

Business Solutions and Support for Child Care Businesses

February 23, 2023

- Blanca Berthier – Women's Business Development Center
- Hannah Roberson & Brad Jansen – Montessori Kids Universe
- Nate Carlson & Bonnie Moore – Lake Land College


www.ILBusinessNavigators.com




1

Business Navigator Alliance of Southcentral and Southeastern Illinois

- Regional collaboration for the Community Navigator Program
- Purpose: provide professional outreach and technical assistance for local, state, and federal economic relief programs
- Mission: to ensure that small businesses in our region are competitive in applying for necessary resources
- Goal: position local businesses for success by acceleration business recovery and growth

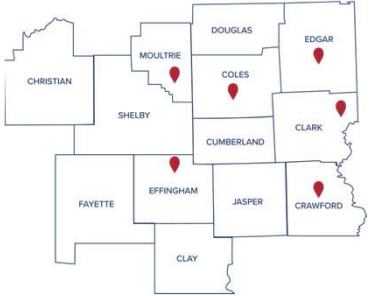


2



Webinars
Outreach Events
Virtual Office Hours
Offer 1-on-1 Technical Assistance

www.ILBusinessNavigators.com



3

CHILD CARE BUSINESS PROGRAM




4

WBDC

Welcome

5



Hello
my name is

Blanca Berthier
Managing Director
Entrepreneurial Services

WBDC

6

ABOUT THE WOMEN'S BUSINESS DEVELOPMENT CENTER

The Women's Business Development Center (WBDC) is a 501(c)(3) to strengthen their participation in, and impact on, the economy nationally recognized leader in the field of women's economic development. The WBDC provides programs and services to support and accelerate women's business ownership and strengthen the impact of women on the economy by creating jobs, fueling economic growth, and building strong communities.

The mission of the Women's Business Development Center (WBDC) is to support and accelerate business development and growth, targeting women and serving all diverse business owners, in order .



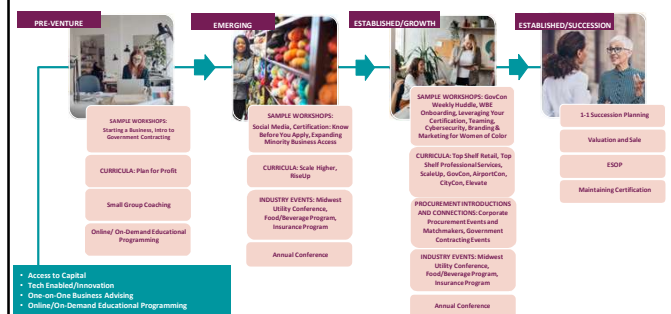
7

WBDC OFFERINGS

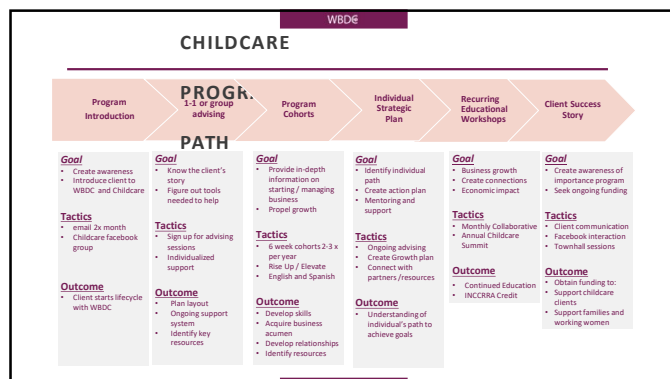
INFORMATION/ EDUCATION/ CAPACITY BUILDING	CERTIFICATION/ CONTRACTING	ACCESS TO CAPITAL	ADVOCACY
<p>ONE-ON-ONE ADVISING</p> <p>COHORTS & WORKSHOPS</p> <p>TOP SHELF</p>	<p>2021 CENTRAL STATES VIRTUAL UTILITY CONFERENCE & BUSINESS ROUNDTABLE</p> <p>PTAC</p> <p>INTERNATIONAL TRADE CENTER</p>	<p>CROWDFUNDING</p> <p>DEBT</p> <p>COVID-19 GRANTS AND LOANS</p> <p>EQUITY</p>	<p>RAISING UP THE VOTE</p> <p>Social Media Following</p> <p>LinkedIn: 6K Instagram: 1.8K Twitter: 6.5K Facebook: 10K</p>

8

CLIENT LIFE CYCLE



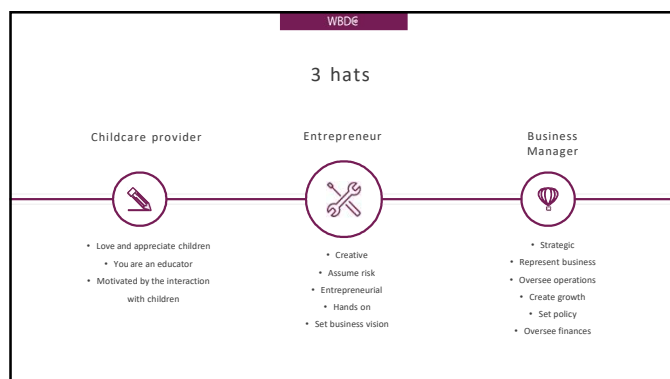
9



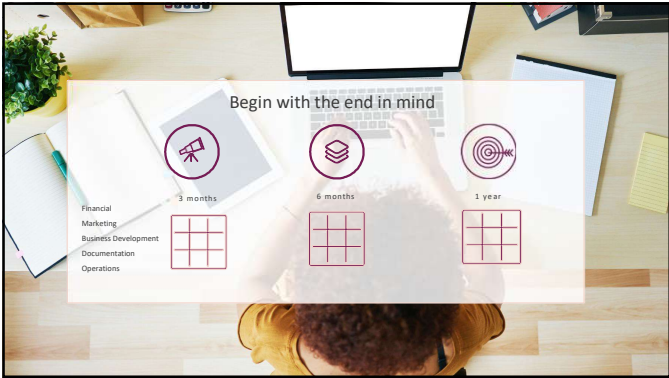
10



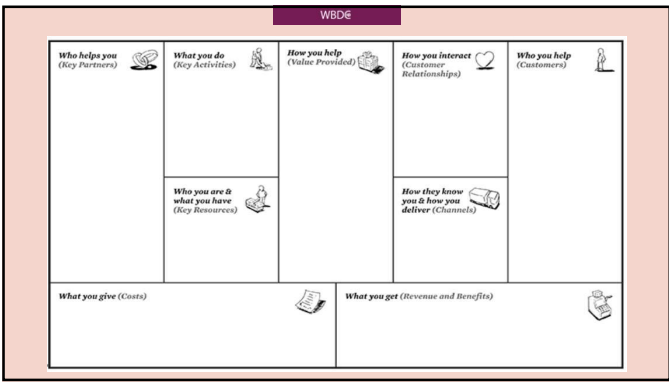
11



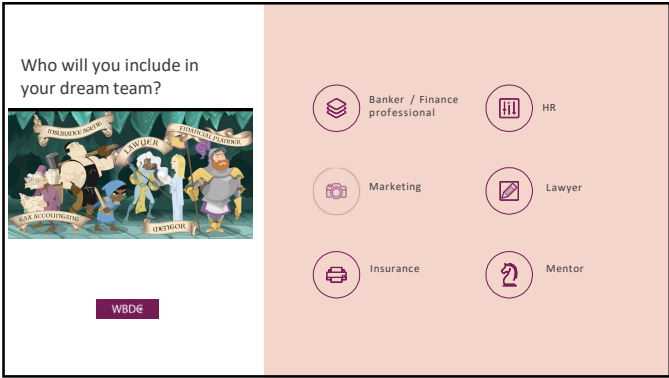
12



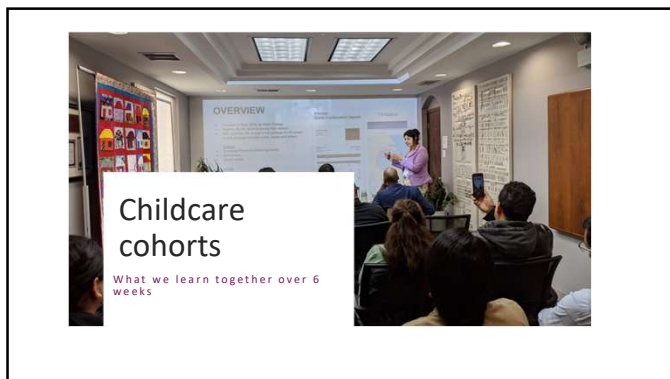
13



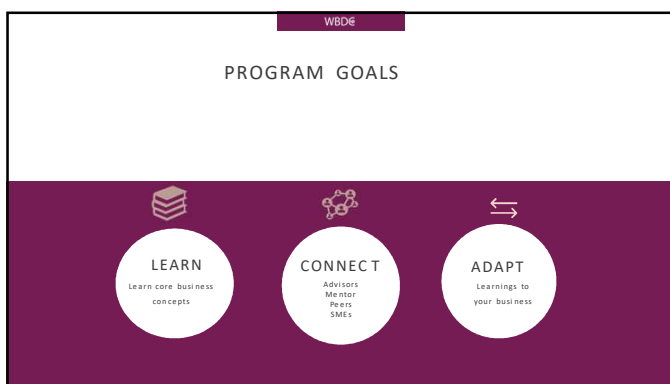
14



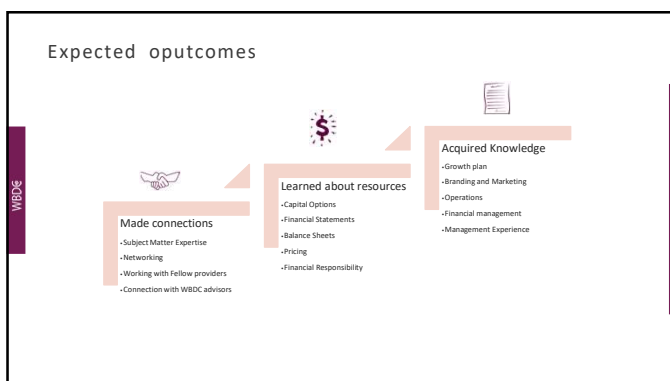
15



16



17



18

WEEK 6

Cohort content



- Week 1: Baseline and Business model
- Week 2: Industry & Competition
- Week 3: Marketing Strategy
- Week 4: Sales Strategy & Tactics
- Week 5: Operations & Management
- Week 6: Financials

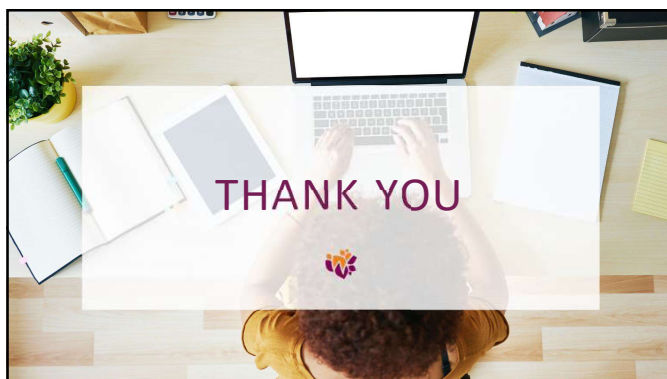
19




QUESTIONS?



20



THANK YOU



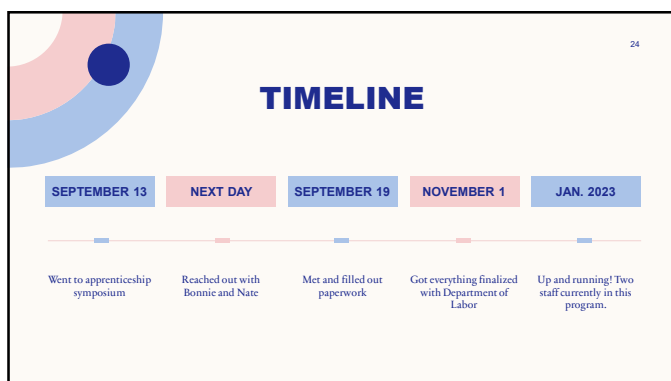
21



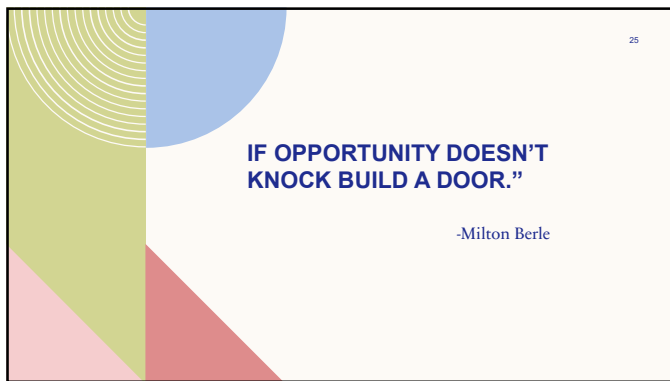
22



23



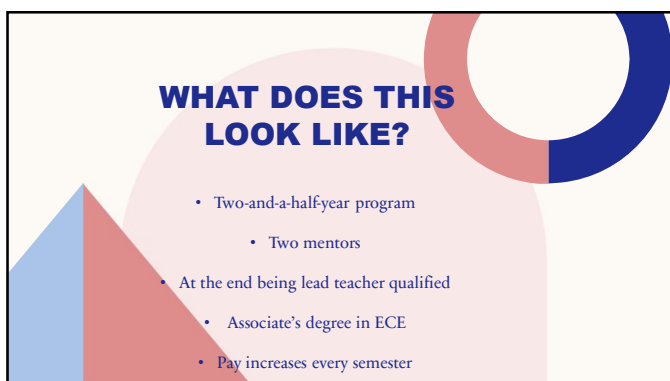
24



25



26



27



28



29



30



Apprenticeships

Five Components

- Business Involvement
- Structured On-the-Job Training & 1:1 Mentorship
- Related Classroom Instruction
- Progressive Wage Increases
- Nationally-Recognized Occupational Credential

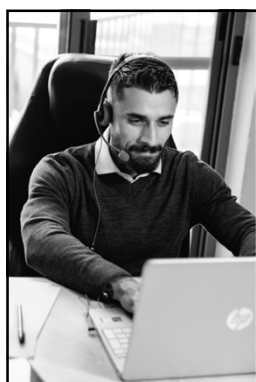
Earn-and-Learn Model

Apprentices receive a paycheck, so they earn wages while they learn on the job

Foster Employee Loyalty

Apprenticeships reduce turnover, increase productivity, and improve the bottom line

31



Apprenticeships

Benefits to Employers

- Average ROI of \$1.50/dollar spent
- Tax Credit of \$3,500 per apprentice
- Ability to upskill entry level workers into tough vacancy positions
- Potential for tuition or wage reimbursement through WIOA funds

Open to All Industries

There are over 1,300 different DOL-registered apprentice roles across every major industry, including health care, information technology, trades, transportation and manufacturing.

Stress-free Registration

Navigators and intermediary partners guide employers through all paperwork and make the registration process as streamlined and painless as possible.


32



A Triple-Win!

- Employers
 - Train and retain a productive, dedicated workforce
 - Receive incentives through DCEO/WIOA/Grants
- Educators
 - Strengthen regional industry connections/partnerships
 - Increase enrollment and community visibility
- Apprentices
 - Receive high-quality, debt-free education and credential
 - Establish well-paying career pathways for themselves


33



Registering with DOL

- Essential Components
 - List of On-the-Job competencies
 - List of intended coursework (related technical instruction)
 - Wage Schedule and Program Format
- ...That's pretty much it!

34



Registered Childcare Program

- Hands-On Casework Approach through Lake Land College
- 3 Year Model; apprentices earn Associate's degree in Early Childhood Education
- Flexible/Remote Classes Offered through Kluthe Center.

35




A proud partner of the AmericanJobCenter® network

36

Thank you!



www.ILBusinessNavigators.com



COLES Together

Coles County Contact:
Angela Griffin
217-258-5627
angela@colesntogether.com



SULLIVAN ILLINOIS
CHAMBER & ECONOMIC DEVELOPMENT

Moultrie County Contact:
Laurie Minor
217-728-4223
director@sullivanchamber.com



CCDA
Crawford County
Development Association

Crawford County Contact:
Resa Shaner
618-545-1412
rshaner@crawfordcountyll.com



CLARK COUNTY
CHAMBER OF COMMERCE

Clark County Contact:
Nora Swalls
217-626-2034
nswalls@marshall-il.com



PEDCO

Edgar County Contact:
Bob Colvin
217-465-5306



The Alliance
Effingham County

Effingham County Contact:
Courtney Yockey
217-342-4214
cyockey@groweffinghamcountyll.com
