



ELCHC Board of Directors Amended Meeting Agenda Packet

Monday, August 18, 2025

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

Tampa, FL 33619



ELCHC Board of Directors Amended Meeting Agenda

Monday, August 18, 2025

I. WELCOME & INTRODUCTIONS

A. Patel

A. Roll call/Quorum Verification

B. Pledge of Allegiance

II. PUBLIC COMMENT I

A. Patel

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 I must pertain to an item on the approved agenda. Statements or remarks must be related only to the business of the Board. 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. Mission Moment

K. Flannery

B. Top 10 Prospects for Children's Summit 2025

F. Hicks

IV. CONSENT AGENDA

A. Patel

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.

A. Approval of the August 18, 2025 Board of Directors Meeting Agenda

B. Approval of the June 23, 2025 Annual Board of Directors Draft Meeting Minutes - 4

C. Approve allocation of funds for Microsoft licensing and support (annual renewal) - 14

D. Approval to allocate funding for Lakeshore Learning Materials, LLC Contract Amendment FY 25-26 - 24

V. LEGAL REPORT

P. Quin, Esq.

A. Legal Report & Results of CEO Evaluation - 27

VI. ACTION ITEM

A. Approval of the FY 26 Budget - 28

VII. DISCUSSION

A. Patel

A. Review of Summit Leads

F. Hicks

VIII. COMMITTEE REPORTS

A. Patel

A. Executive Committee - 44

A. Patel

B. Governance Committee - 45

S. Robinson

- C. Finance Committee - 46
- D. Service Delivery and Efficiency Committee - 47
- E. Development & Outreach Committee - 48
- F. Provider Review Hearing Committee - 49
- G. Legislative Affairs Committee - 50

- F. Hicks
- A. Jae
- S. Robinson
- J. Jenkins
- G. Casanova
- G. Meyer

IX. FINANCIAL REPORT

- A. Budget to Actuals through April 30, 2025 - 51

X. CEO REPORT

- A. Legislative Priorities - 53
- B. Children's Summit 2025
- C. Budget Update

- F. Hicks

XI. SUPPLEMENTAL DOCUMENTS

- A. Summit 2025 Dashboard - 54

XII. ANNOUNCEMENTS

- A. Patel

XIII. 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. Statements or remarks must be related only to the business of the Board. 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.

- A. Patel

XIV. ADJOURNMENT

- A. Patel



Monday, June 23, 2025 at 3:00 pm
6302 E. Martin Luther King Jr. Blvd., Suite 100
Tampa, FL 33619

MEETING ATTENDANCE

Facilitator: Aakash Patel, Chair

Board Members Present:

Aakash Patel, Beth Pasek, Rebecca Bacon, Dr. Larissa Baia, Dr. Lise Fox, Amanda Jae, Dr. Shawn Robinson, Gino Casanova, Annette Eberhart, Michelle Zieziula, Adam Giery, Brian Mays, Ashley Porch, Felicia Thomas, Kelley Flannery, Adam Giery, Dr. Daira Barakat, and Noelle Wostal

Board Members Absent:

Jonathan Ferro, Chantal Porte, Alina Shaffer, Commissioner Myers, and Bob Hyde

ELCHC Staff:

Dr. Fred Hicks, Nancy Will, Gary Meyer, Sabrina Ruiz, Abigail Perez, Alison Fraga, Kelley Minney, Rebecca Salgado, Dominique Watson, Sonia Durarmurugan and Nichole Gonzalez

Other Attendees:

Attorney Paul Quin, Dennis Hebert, Hannah Goble, Molly Grant and Makayah McCannon

CALL TO ORDER

Quorum Verification

Noting an established quorum, Chairperson Aakash Patel called the meeting to order at 3:00 pm.

Pledge of Allegiance

Rebecca Bacon led the Pledge of Allegiance.

PUBLIC COMMENT I

No, public comment I.

Chair Patel asked that all Board of Director members as well as Early Learning Coalition staff and guests introduce themselves.

CHAIRMAN'S REPORT

A. Mission Moment

Noelle Wostal shared her mission moment and her passion for early education, starting directly after college working for an early learning center and moving into a teacher role followed by a director role opening pre-schools. Ms. Wostal stated that currently, she is not in the classroom but is working as a realtor however, being the mom of an adoption child she has learned that raising a child takes every resource available along with support and the importance of early learning is vital.



B. Guest: Hannah Goble, Director with University of Florida Lastinger Center.

Ms. Goble highlighted the following:

- Mission of UF Lastinger Center for Learning “Helping teachers teach and students learn”
- Mission improve the quality of teaching, learning, and childcare by researching, developing, and scaling educational innovations that put all learners on trajectories for lifelong success.
- Development & Implements-Professional Learning Programs
- Develops & Administers-State Initiatives

Ms. Goble shared many of the programs UF Lastinger offers for students from birth to 12th grade as well as educators at all levels.

C. Guest: Molly Grant, Association of Early Learning Coalitions

Ms. Grant gave a summary of the state budget. Ms. Grant highlighted the following:

- Income threshold was on the priority list for early learning
- States median income and this was a win this year effective October 1, 2025, will be 55% of state median income; will help low income two parent households
- Total \$1.6 Billion for Early Learning which is about \$100,000,000 less than FY 24-25
- Not many changes to Voluntary Prekindergarten (VPK) Program budget
- School Readiness (SR) -\$78 million deduction to overall SR program
- Special needs were reduced from \$5 million to \$2.5 million; Teach Scholarships saw an increase from \$17 million to \$19 million.

Ms. Grant shared that whatever money is left over from this fiscal year 25-26 will roll over to the next fiscal year 26-27. Ms. Grant shared many details of both the VPK and SR programs. Ms. Grant shared that currently, looking at long-term sustainability with all programs.

There were board questions as to why funding was cut and plans for future budget cuts. Ms. Grant shared the message that would continue to be taken to Tallahassee that early learning coalitions are not a welfare program but programs for long-term stability for low income working families and the education of early learners.

D. Guest: Makaylah Buchanan, Director of Early Learning for the Florida Chamber. Ms. Buchanan highlighted the following:

- Ms. Buchanan shared that Florida Chamber is the only Chamber in the nation that has a Director of Early Learning.
- Ms. Buchanan shared that Florida understands that to grow the state the workforce must grow.
- Ms. Buchanan shared that every dollar invested into early learning earns five dollars.
- Childcare tax credit
- Create, research and data driven team that tracks early learning throughout the state and the economic impact of investing in early learning.

CONSENT AGENDA

Chair Patel read through the following items under the Consent Agenda:

Approval of the June 23, 2025 Board of Directors Meeting Agenda

Approval of Board of Directors Draft Meeting Minutes- April 28 , 2025

Approval of FY 2025-2026 Board of Directors Meeting Schedule

Approval of allocation of funds for customer relationship management system
Approval of allocation of funds for summer boost research and evaluations
Approval of Bylaw edits

Adam Giery made a motion to remove Consent Agenda Item E. Allocation of funds for summer boost research and evaluation. Gino Casanova seconded the motion. The motion carried unanimously.

Dr. Shawn Robinon made a motion to approve the Consent Agenda minus Agenda Item E. Allocation of funds for summer boost research and evaluation. Dr. Jacquelyn Jenkins seconded. The motion carried unanimously.

Mr. Giery shared that he would like the board of directors that for project-based programs over \$150,000 to discuss before approving.

Dr. Fred Hicks, CEO ELCHC introduced Dr. Anthony from the University of South Florida, who conducted the testing and provided the materials for Summer Boost and measured the students after the program.

Dr. Anthony shared that the evaluation was designed to show that students did gain throughout the program. Dr. Anthony shared he was surprised to see gains in math, literacy and language gains of the students that participated in Summer Boost.

Amanda Jae, Chair of the Service Delivery & Efficiency committee shared that Dr. Anthony gave a more detailed presentation of the results, and the committee was impressed with the results of the Summer Boost.

There was discussion between State Summer Bridge and ELCHC's Summer Boost. Dr. Hicks explained the difference between the Summer Boost as a full day with the State's Summer Bridge being half-day. Dr. Hicks also shared that last year Summer Boost was a 4-week long program and this year it was expanded to 6-weeks.

Rebecca Bacon asked if the students that were in the program scored above 11% and asked if any students were invited that scored below 10% as this would be considered sub-planting as the grant from the Children's Board of Hillsborough County was specific to serve low scoring children above 11% on PM3 scores.

Tracye Brown explained that sub-planting may be in place as the state of Florida has a Summer Bridge program that is serving children who scored at the bottom 10% of tests.

Dr. Hicks explained that the requested was for research and evaluations as students were already in classrooms.

Rebecca Bacon, explained that another conversation with Dr. Hicks would be needed and The Children's Board would continue to fund Summer Boost.

Tracye Brown explained that Summer Bridge is serving the lowest of the low and serving the next tier is extremely important with Summer Boost through the ELCHC.

Mr. Giery shared that he pulled the item from the consent agenda is to ensure that programs are approved that are sustainable as continued budget short falls are projected in the future. Mr. Giery suggested that programs over \$150,000 should not be included under consent agenda but under action items for discussion.

Rebecca Bacon asked the ELCHC Board Attorney if she should vote on this item.

Paul Quin, ESQ of the ELCHC Board of Directors stated he did not see a reason she should not vote.

Adam Giery made the motion to approve the allocation of funds for summer boost research and evaluations. Amanda Jae seconded. The motion carried unanimously. Dr. Lise Fox abstained.

LEGAL REPORT

Paul Quin, ELCHC Board attorney, stated there were no legal issues against the ELCHC.

ACTION ITEMS

Nomination and election of ELCHC Board Officers.

Chair Patel shared that the treasurer of the ELCHC Board of Directors seat was vacant and opened the floor to a nomination.

Brian Mays nominated Johnathan Ferro as ELCHC Board treasurer and Finance Committee Chair. Ashley Porch seconded. The motion carried unanimously.

Chair Patel opened the floor for a nomination for ELCHC Board of Directors Vice Chair.

Dr. Larissa Baia made a motion to nominate Dr. Shawn Robinson for Vice Chair of the ELCHC Board of Directors. Ashley Porch made a second. The motion carried unanimously.

Chair Patel opened the floor for a nomination for ELCHC Treasurer.

Gino Casanova nominated Bob Hyde for ELCHC Board of Directors Treasurer. Amanda Jae seconded. The motion carried unanimously.

Chair Patel opened the floor for discussion on changes to committee appointments. There was board discussion.

Ashley Porch made a motion to approve the ELCHC Committee Appointments for the FY25-26 calendar year. Annette Eberhart made a second. The motion carried unanimously.

Executive Committee

Standing

1. Aakash Patel, Board Chair
2. Dr. Shawn Robinson, Vice-Chair & Chair, Governance Committee
3. Bob Hyde, Secretary
4. Jonathan Ferro, Treasurer & Chair, Finance Committee
5. Amanda Jae, Chair SD&E Committee

Finance Committee

Standing

1. Vacant, Chair
2. Dr. Jacquelyn Jenkins, Vice Chair
3. Wynton Geary
4. Noelle Wostal
5. Felicia Thomas
6. Dr. Daira Barakat

Governance Committee

Standing

1. Dr. Shawn Robinson, Chair
2. Brian Mays, Vice Chair
3. Adam Giery
4. Dr. Lise Fox
5. Dr. Larissa Baia
6. Aakash Patel
7. Alina Shaffer

Service Delivery and Efficiency & Committee

Standing

1. Amanda Jae, Chair
2. Rebecca Bacon, Vice Chair
3. Commissioner Gwen Myers
4. Dr. Larissa Baia
5. Annette Eberhart

Legislative Affairs Committee

Special

1. Gino Casanova, Chair
2. Brian Mays, Vice Chair
3. Amanda Jae
4. Aakash Patel
5. Tracye Brown

Provider Review Hearing Committee

Division of Early Learning (DEL) Required Committee

1. Dr. Jacquelyn Jenkins, Chair
2. Amanda Jae, Vice Chair
3. Beth Pasek
4. Noelle Wostal
5. Annette Eberhart

Development & Outreach Committee

Special

1. Dr. Shawn Robinson-Chair
2. Kelley Flannery-Vice Chair
3. Alina Shaffer
4. Felicia Thomas
5. Ashley Porch
6. Chantal Porte
7. Bob Hyde
8. Jonathan Ferro
9. Dr. Stephie Holmquist*

Approval of ELCHC Chief Executive Officer Evaluation Process

Chair of the ELCHC Governance Committee. Dr. Robinson shared that the state-created evaluation would be sent out by the ELCHC Chief Financial Officer, and it would be completed by August 30 by the Board of Directors. Dr. Robinson shared it would then be sent to the state by the deadline and if there was a merit increase it would go into effect at Dr. Hicks's work anniversary in November.

Brian Mays made a motion to approve the CEO evaluation and process as presented by Dr. Shawn Robinson. Adam Giery made a second. The motion carried unanimously.

Approval of the ELCHC Chief Executive Officer timeline and merit increase

Beth Pasek made a motion to approve the CEO timeline and merit increase as presented by Dr. Shawn Robinson. Amanda Jae made a second. The motion carried unanimously.

Discussion

Dr. Fred Hicks, shared a list of the top 17 corporations that have not responded to communications made for the Children's Summit 2025.

Chair Patel asked the board if anyone had any connections with any of the corporations.

There was board discussion.

COMMITTEE REPORTS

Executive Committee

Chair Patel shared the Executive Committee met on June 16, 2025 to discuss, approve and review the following:

- Approval of the April 14, 2025 Committee Meeting minutes
- Approval of the June 23, 2025 Board of Directors Draft Agenda
- Approval of the CEO Evaluation Process by recommendation of the Governance Committee to be sent to the full board
- Approval of the CEO merit increase with state evaluation deadline of August 30th by recommendation of the Governance Committee to be sent to the full board
- Committee Reports
 - Governance
 - Finance
 - Service Delivery & Efficiency
 - Legislative
 - Development & Outreach
 - Provider Review Hearing
- CEO Report
- Legislative Update
- Children's Summit 0225
- Summer Boost: VPK Performance Update
- Adjournment

Governance Committee

Dr. Shawn Robinson, reported:

The Governance Committee met on May 19, 2025 to approve, discuss, and review the following:

- January 27, 2025 Governance Committee meeting minutes
- Approve the CEO evaluation process & timeline
- Consider for Board Membership-Cayla Dougherty (did not review, lacking establishment of business)
- Discussion-Bylaw review
- Motion to approve grammatical edits to the by-laws as proposed by Mr. Paul Quin, Esq of the ELCHC Board of Directors for full board vote at the next board meeting.
- Legal Report
 - Paul Quin, Esq spoke to previous discussion on the following:
 - Sheriff appointment to the Board of Directors - cannot be done at the local level would have to be a state level change in Board members as outlined in state statute
 - Formation of new committee not as a standing committee by ad hoc resulted in the creation of the Development & Outreach Committee
 - Ensure that all Board of Directors live and/or work in Hillsborough County
 - Adding an additional Board member to the ELCHC Board of Directors-cannot be done per state statute; cannot be changed at the local level
- CEO Report
 - Legislative Update
 - Children's Summit Update
 - Day of Play
- Summer Boost: Update
- Announcement
 - Day of Play-June 7 from 10:00 am-12:00 noon at Victor Crist Community Complex
- Adjournment

Finance Committee

Dr. Fred Hicks reported that the Finance Committee did not meet during the last cycle of meetings. The Finance Committee will schedule a meeting once the state budget has been approved and coalitions are notified of their FY25-26 budget.

Service Delivery & Efficiency

Amanda Jae reported the Service Delivery & Efficiency Committee met on May 15, 2025, to discuss, review and approve the following:

- Approval of the April 3, 2025, Meeting minutes
- CEO Report
 - Legislative Update

- Children's Summit
- Day of Play

- Summer Boost Update
- Legal Report

Paul Quin, Esq for the Board of Directors reported on the following as follow-up from previous committee meeting:

- Addition of Provider Representative onto the SD&E Committee-The SD&E Committee is a standing committee, and a non-Board Member cannot serve on a standing committee
- Addition of a Provider Representative of a large center onto the ELCHC Board of Directors-per state statute and outlined under the state of Florida's Early Learning Coalitions board make-up this addition cannot be made at the local/county level. This change would have to occur at the state level with the backing of all Florida ELC's to then be approved by the state at a legislative level.
- In the fall of 2023, an election was held with results announced in 2024 for ELCHC Board of Directors Provider representatives as outlined in state statute. The winners were Amanda Jae for Representative of faith based childcare providers and Annette Eberhart for Representative for-profit childcare providers based on results voted by their peers.
- Announcement
 - Day of Play-June 7, 2025, at Victor Crist Community Complex
- Adjournment

DEVELOPMENT & OUTREACH

Dr. Shawn Robinson reported the Development & Outreach Committee met on May 14 & July 11, 2025 to discuss, review and approve the following:

- Approval of the April 9, 2025 & May 14, 2025, Meeting minutes
- Summit Host Committee Update
- Summit Updates
- Program Awareness
- CEO Report
 - Legislative Update
 - Children's Summit
 - Summer Boost
- Announcement
 - Day of Play-June 7 from 10:00 am to 12:00 noon at Victor Crist Community Complex
- Adjournment

PROVIDER REVIEW HEARING COMMITTEE

The Provider Review Hearing Committee met on the following dates:

The Provider Review Hearing Committee met on May 8, 2025, to hear A+ Learning Center vs Early Learning Coalition of Hillsborough County with the following outcome.

As a result, it was determined during the hearing on May 8, 2025, that A + Learning Center will be terminated from the program for a period of one (1) year, effective July 1, 2025.

The Provider Review Hearing Committee met on May 8, 2025, to hear Achievement Center vs Early Learning Coalition of Hillsborough County with the following outcome.

As a result, it was determined during the hearing on May 8, 2025, that the Achievement Center will not be terminated from the School Readiness program. To stay in good standing with the ELCHC, Achievement Center will be placed in a probationary status effective, May 8, 2025. The probation period is for 1 year, ending May 8, 2026. Any additional Class 1 or Class 2 violations could lead to immediate termination with due process. In addition, there will be 2 Technical Assistance (TA) onsite visits every 6 months during the 1-year probationary period. TA visits will be unannounced. Achievement Center will also be receiving a School Readiness Tier 2 monitoring during any program years the school is on probation.

The Provider Review Hearing Committee was scheduled on May 27, 2025, to hear La Petite Academy vs Early Learning Coalition of Hillsborough County. However, this hearing was cancelled due to revision of the Coalition's position on the case.

The Provider Review Hearing Committee was scheduled on June 10, 2025, to hear Simmons Child World vs Early Learning Coalition of Hillsborough County however, this hearing was cancelled due to lack quorum.

The Provider Review Hearing Committee met on June 12, 2025, to hear Vanguard Kids vs Early Learning Coalition of Hillsborough County with the following outcome.

It was determined that Vanguard Kids contract would not be terminated. However, the following conditions would apply during a 9-month probationary period.

- Realistic discussion about accreditation program
- (2) Technical Assist visits
- If level 1 violation or repeat Class 2 violations occurs, then contract would automatically be terminated with due process to follow at the discretion of the center.

LEGISLATIVE COMMITTEE

Gino Casanova reported that the committee had not met during the last cycle of meetings.

FINANCE REPORT

Dr. Fred Hicks, CEO reported budget to actuals through April 30, 2025, as presented in the agenda packet.

Dr. Fred Hicks also highlighted:

The Florida Legislative Session for 2025 has concluded. Beginning on March 4th, the session extended beyond its usual 60 days to finalize the state budget and related items. The session adjourned sine die (without setting another date) on June 17th, after 105 days, making it one of the longest in recent history. Final votes on the state's \$115.1 billion budget and accompanying

implementing and conforming bills. The \$115.1 billion budget is around \$3.5 billion less than the current year's spending plan. The only constitutional requirement during the regular session is to pass a balanced budget. The final budget for fiscal year 2025-26 is unique as it will be less than the previous fiscal year. This is the first time since 2011 that the state budget has decreased year over year.

Statewide, the school readiness early learning coalition budget was reduced from \$1.056B to \$978M, a decrease of \$78M. Hillsborough faces a net decrease of \$4.3M, which means over 800 fewer children being served. Despite this impact, there is a silver lining. Other larger coalitions, such as Palm Beach, are facing a reduction of over \$14M, and Duval is facing over a \$7M reduction. Surprisingly, Miami-Dade faces a reduction of just over \$1.3M.

The back of the bill language includes the ability to revert & reappropriate to budgetarily support Florida's early education system. Historically, the ELCs statewide return an average of \$40M. The ability to revert and reappropriate funds from the 2024-2025 fiscal year that ends on June 30, 2025, will help coalitions to absorb the shortfall. The current consensus among coalitions statewide is to shuffle the reverted amount to ensure that the budget reductions are between 3% per coalition. As these details are finalized, we will prepare our final projected budget for a July 2025 budget workshop that will give the BODs the opportunity to examine and approve it.

Presented in the packet for today's June 23, 2025, are the actuals through April of the current fiscal year that ends on June 30, 2025.

CEO REPORT

Dr. Hicks for the sake of time quickly reported on the following:

- Legislative Update
- Children's Summit 2025
- Summer Boost: VPK Performance

ANNOUNCEMENTS

Chair Patel announced that due to the 2026 State Legislative session scheduled to begin much earlier than usual, there would be an ELCHC Board of Directors retreat on November 1, 2025, from 8:00 am -1:00 pm. Chair Patel shared that breakfast would be provided.

Chair Patel asked Dr. Baia if the ELCHC Board of Directors could use a conference room at Hillsborough Community College Ybor City campus. Dr. Baia agreed with Nancy Will, Executive Assistant, to send an email to Dr. Baia with details.

PUBLIC COMMENT II

There was no Public Comment II.

ADJOURNMENT

Citing the time, Dr. Shawn Robinson made a motion to adjourn the meeting at 4:45 pm. Gino Casanova made a second. The motion carried unanimously.

Read and approved by: _____

Bob Hyde, ELCHC Board of Directors Secretary

Date

CONSENT AGENDA

ITEM IV.B.

ISSUE:	Approve allocation of funds for Microsoft licensing and support (annual renewal)
FISCAL IMPACT:	\$80,000
FUNDING SOURCE:	Florida Department of Education, Division of Early Learning School Readiness and VPK quality and administrative funds
RECOMMENDED ACTION:	Approve an allocation of funds to Protected Trust, LLC not to exceed \$80,000

Approval History: Funding allocations between \$35,000 and \$100,000 would typically be approved by the Finance Committee. However, the August 2025 Finance Committee meeting was cancelled awaiting funding updates and a FY25-26 budget presentation. Therefore, this approval to allocate funding has been added to this Board agenda. After Dr. Hicks was hired, he recommended and the ELCHC led a formal RFP process for these services in September, 2023. Protected Trust was the highest scorer, and the Finance Committee approved an award to Protected Trust in October, 2023.

Vendor Representative Present at Meeting: Bill Sands, MS Cybersecurity, Protected Trust, LLC.

Product or Service: Protected Trust, LLC is a Microsoft Tier 1 Cloud Solutions Provider that provides all Microsoft licensing, security architecture services and Microsoft tenant support for ELCHC.

Brief History: Protected Trust, LLC has partnered with ELCHC since 2021 to provide the aforementioned services.

Contract Performance: This provider has met or exceeded the guidelines for data security.

Outcome: The Microsoft services are the core computing services utilized by the ELCHC and allow the ELCHC to maintain its business operations.

FY26 Contract Renewal: Protected Trust has continued to provide services that have consistently met or exceeded the stated guidelines, and we would like to renew this contract for FY26. This contract represents pricing in total that is flat compared to FY25.

Procurement: The ELCHC issued an RFP in the Fall of 2023 and awarded the contract to Protected Trust after approval by the Finance Committee. We are renewing this contract for an additional year as permitted by Statute.

Budget Impact: This is an annual contract, not to exceed \$80,000.

Early Learning Coalition of Hillsborough County - Annual Microsoft 365 Licensing

Quote created: July 8, 2025 Reference: 20250708-202827435

Early Learning Coalition of Hillsborough County

6302 E. Dr. Martin Luther King, Jr., Suite 100
Tampa, FL 33614
United States

Rick Rampersad

rrampersad@elchc.org
8134166320

Comments

License subscription period : 7/1/25 through 6/30/26

Leah Long-Hawxwell - Sales Consultant Protected Trust



Products & Services

Annual Project Plan 3 (Non-Profit Pricing)

1 x \$144.00
for 1 year

A complete online project management solution to help keep your projects, resources, and teams organized and on track. Plan projects, track status, and collaborate with others from virtually anywhere.

\$12.00/month billed annually

Licenses ordered mid-term are pro-rated based on remaining months in the term

Annual Office 365 E1 (Non-Profit Pricing)	36 x \$30.00 for 1 year
The online versions of Office with email, instant messaging, HD video conferencing, plus 1 TB personal file storage and sharing. Does not include the Office suite for PC or Mac. \$2.50/month billed annually Licenses ordered mid-term are pro-rated based on remaining months in the term	
Annual Microsoft Teams Rooms Pro (Non-Profit Pricing)	6 x \$120.00 for 1 year
Meeting room software and premium experiences for meeting room devices, including management, security, and modern hybrid features. \$10.00/month billed annually Licenses ordered mid-term are pro-rated based on remaining months in the term	
Annual Power BI Pro (Non-Profit Pricing)	19 x \$36.00 for 1 year
A cloud-based business analytics service that enables anyone to visualize and analyze data with greater speed, efficiency, and understanding. Power BI Pro provides extended data source support, data capacity, team collaboration and admin capabilities. \$3.00/month billed annually Licenses ordered mid-term are pro-rated based on remaining months in the term	
Annual Microsoft 365 E3 (Non-Profit Pricing)	175 x \$108.00 for 1 year
Office 365 E3, Enterprise Mobility + Security E3, and Windows 10/11 Enterprise E3. This per-user licensed suite of products offers users best-in-class productivity across devices while providing IT security and control. \$9.00/month billed annually Licenses ordered mid-term are pro-rated based on remaining months in the term	
Annual Power Automate per user plan (Non-Profit Pricing)	2 x \$45.60 for 1 year
Subscription enables licensed user to create and execute automated workflows and business processes. \$3.80/month billed annually Licenses ordered mid-term are pro-rated based on remaining months in the term	
Annual Microsoft 365 E5 Security (Non-Profit Pricing)	175 x \$57.60 for 1 year
A complete set of threat protection solutions, leveraging cloud signal to detect and protect against threats to your organization, along with automated incident responses. A Microsoft 365 E3 subscription is a pre-requisite for this plan. \$4.80/month billed annually Licenses ordered mid-term are pro-rated based on remaining months in the term	

Annual Visio Plan 2 (Non-Profit Pricing)

10 x \$72.00
for 1 year

Makes it easier than ever for individuals and teams to create data-linked diagrams that simplify complex information. It includes support for BPMN 2.0, AutoCAD file import, and UML 2.4. Each user can install Visio on up to five PCs running Windows 10/11, Windows 8.1, Windows 8, or Windows 7.

\$6.00/month billed annually

Licenses ordered mid-term are pro-rated based on remaining months in the term

One-time subtotal \$32,419.20

Total \$32,419.20

Signature

Signature

Date

Printed name

Countersignature

Countersignature

Date

Printed name

This quote expires on August 1, 2025

Purchase terms

This Order is a Service Attachment to Client's existing Master Service Agreement. This Order has a one (1) year Term. Sales tax may be applicable depending on tax exemptions and your location.

Questions? Contact me



Leah Long-Hawxwell

Sales Consultant

lhawxwell@protectedtrust.com

+18632927020

Protected Trust

PO BOX 111

Winter Haven, FL 33882

US

Early Learning Coalition of Hillsborough County - Annual Agreement Monthly Billing Items (Azure, Barracuda & TrustCare)

Quote created: July 8, 2025 Reference: 20250708-165444454

Early Learning Coalition of Hillsborough County

6302 E. Dr. Martin Luther King, Jr., Suite 100

Tampa, FL 33614

United States

Comments

Term: 7/1/25 through 6/30/26

Monthly Billing Total: \$2,526.23 x 12 = Annualized Amount: \$30,314.76

See companion quote titled "Early Learning Coalition of Hillsborough County - Annual Microsoft 365 Licensing"

Bill Sands - Protected Trust



Products & Services

TrustCare Consulting and Professional Services

1 x \$1,375.00 / month
for 1 year

Standard Hourly Rates:

- Systems Engineer - \$150/Hour
- Senior Systems Engineer - \$250/Hour
- Solutions Architect - \$350/Hour

After-Hours and Holiday Support billed at 1.5 times Standard Hourly Rates. Hourly Rates apply to all services not covered by an applicable service agreement or fixed price statement of work.

If the work exceeds the estimated number of hours the client will be billed on a per hour basis. The actual invoice may vary in the event of unforeseen circumstances. Subsequent billing will be based on actual usage.

Azure Cloud Services (Estimate)

1 x \$94.03 / month
for 1 year

Azure Cloud Services - See link below for pricing estimate. Prices are estimates and are not intended as actual price quotes. Billing is based on actual usage.

TrustCare Azure Basic Support - Platform

1 x \$0.00 / month
for 1 year

Azure billing and subscription support provided by Protected Trust

Compare Azure Support Plans

<https://azure.microsoft.com/en-us/support/plans/>

Barracuda Cloud Archiving

200 x \$2.50 / month
for 1 year

Includes Cloud Archiving Service (CAS)

- 30-day money back guarantee.
- Client must cancel within the first 30 days if they do not wish to continue forward with the subscription.
- Annual agreement auto renews at the end of each year unless cancelled in writing 30 days prior to the end of the term.

Barracuda Cloud-to-Cloud Backup

199 x \$2.80 / month
for 1 year

Protect Emails and Files from Accidental or Malicious Deletion. Fast Recovery.

- 30-day money back guarantee.
 - Client must cancel within the first 30 days if they do not wish to continue forward with the subscription.
 - Annual agreement auto renews at the end of each year unless cancelled in writing 30 days prior to the end of the term.
-

Monthly subtotal		\$2,526.23
Total		\$2,526.23

Signature

Signature

Date

Printed name

Countersignature

Countersignature

Date

Printed name

This quote expires on August 1, 2025

Purchase terms

This Order is a Service Attachment to Client's existing Master Service Agreement. This Order has a one (1) year Term. Sales tax may be applicable depending on tax exemptions and your location.

Questions? Contact me



Bill Sands

bsands@protectedtrust.com

+18638774181

Protected Trust

PO BOX 111

Winter Haven, FL 33882

US

ELCHC BOARD OF DIRECTORS MEETING – August 18, 2025

CONSENT AGENDA

ITEM IV.C.

ISSUE:	Approval to allocate funding for Lakeshore Learning Materials, LLC Contract Amendment FY 25-26
FISCAL IMPACT:	\$42,000
FUNDING SOURCE:	United Way Suncoast-Literacy All Year Expansion
RECOMMENDED ACTION:	Approval to amend the Lakeshore Learning Materials, LLC contract by increasing the allocation by \$42,000, for a total contract amount of \$126,800.

Approval History: Funding allocations between \$35,000 and \$100,000 would typically be approved by the Finance Committee. However, the August 2025 Finance Committee meeting was cancelled awaiting funding updates and a FY25-26 budget presentation. Therefore, this approval to allocate funding has been added to this Board agenda.

Narrative: The Early Learning Coalition of Hillsborough County (ELCHC) secured a three-year grant from United Way Suncoast to expand the Literacy All Year initiative in ALICE (Asset Limited, Income Constrained, Employed) zip codes. This initiative supports children aged 3 to kindergarten entry by enhancing educator skills and engaging families in the learning process. Through collaborative activities and resources, families are empowered to foster educational habits. In partnership with Hillsborough County Schools, the program aims to elevate early learning standards, improve school readiness, and establish a foundation for academic and personal success.

Vendor Representative Present at Meeting: Erik Zupal, Regional Sales Manager, Lakeshore Learning Materials, LLC.

Product and Services: The ELCHC requests Board approval to amend the Lakeshore Learning Materials, LLC contract allowance to \$126,000 for year two of the three-year existing contract with an end date June 30, 2026. This supports the purchase of educational materials and the custom-developed On My Way to Kindergarten board game.

Brief History: The ELCHC applied for the Educational Opportunities funding in the United Way Suncoast 2025-2028 Community Impact Investment Process in January 2025 and was awarded a three-year expansion total of \$210,149.10. Year-one of the grant will pay out \$96,772.86 in 12 equal installments.

Purpose: This expansion will be funded through the United Way Suncoast (UWS) grant and is intended to support school readiness initiatives by increasing access to engaging developmentally appropriate learning materials for children transitioning into kindergarten and by effect increasing kindergarten rates.

Contract Performance: Since being awarded a three-year contract in November 2024, Lakeshore Learning Materials, LLC has met its performance standards in the contract. We are requesting a contract amendment for the aforementioned services.

Outcome: Serve an unduplicated 600 children, 900 families with United Way Suncoast 2025-2028 Community Impact Investment Process grant funding.

Budget Impact: We are requesting to increase the allocation on the existing Lakeshore contract for year two by \$42,000 to allow for the purchase of a custom-developed game board. The game boards will be purchased with United Way Suncoast 2025-2028 Community Impact Investment funding.



Quotation:20058483

Lakeshore Learning Materials, LLC
2695 E Dominguez Street
Carson CA 90895
www.lakeshorelearning.com
To contact your local representative,
Erik Zubal, please call (800) 421-5354

Sold-to : 0000164253
ELC-HILLSBOROUGH COUNTY
6302 E Dr Martin Luther King Jr Blvd
STE 100
Tampa FL 33619-1165
USA
Phone No:8135152340
Email:accounting@elchc.org

Entry Date Jun 30, 2025
Valid from Jun 30, 2025
Valid to Sep 29, 2025
Reference Number 20058483 06.30.25

Ship-to : 0001000002
SHIP TO MULTIPLE LOCATIONS
TAMPA FL 33604
USA
PLEASE REFERENCE QUOTE NUMBER ON YOUR PURCHASE ORDER
PLEASE VERIFY SHIPPING

LEAD TIME 120-160 BUSINESS DAYS

Line	Item	Qty	Description	UOM	Your Price	Extended
10	KT38397	1000	Hillsborough On My Way To K Game	EA	40.82	40820.00
Subtotal						40820.00
Freight						0.00
Tax amount						0.00
Total Amount (USD)						40820.00

We look forward to your order.
Item availability subject to change

LEGAL REPORT

ITEM V.

ISSUE: Legal Report

NARRATIVE: Paul Quin, Esq. to give any legal updates pertaining to Florida Sunshine Law or questions pertaining to the Florida Sunshine Law. Mr. Quin will also present the results of the CEO evaluation to be submitted to the state.

ELCHC Board of Directors Meeting – August 18, 2025

ACTION

ITEM VI. A.

ISSUE:	Approval of proposed FY26 budget
FISCAL IMPACT:	\$125,074,922
FUNDING SOURCE:	Florida Department of Education, Division of Early Learning, School Readiness, VPK, Local Funding, and SR Match
RECOMMENDED ACTION:	Approve the FY26 budget

NARRATIVE:

A detailed budget package is included in these Board of Director meeting materials to facilitate review and approval.

FY2025-26 BUDGET MEMO

EXECUTIVE SUMMARY

We have been reporting for a few months now that the Florida State FY2025-26 budget was headed toward School Readiness (SR) cuts. The FY2025-26 budget was finalized with SR down \$78 million statewide compared to FY2024-25. The bright spot in all of this is that legislature authorized, for the first time in the history of the SR program, the Division of Early Learning (DEL) to take unspent SR funds in FY2024-25 and move them to FY2025-26 to partially make up for the shortfall. This process is called revert and reappropriate.

The current consensus among early learning coalitions statewide is to shuffle the reverted amount to ensure that the budget reductions average 3 percent per coalition. We are awaiting DEL's approval of this consensus.

We learned recently that DEL has experienced delays determining the FY2024-25 unspent SR amount. Based on statewide estimates of \$20 million to \$40 million provided by Chancellor Miller, the CEO and CFO of the ELCHC worked together to estimate a \$1 million Hillsborough placeholder estimate for budgeting purposes.

We have yet to receive the new Notice of Award (NOA) with the Revert and Reappropriated amount, but we believe the attached budget to be a fair and reasonable estimate of our FY2025-26 SR funding. Ninety-nine percent of the SR funding is certain and based on Notice of Award received July 1, 2025. One percent is an estimate.

This budget will fund 12,330 children, down 730 children from the amount funded in FY2024-25. We plan to begin reducing the current 4,398 children waitlist by 400 to 500 children over the coming weeks, beginning with enrolling 100 children next week. When local funding becomes available, primarily in October, we plan to offer services to an additional 225 children.

Below is a Notice of Award Summary, in the format regularly presented to the Board.

NOTICE OF AWARD SUMMARY				
Updated as of 08-11-2025				
(dollars in millions)				
			FY26 vs. FY25	
	FY26	FY25	\$ Difference	% Difference
SR Base	\$ 78.7	\$ 74.4	\$ 4.3	6%
VPK Base	\$ 31.9	\$ 32.0	\$ (0.1)	0%
SR Match	\$ 1.3	\$ 1.2	\$ 0.1	8%
Gold Seal Differential	\$ 6.0	\$ 5.0	\$ 1.0	20%
Quality Performance Differential	\$ 3.2	\$ 2.7	\$ 0.5	19%
Special Need Differential	\$ 0.2	\$ 0.4	\$ (0.2)	-50%
SR Plus	\$ 0.5	\$ 1.2	\$ (0.7)	-58%
Additional SR:				
Revert and Reappropriate (Coalition estimate)	\$ 1.0	\$ -		
Waitlist	\$ -	\$ 0.4		
Expanded Services	\$ -	\$ 6.0		
SR Reobligation	\$ -	\$ 2.2		
TOTAL SR	\$ 79.7	\$ 83.0	\$ (3.3)	-4%

Notes:

1. VPK funding is down a negligible amount from last year, purely based on population estimates.
2. Gold Seal Differential: Providers receive a 20% quality differential (or bonus) of their SR rates if they are accredited by one of the 16 accrediting bodies.
3. Quality Performance Differential: Providers receive a quality differential (or bonus) of their SR rates, rewarding them for high CLASS scores. CLASS is the assessment that measures quality. Rates vary: 4% for a CLASS score of 4.5 to 4.99, 7% for a CLASS score of 5.0 to 5.99, and 10% for a CLASS score of 6.0 to 7.0.
4. Special Need Differential: Providers receive a differential (or bonus) for serving children with special needs, meant to offset higher costs. The Special Need rate is the Infant rate plus 20%.
5. SR Plus: Families that no longer qualify for SR at redetermination because they are over income can qualify for SR Plus if they are between 85% and 100% of State Median Income. Participating SR Plus families will pay an increased portion of the cost of their child care. The intent of the program is to ensure families are economically self-sufficient and capable of assuming the full cost of child care after exiting the SR Plus program. In essence, it supports families in accepting promotions while not losing their entire child care subsidy.

How does our budget map to the Three Pillars of our strategy?

Our strategic plan is built upon three pillars: Access, Quality, and Education.

1. Access is primarily our School Readiness (SR) program.
2. Quality includes our quality programs, provider professional development, CLASS (provider quality) assessments, provider quality differentials, and scholarships.
3. Education is primarily Voluntary Pre-Kindergarten (VPK).

	<u>ACCESS</u>	<u>QUALITY</u>	<u>EDUCATION</u>
FY26	61%	13%	26%
FY25	60%	14%	26%
FY24	58%	11%	30%
25-26 YoY	1%	-1%	0%
24- 25 YoY	2%	2%	-4%

FISCAL YEAR 2025 - 2026

	<u>ACCESS</u>	<u>QUALITY</u>	<u>EDUCATION</u>	<u>TOTAL</u>
Direct Services (Payments to Providers)	\$ 65,919,783	\$ 9,560,673	\$ 30,402,797	\$ 105,883,253
Local SR Funding	\$ 1,375,000			\$ 1,375,000
Community Partnerships		\$ 20,000	\$ 990,000	\$ 1,010,000
Salaries & Benefits	\$ 7,835,401	\$ 4,798,625	\$ 1,075,979	\$ 13,710,005
Administrative Costs	\$ 415,791	\$ 51,603	\$ 18,887	\$ 486,281
Quality Programs (HITI, iSpy, OMW2K)		\$ 323,640		\$ 323,640
Scholarships		\$ 272,000	\$ -	\$ 272,000
Other Operating	\$ 650,236	\$ 1,071,687	\$ 353,103	\$ 2,075,026
Total	\$ 76,196,210	\$ 16,098,228	\$ 32,840,766	\$ 125,135,205

FISCAL YEAR 2024 - 2025

	<u>ACCESS</u>	<u>QUALITY</u>	<u>EDUCATION</u>	<u>TOTAL</u>
Direct Services (Payments to Providers)	\$ 64,375,359	\$ 9,397,259	\$ 30,375,310	\$ 104,147,928
Local SR Funding	\$ 1,457,695			\$ 1,457,695
Community Partnerships		\$ 35,000	\$ 173,305	\$ 208,305
Salaries & Benefits	\$ 7,159,649	\$ 4,978,581	\$ 1,168,836	\$ 13,307,067
Administrative Costs	\$ 427,633	\$ 279,639	\$ 144,283	\$ 851,555
Quality Programs (HITI, iSpy, OMW2K)	\$ -	\$ 278,103	\$ -	\$ 278,103
Scholarships	\$ -	\$ 212,000	\$ -	\$ 212,000
Other Operating	\$ 652,977	\$ 1,917,129	\$ 196,801	\$ 2,766,907
Total	\$ 74,073,313	\$ 17,097,711	\$ 32,058,536	\$ 123,229,560

FISCAL YEAR 2023 - 2024*

	<u>ACCESS</u>	<u>QUALITY</u>	<u>EDUCATION</u>	<u>TOTAL</u>
Direct Services (Payments to Providers)	\$ 60,063,332	\$ 7,392,906	\$ 34,313,631	\$ 101,769,869
Local SR Funding	\$ 1,281,770			\$ 1,281,770
Community Partnerships		\$ 293,000	\$ 425,000	\$ 718,000
Salaries & Benefits	\$ 7,173,687	\$ 4,064,608	\$ 1,158,660	\$ 12,396,955
Administrative Costs	\$ 622,264	\$ 338,178	\$ 97,099	\$ 1,057,541
Quality Programs (HITI, iSpy, OMW2K)		\$ 466,000		\$ 466,000
Scholarships	\$ -	\$ 372,000	\$ 102,500	\$ 474,500
Other Operating	\$ 634,282	\$ 724,323	\$ 49,395	\$ 1,408,000
Total	\$ 69,775,335	\$ 13,651,015	\$ 36,146,284	\$ 119,572,635

* American Rescue Plan Act funding removed

Note that American Rescue Plan Relief Act (ARPA) and Coronavirus Response and Relief Supplemental Appropriations Act (CRRSA) amounts have been removed from FY 2023-2024 to make the analysis

comparable over the three-year period. Also, decreases in VPK from Fiscal Year 2023-2024 to Fiscal Year 2024-2025 are due to the phase out of the \$15 per hour wage supplement paid to teachers.

What environmental impacts are informing our strategy and budget?

A. Family Services: Sabrina Ruiz, Director, Family Services

We will focus on working collaboratively with other departments to maintain School Readiness enrollment numbers and take appropriate action steps to increase VPK enrollment numbers. We will continue to maximize efficiency and productivity for waitlist/pre-enrollment, initial enrollments, redeterminations and special needs procedures. Our department remains committed to clear and timely communication with all stakeholders that includes revising verbiage in reminder emails and added processes for linking the community to the appropriate department representatives. Team skill-building will continue monthly as part of our 3rd Friday professional development afternoons.

B. Program Initiatives and Education: Stacey Francois, Director, Program Initiatives and Education and Lissette Godwin, Manager

Providers are required to obtain a CLASS score of 5.0 or higher, up from 4.5, to receive a Quality Performance Incentive, and providers may struggle to meet the higher score. The revised CLASS 2.0 tool is set for release in FY26-27, so we will have to prepare educators for the new tool in FY25-26 as our community is unfamiliar with the revised version of CLASS. Meanwhile, we are currently training staff on CLASS 2.0. The team is reporting increased time needed to write and review observation notes for quality and accuracy. Currently, between staff and contractors, we are conducting approximately 1,550 observations annually, and this number increases every year. The new VPK Performance Metric necessitates increased technical assistance and training for providers to ensure compliance and quality improvement, as we are awaiting additional information from DEL. There has been a growing demand for self-paced and virtual training options, and a need for investment in course design and professional development for team members to build capacity in this area. We have a general need for more internal training to develop trainer competencies and ensure adherence to the International Association for Continuing Education and Training (IACET) standard. Recruitment difficulties persist for initiatives such as iSpy Tampa Bay and Hillsborough Infant Toddler Initiative (HITI), and additional engagement strategies may be necessary to drive participation. The loss of American Rescue Plan Act (ARPA) funding incentives has lessened provider motivation for participation in quality initiatives and professional development. There may also be upcoming Federal policy shifts and decreased funding that impacts our provider community and staff.

C. Provider Supports: Casie Haines, Director, Provider Supports

With recent changes in Provider Supports, like creating a separate Early Intervention Support Services department and bringing the Reimbursement team on board, we're set to boost the support we offer to our provider community. These updates will not only improve how we deliver services but also make our departments more efficient. Our main goals are to cut down on compliance issues and the need for

Corrective Action Plans (CAPs) by offering targeted training, technical assistance visits, and continuous support from our team. We also plan to grow our network of contracted providers, expanding access to top-notch early learning services across more areas in the county. With these efforts, we're dedicated to building a more effective, collaborative, and supportive early learning environment.

D. Early Intervention Support Services: Rebecca Salgado, Director

The Early Intervention Support Services Department aims to enhance service delivery by increasing the number of children receiving the special needs rate and ensuring providers are prepared to support these children. This includes reducing Corrective Action Plans (CAPs) by improving provider capacity to accurately and promptly complete ASQ-3 and ASQ-SE assessments. To achieve this, the department will develop a digital toolkit in collaboration with Resource Development, expand professional development opportunities for Early Intervention Specialists, and implement a monitoring and evaluation plan to assess the impact of increased service access and assessment completion. Additionally, the department will strengthen partnerships with external organizations, schools, and community agencies, and integrate behavioral expertise to provide comprehensive support for providers. The School Board of Hillsborough County (SBHC) will provide qualified staff through its Child Find program to serve School Readiness (SR) children ages 3 through kindergarten entry who are referred for early intervention under the Individuals with Disabilities Education Act (IDEA). Services will be expedited and may include on-site screenings and assessments, especially for children with diagnosed developmental delays. SBHC will collaborate with families, providers, and the Coalition to ensure timely evaluations and coordinate service delivery. Data tracking, confidentiality, and regular status updates are integral parts of the service provision.

E. Resource Development and Community Relations: Alison Fraga, Chief Development Officer and Abigail Perez, Director, Impact & Community Relations

With funding surpluses depleted for the first time in 2.5 fiscal years, legislation that can significantly alter services provided and the State facing a Governorship election, the impacts to the operations of the Coalition will require strong awareness campaigns and high-level customer service. Investments in these areas will need to remain at best the same as in years past, if not increased. The department will need to shift to data-driven strategies to maximize use of marketing dollars, specifically in a digitally saturated market. Outreach will require the need to track conversions/effectiveness of outreach, and our fundraising plan will need to align closely with budget creation.

F. Information Systems (IS) and Human Resources: Rick Rampersad, Chief Information Officer

The IT team is focused on security and automations. We invest a lot of resources to support user training/cyber awareness and threat preventions. We have a multi-year plan to add additional security layers to our network and continue conducting appropriate tests. We have been diligent in aligning with the needs of the organization to drive meaningful automations projects that have resulted in thousands of saved labor hours. We continue to align with HR/Finance to lead system efficiencies.

The HR department is undergoing a significant transformation as we are redesigning the department. We are in the process of outsourcing some functions and transitioning some to Finance. This joint alignment between HR/IT/ Finance will allow us the ability to streamline processes and reduce redundancies across the organization. In addition, we are investing more into the Paylocity platform to drive user engagement, self-service and automations.

G. Finance: Gary Meyer, Chief Financial Officer

DEL has signaled that we expect increased fiscal compliance demands from the state, including the potential for longer grant reimbursement turnarounds. We are increasing our internal fiscal review of all expenses and have been developing new, related internal policies, procedures, and staff training to bolster compliance. This includes the implementation and rollout of a new Purchase Requisition Management System that our IS department has developed. With less funding and larger School Readiness waitlists, we have developed more sophisticated School Readiness enrollment planning models to ensure we do not overspend. We will continue to refine and test these models against actual results. To do more with less funding, we seek cost savings opportunities in all areas. Our employees are a key Coalition asset, and Finance plans to work with Human Resources to optimize employee engagement, development, and retention.

FY26 Budget Compared to FY25 Budget and FY25 Forecast

Revenues

School Readiness budgeted revenue of \$89.1M is higher than the FY25 budget of \$78.8M and slightly lower than the FY25 forecast of \$90.6M. The FY26 budget assumes that opportunities for reobligation of funds will be limited in the next fiscal year and beyond.

School Readiness Match – DEL revenue of \$1.3M is \$0.2M higher than the prior year amount of \$1.1M due to our ability to generate higher amounts of local grants eligible for the state SR Match program.

School Readiness Local Funders & Other Local Funder detail:

- a) Children’s Board HC funds of \$1M are for childcare slots for families 70% and below State Median Income.
- b) Metro Ministries (Children’s Board) funds of \$75K are for childcare slots for homeless children age 9 to 12 years old.
- c) Affordable Housing funds of \$100K come from the Child Development Block Grant, or CDBG, and supports low to moderate income working (or pursuing education) families who exceed state income thresholds to afford child care. Eligible parents of children birth to age 12, who meet income guidelines (not exceeding 85% State Median Income (SMI) and have a purpose of care (employment, education, training), are considered for this funding.
- d) City of Tampa funds of \$100K are for childcare slots for families 80% and below Area Medium Income living in Tampa.

- e) United Way (Quality Initiative) funds of \$20K are for professional development opportunities/stipends to childcare teachers to improve quality of childcare services.
- f) Conn Foundation funds of \$30K are for kindergarten readiness and kindergarten transition supports for children from Southshore childcare centers.
- g) Spurlino Foundation funds of \$40K are for the Coalition's unrestricted use.
- h) SR (School Readiness) Program Income (training, IECF membership) of \$20K funds provider supports, including conference scholarships.
- i) Misc Donations of \$200K is a budget for currently unnamed donations sought as part of the Coalition's fundraising plan.

VPK budgeted revenue of \$32.2M is comparable to the prior year amount of \$32.2M. This funding pays for an average of 10,000 children at the current School Year Base Student Allocation (BSA) of \$3,029 and Summer BSA of \$2,586.

VPK Local Funder: Children's Board HC funds of \$800K provide a research-based, six week Summer Boost program to prevent the summer slide and better prepare 430 children for Kindergarten.

Expenses

1. School Readiness direct service expenses (expenses to pay providers for child care) are budgeted at \$77M, or 81.3% of School Readiness base revenue. This percentage is similar with the FY25 budgeted percentage of 80.5%.

The next section describes budgeted categories by expense type for combined School Readiness and VPK found on the last page of the financials in Appendix A.

2. Personnel expenses of \$13.7M have increased by \$403K from the prior year. We budgeted a 3.5% merit increase. We are switching medical insurance carriers to keep medical insurance expenses comparable to FY25 levels. We have frozen three unfilled positions in non-critical areas.

3. Staff Development expense is \$68K compared to \$87K budgeted last year with a FY25 forecast of \$15K. The FY25 forecast is low as we paused on Coalition-wide initiatives due to an HR vacancy. Details are as follows for FY26 expenditures:

- a) Conferences (PACES, AELC, NAEYC, FLAEYC, One Goal, InSync, SECA) - \$38K
- b) HR trainings - \$20K
- c) Staff Tuition Reimbursement - \$10K; the ELCHC's policy pays staff up to \$1,000 per year to further their education in a degree program.

4. Professional Services expense is \$854K compared \$1.1M budgeted last year with a FY25 forecast of \$1.2M. Details are as follows for FY26 expenditures:

- a) Information Technology Services - \$229K for managed IT services (Roebuck Technologies)
- b) Contractors for CLASS Observations - \$160K
- c) LIV Consulting (for HR services) - \$102K

- d) Early Childhood Council Inclusion Supports - \$80K
- e) Legal Services - \$75K
- f) Building Maintenance - \$75K
- g) Payroll and Human Resources Information System - \$48K
- h) Auditing and Tax Services - \$39K
- i) Printing Services - \$27K
- j) Communications and Website Updates - \$19K

In FY21, the ELCHC entered into a five-year agreement with the School Board of Hillsborough County for inclusion support services. FY25 was the final year of the agreement, during which the ELCHC paid \$245K for inclusion support services.

5. Occupancy expense is \$653K, compared to \$613K budgeted last year with a FY25 forecast of \$639K. Details are as follows for FY26 expenditures:

- a) Rent for Suites 100 and 105 - \$610K
- b) Facilities services (Janitorial services, TECO, off-site file storage/shredding) - \$43K

6. Postage, Freight and Delivery expense is \$6.9K, compared to \$11.4K budgeted last year with a FY25 forecast of \$4.7K. We are using electronic means of communication where possible to drive cost savings.

7. Rentals expense is \$9K, compared to \$11.5K budgeted last year with a FY25 forecast of \$7.6K. The budget for rented equipment, tables, chairs, etc. allows for community partner and provider interaction in FY26.

8. Supplies expense is \$69K, compared to \$78.3K budgeted last year with a FY25 forecast of \$99.6K.

9. Communication expense is \$40K, compared to \$40K budgeted last year with a FY25 forecast of \$40K. This is our primary and backup provider for internet services, hot spot, and devices using a cellular carrier.

10. Insurance expense is \$105K, compared to \$124K budgeted last year with a FY24 forecast of \$113K.

11. Tangible Personal Property (monitors and computer peripherals such as docking stations, mice, and keyboards) expense is \$10K, compared to \$10.8K budgeted last year with a FY25 forecast of \$0K. The \$0K FY25 forecast depicts the effects of the Technology refresh for staff during FY24 and prevents the need for large expenditures in FY26.

12. Quality expense is \$795K compared to \$1.9M budgeted last year with a FY25 forecast of \$1.5M. Budget details are as follows:

- a) Grants / Scholarships and Other Education Opportunities for Providers - \$272K
- b) Outreach / Awareness - \$179K
- c) OMW2K (On My Way to Kindergarten) - \$125K
- d) ISPY Expenses- \$116K

- e) HITI (Hillsborough Infant Toddler Initiative) - \$80K
- f) Training Materials - \$23K

We have sunset our outsourced teacher professional development stipend program (INCENTIVE\$) costing \$500K in FY25 in favor of increased investments in existing quality programs, provider quality incentive differential payments, and SR and VPK program assessments in FY26. Over the course of this six-year professional development stipend program, active participation went from a high of 765 participants to 397 participants last year, with corresponding declining retention rates.

13. Travel expense is \$76K compared to \$96K budgeted last year with a FY25 forecast of \$65K.

14. Other Operating Expenses are budgeted at \$472K, compared to \$488K budgeted last year with a forecast of \$320K. Details are as follows for FY26 expenditures:

- a) Application Software, Licenses and Support - \$330K
 - a. Protected Trust, part of our IT security services
 - b. Sentinel One, part of our IT security services
 - c. LobbyCentral, our system to manage families coming to our lobby
 - d. Tableau, our Division of Early Learning-mandated reporting platform
 - e. Knowbe4, our cybersecurity training system for all employees
 - f. Zoom, our videoconferencing platform
 - g. Ahoy, our telecommunications system
 - h. Bluejean, part of our provider database suite
 - i. Adobe, our document management system
- b) Web Service/hosting, support, backup services & maintenance - \$102K
- c) Dues and Subscriptions - \$40K

Appendix A:

FY26 Proposed Budget

	FY26 Budget	FY25 Forecast	\$ Variance	% Variance	FY25 Budget	
Program Revenue						
School Readiness	89,190,571	90,622,168	(1,431,597)	-1.6%	78,843,157	
School Readiness Match - DEL	1,329,678	1,209,050	120,628	10.0%	1,126,233	
School Readiness - Local Funders:						
Affordable Housing	100,000	-	100,000			
Children's Board HC	1,000,000	1,000,000	-	0.0%	1,000,000	
City of Tampa	100,000	100,000	-	0.0%	125,000	
Hillsborough County BOCC	-	276,000	(276,000)	-100.0%	276,000	
Metro Ministries (Children's Board)	75,000	50,264	24,736	49.2%	40,000	
United Way (Quality Initiative)	20,000	18,000	2,000	11%	35,000	
School Readiness - Local Funders	1,295,000	1,444,264	(149,264)	-10.3%	1,476,000	
Total School Readiness Revenue	91,815,248	93,275,482	(1,460,234)	-1.6%	81,445,390	
Other Local Funders:						
Children's Board HC (QPI Differential)	-	600,000	(600,000)	-100%	30,000	
Conn Foundation	30,000	13,774	16,226	118%	30,000	
Spurlino Foundation	40,000	33,484	6,516	19%	40,000	
SR Program Income	20,000	6,295	13,705	218%	20,000	
Misc. Donations	200,000	314,698	(114,698)	-36%	100,000	
Other Local Funders	290,000	968,251	(678,250)	-70%	190,000	
Disaster Relief:						
Save the Children	-	291,000	(291,000)	-100.0%	-	
Tampa Chamber of Commerce	-	113,007	(113,007)	-100.0%	-	
Disaster Relief Total	-	404,007	(404,007)	-100.0%	-	
Total School Readiness Revenue and Local Revenue	92,105,249	94,647,740	(2,542,491)	-3%	81,635,390	
Program Expenses						
School Readiness						
Direct Services	74,150,778	76,103,513	(1,952,735)	-2.6%	63,159,126	
School Readiness Match - DEL	1,329,678	1,208,871	120,807	10.0%	1,126,233	
School Readiness - Local Funders	1,275,000	1,506,940	(231,940)	-15.4%	1,457,695	
General Contributions and Gifts	310,000	968,251	(658,250)	-68.0%	90,000	
Total Direct Services	77,065,456	79,787,575	(2,722,119)	-3.4%	65,833,054	
Personnel	12,327,007	11,297,317	(529,234)	-4.7%	11,826,551	
Staff Development	42,507	12,009	30,498	253.9%	71,956	
Professional Services	727,245	942,435	(215,190)	-22.8%	666,756	
Occupancy	550,230	538,073	12,157	2.3%	527,061	
Postage, Freight and Delivery	6,197	4,334	1,863	43.0%	7,662	
Rentals	7,584	6,355	1,229	19.3%	10,114	
Supplies	64,455	97,123	(32,668)	-33.6%	71,356	
Communications	33,429	32,829	600	1.8%	35,971	
Insurance	93,910	93,739	171	0.2%	82,359	
Tangible Personal Property	8,358	-	8,358	100.0%	8,656	
Quality	720,522	1,120,842	(400,320)	-35.7%	1,430,258	
Travel	69,108	51,006	18,102	35.5%	68,283	
Other Operating	389,241	260,953	128,288	49.2%	423,355	
Other Operating Expenses	2,712,786	3,159,698	(446,912)	-14.1%	3,403,785	
ELCHC Operating	15,039,793	14,457,015	582,778	4.0%	15,230,336	
Disaster Relief	-	403,150	(403,150)	-100.0%	247,000	
Total School Readiness & Other Expenses	92,105,249	94,647,740	(2,542,491)	-2.7%	81,635,390	
SR Change in Net Assets	-	-	-	0.0%	-	
GOALS						
< 5.00 %	School Readiness - Admin	3.6%	3.1%	0.5%	15.2%	3.3%
> 4.00 %	School Readiness - Quality	7.6%	8.0%	-0.3%	-4.3%	9.2%
< 22.00%	School Readiness - Non-Direct	18.7%	17.3%	1.5%	8.4%	19.5%
> 78.00 %	School Readiness - Direct	81.3%	82.7%	-1.5%	-1.8%	80.5%

	FY26 Budget	FY25 Forecast	\$ Variance	% Variance	FY25 Budget
VPK Revenue					
Voluntary Pre-Kindergarten	32,229,956	31,425,318	804,638	2.6%	32,196,911
Total VPK Revenue	32,229,956	31,425,318	804,638	2.6%	32,196,911
VPK Local Funders:					
Children's Board HC (Summer Boost)	800,000	-	800,000		-
Total VPK Local Funders	800,000	-	800,000		-
Total VPK Revenue and Local Revenue	33,029,956	31,425,318	1,604,638	5%	32,196,911
Voluntary Pre-Kindergarten					
Direct Services	30,402,797	30,005,705	397,092	1.3%	30,375,310
VPK Local Funders	800,000	-	800,000		-
Total Direct Services	31,202,797	30,005,705	1,197,092	4.0%	30,375,310
Personnel	1,382,998	979,943	403,055	41.1%	1,480,516
Staff Development	25,378	3,188	22,190	696.0%	15,094
Professional Services	126,464	231,116	(104,652)	-45.3%	87,924
Occupancy	103,240	101,017	2,223	2.2%	86,239
Postage, Freight and Delivery	703	344	359	104.3%	3,688
Rentals	1,416	1,228	188	15.3%	1,386
Supplies	4,545	2,483	2,062	83.0%	6,894
Communications	6,571	6,137	434	7.1%	4,029
Insurance	10,674	19,441	(8,767)	-45.1%	41,545
Tangible Personal Property	1,642	-	1,642	100.0%	2,094
Quality	74,161	1,708	72,453	4242.0%	28
Travel	6,592	14,086	(7,494)	-53.2%	27,382
Other Operating	82,775	58,921	23,854	40.5%	64,779
Other Operating Expenses	444,161	439,670	4,491	1.3%	341,084
ELCHC Operating	1,827,159	1,419,613	407,546	22.4%	1,821,600
Total Voluntary Pre-Kindergarten	33,029,956	31,425,318	1,604,638	5.1%	32,196,911
VPK Change in Net Assets	-	-	-	0.0%	-

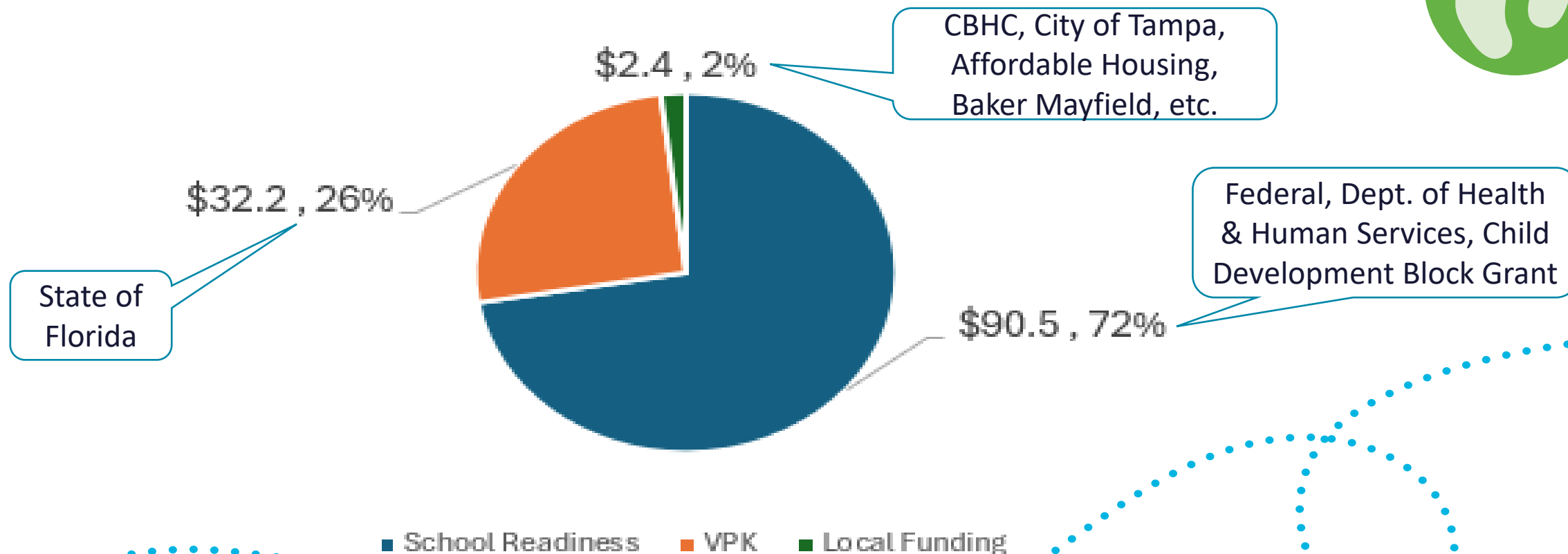
GOALS

< 5.00 % VPK - Admin	5.0%	4.8%	0.2%	4.5%	5.0%
Total Revenue	125,135,205	126,073,058	(937,853)	-0.7%	113,832,301
Total Expenses	125,135,205	126,073,058	(937,853)	-0.7%	113,832,301
Change in Net Assets	-	-	-	0.0%	-

	FY26 Budget	FY25 Forecast	\$ Variance	% Variance	FY25 Budget
ELCHC Expenditure Categories					
Personnel	13,710,005	12,277,260	1,432,745	11.7%	13,307,067
Staff Development	67,885	15,198	52,687	346.7%	87,050
Professional Services	853,709	1,173,551	(319,842)	-27.3%	1,079,680
Occupancy	653,470	639,089	14,381	2.3%	613,300
Postage, Freight and Delivery	6,900	4,678	2,222	47.5%	11,350
Rentals	9,000	7,583	1,417	18.7%	11,500
Supplies	69,000	99,606	(30,606)	-30.7%	78,250
Communications	40,000	38,967	1,033	2.7%	40,000
Insurance	104,584	113,180	(8,596)	-7.6%	123,905
Tangible Personal Property	10,000	-	10,000	100.0%	10,750
Quality	794,683	1,525,700	(731,017)	-47.9%	1,924,286
Travel	75,700	65,092	10,608	16.3%	95,665
Other Operating	472,016	319,874	152,142	47.6%	488,134
Other Operating Expenses	3,156,947	4,002,518	(845,571)	-21.1%	4,563,870
Total ELCHC Operating Expenses	16,866,952	16,279,778	587,174	3.6%	17,870,936

Where do ELCHC revenues come from?

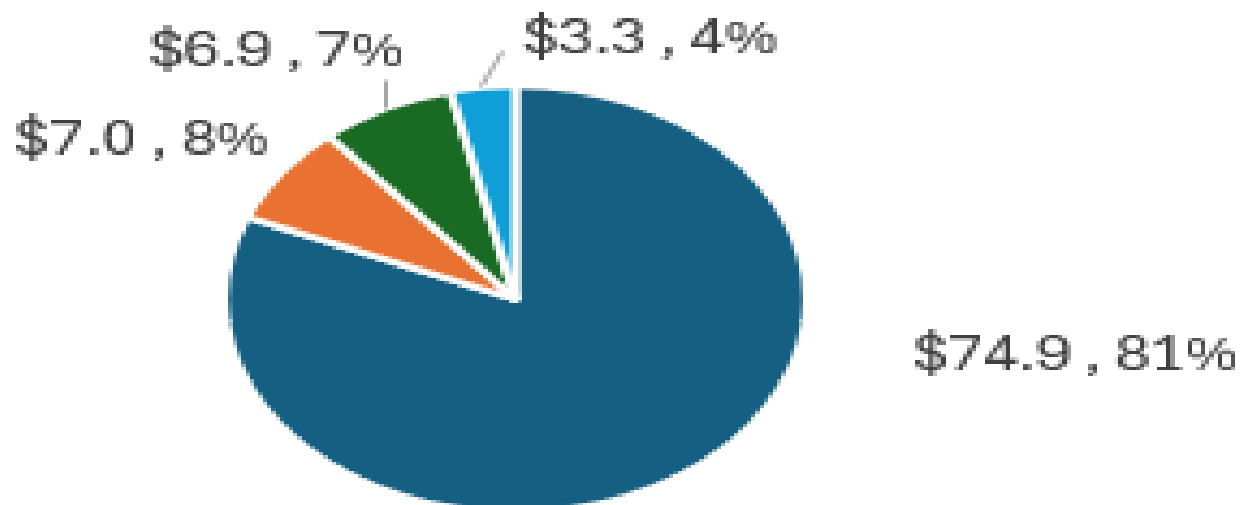
(dollars in millions)



Total ELCHC revenues for FY26 = \$125.1 million

Where do School Readiness expenses go?

(dollars in millions)

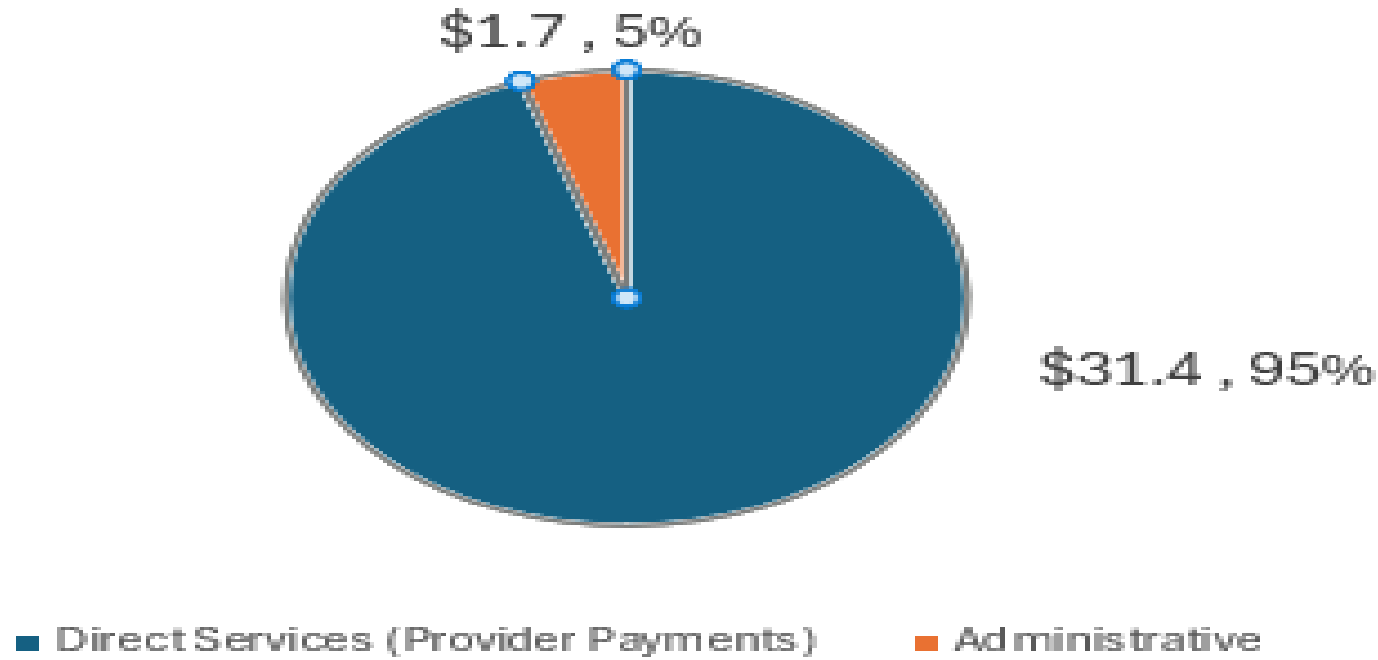


■ Direct Services (Provider Payments) ■ Quality
■ Family and Provider Support ■ Administrative

Total School Readiness expenses for FY26 = \$92.1 million

Where do VPK expenses go?

(dollars in millions)



Total VPK expenses for FY26 = \$33.0 million

COMMITTEE REPORT

ITEM VIII.A.

ISSUE:

Executive

NARRATIVE:
The Executive Committee met on August 11, 2025, to review, approve and discuss the following items:

- Approval of the June 16, 2025 Executive Committee draft meeting minutes
- August 18, 2025, Draft Board of Directors Meeting Agenda
- Committee Reports: Governance, Finance, Service Delivery & Efficiency, Development & Outreach, Provider Review Hearing, Legislative
- Discussion of CEO Evaluation deadline to the state
- CEO Report
- Adjournment

ELCHC BOARD OF DIRECTORS REGULAR MEETING – August 18, 2025

COMMITTEE REPORTS

VIII.B.

ISSUE: Governance Committee Report

NARRATIVE:

The Governance Committee met on Monday, August 4 to approve, review and discuss the following items:

- Approval of the May 19, 2025, Governance Committee Meeting minutes
- New Board Membership-Cameron Cassedy for a first four-year term as a private sector business member for election by the full Board.
- Reminder to complete the CEO Annual Evaluation
- ELCHC Board of Directors vacancies
- Board of Directors Attendance
- CEO Report
 - A. Budget Update
 - B. Summit 2025 Update
 - C. 2026 Legislative Priorities

The next meeting of the Governance Committee is scheduled for Monday, September 22.

ELCHC BOARD OF DIRECTORS REGULAR MEETING – August 18, 2025

COMMITTEE REPORTS

VIII.C.

ISSUE: Finance Committee Report

NARRATIVE:

The Finance Committee did not meet during the last cycle of meetings as the coalition is awaiting their NOA (Notice of Award). For this reason there will be two items up for approval by the full board at the next board of directors meeting, on August 18. The next meeting of the finance committee is scheduled for Wednesday, October 8.

ELCHC BOARD OF DIRECTORS REGULAR MEETING – August 18, 2025

COMMITTEE REPORTS

VIII.D.

ISSUE: Service Delivery & Efficiency Committee Report

NARRATIVE:

The Service Delivery & Efficiency committee did not meet during the last cycle of meetings. The next Service Delivery & Efficiency committee meeting is scheduled to meet on Thursday, September 4.

ELCHC BOARD OF DIRECTORS MEETING – August 18, 2025

COMMITTEE REPORTS

VIII.E.

ISSUE:

Development & Outreach Committee Report

NARRATIVE:

The Development & Outreach Committee met on Wednesday, July 9 and August 13 to approve, review and discuss the following items:

- Approve the June 11, 2025 & July 9 committee meeting minutes
- Discussion Items
 - Summit Host Committee Updates
 - Summit Updates
 - Program Awareness
- CEO Report
 - Legislative Update
 - Children's Summit
 - Summer Boost Update

The next committee voted to cancel the scheduled September 10th meeting to allow ELCHC team to focus on the upcoming Children's Summit on September 18. The committee will schedule a follow-up meeting to discuss the results of the Children's Summit in November.

ELCHC BOARD OF DIRECTORS REGULAR MEETING – August 18, 2025

COMMITTEE REPORTS

VIII.F.

ISSUE:

Provider Review Hearing Committee Report

NARRATIVE:

The Finance Committee met on Tuesday, July 15, 2025, to hear the case of Childz Bizz vs ELCHC with the following outcome:

Modify the ELCHC decision of the termination of contract for two years to the following:

- One-year probation
- No repeated violations-Class 2
- No Class 1 violations
- 2 Technical Assistant visits
- Creation of a transition sheet for movement in and out of the classroom, and playground
- Handbook additions-regarding the movement of children in and out of the classroom and playground

There are no current hearings scheduled at this time.

ELCHC BOARD OF DIRECTORS REGULAR MEETING – August 18, 2025

COMMITTEE REPORTS

VIII.G.

ISSUE: Legislative Committee Report

NARRATIVE:

The Legislative Committee did not meet during the last cycle of meetings. A Doodle poll is currently out to committee members for the scheduling of a meeting in the month of August.



Budget to Actual
April 30, 2025

	YTD	YTD	Difference		FY 24-25	FY 24-25	Difference		
	Actual	Adjusted Budget	YTD favorable /(unfavorable)	%	Forecast	Original Budget	YTD favorable /(unfavorable)	%	
Program Revenue									
School Readiness	75,745,895	73,638,867	2,107,029	2.9%	91,554,402	78,843,157	12,711,245	16.1%	
School Readiness Match - DEL	1,209,004	906,121	302,883	33.4%	1,379,844	1,126,233	253,611	22.5%	
School Readiness - Local Funders:									
Children's Board HC	1,000,000	1,000,000	-	0.0%	1,000,000	1,000,000	-	0.0%	
Hillsborough County BOCC	276,000	276,000	-	0.0%	276,000	276,000	-	0.0%	
Metro Ministries (Children's Board)	37,077	70,000	(32,923)	-47.0%	40,000	40,000	-	0.0%	
City of Tampa	100,000	125,000	(25,000)	-20.0%	125,000	125,000	-	0.0%	
United Way (Quality Initiative)	18,000	18,000	-	0.0%	20,000	35,000	(15,000)	-42.9%	
School Readiness - Local Funders	1,431,077	1,489,000	(57,923)	-3.9%	1,461,000	1,476,000	101,000	0.0%	
Total School Readiness Revenue	78,385,976	76,033,987	2,351,989	3.1%	94,395,246	81,445,390	86.3%	0.0%	
Other Local Funders:									
Children's Board HC (QPI Differential)	-	-	-	0.0%	600,000	-	600,000	100.0%	
Conn Foundation	13,774	30,000	(16,226)	-54.1%	13,774	30,000	(16,226)	-54.1%	
Spurlino Foundation	33,484	40,000	(6,516)	-16.3%	33,484	40,000	(6,516)	-16.3%	
SR Program Income (IECP memberships)	5,903	16,667	(10,763)	-64.6%	9,237	20,000	(10,763)	-53.8%	
Misc. Donations	379,159	69,421	309,738	446.2%	409,738	100,000	309,738	309.7%	
Other Local Funders	432,320	156,088	276,233	177.0%	1,066,233	190,000	892,459	469.7%	
Total School Readiness Revenue and Local Revenue	78,818,296	76,190,075	2,628,222	3.4%	95,461,479	81,635,390	13,826,089	16.9%	
Program Expenses									
School Readiness									
Direct Services	63,523,107	60,915,651	(2,607,456)	-4.3%	75,968,964	63,159,126	(12,809,838)	-20.3%	
School Readiness Match - DEL	1,209,004	906,121	(302,883)	-33.4%	1,379,844	1,126,233	(253,611)	-22.5%	
School Readiness - Local Funders	1,516,742	1,471,000	(45,742)	-3.1%	2,131,531	1,457,695	(673,836)	-46.2%	
General Contributions and Gifts	432,320	156,088	(276,233)	-177.0%	1,066,233	90,000	(976,233)	-1084.7%	
Total Direct Services	66,681,173	63,448,859	(3,232,314)	-5.1%	80,546,573	65,833,054	(14,713,519)	-22.3%	
Personnel	9,127,087	9,597,349	470,262	4.9%	11,154,017	11,826,551	672,534	5.7%	
Staff Development	9,709	62,199	52,490	84.4%	25,476	71,956	46,480	64.6%	
Professional Services	574,163	605,706	31,543	5.2%	839,930	666,756	(173,173)	-26.0%	
Occupancy	441,211	509,323	68,112	13.4%	543,075	527,061	(16,015)	-3.0%	
Postage, Freight and Delivery	2,582	6,449	3,867	60.0%	3,795	7,662	3,867	50.5%	
Rentals	5,291	8,429	3,138	37.2%	6,977	10,114	3,137	31.0%	
Supplies	79,454	59,219	(20,235)	-34.2%	89,958	71,356	(18,602)	-26.1%	
Communications	28,352	29,976	1,624	5.4%	34,347	35,971	1,624	4.5%	
Insurance	93,739	68,633	(25,106)	-36.6%	107,465	82,359	(25,106)	-30.5%	
Tangible Personal Property	-	7,339	7,339	-100.0%	1,318	8,656	7,338	84.8%	
Quality	692,810	947,552	254,742	26.9%	1,029,987	1,430,258	400,271	28.0%	
Travel	36,371	54,436	18,065	33.2%	45,905	68,283	22,378	32.8%	
Other Operating	205,416	350,941	145,526	41.5%	277,829	423,355	145,526	34.4%	
Other Operating Expenses	2,169,098	2,710,200	541,102	20.0%	3,006,062	3,403,785	(397,723)	-11.7%	
ELCHC Operating	11,296,185	12,307,549	1,011,364	8.2%	14,160,079	15,230,336	274,811	1.8%	
ECC	26,110	20,417	(5,694)	-27.9%	66,110	80,000	13,890	17.4%	
Inclusion Cost	209,210	250,417	41,206	16.5%	245,000	245,000	-	0.0%	
Scholarships and Other	430,755	162,833	(267,922)	-164.5%	443,717	247,000	(196,717)	-79.6%	
Total School Readiness & Other Expenses	78,643,434	76,190,075	(2,453,359)	-3.2%	95,461,479	81,635,390	(14,621,534)	-17.9%	
SR Change in Net Assets									
	174,862	-	(174,862)	100.0%	-	-	-	0.0%	
GOALS									
< 5.00 %	School Readiness - Admin	3.1%	3.4%	-0.3%	-9.6%	3.0%	3.3%	-0.3%	-8.3%
> 4.00 %	School Readiness - Quality	7.5%	8.3%	-0.9%	-10.3%	9.2%	9.2%	0.0%	-0.4%
< 22.00%	School Readiness - Non-Direct	16.7%	18.6%	-1.8%	-9.9%	18.4%	19.5%	-1.1%	-5.6%
> 78.00 %	School Readiness - Direct	83.3%	81.4%	1.8%	2.3%	81.6%	80.5%	1.1%	1.4%

Budget to Actual
April 30, 2025

	YTD Actual	YTD Adjusted Budget	Difference YTD favorable /(unfavorable)	%	FY 24-25 Forecast	FY 24-25 Original Budget	Difference YTD favorable /(unfavorable)	%
VPK Revenue								
Voluntary Pre-Kindergarten	27,849,724	28,811,414	(961,690)	-3.3%	31,759,719	32,196,911	(437,191)	-1.4%
Total VPK Revenue	27,849,724	28,811,414	(961,690)	-3.3%	31,759,719	32,196,911	(437,191)	-1.4%
Voluntary Pre-Kindergarten								
Direct Services	26,432,513	27,243,919	811,406	3.0%	29,686,153	30,375,310	689,157	2.3%
Personnel	1,019,117	1,352,969	333,852	24.7%	1,664,288	1,480,516	(183,772)	-12.4%
Staff Development	3,092	12,244	9,152	74.7%	5,942	15,094	9,152	60.6%
Professional Services	190,294	73,528	(116,766)	-158.8%	205,009	87,924	(117,085)	-133.2%
Occupancy	84,203	1,760	(82,442)	-4683.4%	84,555	86,239	1,685	2.0%
Postage, Freight and Delivery	255	3,102	2,846	91.8%	842	3,688	2,846	77.2%
Rentals	1,045	1,155	110	9.5%	1,276	1,386	110	7.9%
Supplies	2,277	5,236	2,959	56.5%	3,194	6,894	3,701	53.7%
Communications	5,365	3,358	(2,008)	-59.8%	6,037	4,029	(2,008)	-49.8%
Insurance	19,441	34,621	15,180	43.8%	26,366	41,545	15,180	36.5%
Tangible Personal Property	-	1,745	1,745	-100.0%	349	2,094	1,745	83.3%
Quality	1,708	28	(1,680)	-5969.6%	1,708	28	(1,680)	-5969.6%
Travel	11,526	25,444	13,918	54.7%	15,284	27,382	12,099	44.2%
Other Operating	46,254	52,304	6,050	11.6%	58,717	64,779	6,062	9.4%
Other Operating Expenses	365,460	214,526	(150,935)	-70.4%	409,278	341,084	(68,194)	-20.0%
ELCHC Operating	1,384,577	1,567,495	182,918	11.7%	2,073,566	1,821,600	(251,966)	-13.8%
Total Voluntary Pre-Kindergarten	27,817,090	28,811,414	1,290,828	4%	31,759,719	32,196,911	437,191	1%
VPK Change in Net Assets	32,634	-	(32,634)	100.0%	-	-	-	0.0%
GOALS								
< 5.00 % VPK - Admin	4.2%	4.6%	-0.4%	-9.4%	5.6%	5.0%	0.6%	0.0%
Total Revenue	106,668,020	105,001,488	1,666,532	1.6%	127,221,198	113,832,301	13,388,897	11.8%
Total Expenses	106,460,524	105,001,488	1,459,036	1.4%	127,221,198	113,832,301	13,388,897	11.8%
Change in Net Assets	207,496	-	207,496	100.0%	-	-	-	0.0%

CEO REPORT

ITEM X.

ISSUE:

CEO Report

NARRATIVE: The following items will be discussed during the CEO Report:

- Legislative Updates
- Children’s Summit 2025
- Summer Boost: VPK Performance Update

ISSUE: Supplemental Documents

NARRATIVE:

- Summit 2025 Dashboard

(1-attachment)



Invites you to

Education of Young Children Summit

Accelerating Success

A RACE TO KINDERGARTEN READINESS.



SEPTEMBER 18, 2025 | 12 PM - 1:30 PM

6500 MOTOR ENCLAVE WAY, TAMPA, FL 33610

2025 Education of Young Children Summit

Thursday September 18th

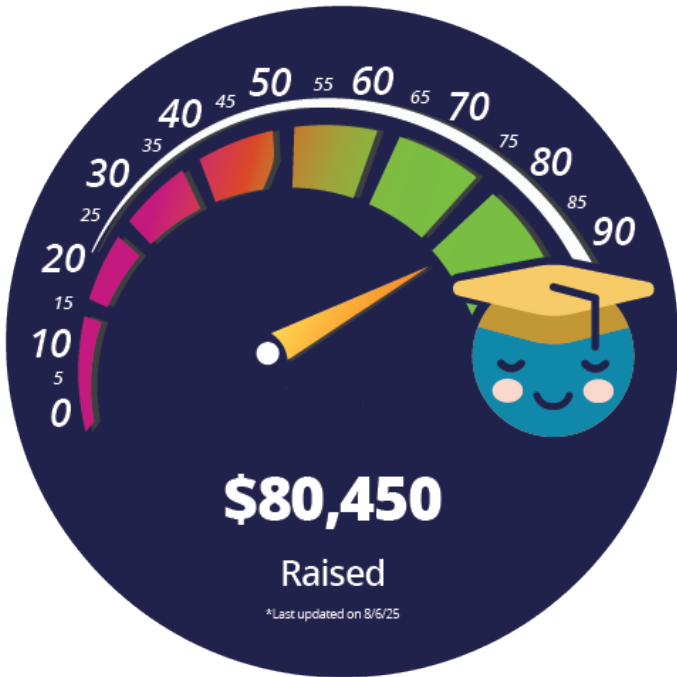


EARLY LEARNING
COALITION OF HILLSBOROUGH COUNTY

Performance to Goals: last updated 8.6.25



- Attendance goal = 500
- 8 elected officials
- 20 ELCHC board members



Responsible	Goal	Current	% of goal
RD Team	\$ 15,000.00	\$ 33,000.00	220%
Dr. Hicks	\$ 20,000.00	\$ 12,500.00	100%*
Private BOD	\$ 35,000.00	\$ 26,250.00	75%
Ex. Officio BOD	\$ 7,500.00	\$ 7,500.00	100%
Event ASK	\$ 12,500.00	\$ -	0%
Tickets sold	\$ 1,000.00	\$ 1,200.00	120%
	\$ 91,000.00	\$ 80,450.00	88%