



Meeting of the Board of Trustees

August 18, 2022, 2:00PM

Via Zoom

AGENDA

- I. **Roll Call** (Avian Jones)
- II. **Public Comment Period**
The public is invited to provide comments relevant to the SC Early Childhood Advisory Council and/or South Carolina First Steps during this period. Members of the public wishing to speak must sign up before the meeting. Comments should be limited to no more than three minutes per speaker.
- III. **Call to Order and Approve Agenda** (David Morley)
Motion: To adopt the agenda as submitted
Motion: To adopt the June 16, 2022 minutes as submitted
Attachments: SC First Steps Board of Trustees June 16, 2022 Minutes
- IV. **Executive Committee Report** (David Morley)
Attachments: Executive Committee Report, Executive Committee Meetings Minutes, SCFS Pay For Success Project Overview
- V. **Consent Agenda:** Motions Recommended by Committees (David Morley)
 - a. Whereas South Carolina First Steps is committed to sustaining and scaling evidence-based parenting programs in the counties across the state;

Whereas South Carolina First Steps has been successfully increasing the reach of evidence-based parenting programs by securing and deploying competitive federal and philanthropic grants to local partnerships;

Whereas the grant funds used to expand local partnerships' evidence-based parenting programs are time-limited, creating a funding cliff in the coming one to three years;

Whereas a pay-for-success financing mechanism, as authorized under South Carolina Title 11 Chapter 60 enables First Steps to work collaboratively with an impact investor and a philanthropic grantor to sustain and scale evidence-based parenting programs with additional accountability and outcomes focus;

Motion: To authorize South Carolina First Steps to develop a Pay for Success Project compliant with South Carolina Title 11 Chapter 60 and to submit a request to SFAA for approval for South Carolina First Steps to fund a Pay for Success outcomes-based financing project up to \$4.015 million over 3 years with an interest rate not to exceed 8% for the purpose of sustaining and scaling evidence-based parenting programs delivered by First Steps Local Partnerships. (Executive Committee recommends)



Board of Trustees Meeting

June 16, 2022 2:00PM

SC First Steps

Zoom

Draft Minutes

Members Present (18):

Dave Morley, Chair
Dr. Shelley Canright, Vice Chair
Jacque Curtin
Mary Lynne Diggs
John Hayes
Tim Holt
Robert Kerr
Michael Leach
Sen. Gerald Malloy
Dr. David Mathis
Jennifer McConnell
Janie Neeley
Alexia Newman
Roger Pryor
Dr. Edward Simmer
Sue Williams
Dr. Amy Williams
Nicole Wynkoop

Members Absent (5):

Rep. Paula Calhoon
Dr. Michelle Fry
Rep. Jerry Govan
Sen. Greg Hembree
Jessica Mackey

Attendees (111)

Georgia Mjartan	Cheryl Chavis	Karen Oliver	Pamela Salley
Avian Jones	Cindy Ellis	Kate Roach	Pauletta Plowden
Laura Baker	Cindy Galloway	Kathy Fitzgerald	Rachal Hatton-Moore
Beth Moore	Cindy Riley	Kathy Jenkins	Rhonda Hollingsworth
Samantha Ingram	Daby Snipes	Kenya Johnson	Rogers Pryor
Adrienne Troy Frazier	Darcy Huffman	Kenna Hoover	Rosemarie West
Alexis Pipkins	David Lisk	Kerri Schnake	Ryan Shinn
Amira Hulwe	Dedra Butler	Kerry Cordan	Sarah Eargle
Amity Buckner-Pickens	Derek Cromwell	Kim Trudell	Sharon Bruton
Amy Breault	Dione Brabham	Kimberley Jordan	Shayla Pettigrew
Amy Engle	Dorian Young	Kristen Martocchio	Sheila Cornwell
Amy Holbert	Duchett Hylton	Kristine Jenkins	SheKiah Reese
Angelica Jules	Dwana Doctor	LaMyra Sanders	Sheria Williams
Annette Gerald	Felicia Battle	LaToya Boyd	Sherry Adger
Annie Cherry	Ferlecia Culthbertson	Lavinia Tejada	Shirleen Lewis
Ben Gibson	Gina Beebe	Lexi Jones	Sophia Wurster
Beth Kienzlen	Kim Chariker	Lis Guimaraes	Spencer Scott
Betty Gardiner	Ivory Mitchell	Lisa Huff	Stacie Bourne
Betty Washington	Jabari Clyburn	Loretta Parker	Stacy Greenwalt
Brittany Bush	Janice Kilburn	Lucy Garcia	Suzanne McGougan
Candi Lalonde	Jennifer Williams	Marc Drews	S Woods
Carletta Isreal	Jenny May	Marcia Nadh	Tammy Medlin
Carmen Salley	Jim Riddle	Mark Barnes	Tangela Glenn
Catherine Bender	Jon Artz	Martha Strickland	Terri Lottchea
Cierra Crosby	Joy Dickerson	Megan Smith	Tiffany Outlaw
Chastine Dickey-Jackson	Joy Mazur	Micah Ely	Tricia Gordon
Chelsea Richard	Julia Nelson	NaToya Cartledge	Valencia Johnson
	Justina Siuba	Nicole Glenn	Valerie Johnson



Ms. Jones conducted a roll call.

Ms. Jones reported there were no members of the public that requested to speak.

Mr. Morley called the meeting to order at 2:05 p.m. Mr. Morley requested a motion to adopt the agenda. Ms. Williams provided the motion. Mr. Pryor provided a second and the motion was unanimously approved.

Mr. Morley asked for a motion to approve the April 21, 2022 minutes. Mr. Holt provided the motion. Ms. McConnell provided a second and the motion was unanimously approved.

Mr. Morley provided a report on the Executive Committee. He reported that the Executive Committee took action on behalf of the full board relating to the results of the investigations into Greenwood County First Steps and Abbeville County First Steps. He shared the purpose of the regional Local Partnership board-to-board meetings and encouraged participation in those meetings as they will be discussing and asking for input regarding reauthorization. Mr. Morley announced that Ms. Mackey will join the Program and Grants committee.

Mr. Morley asked for a motion to approve the following consent agenda. Dr. Williams provided the motion. Dr. Mathis provided a second and the motion was unanimously approved.

Consent Agenda: **Motions Recommended by Committees** (David Morley)

- a. **Motion:** To approve the Enhanced Core Function Family Café' evidenced-informed program to be added to the FY23 program listing. (Program and Grants Committee recommends)
- b. **Motion:** To approve the new evidenced-based and evidenced-informed program guidelines to begin in the FY23 grant year. (Program and Grants Committee recommends)
- c. **Motion:** To approve the update of the Program and Operational Guidelines and updates as presented to begin in FY23 grant year. (Program and Grants Committee recommends)
- d. **Motion:** To approve Formula Funding grant awards to the First Steps Local Partnerships, excluding Abbeville County First Steps and Greenwood County First Steps. (Program and Grants Committee recommends)

Mr. Morley provided an update on the status of Greenwood County First Steps' compliance with the three corrective actions they were issued as a result of the Office of Inspector General's findings. The requirements were to replace the Greenwood County First Steps Executive Director, recuperate funds improperly paid to the Social Change Initiative in the amount recommended by the May 2022 OIG report, and agreeing to a timeline on other corrective actions to address significant operational deficiencies. Mr. Morley explained that the corrective actions are resolved or are actively in the process of being resolved and requested a motion to approve the formula funding grant award to Greenwood County First Steps. Ms. McConnell provided the motion and Mr. Holt seconded. The motion passed unanimously.



Mr. Morley provided an update on the status of Abbeville County First Steps' compliance with the three corrective actions they were issued as a result of the Office of Inspector General's findings. The requirements were to replace the Abbeville County First Steps Executive Director, recuperate funds improperly paid to the Social Change Initiative in the amount recommended by the May 2022 OIG report, and agreeing to a timeline on other corrective actions to address significant operational deficiencies. Abbeville County First Steps was compliant with replacing their Executive Director. They were partially compliant with the recoupment of funds to the Social Change Initiative, and they were not compliant to agreeing on a timeline with the corrective actions to address significant operational deficiencies. Mr. Morley requested the following motion:

The Board of Abbeville County First Steps has failed to fully and sufficiently address the matters raised in the May 19, 2022 notice by June 15, 2022. Therefore, let it be resolved that: South Carolina First Steps will enter into no new contracts or grant awards with Abbeville County First Steps and Abbeville County First Steps may not obligate any state funds until which time the South Carolina First Steps Board of Trustees makes a determination to reinstate the grant agreement between Abbeville County First Steps and South Carolina First Steps. The Board of Trustees of South Carolina First Steps hereby directs the staff of South Carolina First Steps to mitigate the impact of this decision on services to children in Abbeville County. This includes but is not limited to authorizing SC First Steps staff to enter into contractual agreements with other local partnerships to provides services in Abbeville County and moving formula funds earmarked for Abbeville County to other local partnerships for the sole purpose of providing services in Abbeville County.

Ms. Neeley provided the motion and Ms. Newman provided a second. After some discussion Dr. Simmer motioned to amend the language to the final sentence by where it would read as follows:

This includes but is not limited to authorizing SC First Steps staff to enter into contractual agreements with other local partnerships to provides services in Abbeville County and moving formula funds earmarked for Abbeville County to other local partnerships for the sole purpose of providing and expanding services in Abbeville County.

Ms. McConnell provided the second. The amendment to the motion passed unanimously. The motion passed unanimously.

Ms. Moore shared information on First Steps is Here: Countdown to Kindergarten and it's new professional development opportunity. She introduced Tammy Medlin, Kindergarten Teacher with Discovery School; Lucy Garcia, Kindergarten Teacher with Erwin Elementary School; and Stephany Perez-Sanchez, former Countdown to Kindergarten student. They shared their experiences with the positive partnership and outcomes of Countdown to Kindergarten.

Dr. Jenny May from the Education Oversight Committee presented on the analyses for the Fall 2021 Statewide Administration of the Kindergarten Readiness Assessment.

Dr. Williams reported on the Strategic Planning and Evaluation Committee and their ongoing work with the South Carolina Birth through Five Plan, the Early Childhood Integrated Data System and KITS.



Ms. McConnell reported on the Local Partnerships Programs and Grants Committee. She shared the committee's approval of the addition of new programs.

Mr. Holt reported on the Finance and Administration Committee. He provided an update on the financial condition of the agency and the Pay for Success proposal. He also shared information on the possible creation of a separate foundation to support SC First Steps.

Sen. Malloy provided updates on the budget, funding to local partnerships, paid family leave for state employees, and legislative updates.

Ms. Mjartan provided the Executive Director's report where she shared the increase in Local Partnership reach from reauthorization until now. She provided information on the increase in 4K enrollment and the 4K plus siblings partnership with DSS. Ms. Mjartan also shared fundraising results for the fiscal year and updates on grants.

Mr. Morley asked for a motion to adjourn the meeting. Mr. Holt provided the motion. Dr. Mathis seconded, and the motion was unanimously approved.

The meeting was adjourned at 4:01 pm by Mr. Morley



To: SC First Steps Board of Trustees
From: David Morley, Chairman, Executive Committee
Date: August 18, 2022
RE: Executive Committee Report

Acknowledgment of guest speakers at today's meeting:

- Dr. Cheri Shapiro, Director, Institute for Families and Society, UofSC

Executive Committee Actions – July 29 & August 10, 2022

The Executive Committee of the Board of South Carolina First Steps met on July 29 and August 10, 2022. Minutes from the meetings are attached. The Executive Committee took action on behalf of the full board due to the time-sensitive nature of the operations of Abbeville County First Steps and the agency head performance evaluation.

1. Regarding Abbeville County First Steps

Motion made by Tim Holt, seconded by Dr. Amy Williams, unanimously approved to authorize South Carolina First Steps to enter into contracts with Abbeville County First Steps including a contract to reinstate formula funds remaining for FY2023 and to authorize Abbeville County First Steps to obligate state funds awarded to Abbeville County First Steps and to return to normal operations. Abbeville County First Steps will remain under corrective action and as such will be unable to apply for competitive or targeted grants, until all corrective action items are resolved.

2. Agency Head Performance Evaluation

A motion was made by Dr. Shelley Canright, seconded by Tim Holt, and unanimously approved to rate Executive Director Mjartan as “exceeds” in all categories of the review and to accept the review of Georgia Mjartan.

Pay for Success Project

The Executive Committee took the following action:

Whereas South Carolina First Steps is committed to sustaining and scaling evidence-based parenting programs in the counties across the state;

Whereas South Carolina First Steps has been successfully increasing the reach of evidence-based parenting programs by securing and deploying competitive federal and philanthropic grants to local partnerships;

Whereas the grant funds used to expand local partnerships’ evidence-based parenting programs are time-limited, creating a funding cliff in the coming one to three years;

Whereas a pay-for-success financing mechanism, as authorized under South Carolina Title 11 Chapter 60 enables First Steps to work collaboratively with an impact investor and a philanthropic grantor to sustain and scale evidence-based parenting programs with additional accountability and outcomes focus;

Motion: To authorize South Carolina First Steps to develop a Pay for Success Project compliant with South Carolina Title 11 Chapter 60 and to submit a request to SFAA for approval for South Carolina First Steps to fund a Pay for Success outcomes-based financing project up to \$4.015 million over 3 years with an interest rate not to exceed 8% for the purpose of sustaining and scaling evidence-based parenting programs delivered by First Steps Local Partnerships.

Funding Cliffs

Mjartan provided information regarding upcoming funding cliffs that will affect local partnership programs, external partners delivering services to young children and their families, and the agency itself most notably the Early Childhood Advisory Council, whose work and initiatives (First5SC.org, PalmettoPreK.org, South Carolina's Early Learning Extension, South Carolina's Birth through Five Plan, etc.) are almost entirely funded by time-limited grants.

AmeriCorps VISTA

Mjartan provided an update on the agency's application for AmeriCorps VISTA, which, if awarded, would result in 6 additional team members (full-time) who would serve as AmeriCorps VISTA volunteers through a national service program intended to build the capacity of anti-poverty organizations.



**Executive Committee Meeting Minutes
July 29, 2022 at 11:00 AM by Zoom**

Executive Committee of the Board of Trustees of South Carolina First Steps convened on July 29, 2022 by Zoom. The meeting was called to order by Chairman David Morley at 11:04 am. The follow members were present, constituting a quorum: David Morley, Dr. Shelley Canright, Tim Holt, Jennifer McConnell, and Dr. Amy Williams. Sen. Gerald Malloy was unable to attend due to a scheduling conflict. The following staff were present: Georgia Mjartan, Mark Barnes, Derek Cromwell, Dr. Chelsea Richard.

Following discussion and updates regarding the status of Abbeville County First Steps' compliance with board expectations for resolution of concerns, the Executive Committee took the following action, acting on behalf of the full Board of Trustees. Executive Committee deemed it reasonable and important to take this action on behalf of the full board so that normal operations and an execution of the grant agreement could commence as soon as possible, rather than waiting until the August board meeting.

Motion: To authorize South Carolina First Steps to enter into contracts with Abbeville County First Steps including a contract to reinstate formula funds remaining for FY2023 and to authorize Abbeville County First Steps to obligate state funds awarded to Abbeville County First Steps and to return to normal operations. Abbeville County First Steps will remain under corrective action and as such will be unable to apply for competitive or targeted grants, until all corrective action items are resolved.

Motion was made by Tim Holt and seconded by Dr. Amy Williams. Motion passed unanimously.

Executive Director Georgia Mjartan provided an update on the Pay for Success project and a recent (July 28, 2022) meeting Mjartan and Mark Barnes had with staff from SFAA and State Treasurer's Office. Mjartan reported that this was a highly productive meeting and staff from both agencies were very helpful in providing information and insight into the next steps required to advance consideration of the project. With this in mind and guidance offered in that meeting, the motion that was originally proposed by staff was replaced and the following motion was considered. Following discussion, with a motion by Tim Holt and a second by Dr. Shelley Canright, the following passed unanimously:

Pay for Success Project

Whereas South Carolina First Steps is committed sustaining and scaling evidence-based parenting programs in counties across the state;

Whereas South Carolina First Steps has been successfully increasing the reach of evidence-based parenting programs by securing and deploying competitive federal and philanthropic grants to local partnerships;

Whereas the grant funds used to expand local partnerships' evidence-based parenting programs are time-limited, creating a funding cliff in the coming one to three years;

Whereas a pay-for-success financing mechanism, as authorized under South Carolina Title 11 Chapter 60 enables First Steps to work collaboratively with an impact investor and a philanthropic guarantor to sustain and scale evidence-based parenting programs with additional accountability and outcomes focus;

The Executive Committee of the Board of Trustees of South Carolina First Steps makes the following motion:

To authorize South Carolina First Steps to develop a Pay for Success Project compliant with South Carolina Title 11 Chapter 60 and to submit a request to SFAA for approval for South Carolina First Steps to fund a Pay for Success outcomes-based financing project up to \$4.015 million over 3 years with an interest rate not to exceed 8% for the purpose of sustaining and scaling evidence-based parenting programs delivered by First Steps Local Partnerships.

Mjartan provided information regarding upcoming funding cliffs that will affect local partnership programs, external partners delivering services to young children and their families, and the agency itself most notably the Early Childhood Advisory Council, whose work and initiatives (First5SC.org, PalmettoPreK.org, South Carolina's Early Learning Extension, South Carolina's Birth through Five Plan, etc.) are almost entirely funded by time-limited grants. There was discussion about the agency's planning and approach to sustaining and even scaling programs and initiatives in the face of these upcoming cliffs caused by the anticipated end of multiple federal and philanthropic grants.

Mjartan also provided an update on the agency's application for AmeriCorps VISTA, which, if awarded, would result in 6 additional team members (full-time) who would serve as AmeriCorps VISTA volunteers through a national service program intended to build the capacity of anti-poverty organizations. An additional staff member would be added to the organization if this grant were awarded, and initially the cost of that staff member would not be covered by the grant, although the cost of the members would be.

Chairman Morley asked Mjartan to provide commentary on her self-evaluation provided for considering by the committee as they conduct the annual Agency Head Evaluation. Mjartan provided highlights from the year. There was some discussion, and then Mjartan and the staff departed from the meeting so that the members could enter into a review discussion regarding Mjartan's performance over the previous fiscal year.

The self-evaluation, performance and survey results from the board members' evaluation of Mjartan were discussed. No action was taken. The meeting adjourned with a motion by Tim Holt and second by Dr. Amy Williams at 1:00 pm.



**Executive Committee Meeting Minutes
August 10, 2022 at 10:00 AM by Zoom**

The Executive Committee of the Board of Trustees of South Carolina First Steps convened on August 10, 2022 by Zoom. The meeting was called to order by Chairman David Morley at 10:00am. The following members were present, constituting a quorum: David Morley, Dr. Shelley Canright, Tim Holt, and Jennifer McConnell. Dr. Amy Williams and Sen. Gerald Malloy were unable to attend due to a scheduling conflict. The following staff were present: Georgia Mjartan.

The members took action on behalf of the full board due to the time-sensitive nature of the agency head review needing to be submitted to the legislative committee (Agency Head Salary Review Committee) on August 15, 2022, prior to the next board meeting.

The Executive Committee today took two votes, in both acting on behalf of the full board. The votes were as follows:

Motion to rate Executive Director Mjartan as “exceeds” in all categories of the review and to accept the review of Georgia Mjartan.

Motion by Dr. Shelley Canright, Second by Tim Holt, unanimous approval

The meeting concluded at 10:15am

South Carolina Accountable Parenting Expansion Project

July 20, 2022

Need and Context

- As the federal grant dollars that currently support the expansion of evidence-based parenting programs phase out over the next two years, Local First Steps Partnerships will need additional multi-year resources to sustain these important programmatic efforts.
- South Carolina First Steps is seeking to embed a more robust accountability framework into its service model and align incentives with improved early childhood and parenting outcomes.
- In June 2021, South Carolina passed the SC Pay for Success Performance Accountability Act, establishing a trust fund at the State Treasury to hold funds for performance-based contracts.

Project Description

- South Carolina First Steps is proposing a new initiative that will enable high-performing Local First Steps partnerships to expand evidence-based parenting programs in their communities.
- This effort will leverage a pay-for-success structure – a next-generation public-private partnership that combines market discipline with performance management, as described further below.
- As part of the initiative, SC First Steps expects to commit a maximum obligation of \$4 million in total funds to support three years of expanded programming during calendar years 2023-2025.

What is Performance-Based Contracting?

- Performance-based contracting transforms how government does business: moving from contracts that reimburse costs or pay a fee for services delivered to outcomes-based contracts where government only pays as programs achieve community responsive, pre-defined outcomes.
- If government pays based on outcomes at a future date, service providers often need resources today to run their programs. To fill this gap, an impact investor provides a flexible investment so that providers can deliver the intervention and cover other project costs.
- When outcomes are achieved, outcome payments are used to repay the investment. If outcomes exceed expectations, a portion of the excess payments may be shared with providers. If outcomes fall short, the investment may not be fully repaid, and the investor may take a loss.
- In this way, the private sector, nonprofit service providers, and government can partner to focus squarely on the singular task of improving people's lives – tapping the resources of private markets for public good, allowing service providers to focus less on fundraising and more on mission, and aligning government funding with priority outcomes and real impact.

Project Partners

- **Government Outcome Payor:** South Carolina First Steps
- **Service Providers:** Local First Steps Partnerships who meet the following criteria:
 - Currently leveraging PDG or ESSER funds to expand evidence-based parenting programs
 - Strong track record implementing Parents as Teachers or Nurturing Parenting Program
- **Outcome Payment Fund Administrator:** South Carolina Office of the State Treasurer
- **Impact Investor:** The Community Outcomes Fund at Maycomb Capital
- **Guarantor:** Philanthropic Foundation (TBD)

Services to Be Expanded Through the Project

- **Parents as Teachers (PAT):** comprehensive home visiting and parenting education program for parents and caregivers with children ages 0-5.
- **Nurturing Parenting Program (NPP):** family-centered trauma-informed initiative to build nurturing parenting skills; families with children ages 0-5 attend in groups, in-home, or both.

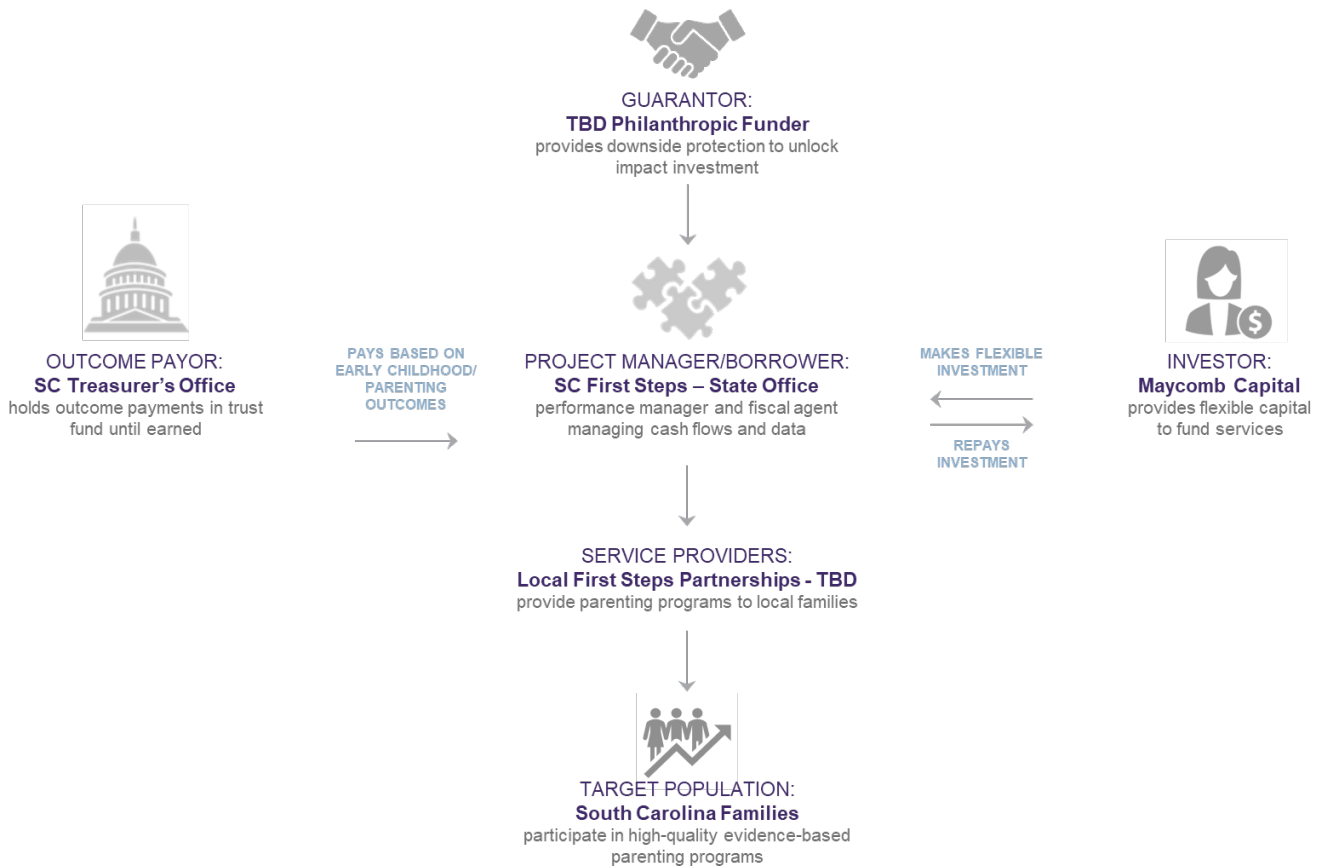
Outcome Targets

- Program Outputs
 - Model Implemented to Fidelity
 - Successful Referral Connections
- Education Outcomes
 - Improved Kindergarten Readiness
- Health Outcomes
 - Adherence to Well-Child Visits
- Parent-Child Outcomes
 - Improvements on Applicable Assessments

Unique Benefits of Project Design

- Outcomes will be validated using readily available administrative data. The project will not utilize a randomized control trial (RCT). This means Local Partnerships can serve all families seeking services and that more dollars go towards programs rather than a costly evaluation. This data can be used in real-time for continuous improvement of services, boosting Local Partnerships' performance management capacity and ability to concretely report on impact.
- While typical contracts may cover baseline program costs, this project will equip Local Partnerships with 100% of the funds they need to deliver high-quality services. This enhanced budget may allow for increased staff wages, retention bonuses, professional development, etc.
- Through a flexible investment from an impact investor, Local Partnerships have access to a multi-year, predictable funding stream that can be sized and advanced to align with their funding needs.
- The project may outperform and generate outcome payments above what is needed to repay the investment (note: outcome payments paid will not exceed SC First Steps' maximum obligation). In that case, Local Partnerships earn a performance bonus that can be spent with maximum flexibility. High performing Partnerships position themselves for future funding opportunities.
- The participation of a mission-aligned philanthropic Guarantor in the project provides SC First Steps with an opportunity to build and deepen its relationship with the philanthropic sector.

How it Works



1. SC First Steps selects Local Partnerships to expand parenting programs in their counties.
2. A philanthropic Guarantor commits to provide a 20% guaranty to enable Maycomb to invest.
3. SC First Steps deposits a maximum obligation of \$4.015 million in the trust fund at SC Treasury.
4. Maycomb makes a \$3.650 million investment to SC First Steps in six advances over three years. SC First Steps disburses the funds to Local Partnerships as needed over that period.
5. Local Partnerships use the funding to expand parenting programs over three years.
6. SC First Steps tracks outcomes of parenting programs.
7. SC First Steps provides outcome reports to SC Treasurer’s Office. Outcome reports will describe the outcomes achieved, payment rates for such outcomes, and outcome payments generated.
8. SC Treasurer’s Office releases outcome payments from the trust fund to SC First Steps based on the outcomes report. Outcome payments released are capped at the maximum obligation.
9. SC First Steps uses the outcome payments to pay interest and principal on the investment.
10. At the conclusion of the project:
 - a. If outcome payments exceed the amount needed to repay the investment, SC First Steps will distribute excess funds 80% to Local Partnerships as a performance bonus and 20% to Maycomb. Partnerships will have discretion to use bonus with maximum flexibility.
 - b. If there is any remaining unpaid obligation, Maycomb will draw down the lesser of the unpaid obligation and the maximum guaranty amount from the Guarantor. If the unpaid obligation exceeds the maximum guaranty amount, Maycomb takes a loss.

Preliminary Illustrative Financial Summary

Illustrative Project Terms	
Total Program Costs	\$3,600,000
Transaction Costs (Legal)	\$50,000
Total Project Costs	\$3,650,000
Investment Amount	\$3,650,000
Guaranty Amount (20%)	\$730,000
Interest Rate	8.00%
Performance Bonus to Local Partnerships	80%
Performance Bonus to Maycomb	20%
SC First Steps Maximum Obligation	\$4,015,000

Illustrative Cash Flow Summary (Assuming Achieve Maximum Obligation)

Project Year	1	2	3	4	Total
<i>Calendar Year</i>	2023	2024	2025	2026	
Project Expenses					
Program Costs	\$1,200,000	\$1,200,000	\$1,200,000	\$0	\$3,600,000
Transaction Costs	\$50,000	\$0	\$0	\$0	\$50,000
Total Project Expenses	\$1,250,000	\$1,200,000	\$1,200,000	\$0	\$3,650,000
Outcome Payments to Investor (To be Finalized)					
Program Outputs	\$0	\$241,500	\$287,700	\$0	\$529,200
Education Outcomes	\$0	\$293,250	\$349,350	\$367,200	\$1,009,800
Health Outcomes	\$0	\$345,000	\$411,000	\$432,000	\$1,188,000
Parent-Child Outcomes	\$0	\$402,500	\$479,500	\$406,000	\$1,288,000
Total Outcome Payments	\$0	\$1,282,250	\$1,527,550	\$1,205,200	\$4,015,000
Investment Funding					
Total Investment Disbursements	\$1,250,000	\$1,200,000	\$1,200,000	\$0	\$3,650,000
Investment Repayment					
Interest Payment	\$0	\$113,000	\$102,460	\$72,453	\$287,913
Principal Repayment	\$0	\$1,169,250	\$1,425,090	\$1,055,660	\$3,650,000
Total Interest Paid and Principal Repaid	\$0	\$1,282,250	\$1,527,550	\$1,128,113	\$3,937,913
Success Payments					
Funds Available for Success Payments	\$0	\$0	\$0	\$77,087	\$77,087
Success Payments Distributed to Local Partnerships	\$0	\$0	\$0	\$61,670	\$61,670
Success Payments Distributed to Investor	\$0	\$0	\$0	\$15,417	\$15,417

Appendix: Outcome Measure Details

- Global
 - Model implemented to fidelity
 - Client retention
 - Frequency/dosage
 - Developmental screenings
 - Successful connections to
 - Medicaid
 - Special Supplemental Nutrition Program for Women, Infants, and Children (WIC)
 - Early care and education/child care
- Parents as Teachers
 - Improvements on Healthy Families Parenting Inventory (HFPI)
 - Overview: parent completed assessment
 - Frequency: within 45 days of enrollment and then every six months
 - Scoring
 - Overall score
 - Subscales including parent/child interaction, home environment, etc.
 - Improvements on Adult-Child Interactive Reading Inventory (ACIRI)
 - Overview: trained evaluator completed assessment for children aged 30 months or older
 - Frequency: within 45 days of enrollment and then annually
 - Scoring
 - Overall score
 - Subscales including reading comprehension, literacy strategies, etc.
 - Improved adherence to well-child visits among children enrolled in Medicaid
 - Improved kindergarten readiness among children who enroll in kindergarten in a public school (defined as “demonstrating readiness” on the South Carolina Kindergarten Readiness Assessment)
- Nurturing Parenting Program
 - Improvements on Adult Adolescent Parenting Inventory (AAPI)
 - Overview: parent completed assessment
 - Frequency: pretest at intake and a posttest annually or prior to exiting the program
 - Scoring
 - Overall score
 - Subscales including parental empathy, parent-child roles, etc.
 - Improvements on Nurturing Skills Competency Scale (NSCS)
 - Overview: parent completed assessment
 - Frequency: pretest at intake and a posttest annually or prior to exiting the program
 - Scoring
 - Overall score
 - Subscales including knowledge of NPP, NPP skills, etc.



Strategic Planning and Evaluation Committee

Chairwoman: Dr. Amy Williams

REPORT

The committee met on July 25, 2022, via Zoom. All committee members were present. The meeting opened with an acknowledgement of the ongoing work through the Early Childhood Advisory Council regarding the Birth through Five plan and the Early Childhood Integrated Data System.

The bulk of the committee's meeting was spent discussing potential outcomes for a possible Pay for Success project. The details of this discussion can be found in the meeting minutes. This committee will continue to be involved in the outcome development for this potential project.



Strategic Planning and Evaluation Committee

Monday, July 25, 2022, 2-3PM via Zoom

Committee Members Present: Dr. Amy Williams; Alexia Newman; Janie Neeley; Dave Morley

First Steps Staff Present: Dr. Chelsea Richard

MEETING MINUTES

The meeting was called to order at 2:02PM. The meeting opened with an acknowledgement of the ongoing work through the Early Childhood Advisory Council (ECAC) and the Interagency Collaboration Committee regarding the Birth through Five plan's four goal areas. One initiative of goal four that has had continued momentum is the Early Childhood Integrated Data System (ECIDS). At the August ECAC meeting, an ECIDS communications tool kit will be presented.

First Steps' new data system development is ongoing and has finished the requirements gathering phase. User acceptance testing with a small group of state office staff has begun. The data system is on track to launch in early 2023. The bulk of the committee's meeting was spent discussing potential outcomes for a possible Pay for Success project. There was rich discussion about how outcomes that have a known cost savings or return on investment are more compelling than those that do not, in addition to outputs and outcomes associated with program implementation. Longer-term potential outcomes to be assessed with administrative data discussed were:

- Timely developmental screenings and referral to BabyNet, when appropriate
- Improved adherence to well-child visits among children enrolled in Medicaid
- Improved kindergarten readiness among children who enroll in kindergarten in a public school (defined as "demonstrating readiness" on the South Carolina Kindergarten Readiness Assessment)
- Reduced reported or substantiated child maltreatment (incident/recurrent)
- Reduced emergency department visits, perhaps for particular reasons

There was other discussion related to potentially taking a quasi-experimental approach to measuring the longer-term outcomes from administrative data. There was acknowledgment of the advantage of the set up of the First Steps board to the sustainability of programs under this potential Pay for Success project since the proposed outcomes are from other agency's data, are critical to their missions, and have potential funding streams dedicated to prevention services. The discussion wrapped with an affirmation that this potential Pay for Success project is also an opportunity to learn about this financing mechanism. The meeting was adjourned at 2:47PM.



To: SC First Steps Board of Trustees

From: Jennifer McConnell

Date: August 4th, 2022

RE: Local Partnerships Program and Grants Committee

The Local Partnerships Program and Grants Committee met on August 4th, 2022; Minutes of the meeting are attached. The following motions were approved unanimously.

A. Pay for Success and READY Funds

- i. SCFS Executive Director Georgia Mjartan gave the committee an update on the Pay for Success model being considered by SCFS and also an update on the distribution of READY funds through targeted grants to partnerships being considered.

B. Updated Evidence-Based Program Guidelines Approval

i. Nurse Family Partnership

Nurse-Family Partnership (NFP) is a home visiting model that is client-centered and driven by client identified goals. Nurse home visitors use input from parents, nursing experience, nursing practice, and model-specific resources to promote low-income, first-time mothers' health during pregnancy, care of their child, and own personal growth and development. NFP targets low income, first-time mothers, and their children. Pregnant mothers enroll in NFP prior to 28 weeks gestation and can receive services until the child is 2.

Motion:

The Local Partnership Program and Grants Committee approves the evidenced based Nurse Family Partnership (NFP) updated program guidelines for the FY23 grant year.

Motioned by Roger Pryor, seconded by Shelley Canright

Motion passed unanimously.

C. Updated Program and Operation Guidelines

- i. Minor changes to wording in the document that were omitted in original approval

Motion:

The Local Partnership Program and Grants Committee approves the updates to the Program and Operational guidelines for the FY23 grant year.

Motioned by Roger Pryor, seconded by Shelley Canright

Motion passed unanimously



D. Corrective Action

Chief Partnership Officer Derek Cromwell presented to the committee the list of potential corrective action partnerships. Derek also explained the history over the last year, with covid causing many issues, and the Board of Trustees allowing a waiver for programmatic and carry forward shortfalls due to covid for FY21. Derek also walked through the rationale going into FY22 that the expectation from the State office was that partnership were open for business as usual. In August of 2021 guidelines were developed and issued to all partnerships that gave specific guidance on how to fully implement the programs in light of covid. Derek then went on to discuss processes being put in place to support local partnerships even more in the upcoming year.

Derek recommended and it was agreed to by the committee, to not vote on corrective action today. It was felt by Derek and his team that there were several partnerships who have been identified as needing corrective action that they feel are issues that can be rectified over the next couple of weeks, prior to the August Board meeting. Because of this recommendation, the committee took no action on a motion at this time and will present the final corrective action list for full board vote at the August Board meeting.

E. September Board meeting

Derek led a discussion concerning the September board meeting. He explained that the July meeting was moved to August in order to have the corrective action discussion. To get back on track he recommended that he committee still meet in September to get back on regular schedule. All committee members agreed without discussion.

Committee Chair Jennifer McConnell adjourned the meeting at 3:00pm.



Local Partnership Program and Grants Committee Meeting
May 19, 2022
Virtual
1:00pm- 3:00pm
Minutes

Board Presence: Chair Jennifer McConnell, Shelley Canright, John Hayes, Roger Pryor

State Staff Presence: Derek Cromwell, Georgia Mjartan, Kerry Cordan, Gina Beebe, Jon Artz, LaMyra Sanders, Kate Roach, Carletta Isreal, Rogers Pender, Chelsea Richards, Kaitlyn Richards, Kathy Fitzgerald.

Meeting was Called to order at 1:00 by Jennifer McConnell and turned over to Georgia Mjartan to present on Pay for Success and READY funding.

- i. SCFS Executive Director Georgia Mjartan gave the committee an update on the Pay for Success model being considered by SCFS and also an update on the distribution of READY funds through targeted grants to partnerships being considered.

By request of Jennifer McConnell, we went directly into the three action items due to time.

Action Item

- a. Program Guideline Updated – NFP (See Attached)

Motion:

The Local Partnership Program and Grants Committee approves the evidenced based Nurse Family Partnership (NFP) updated program guidelines for the FY23 grant year.

Motion: Roger Pryor Seconded: Shelley Canright All voted yes

Action Item

- b. Update to Operational guidelines (see attachments)
 - i. Minor changes to wording in the document that were omitted in original approval.

Motion:

The Local Partnership Program and Grants Committee approves the updates to the Program and Operational guidelines for the FY23 grant year.

Motion: Roger Pryor Seconded: Shelley Canright All voted yes

Action Item

- c. FY22 Corrective Action (see attachments)

Motion:

The Local Partnership Program and Grants Committee approves the corrective action determination as presented for the 25 local partnerships identified (Fairfield, Newberry, York, Williamsburg, Abbeville, Greenwood, Barnwell, Bamberg, Dorchester, Aiken, Florence, Georgetown, Horry, Marion, Marlboro, Charleston, Pickens, Union, Calhoun, Berkeley, Sumter, Richland, Orangeburg, Clarendon, Lexington). As a result of corrective action, the local partnerships effected are not eligible to apply for competitive or targeted grants until they have satisfactorily resolved the discrepancies noted on their corrective action plans as determined by SC First Steps.



No motion at this time, as some of the Corrective Actions were minor and it was thought that they could be rectified easily as the program officer and the Local partnership team worked with the partnership. Derek will revise the Corrective Action list as partnerships come off corrective action and will present to the State Board on August 18th for a motion.

It was discussed if we should have the next meeting on September 15th as Program and Grants meet every other month but due to the content of agenda of this meeting it was moved to August so the schedule of meeting bimonthly would not work unless we kept the September meeting as is.

It was Agreed on by the committee to keep the September meeting on the 15th 11:30- 1:00 and in person.

Meeting was called to adjourn by Jennifer McConnell at 3:00



Nurse Family Partnership (214)
Evidence-Based & High Intensity Strategy

Nurse-Family Partnership (NFP) is a home visiting model that is client-centered and driven by client identified goals. Nurse home visitors use input from parents, nursing experience, nursing practice, and model-specific resources to promote low-income, first-time mothers’ health during pregnancy, care of their child, and own personal growth and development.

Partnerships’ funding Nurse Family Partnership (NFP) strategies shall work in collaboration with SC First Steps (in its capacity as South Carolina’s NFP sponsor agency) to ensure full compliance with national model guidelines.

Unit of Delivery = Families

Targeting

Intended Population

- NFP targets low-income, first-time mothers and their children. Low-income is defined as Medicaid eligible and/or a family income that does not exceed 185% of the federal poverty definition.
- NFP requires a client to be enrolled in the program prior to the end of the women’s 28th week of pregnancy.

Client Retention

- Services are delivered until the child is 2 years old.

Service Delivery

Model Fidelity

Nurse Family Partnership services will be delivered with fidelity to each of the model’s 18 core elements as defined by the Nurse Family Partnership National Service Office.

Staff Qualifications and Training

Nurses and supervisory staff will complete all required training, prior to the provision of service and participate in professional development as required by the NFP National Service Office.

Data Submission

- Full client and visit data will be submitted via the NFP Efforts to Outcomes (ETO) system, per model guidelines
- Local partnerships are required to enter aggregated data reports into the FSDC outcomes for NFP.

Client Retention	Retention Requirement	Services are delivered until the child is 2 years old.	N/A	Report N/A
Service Delivery	Nurse(s) delivery of model, data provided to LP	Data should be entered in	Quarterly Report and Annual Report entered within 14	Report Quarterly NFP Outcomes Report

		the NFP ETO system.	days of receipt (provided by implementing agency)	
Assessments	Only assessments prescribed by the NFP model as administered by Nurse(s) are required.			
Referrals	Only referrals prescribed by the NFP model as administered by Nurse(s) are required.			
Required Outcomes variables entered in the FSDC (LPs may enter additional information, if available)	<ul style="list-style-type: none"> • Number of adults served • Number of children served • Number of referrals made • Number of home visits (per month or per quarter) • Average length of visits 			



Program and Operational Guidelines changes:

#1: [FY23 Program and Operational Guidelines](#) on page 7 #6 - We have added the revisions in red below

SC First Steps reserves the right to view partnership and vendor data in the system at any time, including but not limited to the following data checkpoints: 10 business days after Quarter 1 (Oct. 14); 10 business days after Quarter 2 (Jan. 13); 10 business days after Quarter 3 (April 14); and 10 business days after Quarter 4 (July 14). Data will be used to evaluate overall program performance and sustainability.

#2: revisions to make to page 8 #3 related to the comprehensive plan dates:

Provide Planning and Oversight

- *Coordinate a collaborative effort at the county or multicounty level to identify area needs related to the First Steps legislative goals, and develop a strategic long-term plan (i.e., Comprehensive Plan) for meeting those needs (Section 12. Section 59-152-70(A)(2)). The partnership's Comprehensive Plan should align with the priorities identified in the state strategic plan adopted by the SC First Steps Board, as well as the state board's adopted readiness benchmarks (Profile of the Ready Kindergartner) and the First Steps legislative goals. Per Section 59-152-70, Comprehensive Plans shall include the three core functions of local partnerships (local portal, community convener, and support for state level priorities). Comprehensive Plans shall be for three years' duration, to align with legislative requirements for updating community needs and resources assessments every three years. Local partnership Comprehensive Plans, as well as any annual updates, are to be posted to the SC First Steps web site by December 1 each year, per First Steps legislation (Section 12. Section 59-152-70(A)(8)). To meet this requirement, future Comprehensive Plans will be due to SC First Steps on or before November 1 in the year in which the partnership's current plan expires.*
- *Oversee program strategies in accordance with SC First Steps Partnership and Operational Guidelines, exercise due diligence when selecting program strategies and, when establishing new program strategies, commit to allowing sufficient time for successful implementation (min. 2 years recommended).*



To: SC First Steps Board of Trustees

From: Tim Holt, Chairman, Finance and Administration Committee

Date: July 20, 2022

RE: Finance and Administration Report

The Finance and Administration Committee met via Zoom conference call on July 20, 2022, to receive updates from staff. Detailed meeting minutes are attached. The committee is not bringing forward any action items, but we provide the following updates.

Pay for Success Model: Presentation by Maycomb Capital

Representatives from Maycomb Capital presented a Pay for Success Model to the Committee. They provided a document that describes how such a model might work. This allowed us to have a good bit of discussion and get some clarity on the process, possible benefits, costs and risks associated with the model. There is still a good bit of work to establish a final proposal but that work continues.

First Steps State Office

Financial Report

The year ending financial report, for FY 2021-22, and the draft budget for 2022-23 was reviewed by Mr. Barnes. The organization continues to be in excellent financial condition, and our expenditures are below expectations as we work to expand our 4K Program statewide. We did not fully expend our budget for the current fiscal year due to the reasons previously mentioned.

Local Partnerships

Allocation Model

The staff continues work on the data for the allocation model and should be scheduling the first meeting for the Task Force soon.

Greenwood and Abbeville County First Steps Update

Mr. Barnes gave us an update on the progress from Abbeville and Greenwood County First Steps. The two Boards are making good progress on their respective Corrective Action Plans. We were able to ensure that services in Abbeville County were not stopped during the month they were without a Grant Agreement.



Minutes from Finance and Administration Committee Meeting (Zoom)

July 20, 2022

Members present: Tim Holt, Chairman, Jacque Curtin, David Morley

Members not present: N/A

Nonmembers present: Shelly Canright, Jennifer McConnell, Amy Williams, Georgia Mjartan, Mark Barnes, Director of Administration; Simone Gross, Director of Investments, Alex Mabie, Investment Associate, of Maycomb Capital, Derek Cromwell, Karen Oliver, Chelsea Richard, Kaitlyn Richards, Martha Strickland

With all public notices being provided, the Zoom meeting was called to order by Tim Holt at 10:01 am.

Presentation by Maycomb Capital

Mr. Holt requested Georgia Mjartan introduce the two guests from Maycomb Capital.

Ms. Mjartan introduced Simone and Alex. She then talked briefly about a proposal for a Pay for Success project. She mentioned that the project would be consistent with our Strategic Plan in both working to diversify our fund sources and supporting intensive programs in the Local Partnerships. She talked about the Federal fund sources that have been used to expand the programs over the last two years and that they would be going away over the next two years. She mentioned the recently passed SC Pay for Success Act and that if we moved forward with this project, it would be the first one to be considered under this law. She asked for support for the project from the Board and that approval would have to come from the State Fiscal Accountability Authority and the SC Treasurers Office.

She mentioned the Pay for Success Project would create a new public private partnership, a new service model with a more extensive performance management component.

It would be based on a Performance Based Contract where payments would be made based on the actual outcomes achieved.

She asked Alex Mabie to go through the information that had been prepared demonstrating how the project would work. He then started going through the handout. He reviewed the Preliminary Illustrative Financial Summary with the Committee. He mentioned that the project as now drafted would have a not to exceed amount of \$4,015,000. This would be for services over a three-year period to begin in January of 2023. He mentioned that the project would have an independent evaluator. The financial projections as described in the handout assumes that all measures are successful. The project includes transactions costs of \$50,000, interest rates for investment outstanding of 8%, plus any success payments if all outcome measures are achieved. He described in detail each of the individual components of the financial model. He also mentioned that a third party would be recruited

to provide guarantee funds if the project was unsuccessful. This would reduce the losses to the investor. At one point during the discussion Mr. Morley requested a revised version that would describe three possible outcomes, 1. Complete success, 2. Middle level success, 3. Total failure.

Mr. Mabie indicated the model provides accountability and evaluation. He mentioned that we are looking at the selection criteria for the Local Partnerships that would be chosen to participate. First, potentially, would be ones that are losing other funds. He also talked about the outcomes that are being developed for the evaluation.

There was discussion about whether the Nurturing Parenting Program (NPP) was structured enough regarding accountability and outcomes. It was mentioned that the evaluation should allow us to provide more study of the programs we choose. There were also questions related to the child level outcomes that would be measured in the NPP.

In evaluating the universe of Local Partnerships and partners, we need to look at the current level of performance and establish a balance between smaller rural and urban communities. Other comments included needing to backfill the cliff of upcoming federal funds and concentrating on underserved areas. We need to show an impact.

The funding for the project would come from one-time funds that would be deposited into the State's Treasurers Office fund to pay out over the life of the project. An Oversight Committee would be created as a joint effort between First Steps and Maycomb Capital.

No vote was taken on the project during the meeting and work would continue developing the plan.

Mr. Holt requested Mr. Barnes to provide the updates as listed on the agenda.

Mr. Barnes provided the following updates.

First Steps State Office Updates

1. Financial Report

Mr. Barnes briefly reviewed the financial reports for the Board. He shared the year ending report and the draft of the new budget for FY 2023 in addition to the Donations Report for FY 2022. As projected, the expenditures for the year ending were less than the budget. This is due, in part, to the statewide expansion of the 4K Program and that it will take a little while to achieve full statewide implementation, especially now as the child-care centers are struggling to find staff to teach in the classrooms. For the upcoming year, our budget is going to be similar to the budget for last year and will be approximately \$68 million.

Local Partnerships

Update on Allocation Model

As was decided by the Board of Directors, we will be evaluating the current allocation model through the work of a Task Force. We have received most of the data we will need for our work. As soon as it's confirmed that we have all the data we will need, we will schedule the first meeting. We expect to complete this work by December.

Update on Greenwood and Abbeville County First Steps Partnerships

Greenwood County First Steps continues to make good progress on their Corrective Action Plan. Abbeville County First Steps has started making good progress against their plan. Both of the Boards are working closely with the State Office to correct their deficiencies. We have developed agreements to ensure that Abbeville County services will continue to operate until they can get approval for their 2023 Grant Agreement.

4K Program

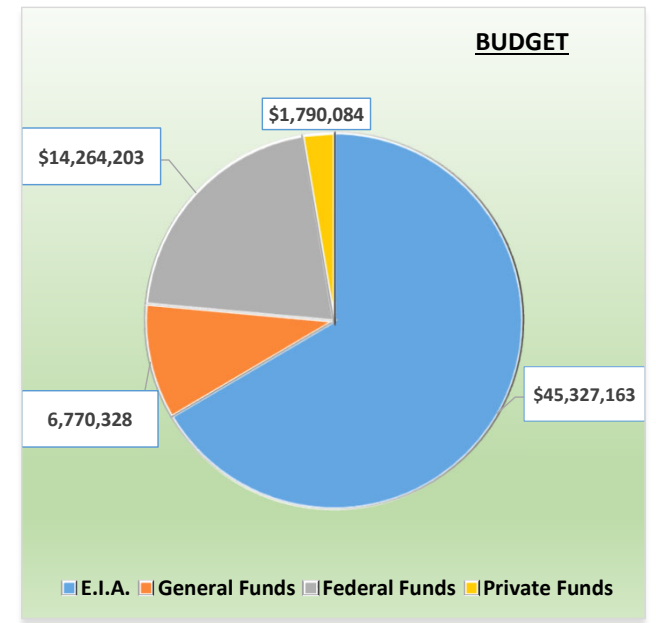
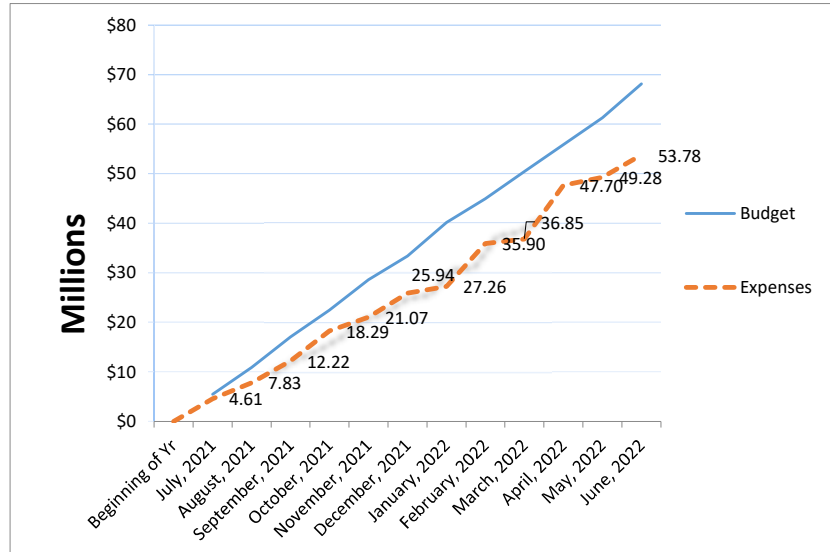
Staff gave an update on the program's status. Considerable work has been done to analyze the current cost structure of the 4K Providers. This has been done to assist us in developing the tuition payments for the upcoming school year. As a reminder, the General Assembly changed the state budget provisos to allow SC First Steps and the Department of Education to set the rates with a minimum amount included in the current proviso. We are working to coordinate the rates with both the Department of Education and to work with DSS related to our 4K with Siblings program. By working together we can develop a financial model that might ensure the 4K centers are not losing money on our programs. We hope to be able to implement something prior to the start of the new school year in mid-August.

With no further business to discuss, Ms. Curtin motioned, and Mr. Holt adjourned the meeting at 12:01 pm.

As of
June 30, 2022

Spending Rates

Projected	100%
Actual	79%



PROGRAMS / OPERATIONS	STATE APPROPRIATIONS			FEDERAL GRANTS			PRIVATE FUNDS			GRAND TOTAL		
	Description	Budget	Expended	Balance	Budget	Expended	Balance	Budget	Expended	Balance	Budget	Expended
LOCAL PARTNERSHIPS	14,435,228	14,435,228	-	2,025,313	1,214,253	\$ 811,060			-	16,460,541	15,649,481	\$ 811,060
LOCAL PARTNERSHIPS SUPPORT & TECH ASST.	2,896,900	2,954,790	(57,890)	3,385,280		\$ 3,385,280	198,393	173,522	24,871	6,480,573	3,128,312	\$ 3,352,261
PRIVATE 4-K	32,014,655	26,604,044	5,410,611	5,307,914		5,307,914			-	37,322,569	26,604,044	\$ 10,718,525
EARLY CHILDHOOD ADVISORY COUNCIL	193,500	45,349	148,151	2,531,685	4,814,139	(2,282,454)	130,000		130,000	2,855,185	4,859,488	\$ (2,004,303)
AMERICORPS				326,703	267,921	58,782			-	326,703	267,921	\$ 58,782
POLICY & ACCOUNTABILITY	2,557,208	1,943,564	613,644	687,308		687,308	1,461,691	1,323,223	138,468	4,706,207	3,266,787	\$ 1,439,420
GRAND TOTAL:	52,097,491	45,982,975	6,114,516	14,264,203	6,296,314	7,967,889	1,790,084	1,496,744	293,340	68,151,778	53,776,033	\$ 14,375,745

Notes:

1) Local Partnerships:

- a. Funding Sources: Education Improvement Act (EIA) Funds
- b. Formula allocation cash advances are disbursed on a quarterly basis
- c. Expenditures reflect disbursements from SC First Steps (state-level)
- d. Does not include local-level actual expenses to staff and vendors

2) Private budgets based on Projected Fund Raising and income & prior year cash.

45,327,163	E.I.A.
6,770,328	General Funds
14,264,203	Federal Funds
1,790,084	Private Funds
68,151,778	

3) LP Support & Technical Assistance

- a. Contracted accounting firm (Manley Garvin, LLC)
- b. Accounting Software network support & Data Housing
- c. Programmatic data housing & network support

Federal Funds:

AmeriCorps:	326,703
SLDS:	173,017
PDG:	5,686,573
10% Quality	339,517
ESSER Funds	4,485,914
GEER Funds	3,252,479
	14,264,203

3) LP Support & Technical Assistance (cont.)

- d. Workers' compensation insurance coverage
- e. External programmatic evaluation
- f. Financial audits-annually each LP
- g. Does not include local-level actual expenses to staff and vendors
- h. OFS program & finance staff (payroll, rent, contractual, supplies, travel, etc)
- i. Includes LP Countdown to Kindergarten program

- 4) State Appropriations Include EIA Funds and General Funds.
- 5) \$3.2 mil. in GEER Funds were awarded April 1 (reimbursable)

Donations

FY 2022

As of June 30, 2022



DATE RECEIVED	GENERAL	DONOR/PAYOR	FUNDS	PURPOSE / COMMENTS
Jul 19, 2021	\$ 25	Cindy Kellet	Unrestricted	SC First Steps
Jul 19, 2021	\$ 1,000	Brady Thomas	Restricted	Hampton County First Steps
Aug 1, 2021	\$ 10	Catherine Morton-FrontStream	Restricted	Berkeley County First Steps
Aug 10, 2022	\$ 15,500	Enterprise Holdings	Unrestricted	SC First Steps
Aug 24, 2021	\$ 975	Jim & Melinda Robertson-NFG	Unrestricted	SC First Steps
Aug 24, 2021	\$ 20	James Rickenbaker-NFG	Restricted	Orangeburg County First Steps
Aug 24, 2021	\$ 96	Blackbaud Giving Foundation	Unrestricted	SC First Steps
Aug 24, 2021	\$ 125	Flour Enterprise-The Benevity	Unrestricted	SC First Steps
Sep 1, 2021	\$ 10	Catherine Morton-FrontStream	Restricted	Berkeley County First Steps
Oct 14, 2021	\$ 100	Flour Enterprise-The Benevity	Unrestricted	SC First Steps
Oct 18, 2021	\$ 10	Catherine Morton-FrontStream	Restricted	Berkeley County First Steps
Oct 18, 2021	\$ 25	James Rickenbaker-Orangeburg Co.	Restricted	Orangeburg County First Steps
Oct 18, 2021	\$ 25	Sharon Daniels -Orangeburg Co.	Restricted	Orangeburg County First Steps
Oct 18, 2021	\$ 100	Chris Vanderford-Greenwood Co.	Restricted	Greenwood County First Steps
Oct 28, 2021	\$ 10	Catherine Morton-FrontStream	Restricted	Berkeley County First Steps
Nov 8, 2021	\$ 50	Laura Baker	Unrestricted	SC First Steps
Dec 3, 2021	\$ 150	Jennifer Wright-Lancaster Co.	Restricted	Lancaster County First Steps
Dec 3, 2021	\$ 200	Gloria Jennings-Richland Co.	Restricted	Richland County First Steps
Dec 3, 2021	\$ 25	Bethany Counts-Newberry Co.	Restricted	Newberry County First Steps
Dec 3, 2021	\$ 1,000	Aaron & Nicole Winkoop	Restricted	A Night to Celebrate
Dec 7, 2021	\$ 1,000	TS Holt Company	Restricted	A Night to Celebrate
Dec 9, 2021	\$ 5,000	Schwab Charitable-Marchelle Canright	Restricted	A Night to Celebrate
Dec 21, 2021	\$ 80	Blackbaud Giving Foundation	Unrestricted	SC First Steps
Dec 27, 2022	\$ 10	Catherine Morton-FrontStream	Restricted	Berkeley County First Steps
Dec 31, 2021	\$ 10	Bethany Counts-NFG	Restricted	Newberry County First Steps
Dec 31, 2021	\$ 970	Sunshine Foundation-NFG	Restricted	Barnwell County First Steps
Dec 31, 2021	\$ 25	Regina Eargle-NFG	Restricted	Newberry County First Steps
Dec 31, 2021	\$ 10	Tricia Gordon_NFG	Restricted	Barnwell County First Steps
Dec 31, 2021	\$ 24	Hazel Backman-NFG	Restricted	Richland County First Steps
Dec 31, 2021	\$ 100	Antionette Alston-NFG	Restricted	Newberry County First Steps
Jan 1, 2022	\$ 100	Karen Oliver	Restricted	A Night to Celebrate
Jan 1, 2022	\$ 100	Karen Oliver	Unrestricted	SC First Steps
Jan 1, 2022	\$ 1,000	Hal Kaplan	Unrestricted	SC First Steps
Jan 2, 2022	\$ 10	Catherine Morton-FrontStream	Restricted	Berkeley County First Steps
Jan 5, 2022	\$ 100	Merita Ann Alison	Unrestricted	SC First Steps
Jan 5, 2022	\$ 500	Gregory Hembree	Unrestricted	SC First Steps
Jan 5, 2022	\$ 100	Debra Scott	Unrestricted	SC First Steps
Jan 18, 2022	\$ 2,500	David & Cheryl Morley	Restricted	A Night to Celebrate
Jan 18, 2022	\$ 25	Alison Bowers-NFG	Unrestricted	SC First Steps
Jan 18, 2022	\$ 30	Cindy Kellett-NFG	Unrestricted	SC First Steps
Jan 18, 2022	\$ 100	Audrey Whetsell-NFG	Unrestricted	SC First Steps
Jan 18, 2022	\$ 150	Valencia Johnson-NFG	Unrestricted	SC First Steps
Jan 18, 2022	\$ 24	Cassandra Barber-NFG	Unrestricted	SC First Steps
Jan 18, 2022	\$ 100	Betty Gardiner-NFG	Unrestricted	SC First Steps
Jan 18, 2022	\$ 25	Delores Rock-NFG	Restricted	Orangeburg County FS
Jan 18, 2022	\$ 15	Delores Rock-NFG	Unrestricted	SC First Steps
Jan 18, 2022	\$ 25	Vanessa Jefferies-NFG	Restricted	Cherokee County FS
Jan 18, 2022	\$ 500	Janice E. Kilburn-NFG	Unrestricted	SC First Steps
Jan 18, 2022	\$ 600	Janice E. Kilburn-NFG	Unrestricted	SC First Steps
Jan 18, 2022	\$ 250	Anne Graybill-NFG	Unrestricted	SC First Steps
Jan 18, 2022	\$ 300	David M Mathis-NFG	Unrestricted	SC First Steps
Jan 18, 2022	\$ 100	Walter Fleming Jr-NFG	Unrestricted	SC First Steps
Jan 18, 2022	\$ 50	Alexia Newman-NFG	Unrestricted	SC First Steps
Jan 18, 2022	\$ 500	Michelle Fry-NFG	Unrestricted	SC First Steps
Jan 18, 2022	\$ 25	Veronica Reynolds-NFG	Restricted	Richland County FS
Jan 18, 2022	\$ 100	Eastern Region/Pam Bradley-NFG	Unrestricted	SC First Steps
Jan 18, 2022	\$ 30	Lauren E Moore-NFG	Unrestricted	SC First Steps
Jan 18, 2022	\$ 75	Cheryl Scales-Chavis-NFG	Unrestricted	SC First Steps
Jan 18, 2022	\$ 15	David Price-NFG	Unrestricted	SC First Steps
Jan 18, 2022	\$ 97	Michael Artz-NFG	Unrestricted	SC First Steps
Jan 18, 2022	\$ 30	Billy E Bennett-NFG	Restricted	Sumter County FS
Jan 18, 2022	\$ 15	Jennifer Phelan-Ninh-NFG	Unrestricted	SC First Steps
Jan 18, 2022	\$ 45	Janice Moore-NFG	Unrestricted	SC First Steps
Jan 18, 2022	\$ 388	Georgia Mjartan-NFG	Unrestricted	SC First Steps

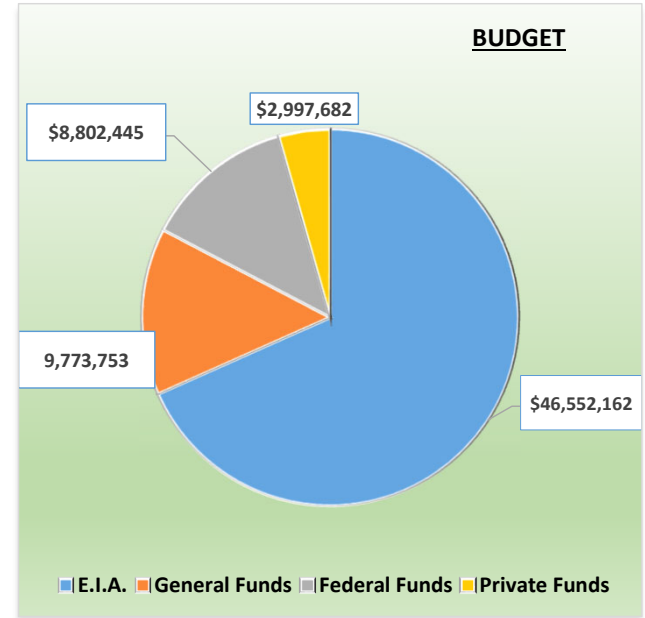
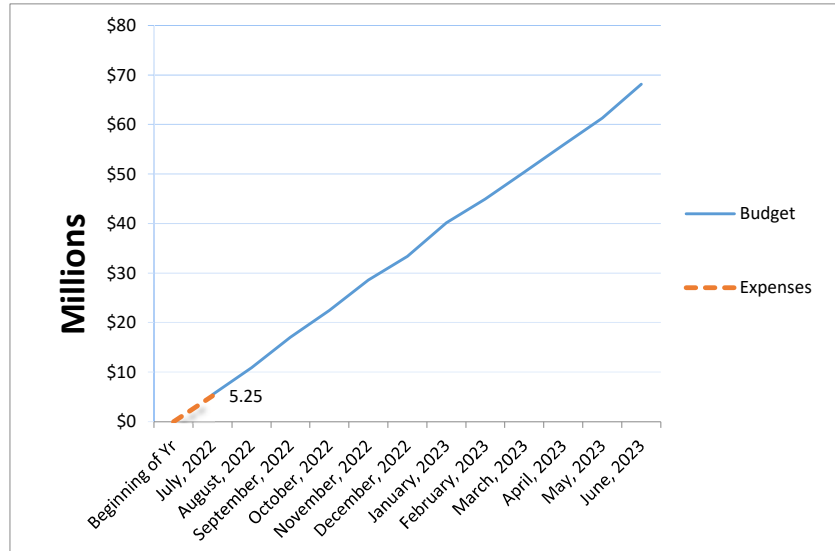
Jan 18, 2022	\$ 100	Mike Leach-NFG	Unrestricted	SC First Steps
Jan 18, 2022	\$ 50	Amy Williams-NFG	Unrestricted	SC First Steps
Jan 18, 2022	\$ 100	Julie Hussey-NFG	Unrestricted	SC First Steps
Jan 20, 2022	\$ 10,000	Fidelity Charitable-Morley Family Fund	Unrestricted	SC First Steps
Jan 20, 2022	\$ 5,000	Manley Garvin	Restricted	A Night to Celebrate
Jan 20, 2022	\$ 1,000	Mark and Debbie Robertson	Restricted	A Night to Celebrate
Jan 25, 2022	\$ 1,000	Lourie Consulting Inc.	Restricted	A Night to Celebrate
Jan 27, 2022	\$ 10	Catherine Morton-FrontStream	Restricted	Berkeley County First Steps
Jan 31, 2022	\$ 2,500	Founders Federal Credit Union	Restricted	A Night to Celebrate
Jan 31, 2022	\$ 1,000	Anlar LLC	Restricted	A Night to Celebrate
Jan 31, 2022	\$ 1,000	Teaching Strategies	Restricted	A Night to Celebrate
Feb 9, 2022	\$ 1,000	Scott & Co.-Don Moblely	Restricted	A Night to Celebrate
Feb 9, 2022	\$ 1,000	Brian & Beth Moore	Restricted	A Night to Celebrate
Feb 15, 2022	\$ 1,000	Riley Pope & Laney	Restricted	A Night to Celebrate
Feb 24, 2022	\$ 10	Catherine Morton-FrontStream	Restricted	Berkeley County First Steps
Mar 1, 2022	\$ 3,000	First Citizens Bank and Trust Co.	Restricted	A Night to Celebrate
Mar 1, 2022	\$ 3,000	First Citizens Bank and Trust Co.	Restricted	A Night to Celebrate
Mar 1, 2022	\$ 1,000	Pollock Co.	Restricted	A Night to Celebrate
Mar 3, 2022	\$ 1,000	Brookland Baptist Church	Restricted	A Night to Celebrate
Mar 8, 2022	\$ 1,000	Synovus	Restricted	A Night to Celebrate
Mar 8, 2022	\$ 200	SCADA-Senator Johnson	Unrestricted	SC First Steps
Mar 10, 2022	\$ 3,000	First Citizens Bank and Trust Co.	Restricted	A Night to Celebrate
Mar 10, 2022	\$ 5,000	Capital Waste Services	Restricted	A Night to Celebrate
Mar 11, 2022	\$ 2,500	Rhodes Branding	Restricted	A Night to Celebrate
Mar 16, 2022	\$ 1,000	Kaplan Early Learning	Restricted	A Night to Celebrate
Mar 23, 2022	\$ 200	SCADA-Rep. Russell Ott Calhoun County	Unrestricted	SC First Steps
Mar 23, 2022	\$ 200	SCADA-Rep. Raye Felder York County	Unrestricted	SC First Steps
Mar 24, 2022	\$ 100	Audrey McClary-NFG	Restricted	A Night to Celebrate
Mar 25, 2022	\$ 10	Beth Shelton Brooks-NFG	Restricted	Newberry County First Steps
Apr 12, 2022	\$ 2,500	Mitchell Business Management	Restricted	A Night to Celebrate
Apr 11, 2022	\$ 100	Marilyn Artz	Unrestricted	SC First Steps
Apr 11, 2022	\$ 25	Calvin Whitmire	Unrestricted	SC First Steps
Apr 11, 2022	\$ 243	Craig Teller	Unrestricted	SC First Steps
Apr 12, 2022	\$ 40	Network for Good	Unrestricted	SC First Steps
Apr 12, 2022	\$ 3,000	First Citizens Bank and Trust Co.	Restricted	A Night to Celebrate
Apr 12, 2022	\$ 5,000	37 Gears	Restricted	A Night to Celebrate
Apr 13, 2022	\$ 100	Charles and Martha Strickland	Restricted	A Night to Celebrate
May 2, 2022	\$ 250	Ada Janet T Setzler	Restricted	A Night to Celebrate
May 11, 2022	\$ 6,200	Eventbrite	Restricted	A Night to Celebrate
May 19, 2022	\$ 3,500	Fidelity Charitable-Morley Family Fund	Restricted	A Night to Celebrate
May 19, 2022	\$ 5,000	The Boeing Co.	Restricted	A Night to Celebrate
May 23, 2022	\$ 150	Vest Diversified Consultant Svcs. LLC-NFG	Unrestricted	To Give a Child a Book-Literacy
May 23, 2022	\$ 100	Little Promise Learning Center-NFG	Restricted	A Night to Celebrate
May 23, 2022	\$ 30	Kristina Chandler-NFG	Unrestricted	To Give a Child a Book-Literacy
May 23, 2022	\$ 5	Ty Dow-NFG	Unrestricted	Literacy Programs
May 23, 2022	\$ 5	Emily Winston-NFG	Unrestricted	Literacy Programs
May 23, 2022	\$ 150	Richard Family-NFG	Unrestricted	Literacy Programs
May 23, 2022	\$ 150	Andrew McClam-NFG	Unrestricted	Literacy Programs
May 23, 2022	\$ 50	Robert Atkinson-NFG	Restricted	A Night to Celebrate
May 23, 2022	\$ 50	Betty Gardiner-NFG	Restricted	A Night to Celebrate
May 23, 2022	\$ 100	Robert Lominack-NFG	Restricted	A Night to Celebrate
May 23, 2022	\$ 250	Elizabeth Petit-NFG	Restricted	A Night to Celebrate
May 23, 2022	\$ 100	Jamal Middleton-NFG	Restricted	A Night to Celebrate
May 23, 2022	\$ 50	Ryan Shinn-NFG	Restricted	A Night to Celebrate
May 23, 2022	\$ 50	Kate Roach-NFG	Restricted	A Night to Celebrate
May 23, 2022	\$ 50	Dominique Taylor-NFG	Restricted	A Night to Celebrate
May 23, 2022	\$ 500	Andrew McClam-NFG	Restricted	A Night to Celebrate
May 23, 2022	\$ 25	Sonia England-NFG	Restricted	A Night to Celebrate
May 23, 2022	\$ 150	Rhodes Bailey-NFG	Unrestricted	SC First Steps
May 23, 2022	\$ 100	Amy Nicholas-NFG	Restricted	A Night to Celebrate
May 23, 2022	\$ 100	Rosemary Patterson-NFG	Restricted	A Night to Celebrate
May 23, 2022	\$ 100	Tricia Ryel Richter-NFG	Restricted	A Night to Celebrate
May 23, 2022	\$ 100	The House of Smiles-NFG	Restricted	Berkeley County FS
May 23, 2022	\$ 130	Columbia Craft	Restricted	A Night to Celebrate
May 24, 2022	\$ 803	Dominik & Georgia Mjartan	Restricted	A Night to Celebrate
Jun 2, 2022	\$ 1,000	Lakeshore Learning	Restricted	A Night to Celebrate
June 24, 2022	\$ 1,000	Jesica Mackey-NFG	Restricted	A Night to Celebrate
June 24, 2022	\$ 25	Kasey Swords-NFG	Restricted	Pickens County FS
June 24, 2022	\$ 150	Andy Barth-NFG	Unrestricted	SC First Steps
June 24, 2022	\$ 27	Jenny Herlong-NFG	Restricted	Edfield County FS
June 24, 2022	\$ 25	Laurie Counterman-NFG	Restricted	Laurens County FS

June 24,2022	\$ 108	K. Session-Richland County	Restricted	A Night to Celebrate
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\$ 112,280

**As of
July 31, 2022**

Spending Rates	
Projected	8%
Actual	8%



PROGRAMS / OPERATIONS	STATE APPROPRIATIONS			FEDERAL GRANTS			PRIVATE FUNDS			GRAND TOTAL		
	Description	Budget	Expended	Balance	Budget	Expended	Balance	Budget	Expended	Balance	Budget	Expended
LOCAL PARTNERSHIPS	14,435,228	3,608,808	10,826,420	2,612,457	-	\$ 2,612,457			-	17,047,685	3,608,808	\$ 13,438,877
LOCAL PARTNERSHIPS SUPPORT & TECH ASST.	5,341,504	200,358	5,141,146			\$ -	1,555,624	-	1,555,624	6,897,128	200,358	\$ 6,696,770
PRIVATE 4-K	33,509,679	1,221,386	32,288,293	1,873,457		1,873,457	142,058		142,058	35,525,194	1,221,386	\$ 34,303,808
EARLY CHILDHOOD ADVISORY COUNCIL	176,000	405	175,595	3,729,725	46,795	3,682,930			-	3,905,725	47,200	\$ 3,858,525
AMERICORPS				326,703	27,523	299,180			-	326,703	27,523	\$ 299,180
POLICY & ACCOUNTABILITY	2,863,504	135,052	2,728,452	260,103		260,103	1,300,000	7,071	1,292,929	4,423,607	142,123	\$ 4,281,484
GRAND TOTAL:	56,325,915	5,166,009	51,159,906	8,802,445	74,318	8,728,127	2,997,682	7,071	2,990,611	68,126,042	5,247,398	\$ 62,878,644

Notes:

1) Local Partnerships:

- a. Funding Sources: Education Improvement Act (EIA) Funds
- b. Formula allocation cash advances are disbursed on a quarterly basis
- c. Expenditures reflect disbursements from SC First Steps (state-level)
- d. Does not include local-level actual expenses to staff and vendors

2) Private budgets based on Projected Fund Raising and

income & prior year cash.	46,552,162	E.I.A.
	9,773,753	General Funds
	8,802,445	Federal Funds
	2,997,682	Private Funds
	68,126,042	

3) LP Support & Technical Assistance

- a. Contracted accounting firm (Manley Garvin, LLC)
- b. Accounting Software network support & Data Housing
- c. Programmatic data housing & network support

Federal Funds:	
AmeriCorps:	326,703
SLDS:	260,103
PDG:	3,729,725
ESSER Funds	4,485,914
	8,802,445

3) LP Support & Technical Assistance (cont.)

- d. Workers' compensation insurance coverage
- e. External programmatic evaluation
- f. Financial audits-annually each LP
- g. Does not include local-level actual expenses to staff and vendors
- h. OFS program & finance staff (payroll, rent, contractual, supplies, travel, etc
- i. Includes LP Countdown to Kindergarten program

4) State Appropriations Include EIA Funds and General Funds.

Donations

FY 2023

As of July 30, 2022



DATE RECEIVED	GENERAL	DONOR/PAYOR	FUNDS	PURPOSE / COMMENTS
Jul 12, 2022	\$ 120	Jennifer Humphries-NFG	Restricted	Cherokee County First Steps
Jul 12, 2022	\$ 10,000	DSS	Restricted	Summit Sponsorship-SC First Steps
Jul 14, 2022	\$ 10,000	Childrens Trust	Restricted	Summit Sponsorship-SC First Steps

\$ 20,120



To: SC First Steps Board of Trustees

From: Georgia Mjartan

Date: August 18, 2022

RE: **Executive Director's Report**

South Carolina's Plan to Sustain and Scale Evidence-Based Parenting Programs

- South Carolina's early childhood system has worked collaboratively to increase funding for and availability of parenting programs statewide through strategic braiding of state, federal and philanthropic sources.
- The success of parenting programs is largely driven by a trained, experienced workforce implementing models to fidelity.
- To sustain existing investments, and to ensure continued scaling to reach more children and families, South Carolina First Steps is developing a plan to sustain and scale evidence-based parenting programs.
- An analysis of PDG, ESSER III, and philanthropic funding "cliffs" indicates that beginning at the end of the current fiscal year and reaching maximum impact in FY2025 (then continuing at that same level), the funding needs to sustain First Steps' local partnerships' parenting programs will range from \$754,000 to \$4,035,000 annually.
- This challenge will require diversified funding mechanisms including the following proposed sources:
 - o READY Grants to Sustain Expansion
 - o Pay for Success Outcomes Based Financing
 - o Philanthropic Funding
 - o Fee for service & contracting (i.e. FFPSA, Medicaid)
 - o Continued pursuit of federal funds when / if available

Funding Cliff Analysis for South Carolina First Steps & Early Childhood Advisory Council

In addition to the analysis of pending funding cliffs for parenting programs, SCFS is also undertaking a full analysis of the impact the end of multiple time-limited grants and contracts will have across First Steps and the Early Childhood Advisory Council. Notably:

- If not addressed, First Steps will have to cut services in additional program areas including: child care quality enhancement, school transition programs (Countdown to Kindergarten and Countdown to 4K), health and early identification and referral programs (i.e. Healthy Steps and PASOs), and Family Café. Initial analysis indicates these funding cliffs hit a peak impact in FY25 (but begin this fiscal year) at \$2.5 million. READY funds will cover some of these services, but a shortfall will persist, requiring additional support.



- Time-limited grants fund programmatic staff at SCFS including team members responsible for child care quality enhancement, teacher training and early care and education, school transitions (Countdown to Kindergarten and Countdown to 4K) and parenting program expansion, training and model fidelity support and oversight.
- Time-limited grants have fully funded *all* of the work of the Early Childhood Advisory Council with the exception of \$105,000 in recurring state funds, which support one staff member plus benefits and fringe. Funding will be needed to continue developing and sustaining the significant progress made by the ECAC including but not limited to:
 - o First 5 SC
 - o Palmetto PreK (including www.PalmettoPreK.org and Jamboree)
 - o Early Learning Extension of the K-12 Longitudinal Data System
 - o Birth through Five Plan, including ongoing working groups, monitoring, data gathering, reporting, and eventually, development of the next 5-year plan
 - o SC Statewide Early Childhood Needs Assessments
 - o Two-Generation Initiatives, which include SC Technical College Partnership, Family Voice Council, and Two-Gen Community of Practice
 - o Interagency Collaboration Committee & Early Childhood Communications Roundtable

Potential Supports for these efforts include:

- o Recurring state dollars
- o Interagency agreements / shared funding of collaborative initiatives (i.e. First5SC, Palmetto PreK, Early Learning Extension)
- o Philanthropic support
- o Continued pursuit of federal funds

READY Grants

**Proposed for discussion by Board of Trustees.

\$3 million in recurring funds to be distributed to local partnerships through competitive and targeted grants prioritizing rural communities and communities with persistently low KRA scores. Proposed grantmaking process:

- Only partnerships **not on corrective action** will be eligible to apply
- Two rounds, with awards made by Board of Trustees at October and February board meetings
- Multi-year grants (2 – 3 years, varies based on award)

READY Grants to Sustain Expansion (\$1 million)

Targeted grant funds to sustaining PDG-funded expansion:

- Parenting Programs
- Child Care Quality Enhancement



- Family Café
 - Supporting Care Providers through Visits (PAT – SCPV)
- Competitive grant funds to sustain initiatives supported by non-SCFS funds

READY Grants to Support Infrastructure and Capacity (\$725,000)

- Targeted grants to meet needs in the following areas: staffing, benefits, space, infrastructure, technology, transportation, etc.

READY Grants to Expand Child Care Quality Enhancement (\$250,000)

- Fixed budget grant awards to enable local partnerships *not* currently offering Child Care Quality Enhancement to expand into that programmatic area and partnerships that *are* offering Child Care Quality Enhancement to expand the reach by supporting additional child care providers.

READY Grants to Support Infant and Early Childhood Mental Health (\$300,000)

- With grant funds, local partnerships will address mental health workforce shortages impacting infants', young children's and families' ability to access mental health supports. Funds will enable the implementation of evidence-based practices, including Attachment and Biobehavioral Catch-Up (ABC), that support positive social-emotional development and mental health for young children and their caregivers.

Early Childhood Innovation Grants (\$200,000 in READY funds, additional funds from tax check-off)

- Competitive grants that reward innovation and a proven track-record of success, address clearly articulated needs, have measurable outcomes, and further SC First Steps' goals and objectives as articulated in "Every Child Ready," South Carolina First Steps' Strategic Plan.

3% of funds, \$90,000, will be used by South Carolina First Steps to support grant-making and grants management, administration of funds, reporting and evaluation of READY.

First Steps 4K

- 2021-22 School Year (comparisons with previous year)
 - 4,159 students served for at least one day through Day 220 (end of SY21-22)
 - 3,343 students served through Day 180 (29% increase)
 - 2,610 students served in summer 2022 (15% increase)
 - 1,794 continued from day 180 through day 220
 - 816 students served in summer only
 - 192 providers participated in summer 2022
 - 138 (72%) rated B or above in ABC Quality
- 2022-23 School Year (as of August 10, 2022, compared to August 11, 2021)
 - 4,054 student applications received
 - 3,603 applications processed
 - 3,095 students approved to enroll (8% increase)
 - 321 are not yet approved, but are approvable
 - 252 total providers approved to date (1% decrease) with 299 classrooms (1% increase)
 - 28 new providers with 28 new classrooms offering First Steps 4K



- 4K + Siblings (as of June 8, 2022 - this is the latest we have), New in 2021 – 2022 School Year (no comparison data)
 - 1,723 children have been approved for a 4K+Siblings voucher
 - 1,405 (81.5%) have successfully connected with a child care provider
- First Steps 4K Academy for Teachers and Directors took place over two weeks (virtual and in-person) in August and involve over 400 teachers and directors. Intensive training and coaching has been proven to be the “key” to the success of First Steps 4K and the quality educational program students receive. (Rand Corporation Study)

Grants Awarded to South Carolina First Steps and In Development

AmeriCorps (renewal): \$333,369 awarded

- 36 part-time opportunities across the state serving with Local First Steps Partnerships and at the South Carolina First Steps office in Columbia.
- Two service positions, HIPPY Parent Educator & Family and Community Engagement, complete activities ranging from providing one-on-one support for parents to hosting outreach events about school readiness and local early childhood services.
- First Steps AmeriCorps provides 2 stipends per month ranging from \$204.28 to \$588.90.
- AmeriCorps members receive the Segal Education Award to pay down student loan debt or cover upcoming tuition costs. The award ranges from \$1,718.25 to \$4,546.50, and it is based on the number of hours completed during the 8 to 10 months of service.
- 18 Service Site Locations (16 local partnerships, ECAC and First Steps 4K). Members will serve with the following First Steps Local Partnerships: Barnwell, Berkeley, Calhoun, Charleston, Darlington, Florence, Hampton, Horry, Jasper, Lee, Marion, Marlboro, Newberry, Orangeburg, Williamsburg, York
- Application for members to apply is now open. Orientation dates in September and October.
- 10 returning members and 4 alumni members hired by Local Partnerships
- 6 new members already recruited and schedule for Sept. 2 orientation
- Priority openings: Darlington (HIPPY – 2 positions), Berkeley, Lee, and York each have a PT Family and Community Engagement role that needs to be filled.

Alliance for Early Success (4th year as a grantee, apply annually): \$50,000 awarded

- Primarily used to fund Government Affairs Liaison
- Also includes significant national support from organizations providing TA and capacity (i.e. Child Trends, National Women’s Law Center)

AmeriCorps VISTA (Application Submitted)

- The VISTA project will seek to increase the scale, reach, efficiency, and effectiveness of First Steps programs in local communities, in particular underserved and rural communities, and expects to benefit at least 25 of the 46 First Steps partnership organizations by increasing financial resources and clients served.



- Six VISTA members will contribute to the goals of the project by performing sustainable activities within communications, fundraising, nonprofit governance, national service and volunteer programs, and community partnership development over the course of the next five years.

Pritzker Children's Initiative (Invited to request 2-year funding)

Request to PCI for financial, convening and dissemination support to share what we have learned through the development and successful launch of First5SC.org with colleagues across the nation with the goal of supporting the establishment of more family-centered, collaborative portals into complex public systems for young children and in particular children birth to age three.

HR & Operations

- SC First Steps have the following new staff members:
 - o Catherine Bender, Local Partnership Fiscal Manager
 - o Emma Boswell, Strategic Impact Intern
 - o Rebekah Rutherford, 4K Intern
- Currently, the organization has the following vacancies:
 - o Local Partnership Fiscal Manager
 - o Local Partnership Program Officer (Childcare Support & Training)
 - o Local Partnership Program Officer (Data)
 - o Procurement Coordinator
 - o Grants Accountant
- COVID-19: Mask wearing is optional for visitors and staff. Masks are available to all staff and visitors.

Every Child READY Funding Priorities

Survey Results



Overview

The “Every Child READY Funding Priorities” survey was sent via email from First Steps Executive Director, Georgia Mjartan, to all First Steps Local Partnership Executive Directors (EDs) and Board Chairs on Wednesday, June 29, 2022. The introduction instructed all EDs to complete it only once before it closed on Friday, July 8, 2022. Program officers were provided regular updates the week of July 5 on who had responded, so they could follow up with counties individually. Responses were received from 41 of 46 counties (89% response rate).

Preschool Development Grant Funding

Thirty-one counties (76%) reported receiving Preschool Development Grant (PDG) funds for parenting, child care quality, Countdown to Kindergarten, or PASOs Early Identification and Referral. Most respondents want to keep programs at their current level and have not already identified another funding source (52%; table 1).

Table 1. Responses to “Thinking about the programs you currently operate or fund with PDG dollars, which end April 29, 2023, what would you like to do with these moving forward?”

Response	Frequency	Percentage*
Keep programs at current level and have not already identified another funding source	16	52%
Expand programs and have not already identified another funding source	14	45%
Keep programs at current level and have already identified another funding source	4	13%
Discontinue programs	1	3%
Expand programs and have already identified another funding source	0	0%
Other (please specify)	4	13%
“Expand disproportional share of 3MM to 14 counties receiving minimum required [funding].”		
“Expand access to quality childcare”		
“Currently, our PDG funds have been allocated to pay PAT affiliate fees and support comprehensive planning.”		
“Provide funding for 3K”		
*Respondents were instructed to select all that apply. Percentages are calculated out of 31 respondents reporting they receive PDG funds and do not add up to 100%.		

Elementary and Secondary Schools Emergency Relief (ESSER) Funding

Twenty-six counties (63%) reported receiving Elementary and Secondary Schools Emergency Relief (ESSER) funds for parenting, Countdown to Kindergarten/4K, or Healthy Steps. Most respondents want to expand programs and have not already identified another funding source (54%; table 2).

Table 2. Responses to “Thinking about the programs you currently operate or fund with ESSER dollars, which end September 29, 2024, what would you like to do with these moving forward?”

Response	Frequency	Percentage*
Expand programs and have not already identified another funding source	14	54%
Keep programs at current level and have not already identified another funding source	9	35%
Expand programs and have already identified another funding source	3	12%

Every Child READY Funding Priorities

Survey Results



Table 2 continued.

Response	Frequency	Percentage*
Keep programs at current level and have already identified another funding source	1	4%
Discontinue programs	0	0%
Other (please specify)	2	8%
"Our ESSER grant began July 1, 2022 due to changeover of ED."		
"We would continue program if schools were interested. Too early to tell if they will be interested in 2024"		
*Respondents were instructed to select all that apply. Percentages are calculated out of 26 respondents reporting they receive ESSER funds and do not add up to 100%.		

State Formula Funding

Thirty-eight counties (93%) responded to the question regarding programs operated or funded by state formula funding, and the majority (74%) want to expand their programs (table 3).

Table 3. Responses to "Thinking about the programs you currently operate or fund with state formula funding, what would you like to do with these moving forward?"

Response	Frequency	Percentage*
Expand programs	28	74%
Keep programs at current level	14	37%
Discontinue programs	0	0%
Other (please specify)	3	8%
"We expanded PAT for the first time ever with [Connected Families] program. We could need grow PAT until we got the significant"		
"Integrate a Nurturing Fathers Program into our PAT program."		
"Have the ability to expand the state formula funding to support organizational capacity."		
*Respondents were instructed to select all that apply. Percentages are calculated out of 38 respondents and do not add up to 100%.		

Non-State Funding

Twenty-nine counties (71%) reported operating or funding programs by non-state funding, and the majority (55%) want to expand their programs (table 4).

Table 4. Responses to "Thinking about the programs you currently operate or fund with non-state funding, what would you like to do with these moving forward?"

Response	Frequency	Percentage*
Expand programs	16	55%
Keep programs at current level	12	41%
Discontinue programs	2	7%
Other (please specify)	2	7%
"We need a QE program other than traditional funding that is defeated once the funding stream ends and centers return to their original minimal quality at best. We admire Quality Counts, but understand that [private foundation] continuous yearly funding makes it possible."		
"[First Steps] should offer targeted funds as matches to private funds"		
*Respondents were instructed to select all that apply. Percentages are calculated out of 29 respondents and do not add up to 100%.		

Operational Support Needs

Thirty-two counties (78%) affirmed that they need additional funds for operational support, like health insurance benefits for staff or physical office space. Respondents were asked to rank the following priorities of operational support on a scale of most needed (1) to least needed (3): staffing (e.g, increase salaries, expand hours of part-time staff to full-time, add non-programmatic staff); benefits (e.g., health insurance, retirement); infrastructure (e.g., physical office space, rent, technology). On average, staffing was ranked most needed; benefits second; infrastructure last. From the qualitative data, it is clear that there is a need for increased funding to recruit and retain quality staff with benefits, like health insurance and retirement. Without these, partnerships, particularly those in rural areas or those that are minimally funded, lose staff to school districts and other organizations that can offer competitive salary and benefit packages.

Additional Needs Related to Achieving Comprehensive Plan

Local Partnerships recently entered the last year of a three-year comprehensive plan (FY21-23), so the survey included the following open-ended question, “With additional funds, what challenges could you address that are getting in the way of you accomplishing your FY21-23 comprehensive plan?”. Items mentioned most frequently were expanding programs and services (14 mentions) and adding staff (13 mentions) with competitive salaries and benefits that keep up with the cost of living (figure 1).



Figure 1. Word cloud for response to “With additional funds, what challenges could you address that are getting in the way of you accomplishing your FY21-23 comprehensive plan?”

Use of One-Time, Non-Recurring Funding

Local Partnerships were asked if one-time, non-recurring funding would be helpful and what they would use it for. The overwhelming answer was “yes”. Items mentioned most frequently were for programs (11 mentions) and for families (9 mentions; figure 2).

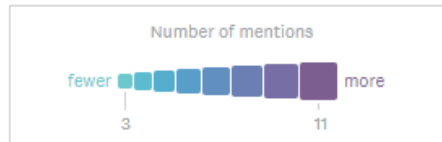


Figure 2. Word cloud for response to “If you had one-time, non-recurring funding, would it be helpful? What would you use it for?”

Conclusions

In the final question about the survey, overall, EDs shared that they are grateful to First Steps for continued opportunities to serve more families and child care providers and are appreciative of the opportunity to provide feedback on this. Some shared that new EDs need support in understanding the best programs to select for their counties. Others shared that they are interested in seeing targeted grants that are not competitive come out before competitive ones and that First Steps should explore a per child funding model, like the state Department of Education. Several shared the need for infrastructure support and the challenges with recruiting and retaining workforce. Overwhelmingly, they are grateful for the state leadership and the continued commitment to children birth through age five.