727 101,143	37,759,449 824,013 996,965 263,845 39,844,271 5,051,861 48,258 461,569 300,691 3,607 1,253 61,610 8,018 51,688 76,917 904,157 36,042 251,386	870,280 (146,323) (247,243) (40,880) 435,834 (67,766) 26,091 42,823 (168,670) (47,369) (2,806) 19,104 (6,710) (15,100) 33,050 362,468 16,315 150,243	-17.8% 0.0% 0.0% 1.13% 54.1% 9.3% -56.1% -1313.1% -224.0% 31.0% -33.7% -29.2% 43.0% 40.1% 45.3% 59.8% 0.0%	1,412,593 1,804,351 452,305 67,410,750 8,777,187 60,312 857,536 702,959 53,735 5,032 103,314 20,958 109,208 118,787 1,193,854 47,422 292,937	1,319,509 1,800,609 452,305 63,717,480 9,488,743 103,518 528,692 538,905 4,777 15,748 63,982 35,501 51,211 105,906 1,346,035 67,606 486,674	93,084 3,742 	-4 63 102 -6 6 -4 11 1 -1 -2 -3
ogram Expe	nses pol Readiness Direct Services School Readiness Match - DEL School Readiness - Local Funders General Contributions and Gifts Total Direct Services Personnel Staff Development Professional Services Occupancy Postage, Freight and Delivery Rentals Supplies Communications Insurance Tangible Personal Property Quality Travel Other Operating Depreciation Other Operating Expenses	36,889,169 970,336 1,244,208 304,725 39,408,437 5,119,627 22,167 418,747 469,361 50,976 4,059 42,507 14,729 66,788 43,368 541,688 19,727 101,143 -	37,759,449 824,013 996,965 263,845 39,844,271 5,051,861 48,258 461,569 300,691 3,607 1,253 61,610 8,018 51,688 76,917 904,157 36,042 251,386 -	870,280 (146,323) (247,243) (40,880) 435,834 (67,766) 26,091 42,823 (168,670) (47,369) (2,806) 19,104 (6,710) (15,100) 33,050 362,468 16,315 150,248 16,315	-17.8% 0.0% 0.0% 1.1% 54.1% 9.3% -1313.1% -224.0% 31.0% -29.2% 43.0% 40.1% 45.3% 59.8% 0.0% 0.8%	1,412,593 1,804,351 452,305 67,410,750 8,777,187 60,312 857,536 702,959 53,735 5,032 103,314 20,958 109,208 118,787 1,193,854 47,422 292,937 -	1,319,509 1,800,609 452,305 63,717,480 9,488,743 103,518 528,692 538,905 4,777 15,748 63,982 35,501 51,211 105,906 1,346,035 67,606 486,674 -	93,084 3,742 3,693,270 (711,556) (43,206) 328,844 164,055 48,957 (10,716) 39,333 (14,543) 57,997 12,881 (152,181) (20,185) (193,737) -	-4 63 102 -6 6 -4 11 1 -1 -2 -3
ogram Expe	nses pol Readiness Direct Services School Readiness Match - DEL School Readiness - Local Funders General Contributions and Gifts Total Direct Services Personnel Staff Development Professional Services Occupancy Postage, Freight and Delivery Rentals Supplies Communications Insurance Tangible Personal Property Quality Travel Other Operating Depreciation Other Operating Expenses ELCHC Operating	36,889,169 970,336 1,244,208 304,725 39,408,437 5,119,627 22,167 418,747 469,361 50,976 4,059 42,507 14,729 66,788 43,868 541,688 19,727 101,143 - 1,795,759 6,915,386	37,759,449 824,013 996,965 263,845 39,844,271 5,051,861 48,258 461,569 300,691 3,607 1,253 61,610 8,018 51,688 51,688 51,688 76,917 904,157 36,042 251,386	870,280 (146,323) (247,243) (40,880) 435,834 (67,766) 26,091 42,823 (168,670) (47,369) (2,806) 19,104 (6,710) (15,100) 33,050 362,468 16,315 150,245 - -	-17.8% 0.0% 0.0% 1.1% 54.1% 9.3% -56.1% -1313.1% -224.0% 31.0% -29.2% 43.0% 43.3% 59.8% 0.0% 18.6% 44.0%	1,412,593 1,804,351 452,305 67,410,750 8,777,187 60,312 857,536 702,959 53,735 5,032 103,314 20,958 109,208 118,787 1,193,854 47,422 292,937 1,193,854 47,422 292,937 - - - 3,566,055 12,343,241	1,319,509 1,800,609 452,305 63,717,480 9,488,743 103,518 528,692 538,905 4,777 15,748 63,982 33,501 51,211 105,906 1,346,035 67,606 486,674 - - 3,348,556 12,837,299	93,084 3,742 	-44 -44 -66 -66 -66 -66 -44 -11 -11 -11 -22 -38 (((((
ogram Expe	nses pol Readiness Direct Services School Readiness Match - DEL School Readiness Match - DEL School Readiness - Local Funders General Contributions and Gifts Total Direct Services Personnel Staff Development Professional Services Occupancy Postage, Freight and Delivery Rentals Supplies Communications Insurance Tangible Personal Property Quality Travel Other Operating Depreciation Other Operating Expenses ELCHC Operating CCL/ECC	36,889,169 970,336 1,244,208 304,725 39,408,437 5,119,627 22,167 418,747 469,361 50,976 4,059 42,507 14,729 66,788 43,868 541,688 19,727 101,143 - 1,795,759 6,915,386 544,616	37,759,449 824,013 996,965 263,845 39,844,271 5,051,861 48,258 461,569 300,691 3,607 1,253 61,610 8,018 51,688 76,917 904,157 36,042 251,386 - - 2,205,197 7,219,558 692,640	870,280 (146,323) (247,243) (40,880) 435,834 (67,766) 26,091 42,823 (168,670) (47,369) (2,806) 19,104 (6,710) (15,100) 33,050 362,468 16,315 150,243 - - - - - - - - - - - - - - - - - - -	-17.8% 0.0% 0.0% 1.1% 1.3% 54.1% 9.3% -56.1% -1313.1% -224.0% 31.0% -33.7% -29.2% 43.0% 40.1% 45.3% 59.8% 0.0% 18.6% 44.0% 21.4%	1,412,593 1,804,351 452,305 67,410,750 8,777,187 60,312 857,536 702,959 53,735 5,032 103,314 20,958 109,208 118,787 1,193,854 47,422 292,937 - - 3,566,055 12,343,241 1,192,383	1,319,509 1,800,609 452,305 63,717,480 9,488,743 103,518 528,692 538,905 4,777 15,748 63,982 35,501 51,211 105,906 1,346,035 67,606 486,674 - - - 3,348,556 12,837,299 1,192,383	93,084 3,742 3,693,270 (711,556) (43,206) 328,844 164,055 48,957 (10,716) 39,333 (14,543) 57,997 12,881 (152,181) (20,185) (193,737) -	4 63 102 -66 6 -4 111 1 -1 -1 -2 -3
ogram Expe	nses pol Readiness Direct Services School Readiness Match - DEL School Readiness - Local Funders General Contributions and Gifts Total Direct Services Personnel Staff Development Professional Services Occupancy Postage, Freight and Delivery Rentals Supplies Communications Insurance Tangible Personal Property Quality Travel Other Operating Depreciation Other Operating Expenses ELCHC Operating CCL/ECC Inclusion Cost	36,889,169 970,336 1,244,208 304,725 39,408,437 5,119,627 418,747 469,361 50,976 4,059 42,507 14,729 66,788 43,868 541,688 19,727 101,143 - 1,795,759 6,915,386 544,616 61,250	37,759,449 824,013 996,965 263,845 39,844,271 5,051,861 48,258 461,569 300,691 3,607 1,253 61,610 8,018 51,688 76,917 904,157 36,042 251,386 	870,280 (146,323) (247,243) (40,880) 435,834 (67,766) 26,091 42,823 (168,670) (47,369) (2,806) 19,104 (6,710) (15,100) 33,050 362,468 16,315 150,243 	-17.8% 0.0% 0.0% 1.1% -1.3% -56.1% -1313.1% -224.0% 31.0% -83.7% -29.2% 40.1% 45.3% 59.8% 0.0% 18.6% 44.0% 21.4% 57.1%	1,412,593 1,804,351 452,305 67,410,750 8,777,187 60,312 857,536 702,959 53,735 5,032 103,314 20,958 109,208 118,787 1,193,854 47,422 292,937 - - 3,566,055 12,343,241 1,192,383 245,000	1,319,509 1,800,609 452,305 63,717,480 9,488,743 103,518 528,692 538,905 4,777 15,748 63,982 35,501 51,211 105,906 1,346,035 67,606 486,674 - - - 3,348,566 12,837,299 1,192,383 245,000	93,084 3,742 3,693,270 (711,556) (43,206) 328,844 164,055 48,957 (10,716) 39,333 (14,543) 57,997 12,881 (152,181) (20,185) (193,737) -	-44 -44 -44 -44 -66 -66 -66 -66 -66 -66
ogram Expe Scho	nses pol Readiness Direct Services School Readiness Match - DEL School Readiness - Local Funders General Contributions and Gifts Total Direct Services Personnel Staff Development Professional Services Occupancy Postage, Freight and Delivery Rentals Supplies Communications Insurance Tangible Personal Property Quality Travel Other Operating Depreciation Other Operating Expenses ELCHC Operating CCL/ECC Inclusion Cost Scholarships and Other	36,889,169 970,336 1,244,208 304,725 39,408,437 5,119,627 22,167 418,747 469,361 50,976 4,059 42,507 14,729 66,788 43,868 541,688 19,727 101,143 - 1,795,759 6,915,386 544,616 61,250 209,721	37,759,449 824,013 996,965 263,845 39,844,271 5,051,861 48,258 461,569 300,691 3,607 1,253 61,610 8,018 51,688 51,688 51,688 76,917 904,157 36,042 251,386 - - 2,205,197 7,219,558 692,640 142,917 43,646	870,280 (146,323) (247,243) (40,880) 435,834 (67,766) 26,091 42,823 (168,670) (47,369) (2,806) 19,104 (6,710) (15,100) 33,050 362,468 16,315 150,243 	-17.8% 0.0% 0.0% 1.1% -1.3% 54.1% 9.3% -56.1% -1313.1% -224.0% 31.0% -224.0% 31.0% -29.2% 43.0% 40.1% 45.3% 59.8% 0.0% 18.6% 44.0% 21.4% 57.1% -380.5%	1,412,593 1,804,351 452,305 67,410,750 8,777,187 60,312 857,536 702,959 53,735 5,032 103,314 20,958 109,208 118,787 1,193,854 47,422 292,937 - - 3,566,055 12,343,241 1,192,383 245,000 926,000	1,319,509 1,800,609 452,305 63,717,480 9,488,743 103,518 528,692 538,905 4,777 15,748 63,982 35,501 51,211 105,906 1,346,035 67,606 486,674 - - 3,348,556 12,837,299 1,192,333 245,000 212,835	93,084 3,742 3,693,270 (711,556) (43,206) 328,844 164,055 48,957 (10,716) 39,333 (14,543) 57,997 12,881 (152,181) (20,185) (193,737) - - - - -	4 66 31 1022 -66 6 -4 111 1 -1 -2 -3 -
igram Expe Scho	nses pol Readiness Direct Services School Readiness Match - DEL School Readiness - Local Funders General Contributions and Gifts Total Direct Services Personnel Staff Development Professional Services Occupancy Postage, Freight and Delivery Rentals Supplies Communications Insurance Tangible Personal Property Quality Travel Other Operating Depreciation Other Operating Expenses ELCHC Operating CCL/ECC Inclusion Cost	36,889,169 970,336 1,244,208 304,725 39,408,437 5,119,627 418,747 469,361 50,976 4,059 42,507 14,729 66,788 43,868 541,688 19,727 101,143 - 1,795,759 6,915,386 544,616 61,250	37,759,449 824,013 996,965 263,845 39,844,271 5,051,861 48,258 461,569 300,691 3,607 1,253 61,610 8,018 51,688 76,917 904,157 36,042 251,386 	870,280 (146,323) (247,243) (40,880) 435,834 (67,766) 26,091 42,823 (168,670) (47,369) (2,806) 19,104 (6,710) (15,100) 33,050 362,468 16,315 150,243 	-17.8% 0.0% 0.0% 1.1% -1.3% -56.1% -1313.1% -224.0% 31.0% -83.7% -29.2% 40.1% 45.3% 59.8% 0.0% 18.6% 44.0% 21.4% 57.1%	1,412,593 1,804,351 452,305 67,410,750 8,777,187 60,312 857,536 702,959 53,735 5,032 103,314 20,958 109,208 118,787 1,193,854 47,422 292,937 - - 3,566,055 12,343,241 1,192,383 245,000	1,319,509 1,800,609 452,305 63,717,480 9,488,743 103,518 528,692 538,905 4,777 15,748 63,982 35,501 51,211 105,906 1,346,035 67,606 486,674 - - - 3,348,566 12,837,299 1,192,383 245,000	93,084 3,742 3,693,270 (711,556) (43,206) 328,844 164,055 48,957 (10,716) 39,333 (14,543) 57,997 12,881 (152,181) (20,185) (193,737) -	-4 6 3 102 -6 6 -4 11 1 -1 -2 -3
pgram Expe Scho	nses pol Readiness Direct Services School Readiness Match - DEL School Readiness Match - DEL School Readiness - Local Funders General Contributions and Gifts Total Direct Services Personnel Staff Development Professional Services Occupancy Postage, Freight and Delivery Rentals Supplies Communications Insurance Tangible Personal Property Quality Travel Other Operating Depreciation Other Operating Expenses ELCHC Operating CCL/ECC Inclusion Cost Scholarships and Other al School Readiness & Other Expenses	36,889,169 970,336 1,244,208 304,725 39,408,437 5,119,627 22,167 418,747 469,361 50,976 4,059 42,507 14,729 66,788 43,868 541,688 19,727 101,143 - 1,795,759 6,915,386 544,616 61,250 209,721	37,759,449 824,013 996,965 263,845 39,844,271 5,051,861 48,258 461,569 300,691 3,607 1,253 61,610 8,018 51,688 51,688 51,688 76,917 904,157 36,042 251,386 - - 2,205,197 7,219,558 692,640 142,917 43,646	870,280 (146,323) (247,243) (40,880) 435,834 (67,766) 26,091 42,823 (168,670) (47,369) (2,806) 19,104 (6,710) (15,100) 33,050 362,468 16,315 150,243 	-17.8% 0.0% 0.0% 1.1% -1.3% 54.1% 9.3% -56.1% -1313.1% -224.0% 31.0% -224.0% 31.0% -29.2% 43.0% 40.1% 45.3% 59.8% 0.0% 18.6% 44.0% 21.4% 57.1% -380.5%	1,412,593 1,804,351 452,305 67,410,750 8,777,187 60,312 857,536 702,959 53,735 5,032 103,314 20,958 109,208 118,787 1,193,854 47,422 292,937 - - 3,566,055 12,343,241 1,192,383 245,000 926,000	1,319,509 1,800,609 452,305 63,717,480 9,488,743 103,518 528,692 538,905 4,777 15,748 63,982 35,501 51,211 105,906 1,346,035 67,606 486,674 - - 3,348,556 12,837,299 1,192,333 245,000 212,835	93,084 3,742 3,693,270 (711,556) (43,206) 328,844 164,055 48,957 (10,716) 39,333 (14,543) 57,997 12,881 (152,181) (20,185) (193,737) - - - - -	-4 6 3 102 -6 6 -4 11 1 -1 -2 -3
ogram Exper Scho Tota Change in N GOALS	nses pol Readiness Direct Services School Readiness Match - DEL School Readiness - Local Funders General Contributions and Gifts Total Direct Services Personnel Staff Development Professional Services Occupancy Postage, Freight and Delivery Rentals Supplies Communications Insurance Tangible Personal Property Quality Travel Other Operating Depreciation Other Operating Expenses ELCHC Operating CCL/ECC Inclusion Cost Scholarships and Other al School Readiness & Other Expenses Net Assets	36,889,169 970,336 1,244,208 304,725 39,408,437 5,119,627 22,167 418,747 469,361 50,976 4,059 42,507 14,729 66,788 43,368 541,688 19,727 101,143 - - 1,795,759 6,915,386 544,616 61,250 209,721 47,139,411 430,150	37,759,449 824,013 996,965 263,845 39,844,271 5,051,861 48,258 461,569 300,691 3,607 1,253 61,610 8,018 51,688 51,688 51,688 76,917 904,157 36,042 251,386 692,640 142,917 43,646 47,943,031	870,280 (146,323) (247,243) (40,880) 435,834 (67,766) 26,091 42,823 (168,670) (47,369) (2,806) 19,104 (6,710) (15,100) 33,050 362,468 16,315 150,248 16,315 150,248 5,427,855 148,024 81,667 (166,076) 5,927,304 (430,150)	-17.8% 0.0% 0.0% 1.1% -1.3% 54.1% 9.3% -56.1% -1313.1% -224.0% 31.0% -224.0% 31.0% -29.2% 43.0% 40.1% 45.3% 59.8% 0.0% 18.6% 44.0% 21.4% 57.1% -380.5% 12.4%	1,412,593 1,804,351 452,305 67,410,750 8,777,187 60,312 857,536 702,959 53,735 5,032 103,314 20,958 109,208 118,787 1,193,854 47,422 292,937 - 3,566,055 12,343,241 1,192,383 245,000 926,000 82,117,374	1,319,509 1,800,609 452,305 63,717,480 9,488,743 103,518 528,692 538,905 4,777 15,748 63,982 35,501 51,211 105,906 1,346,035 67,606 486,674 - 3,348,556 12,837,299 1,192,333 245,000 212,835 78,204,997	93,084 3,742 3,693,270 (711,556) (43,206) 328,844 164,055 48,957 (10,716) 39,333 (14,543) 57,997 12,881 (152,181) (20,185) (193,737) - - - - - - - - - - - - - -	-4 6 3 1022-66 6 -4 111 1 -11 -22 -3
ogram Exper Scho Tota Change in N GOALS < 5.00 %	nses pol Readiness Direct Services School Readiness Match - DEL School Readiness Match - DEL School Readiness - Local Funders General Contributions and Gifts Total Direct Services Personnel Staff Development Professional Services Occupancy Postage, Freight and Delivery Rentals Supplies Communications Insurance Tangible Personal Property Quality Travel Other Operating Depreciation Other Operating Expenses ELCHC Operating CCL/ECC Inclusion Cost Scholarships and Other al School Readiness - Admin	36,889,169 970,336 1,244,208 304,725 39,408,437 5,119,627 22,167 418,747 469,361 50,976 4,059 42,507 14,729 66,788 43,868 541,688 19,727 101,143 19,727 101,143 - 1,795,759 6,915,386 544,616 61,250 209,721 47,139,411	37,759,449 824,013 996,965 263,845 39,844,271 5,051,861 48,258 461,569 300,691 3,607 1,253 61,610 8,018 51,688 51,688 51,688 76,917 904,157 36,042 251,386 - - 2,205,197 7,219,558 692,640 142,917 43,646	870,280 (146,323) (247,243) (40,880) 435,834 (67,766) 26,091 42,823 (168,670) (47,369) (2,806) 19,104 (6,710) (15,100) (15,100) 33,050 362,468 16,315 150,243 	-17.8% 0.0% 0.0% 1.1% -1.3% 54.1% 9.3% -56.1% -1313.1% -224.0% 31.0% -224.0% 31.0% -29.2% 43.0% 40.1% 45.3% 59.8% 0.0% 18.6% 44.0% 21.4% 57.1% -380.5%	1,412,593 1,804,351 452,305 67,410,750 8,777,187 60,312 857,536 702,959 53,735 5,032 103,314 20,958 109,208 118,787 1,193,854 47,422 292,937 - - 3,566,055 12,343,241 1,192,383 245,000 926,000	1,319,509 1,800,609 452,305 63,717,480 9,488,743 103,518 528,692 538,905 4,777 15,748 63,982 35,501 51,211 105,906 1,346,035 67,606 486,674 - - 3,348,556 12,837,299 1,192,333 245,000 212,835	93,084 3,742 	
ogram Exper Scho Tota	nses pol Readiness Direct Services School Readiness Match - DEL School Readiness - Local Funders General Contributions and Gifts Total Direct Services Personnel Staff Development Professional Services Occupancy Postage, Freight and Delivery Rentals Supplies Communications Insurance Tangible Personal Property Quality Travel Other Operating Depreciation Other Operating Expenses ELCHC Operating CCL/ECC Inclusion Cost Scholarships and Other al School Readiness & Other Expenses Net Assets	36,889,169 970,336 1,244,208 304,725 39,408,437 5,119,627 22,167 418,747 469,361 50,976 4,059 42,507 14,729 66,788 43,368 541,688 19,727 101,143 - - 1,795,759 6,915,386 544,616 61,250 209,721 47,139,411 430,150	37,759,449 824,013 996,965 263,845 39,844,271 5,051,861 48,258 461,569 300,691 3,607 1,253 61,610 8,018 51,688 51,688 51,688 76,917 904,157 36,042 251,386 692,640 142,917 43,646 47,943,031	870,280 (146,323) (247,243) (40,880) 435,834 (67,766) 26,091 42,823 (168,670) (47,369) (2,806) 19,104 (6,710) (15,100) 33,050 362,468 16,315 150,248 16,315 150,248 5,427,855 148,024 81,667 (166,076) 5,927,304 (430,150)	-17.8% 0.0% 0.0% 1.1% -1.3% 54.1% 9.3% -56.1% -1313.1% -224.0% 31.0% -224.0% 31.0% -29.2% 43.0% 40.1% 45.3% 59.8% 0.0% 18.6% 44.0% 21.4% 57.1% -380.5% 12.4%	1,412,593 1,804,351 452,305 67,410,750 8,777,187 60,312 857,536 702,959 53,735 5,032 103,314 20,958 109,208 118,787 1,193,854 47,422 292,937 - 3,566,055 12,343,241 1,192,383 245,000 926,000 82,117,374	1,319,509 1,800,609 452,305 63,717,480 9,488,743 103,518 528,692 538,905 4,777 15,748 63,982 35,501 51,211 105,906 1,346,035 67,606 486,674 - 3,348,556 12,837,299 1,192,333 245,000 212,835 78,204,997	93,084 3,742 3,693,270 (711,556) (43,206) 328,844 164,055 48,957 (10,716) 39,333 (14,543) 57,997 12,881 (152,181) (20,185) (193,737) - - - - - - - - - - - - - -	
ogram Exper Scho Scho Scho Scho Scho GOALS < 5.00 %	nses pol Readiness Direct Services School Readiness Match - DEL School Readiness Match - DEL School Readiness - Local Funders General Contributions and Gifts Total Direct Services Personnel Staff Development Professional Services Occupancy Postage, Freight and Delivery Rentals Supplies Communications Insurance Tangible Personal Property Quality Travel Other Operating Depreciation Other Operating Expenses ELCHC Operating CCL/ECC Inclusion Cost Scholarships and Other al School Readiness - Admin	36,889,169 970,336 1,244,208 304,725 39,408,437 5,119,627 22,167 418,747 469,361 50,976 4,059 42,507 14,729 66,788 43,368 541,688 19,727 101,143 - 1,795,759 6,915,386 544,616 61,250 209,721 47,139,411 430,150	37,759,449 824,013 996,965 263,845 39,844,271 5,051,861 48,258 461,569 300,691 3,607 1,253 61,610 8,018 51,688 76,917 904,157 36,042 251,366 47,943,031 - - - - - - - - - - - - - - - - - - -	870,280 (146,323) (247,243) (40,880) 435,834 (67,766) 26,091 42,823 (168,670) (47,369) (2,806) 19,104 (6,710) (15,100) 33,050 362,468 16,315 150,243 5,427,855 148,024 81,667 (166,076) 5,927,304 (430,150)	-17.8% 0.0% 0.0% 1.1% 9.3% -34.1% 9.3% -224.0% 31.0% -224.0% 31.0% -29.2% 43.0% 40.1% 45.3% 59.8% 0.0% 18.6% 18.6% 12.4%	1,412,593 1,804,351 452,305 67,410,750 8,777,187 60,312 857,536 702,959 53,735 5,032 103,314 20,958 109,208 118,787 1,193,854 47,422 292,937 - - - 3,566,055 12,343,241 1,192,383 245,000 926,000 82,117,374 -	1,319,509 1,800,609 452,305 63,717,480 9,488,743 103,518 528,692 538,905 4,777 15,748 63,982 33,501 51,211 105,906 1,346,035 67,606 486,674 - - - 3,348,556 12,837,299 1,192,383 245,000 212,835 78,204,997 -	93,084 3,742 	-4 63 102 -66 -4 111 -1 -2 -3

VPK Revenue

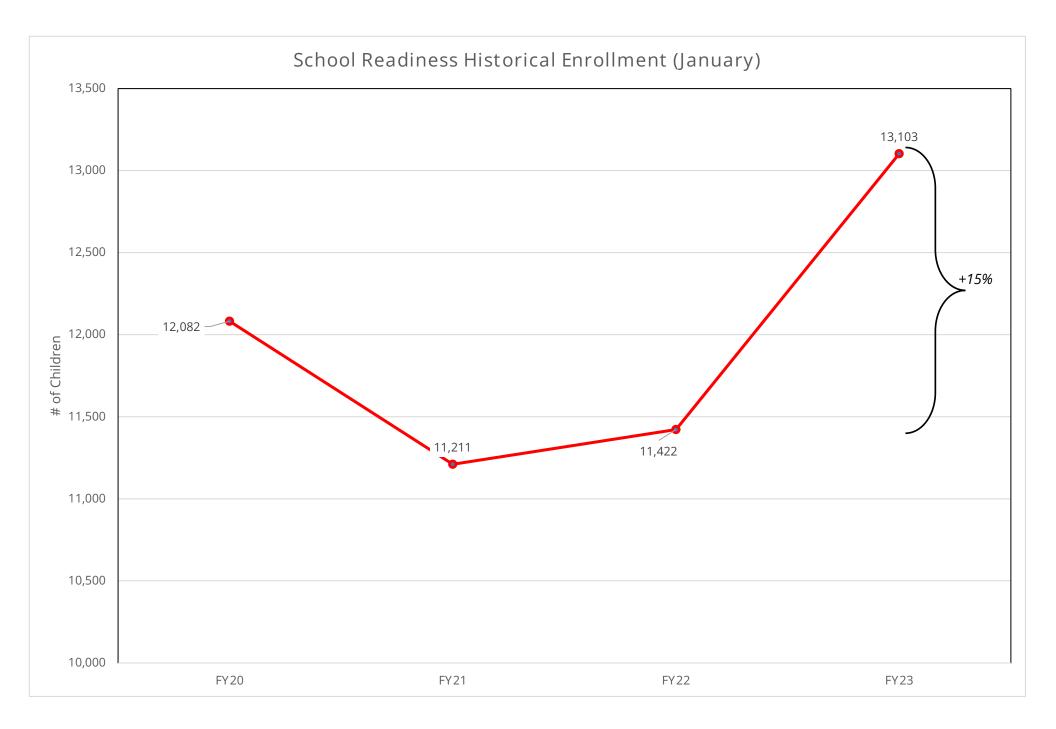
Voluntary Pre-Kindergarten	19,684,351	21,466,373	(1,782,022)	-8.3%	38,308,758	41,560,023	(3,251,265)	-7.8%
Total VPK Revenue	19,684,351	21,466,373	(1,782,022)	-8.3%	38,308,758	41,560,023	(3,251,265)	-7.8%
Voluntary Pre-Kindergarten								
Direct Services	18,977,084	20,539,112	1,562,028	7.6%	37,094,219	39,897,622	(2,803,403)	-7.0%
Personnel	285,088	547,719	262,631	47.9%	688,955	1,017,628	(328,673)	-32.3%
Staff Development	1,951	8,085	6,134	75.9%	8,212	16,005	(7,793)	-48.7%
Professional Services	59,502	55,778	(3,724)	-6.7%	84,545	115,858	(31,313)	-27.0%
Occupancy	46,570	49,309	2,739	5.6%	62,972	61,095	1,876	3.1%
Postage, Freight and Delivery	7,359	409	(6,950)	-1699.8%	7,469	523	6,947	1329.0%
Rentals	755	205	(550)	-267.5%	823	3,752	(2,929)	-78.1%
Supplies	38,661	38,495	(166)	-0.4%	64,928	5,118	59,810	1168.5%
Communications	2,389	1,315	(1,074)	-81.7%	2,826	4,082	(1,255)	-30.8%
Insurance	11,281	10,121	(1,159)	-11.5%	13,010	5,944	7,066	118.9%
							-	<u> </u>

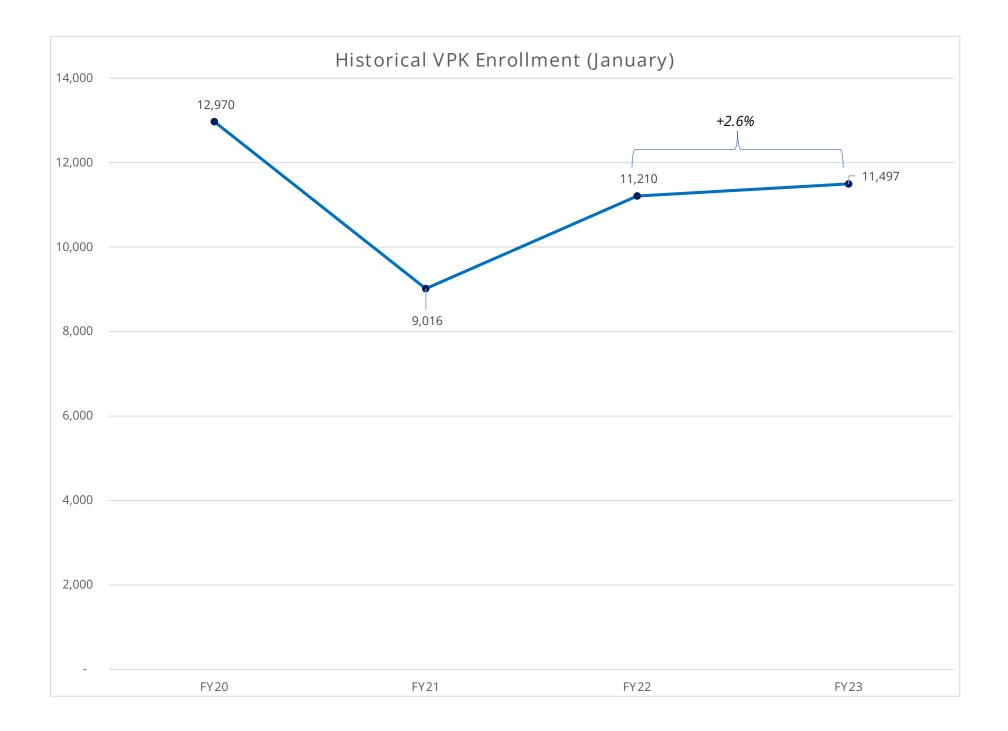


			January 31						
		Actual	Budget	Difference		Actual	Budget	Difference	
				YTD favorable			2023	YTD favorable	
		YTD	YTD	/(unfavorable)	%	2023 Forecast	Budget	/(unfavorable)	%
Tan	gible Personal Property	138,814	161,959	23,144	14.3%	249,805	13,693	236,112	1724.3%
Qua		86,836	7,965	(78,872)	-990.2%	191	5,689	(5,498)	
Trav	vel	3,253	4,908	1,655	33.7%	4,808	2,594	2,214	85.4%
Oth	er Operating	12,517	40,994	28,477	69.5%	25,994	10,977	15,017	136.8%
Dep	preciation	-	-	-	0.0%	-	-	-	0.0%
Oth	er Operating Expenses	409,889	379,543	(30,346)	-8.0%	525,584	245,330	280,255	114.2%
ELC	HC Operating	694,977	927,261	232,285	25.1%	1,214,540	1,662,401	(447,861)	-26.9%
Total Vol	untary Pre-Kindergarten	19,672,060	21,466,373	2,233,822	10.4%	38,308,758	41,560,023	(3,251,265)	-8%
VPK Change in Net	Assets	12,291	-	(12,291)	-	-	-	-	0.0%
GOALS									
< 4.00 % VP	K - Admin	2.3%	3.6%	-1.2%	-34.8%	2.8%	3.3%	-0.5%	-15.5%
American Rescue Pl	an Act (ARPA)								
ARPA		56,502,184	53,191,257	3,310,927	6.2%	98,557,125	80,753,518	17,803,606	22.0%
Total ARPA Revenue	e	56,502,184	53,191,257	3,310,927	6.2%	98,557,125	80,753,518	17,803,606	22.0%
ARPA Dire	ect Services	56,360,673	52,112,025	(4,248,647)	-8.2%	96,707,014	79,841,127	16,865,886	21.1%
	HC Operating	141,511	1,079,231	937,720	86.9%	1,850,111	912,391	937,720	100.0%
Total ARF		56,502,184	53,191,257	(1,442,501)	-2.7%	98,557,125	80,753,518	17,803,606	22.0%
ADDA Change in New									
ARPA Change in Net		_					-		
CRSSA - ROAFS -OU	TREACH								
ROAFS -O	UTREACH	223,436	333,848	(110,412)	-33.1%	572,311	355,000	217,311	61.2%
Total CRSSA - ROAF	S -OUTREACH Revenue	223,436	333,848	(110,412)	-33.1%	572,311	355,000	217,311	61.2%
ELC	ect Services HC Operating	223,436	- 333,848	110,412	33.1%	- 572,311	- 355,000	217,311	61.2%
Total CRS	SSA - ROAFS -OUTREACH	223,436	333,848	110,412	33.1%	572,311	355,000	217,311	61.2%
CRSSA - ROAFS -OU	TREACH	-	-	-	-	-	-		-
CRSSA / ARPA - Wo	rforce								
CRSSA AL	DMIN	151,080	151,947	(867)	-0.6%	260,481	-	260,481	100.0%
Workforc	e	3,169,908	4,565,289	(1,395,381)	-30.6%	8,842,276	1,863,452	6,978,824	374.5%
Total Workforce Rev	venue	3,320,988	4,717,236	(1,396,249)	-29.6%	9,102,757	1,863,452	7,239,305	388.5%
14/									
Worforce	ect Services	2,965,835	4,565,289	1,599,454	35.0%	8,842,276	1,399,743	7,442,533	531.7%
	HC Operating	355,176	4,303,289	(203,228)	-133.7%	260,481	463,709	(203,228)	(0)
Total Wo		3,321,011	4,717,236	1,396,226	29.6%	9,102,757	1,863,452	7,239,305	388.5%
						-, -, -	,,	,,	
Workforce Change i	in Net Assets	(23)	-	23	-	-	-		-
•	nent Grant (PDG) Revenues								
PDG Reve		195,509	226,115	(30,606)	-13.5%	386,460	-	386,460	100.0%
Total PDG Revenue		195,509	226,115	(30,606)	-13.5%	386,460		386,460	100.0%
•	nent Grant (PDG) Expenses ect Services		-	_		_	_	_	
	HC Operating	195,509	226,115	30,606	- 13.5%	- 386,460	-	386,460	- 100.0%
	G Expenses	195,509	226,115	30,606 30,606	13.5%	386,460	-	386,460	- 100.070
		199,909		30,000	_3.370	230,400		500,400	
PDG Change in Net	Assets	-	-	-	-	-	-		-
		127,496,028	127,877,861	(381,833)	-0.3%	229,044,785	202,736,990	26,307,795	13.0%
Total Revenue									
Total Revenue Total Expenses		127,053,610	127,877,861	(824,251)	-0.6%	229,044,785	202,736,990	26,307,795	13.0%

FY23 Revenue Forecast (\$225M) vs. Budget (\$199M)

	FORECAST	BUDGET	
School Readiness	78,223,027	74,225,380	Increase to SR Expansion, Special Needs and Gold Seal Funding
Voluntary Pre-Kindergarten	38,308,758	41,560,023	Decrease to VPK \$15 Incentive
American Rescue Plan Act	98,557,125	80,753,518	Increase for ARPA Phase II
CRSSA Funding	572,311	355,000	
Workforce Funding	9,102,757	1,863,452	Increase for Build a World Class Workforce Initiative
Preschool Development Grant	386,460	-	Funding extended until June 23





ELCHC EXECUTIVE COMMITTEE MEETING – April 10, 2023

CEO REPORT	ITEM V.

ISSUE:

CEO REPORT

Narrative: The CEO will review and discuss the following items:

- Legislative Update: Special Appropriations
- Children's Summit 2023-Update
- Provider Site Updates/Schedule for April 2023
- VPK Readiness Update
- Hillsborough Day 2023
- Children's Week 2023

(2 attachments)

Provider Site Visits with Dr. Hicks

April 2023

Friday, April 7, 2023 - No, provider visits due to holiday. Good Friday.

Friday, April 14, 2023 at 9:00-10:00 am Early Scholars Learning Academy-Ms. Thompson

Friday, April 21, 2023 at 9:00-10:00 am Harriette Jackson FCCH-Ms Jackson and perhaps her husband

Friday, April 28, 2023 at 9:00-10:00 am Little Wonders Learning Center-Ms. Tyson 23 9:00-10:00 am

*Please, e-mail Nancy Will if you would like to join Dr. Hicks on one of these visits. *E-mails have been sent out for these dates.



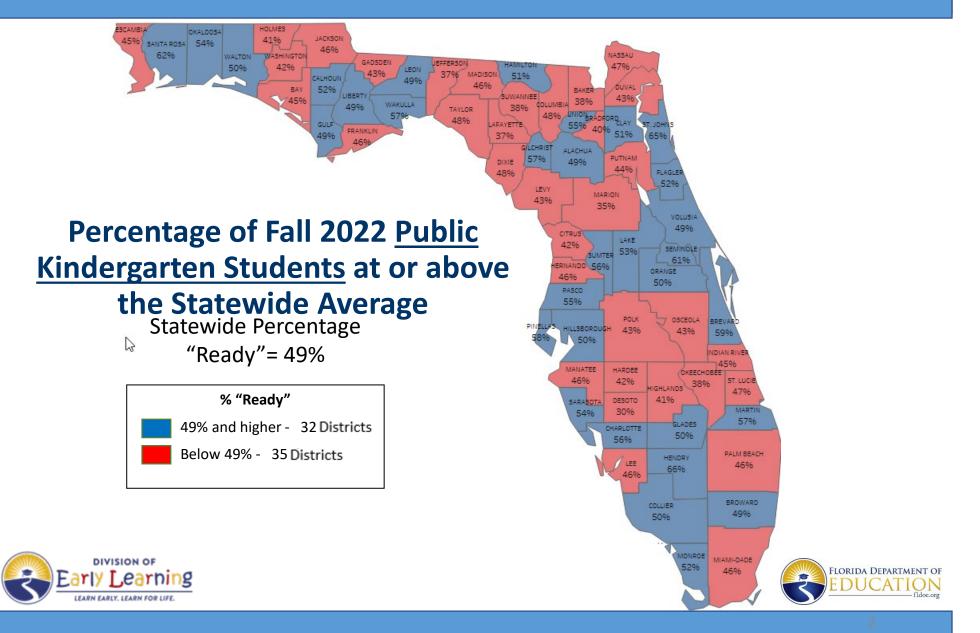
ELC ED/CEO Quarterly Meeting

March 30, 2023

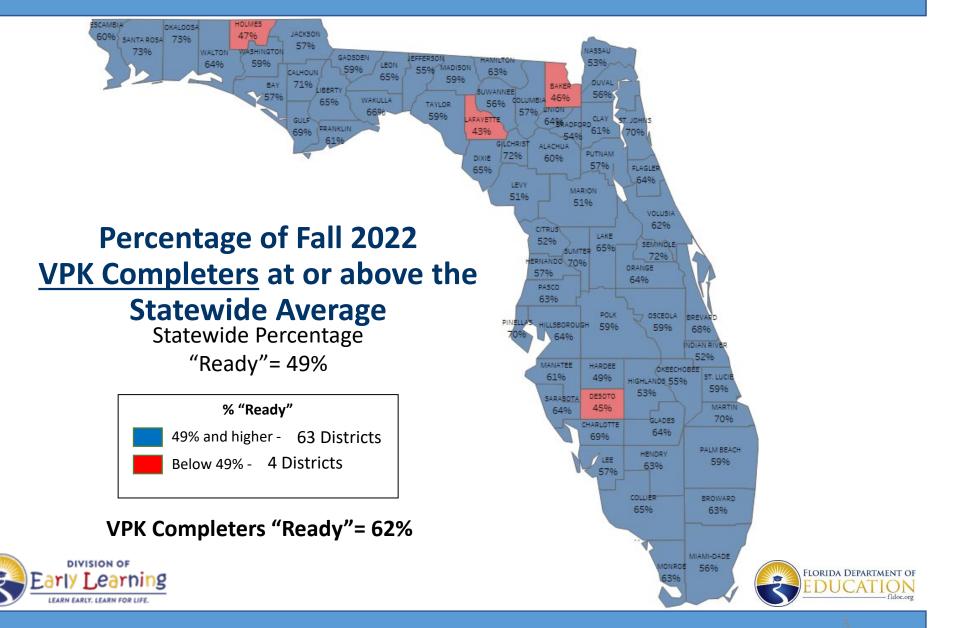




2022 FAST PM 1 Kindergarten Results by County



2022 FAST PM 1 VPK Completer Results by County



2022 FAST PM 1 Kindergarten Results

Percent Kindergarten Ready Students Statewide – Fall 2022

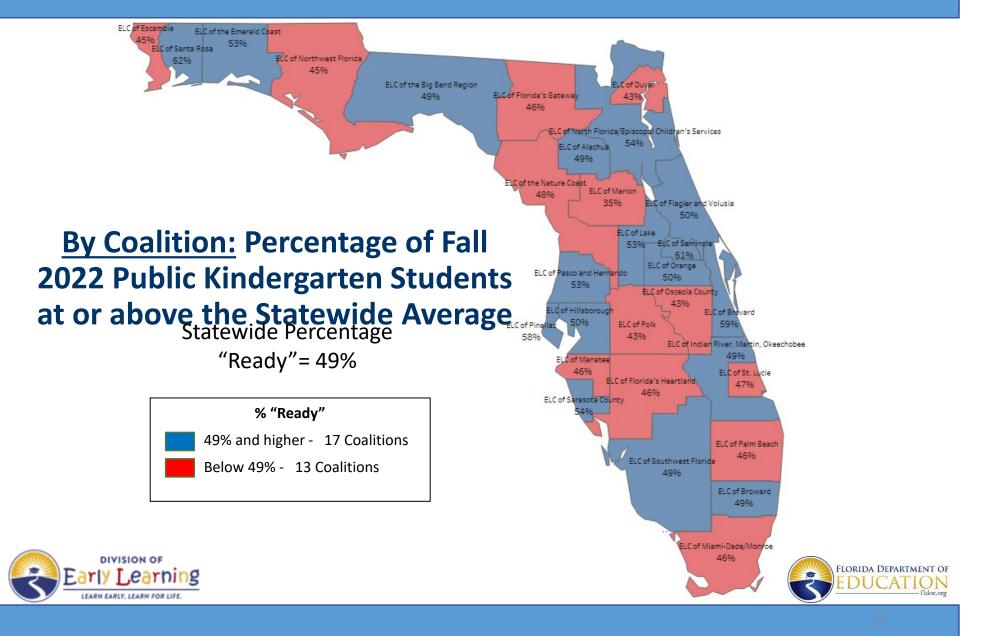
	Number of Test Takers	Number of Students "Ready"	Percent of Students "Ready"
All Kindergarten Students	188,511	92,755	49%
VPK Completers	92,794	57,154	62%
Non-VPK Completers	16,121	6,517	40%
Non-VPK Participants/			
Unmatched	79,325	29,012	37%

*Ready for K: Scoring 690+ on FAST Star Early Literacy

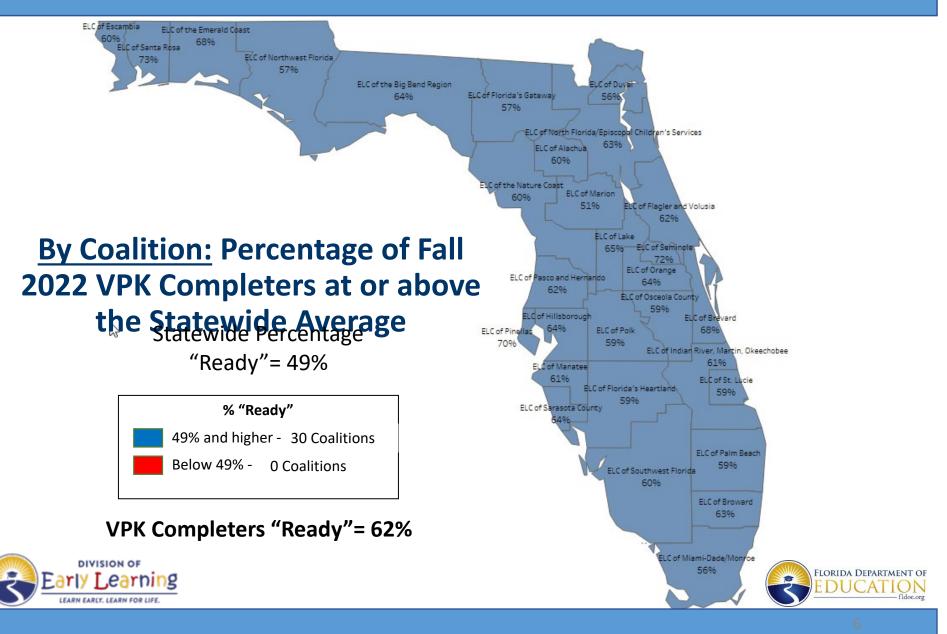




2022 FAST PM 1 Kindergarten Results by Coalition



2022 FAST PM 1 VPK Completer Results by Coalition



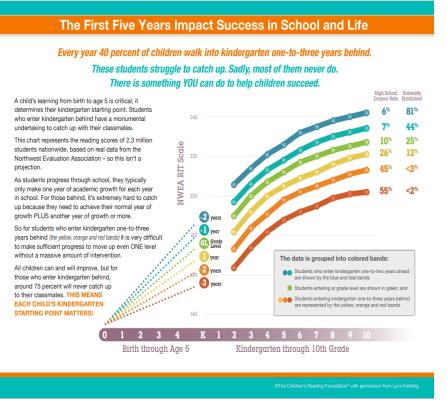
Why Kindergarten Readiness Matters?

If children enter kindergarten behind:

1 year – 26% chance of dropping out of high school

2 years – 45% chance of dropping out of high school

3 years – **55%** chance of dropping out of high school



Source: The Children's Reading Foundation with permission from Lynn Fielding

For children who enter kindergarten behind, roughly 75% will never catch up to their classmates.