Step 2: Identify Resources

In addition to the core team's time and energy, you'll need a variety of resources to help your plans become reality. Identify existing and potential resources at federal, state, regional and local levels. Investigate grants, materials, personnel, skill sets, and networks. Be bold when looking for support—talking to people and asking for help goes a long way. Explore the full spectrum of resources available to support your work—this will help you develop solutions that can be sustained over time. Persistence and commitment are renewable! See **Strategy 2: Offer Incentives** for more ideas.

Who are the local early childhood advocates? Who is your champion? These individuals may be your most important resources.

Your Core Team

Outcomes/Notes

Your Core Team	Outcomes/Notes
Who are your **team members**? What is each person's role?	
How will you **coordinate** the work? Will you use a work plan with targeted timelines? It is important to agree on expectations and deliverables. Shared respect, accountability, and adaptability are key!	
What **expectations** do you have for members of the extended team? Consider looking beyond your city or county to surrounding localities. Working with your neighbors is a great way to share the workload, increase your impact, gain new perspectives and serve families who cross county lines for work, residence, services and activities.	
What are your thoughts about having a **steering committee** for strategic planning, and an **operations team** to implement ideas and disseminate information?	

Financial Resources	Outcomes/Notes
What are current **funding sources** to support child care and early childhood development initiatives in your community? Brainstorm a list of funding streams. Consider supports for families (help with tuition costs) and programs (help with operating costs). Review VECF's Integrated Financing for Early Childhood Education materials. Section 2 explores Federal, State and Local funding streams.	
Federal Funding Sources	1. Child and Adult Care Food Program 2. Early Head Start/Head Start Programs and EHS-CC Partnership Grants 3. Administration for Children & Families (ACF), Department of Health & Human Services (HHS), Funding Opportunities 4. Worksheet: Federal Funding and other funding sources for early childhood 5. Military Child Care Assistance
State Funding Sources Research state agencies, initiatives and government structure: • https://www.virginia.gov/agencies • https://www.virginia.gov/	1. Virginia Preschool Initiative 2. Virginia's Small Business Financing Authority's Child Care Financing Program 3. Virginia Department of Housing & Community Development Planning Grants 4. Virginia Child Care Subsidy Program 5. Title IV-Part B: 21st Century Community Learning Centers
Regional Funding Sources	1. Rappahannock Electric Cooperative (example) 2. United Way

Local Funding Sources	1. Taxes
	2. Philanthropists
Ask Local Officials what percentage of budget goes to Early Childhood Initiatives? Within the school budget?	3. Community groups
Many afterschool programs have a focus on workforce development and college and career readiness. How can you connect these groups?	

Private Sector Funding Sources	1. Microloans from banks for small businesses
	2. CPA and accounting discounts
Find Corporate Champions. Reliable, quality child care means a reliable, productive workforce.	3. Business support for small businesses
	4. Help with technology and social media
	5. Senior volunteers giving time back
Share the employee and employer benefits.	
See **Strategy 10: Create Public-Private Partnerships** and the **Talking Points** section for more ideas.	

What **grants** are available at national, regional, local levels?	1. Preschool Development or Mixed Delivery Grants
• The Annie E. Casey Foundation: https://www.aecf.org/	
• Appalachian Regional Commission: https://www.arc.gov/	
Research key words: child care grants, early childhood grants, child development grants, child care funding	
Here's an inspiring example: Early Childhood Learning Innovation in 5 U.S. Cities.	

What **sponsorships or scholarships** are available?	
For families, providers, college students?	
Can you create new opportunities based on need? Does the state make low or no cost community college tuition available?	
Visit ChildCareVA.com for information on VDSS and VECF child care provider Educational Scholarships.	

Are **fundraising** opportunities available? What types of fundraisers work well in your community? Who has experience planning and executing fundraising events? What core group talents or hobbies could you capitalize on? Crowdfunding is an online method for raising capital via social media and crowdfunding platforms.	
What other **funding sources** should be explored? What creative ideas could your work group explore to help **maximize current funding**? How do you educate local government and businesses about child care as an investment? Read and share the Funding Our Future report about generating state and local tax revenue for quality early care and education.	

Non-Financial Resources	**OUTCOMES/NOTES**
What existing **supports and partnerships** are available in your community? Brainstorm a list of needed items (meeting space, labor, office/administrative support, furnishings, materials and supplies, snacks or food for events, personal items for children), along with a list of possible donors. **Think big picture.** Early childhood systems are often complex—consider emergency services, social services, faith-based organizations, health care providers, schools, libraries, businesses, local government, etc.	

Are **volunteers** available to donate time, energy, and ideas? Who are they? Groups such as the Rotary Club of Richmond offer a variety of grants as well as assistance with projects. Think Kiwanis Club, AmeriCorps and VISTA members, Eagle Scouts, employee groups, etc. Is a large center willing to partner with an expanding Family Child Care Home? Is the library willing to host activities, provide resources, or start a traveling story time? Will the hardware store help build a fence at a Family Child Care Home start-up?	
Are there local businesses or individuals who can donate **technical support**? Cross-reference local businesses with parents and other members of your work group. Who is connected and how? Does your project or Coalition need a website? Would local providers benefit from assistance with on-line marketing? Who is savvy in the use of social media?	**Identify a community member who works well with financial information, and invite them to be a member of your team. What other skill sets are needed?**
Is **higher education** connected to early childhood? Is there a university or community college nearby? Do they offer Early Childhood classes or a certificate? What are the opportunities to partner? How can you build a talent pipeline to bolster quality care in your area?	
What **quality initiatives** or training programs are underway?	

Is there an existing **community hub** (physical location) for early childhood? See **Strategy 4: Invest in a Community Hub.**	
Does the **local school district** have Virginia Preschool Initiative classrooms? How about resources such as transportation, or opportunities to partner to serve children before and after school? Regarding VPI and Head Start classrooms, is there an opportunity to increase or create wrap-around child care to serve children full day/week/year? Could full-time child care be co-located to avoid potential transportation issues?	
Is there a **Head Start program**? Early Head Start? Are there Early Head Start-Child Care partnerships in place? See **Strategy 9: Develop Early Head Start Child Care Partnerships.**	
Are there existing **groups, meetings or committees** you can join to share and get information?	