



Early Learning Coalition of Broward County, Inc.

**FINANCE** Committee Meeting Agenda – December 7, 2021 –1:30 pm

Virtual Meeting

Meeting Call-In Number: 1 (872)240-3412 Access Code: 534-097-765

Go To Meeting Access: <https://global.gotomeeting.com/join/534097765>

Members are reminded of conflict of interest provisions. In declaring a conflict, please refrain from voting or discussion and declare the following information: 1) Your name and position on the Board, 2) The nature of the conflict and 3) Who will gain or lose as a result of the conflict. Please also fill out form 8B prior to the meeting.

		PAGE	
I.	<b>Call to Order</b>		Cindy Arenberg-Seltzer, Finance Chair
II.	<b>Roll Call</b>		Melody Martinez, Executive Assistant
III.	<b>Finance Committee Consent Agenda</b> a. Approve November 9, 2021 Finance Committee meeting minutes	<b>2</b>	Cindy Arenberg-Seltzer, Finance Chair
IV.	<b>Finance Committee Regular Business</b> a. FIN223RB1 – Approve Interim Financials b. FIN223RB2 – Approve Budget Amendment #3	<b>4</b> <b>14</b>	Cindy Arenberg-Seltzer, Finance Chair Christine Klima, CAO
VII.	<b>FYI</b> <ul style="list-style-type: none"> <li>• FYI-1 Cash Disbursements October 2021</li> <li>• FYI-2 Match Funding Raising Chart</li> <li>• FYI-3 Exec/Finance Attendance Chart</li> </ul>	<b>21</b> <b>22</b> <b>23</b>	
VIII.	<b>Unfinished Business</b> <b>New Business</b> <b>Matters from the Board</b> <b>Matters from the CEO</b> <b>Matters from our Partners</b> <b>Public Comment</b> <b>Next Finance Committee: February 1, 2022 @ 1:30 PM</b> <b>Adjourn</b>		

**Please Note:** Agenda subject to revisions and additions per the discretion of the Chair of the Coalition. Notification will be sent of any such revisions or additions.

**Members of the Public:** Please sign up at the entry desk for public comments to be made on particular agenda items no later than five minutes after the Coalition meeting has been called to order.

Early Learning Coalition of Broward County, Inc.  
**Finance Committee Meeting Minutes**  
**November 9, 2021 at 2:30PM**  
 Virtual Meeting

Members in Attendance	Cindy Arenberg-Seltzer, Renee Podolsky, Zachary Talbot, Khalil Zeinieh, Dawn Liberta
Members Absent	Twan Russell, Laurie Sallarulo
Staff in Attendance	Renee Jaffe, CEO; Christine Klima, CAO; Hubert Cesar, CIO; Howard Bakalar, CPO; Judith Merritt, COO, Reiner Potts, Financial Analyst; Allison Metsch, Director of Education & Quality Initiatives; Pablo Calvo, Director of Community Engagement; Elsy Silvestre, Contract Administrator; Melody Martinez, Board Liaison; Lizbeth Juan, Executive Assistant; Stephanie Landreville, Controller
Others in Attendance	Jacob Jackson, General Counsel

Item	Action/Discussion
Welcome & Call to Order	Committee Chair Cindy Arenberg Seltzer called the Finance Committee Meeting to order at 2:30PM. Roll was called and a quorum was established.
<b>CONSENT AGENDA</b> a. Approve August 31, 2021 Finance Committee meeting minutes	There was a <b>Motion</b> to move the Consent Agenda by Renee Podolsky. and <b>Seconded</b> by Zachary Talbot. <b>Unanimously approved. Motion Passes.</b>
<b>REGULAR BUSINESS:</b>  a. FIN222RB1 – Approve September Interim Financials	<p><b><u>Approve September 2021 Interim Financials</u></b></p> <p>Financial Highlights of Fiscal Year 21-22 include:</p> <ul style="list-style-type: none"> <li>• ELC continued on a full enrollment trajectory for School Readiness with a higher-than normal child enrollment pattern.</li> <li>• VPK expenditures were lower than expected for a normal year, but higher than they were at this time last year (which was the peak of the pandemic)</li> <li>• ELC Staff continue to vigorously call new children from the waitlist with the goal of minimizing or eliminating waiting time going forward.</li> <li>• Renee Podolsky inquired if ELC had sufficient staff. The CEO said that we were managing with our existing staff using overtime, but we may need to consider adding staff to fully support our drive to “clear” the waitlist. Renee Podolsky indicated that she would support adding new staff to accomplish this goal.</li> <li>• Committee Chair Cindy Arenberg-Seltzer asked if on the staffing shortage side there was any way that we can have an estimate of children who may be on a waitlist or multiple waitlist’s due to the childcare centers not having enough staff. The CEO replied that we do not have access to the childcare provider waitlists. The CPO added that on the Phase 6 applications that opened on 11/10, there is a mandatory survey question that asks if they currently have a waitlist. While that does not give an indication as to the number of children on multiple waitlists across multiple centers, we will know if the providers have a waitlist.</li> <li>• CEO mentioned that we aren’t hearing from families who are having trouble finding a place to enroll their child. Committee Chair Cindy Arenberg Seltzer asked if ELC handles the disbursement and processing of certificates. CIO replied that ELC knows how many certificates have been approved and how many have been redeemed. Committee Chair Cindy Arenberg Seltzer recommended that we</li> </ul>

<p>b. FIN222RB2 – Approve Budget Amendment #2</p> <p>c. FIN222RB3 – Approve Request to Initiate Procurements</p>	<p>look at those who had certificates but didn't redeem them.</p> <ul style="list-style-type: none"><li>Renee Podolsky inquired if we followed up with families who had certificates but didn't redeem them to investigate why they weren't redeemed. CPO responded that we have the ability to look at the percentages of families who get their certificates and don't enroll on an annual basis.</li></ul> <p>There was a <b>Motion</b> to Accept Financial Statements, Pending Approval of an Annual Audit Performed by a Qualified Independent Certified Public Accountant by Renee Podolsky and <b>Seconded</b> by Khalil Zeinieh. <b>Unanimously approved. Motion Passes.</b></p> <p><b><u>Approve FY21 Budget Amendment #2</u></b></p> <p>Christine Klima, CAO presented the following highlights for the Second Budget Amendment and the new FY22 Funding Allocations:</p> <ul style="list-style-type: none"><li>CAO went over the financials and budget amendment, noting that School Readiness Awards to enroll children from the waitlist came in higher than expected.</li><li>Renee Podolsky asked how many children are currently on the waitlist and CEO responded that there are currently 2,621.</li><li>\$28,032,779 in new CRRSA Federal Stimulus Funding for Grants to Providers and Workforce Support Initiatives was awarded on October 29. ELC expected to begin accepting grant applications for these funds within a week.</li></ul> <p>There was a <b>Motion</b> to Approve Budget Amendment #2 by Dawn Liberta and <b>Seconded</b> by Renee Podolsky. <b>Unanimously approved. Motion Passes.</b></p> <p><i>***Note from staff: There was a scrivener's error the header of the action statement for Budget Amendment that included an incorrect fiscal impact amount. The correct amount should have been shown as "\$35,399,978 Net Increase to Revenue and Expense". The header was revised with the correct information when the item was submitted for Board approval.</i></p> <p><b><u>Approve Request to Initiate Procurements</u></b></p> <p>There was a <b>Motion</b> to initiate procurements to select vendors by Zachary Talbot and <b>Seconded</b> by Dawn Liberta. <b>Unanimously approved. Motion Passes.</b></p>
<b>NEW BUSINESS</b>	There was no discussion.
<b>MATTERS FROM CHAIR</b>	There was no discussion.
<b>MATTERS FROM COMMITTEES</b>	There was no discussion.
<b>PUBLIC COMMENT</b>	There was no comment.
<b>NEXT MEETING DATE</b>	December 7, 2021 @ 1:30 PM
<b>ADJOURN</b>	Meeting adjourned at 3:50 PM

These minutes contain the action items of the Board meeting of the Early Learning Coalition of Broward. They do not include all the Committee's discussions or comments on each matter or issue raised during the meeting. A tape recording of the meeting is held in the Coalition office. Corrections from the Committee will be taken prior to approval at the next meeting.

ITEM#/MEETING	FIN223RB1 / FINANCE
MEETING DATE:	December 7, 2021
SUBJECT:	October 2021 Interim Financial Statements
FOR ACTION:	YES
RECOMMENDED ACTION:	<b>Approve October 2021 Interim Financial Statements, Pending Approval of an Annual Audit Performed by a Qualified Independent Certified Public Accountant</b>
FINANCIAL IMPACT:	None
AS RECOMMENDED	None

The Interim Financial Statements for the four-month period ending October 31, 2021 are attached for review. Financial Highlights are as follows:

**Overall**

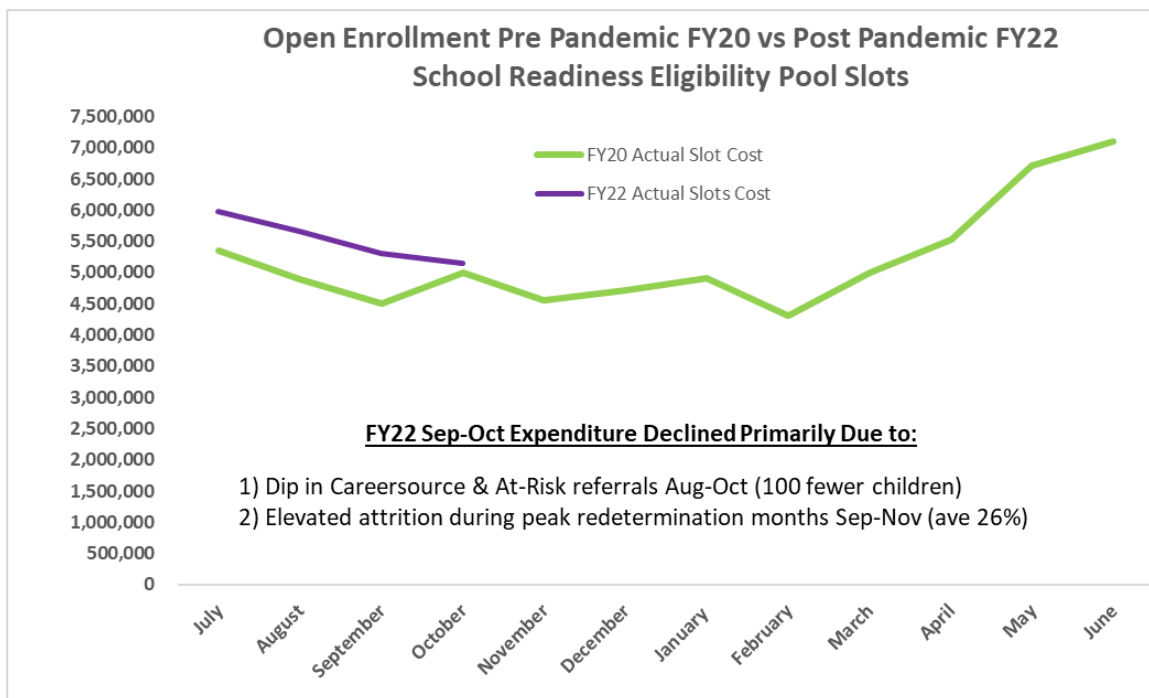
Total expenditures were 10% below the 33% target during October because of large new funding allocations received at the end of the month that would not begin to be tapped until November and December. Slot utilization and waitlist enrollment continued to dominate ELC’s financial picture during the period.

**School Readiness**

School Readiness slot expenditures continued to reflect high enrollment as a vigorous effort to call families from the waitlist shifted into higher gear after DEL issued a larger-than-expected allocation for waitlist enrollment in late October. Child Care slots accounted for 83% of all School Readiness year-to-date costs, which was 1% higher than the 82% budget target.

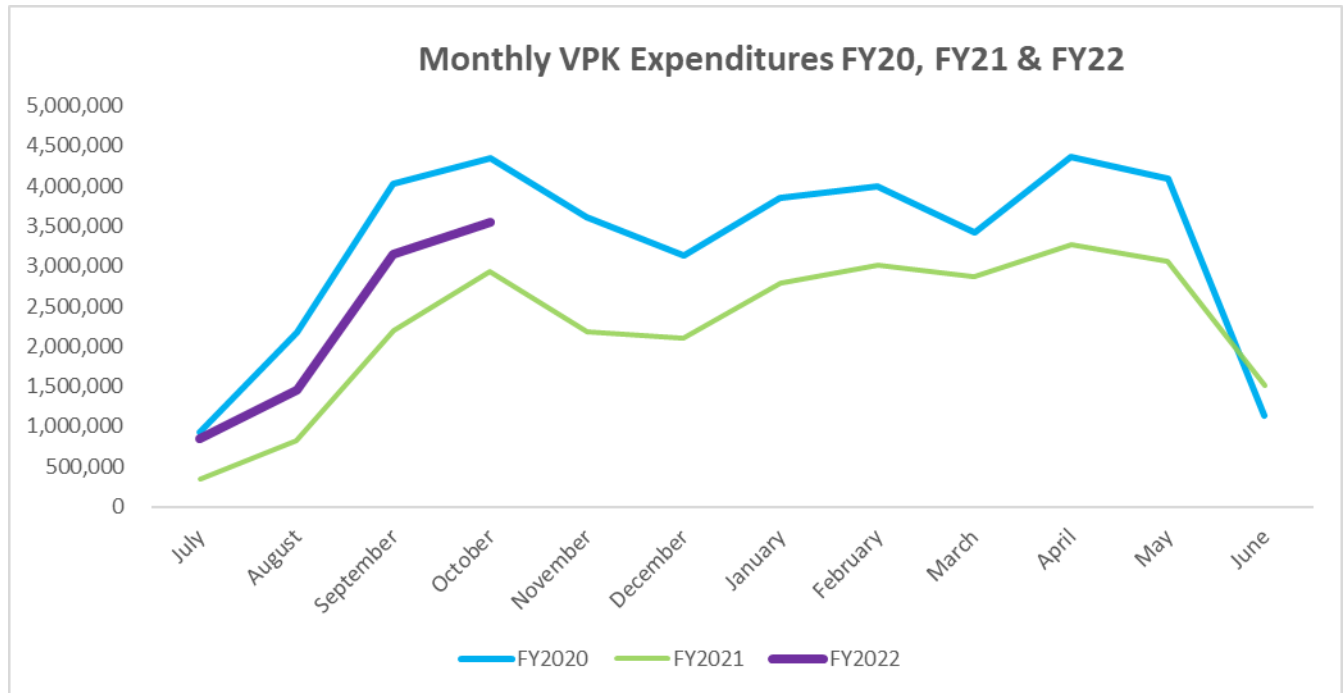
However, the combined effect of temporarily elevated attrition during peak re-determination season (26% on average); and a three-month dip in the number of children enrolled in mandated child care programs (100 fewer children) dampened the financial impact of new enrollments for the period compared to previous years. Because of these combined factors, School Readiness enrollments showed a net decline of 28 for October. Staff nevertheless anticipate that new enrollments could begin to overcome this buffeting effect when the pace of re-determinations, and the associated rate of attrition falls back to normal starting in December. Over the course of the fiscal year, we need an average net gain of approximately 420 children to fully utilize 82% of Broward’s FY22 allocation for slots.

Staff currently project a year end surplus of approximately \$1.7 million, or 2% of the total School Readiness eligibility pool. See attached utilization projection for more information. If the surplus projection persists after mid-year analysis in January, staff will submit a proposal for the highest sustainable rate increase to DEL as appropriate.



**VPK**

VPK Program expenditures continue to ramp up for the year but remain approximately 6% below the 29% target that would be expected at this stage during a normal year due to the lingering parental health concerns from the pandemic and potential labor shortages at some centers. VPK programs begin in August and expenditures typically increase during the school year. VPK is funded by DEL to match actual usage each year and allocations are determined for each county by the State based on demographic analysis at an annual Statewide estimating conference.



**Summary:**

Staff and Finance Committee recommend that the Board approve the October 2021 interim financial statements.

**Supporting Documents:**

- October 2021 Interim Financial Statements
- October 2021 Utilization Projection



# **Early Learning Coalition of Broward County, Inc.**

## **INTERIM FINANCIAL STATEMENTS**

### **FISCAL YEAR 2021-2022**

#### **For The Four Months Ended October 31, 2021**

**Submitted to the Finance Committee**

**December 7, 2021**

**Early Learning Coalition of Broward County, Inc.**  
**FY 2021-2022 Statement of Financial Position**  
**As of October 31, 2021**

	<b>October 31, 2021</b>	<b>October 31, 2020</b>
<b>Assets:</b>		
Cash	\$ 2,139,154	\$ 12,382,147
Grants Receivable	19,624,846	15,264,372
Accounts Receivable	893,086	776,415
Due From Providers	1,132,157	2,573,944
Prepaid Expense	308,251	236,049
Fixed Assets	13,262	17,178
<b>Total Assets</b>	<b>\$ 24,110,757</b>	<b>\$ 31,250,106</b>
 <b>Liabilities:</b>		
Accounts Payable	\$ 345,182	\$ 1,468,140
Salary & Benefits Payable	349,986	298,532
Compensated Absences	394,749	303,467
Rent Abatement	187,710	145,990
Due to Providers	8,516,824	9,411,808
Due to Other Agencies	1,413,555	2,569,696
Deferred Revenue	12,612,378	16,589,286
<b>Total Liabilities</b>	<b>\$ 23,820,383</b>	<b>\$ 30,786,918</b>
 <b>Net Assets</b>		
Unrestricted	290,374	463,187
<b>Total Net Assets</b>	<b>290,374</b>	<b>463,187</b>
 <b>Total Liabilities and Net Assets</b>	<b>\$ 24,110,757</b>	<b>\$ 31,250,106</b>

**Early Learning Coalition of Broward County, Inc.**  
**FY 2021-2022 Statement of Activities**  
**For The Month Ending October 31, 2021**

	<u>Oct 2021</u> <u>Actual</u>	<u>FY 2022</u> <u>YTD Actual</u>	<u>FY 2021</u> <u>YTD Actual</u>
<b>Revenue</b>			
DEL School Readiness	\$ 5,506,606	\$ 22,228,892	\$ 22,936,439
DEL School Readiness Match Pool	436,026	1,797,640	891,627
DEL Preschool Development Grant	6,966	25,316	-
DEL-CARES/CRRSA Pandemic Relief	-	-	12,571,751
DEL - Voluntary Pre-K	3,754,029	9,199,752	6,294,199
DEL - VPK Monitoring & Outreach	-	-	2,423
CSC - Income Eligible	255,832	1,406,190	1,204,427
CSC - Vulnerable Populations	181,860	721,324	837,080
Broward County- Match	139,596	777,672	672,402
Broward County - Special Needs	16,997	77,157	138,275
DCF Entrant	-	-	-
Univ of Florida Lastinger Ctr	-	-	335
Local Match: United Way & Cities	83,223	142,573	246,162
BECE & Misc	10	819	286,017
<b>Total Revenue</b>	<b><u>\$ 10,381,145</u></b>	<b><u>\$ 36,377,336</u></b>	<b><u>\$ 46,081,135</u></b>
<b>Expenses</b>			
<b>Child Care Slots and Incentives:</b>			
DEL School Readiness	\$ 4,313,871	\$ 18,164,480	\$ 19,580,787
DEL School Readiness Match Pool	436,026	1,797,640	891,627
DEL-CARES/CRRSA Pandemic Relief	-	-	6,897,619
DEL - Voluntary Pre-K	3,549,562	8,861,915	5,958,638
CSC - Income Eligible	191,023	1,301,218	1,102,493
CSC - Vulnerable Populations	169,104	663,941	718,929
Broward County- Income Eligible	123,701	690,879	597,690
Broward County - Special Needs	15,108	68,584	122,911
Local Match: United Way & Cities	83,223	142,573	260,150
Learning Pods Collaborative	-	-	105,603
Stipends and Grants to Providers	39,130	137,621	4,587,166
<b>Total Child Care Slots and Incentives</b>	<b><u>\$ 8,920,747</u></b>	<b><u>\$ 31,828,852</u></b>	<b><u>\$ 40,823,614</u></b>
<b>Sub Recipient Expense</b>			
School Board of Broward County	\$ -	\$ -	\$ 1,192,800
Children's Forum	5,757	19,939	22,313
211 Broward	34,185	138,317	141,203
<b>Total Sub Recipient Expense</b>	<b><u>\$ 39,942</u></b>	<b><u>\$ 158,255</u></b>	<b><u>\$ 1,356,316</u></b>
<b>ELC Expense</b>			
Salaries & Benefits	\$ 1,268,312	\$ 3,792,285	\$ 3,315,127
Attorneys	2,071	19,323	18,601
Auditors	-	-	17,000
Temporary Staff	-	17,560	-
Consultants	59,402	106,952	29,756
Staff & Board Travel	393	10,140	1,525
Insurance	3,740	14,961	11,256
Office Rent & Maintenance	44,774	168,134	135,377
Office Machines & Storage	501	2,158	3,265
Software Licenses	16,813	76,627	67,865
Internet, Email, Website, Phones	16,273	56,154	37,864
Cell Phones	4,373	17,521	19,997
Sponsorships & Memberships	1,846	9,475	4,980
Books for Kids	14,020	14,760	-
Other Operating Costs	16,199	87,323	83,384
Computer Equipment & Software	-	23,572	7,645
Furniture & Fixtures	-	675	-
Depreciation	-	-	-
<b>Total ELC Expense</b>	<b><u>\$ 1,448,717</u></b>	<b><u>\$ 4,417,619</u></b>	<b><u>\$ 3,753,642</u></b>
<b>Total Expenses</b>	<b><u>\$ 10,409,407</u></b>	<b><u>\$ 36,404,727</u></b>	<b><u>\$ 45,933,572</u></b>
<b>Change in net assets</b>	<b><u>\$ (28,261)</u></b>	<b><u>\$ (27,391)</u></b>	<b><u>\$ 147,563</u></b>
Net assets, beginning of year		322,649	321,556
<b>Net assets, end of the period</b>		<b><u>\$ 295,258</u></b>	<b><u>\$ 469,118</u></b>



**Early Learning Coalition of Broward County, Inc.**  
**FY 2021-2022 Annual Budget to Actual by Month**  
**For The Period Ending October 31, 2021**  
**Detail**

	<b>FY 2022 Budget</b>	<b>YTD Actual</b>	<b>Balance</b>	<b>% of Budget</b>	<b>Notes</b>
<b>Revenue:</b>					
DEL School Readiness	\$ 74,791,942	\$ 22,228,892	\$ 52,563,050	30%	Enrolling from the waitlist
DEL School Readiness Match Pool	5,380,330	1,797,640	3,582,690	33%	
DEL Preschool Development Grant	583,513	25,316	558,197	4%	Recent allocation, program ramping up
DEL-CARES/CRRSA Pandemic Relief	28,032,779	-	28,032,779	0%	Expenditures Pending Nov/Dec
DEL - Voluntary Pre-K	40,113,923	9,199,752	30,914,170	23%	4% Lower than Normal due to Pandemic
CSC - Income Eligible	4,594,530	1,406,190	3,188,340	31%	
CSC - Vulnerable Populations	2,968,621	721,324	2,247,297	24%	Enrolling, funder of last resort
Broward County- SR Match	1,896,249	777,672	1,118,577	41%	Higher exp in 1st Qtr-Contract Year Close
Broward County - Special Needs	559,084	77,157	481,927	14%	Enrolling, funder of last resort
Univ of Florida Lastinger Ctr	35,000	-	35,000	0%	Intermittent Expenditures
SR Local Match: United Way & Cities	500,000	142,573	357,427	29%	
BECE & Miscellaneous	50,000	819	49,181	2%	Intermittent Expenditures
<b>Total Revenue</b>	<b>\$ 159,505,971</b>	<b>\$ 36,377,336</b>	<b>\$ 123,128,635</b>	<b>23%</b>	
<b>Expense</b>					
<b>Child Care Slots and Incentives</b>					
DEL School Readiness	\$ 60,770,917	\$ 18,164,480	\$ 42,606,437	30%	SR + Match 83% of Total Expenditures
DEL School Readiness Match	5,380,330	1,797,640	3,582,690	33%	(78% Required)
DEL-CARES/CRRSA Pandemic Relief	128,086	-	128,086	0%	Restricted to VPK Covid closures as needed
DEL - Voluntary Pre-K	38,571,079	8,861,915	29,709,164	23%	
CSC - Income Eligible	4,135,077	1,301,218	2,833,859	31%	
CSC - Vulnerable Populations	2,671,759	663,941	2,007,818	25%	Enrolling
Broward County- SR Match	1,685,555	690,879	994,675	41%	Higher exp in 1st Qtr-Contract Year Close
Broward County - Special Needs	496,963	68,584	428,379	14%	Enrolling
Municipalities-SR Local Match	500,000	142,573	357,427	29%	Intermittent expenditures
Grants & Stipends to Providers	28,464,693	137,621	28,327,072	0%	CRRSA grants to be issued Nov/Dec
<b>Total Child Care Slots and Incentives</b>	<b>\$ 142,804,460</b>	<b>\$ 31,828,852</b>	<b>\$ 110,975,608</b>	<b>22%</b>	
<b>Sub Recipient Expense</b>					
Children's Forum	139,212	19,939	119,273	14%	Invoices Lag 1-2 months behind
Nova Southeastern University	175,000	-	175,000	0%	Contract in process
211 Broward	462,000	138,317	323,683	30%	
<b>Total Sub Recipient Expense</b>	<b>\$ 776,212</b>	<b>\$ 158,255</b>	<b>\$ 617,956</b>	<b>20%</b>	
<b>ELC Expense</b>					
Salaries & Benefits	\$ 11,976,252	\$ 3,792,285	\$ 8,183,967	32%	
Attorneys	99,000	19,323	79,677	20%	Intermittent Expenditures
Auditors	42,500	-	42,500	0%	Audit in progress
Temporary Staff	50,000	17,560	32,440	35%	
Consultants	634,000	106,952	527,048	17%	CLASS & outreach exp pending
Staff & Board Travel & Training	75,000	10,140	64,860	14%	Intermittent Expenditures
Insurance	42,418	14,961	27,458	35%	
Office Rent & Maintenance	468,769	168,134	300,636	36%	
Office Machines & Storage	10,085	2,158	7,927	21%	Storage cost declining
Software Licenses	230,154	76,627	153,527	33%	
Internet, Email, Website, Phones	119,954	56,154	63,800	47%	Phone, Email Server Vendor Transitions
Cell Phones	50,000	17,521	32,479	35%	
Sponsorships & Memberships	59,314	9,475	49,840	16%	Intermittent Expenditures
Books for Kids	250,000	14,760	235,240	6%	Bookworms II to launch in January
Other Operating Costs	275,037	87,323	187,714	32%	
Computer Equipment & Software	58,916	23,572	35,344	40%	Intermittent Expenditures
Furniture & Fixtures	11,542	675	10,867	6%	Intermittent Expenditures
Unallocated (Budget Only)	1,472,359	-	1,472,359	0%	
<b>Total ELC Expense</b>	<b>\$ 15,925,299</b>	<b>\$ 4,417,619</b>	<b>\$ 11,507,680</b>	<b>28%</b>	
<b>Total Non-Slot Expense</b>	<b>\$ 16,701,511</b>	<b>\$ 4,575,874</b>	<b>\$ 12,125,637</b>	<b>27%</b>	
<b>Total Expense</b>	<b>\$ 159,505,971</b>	<b>\$ 36,404,727</b>	<b>\$ 123,101,245</b>	<b>23%</b>	

**Early Learning Coalition of Broward County, Inc.**  
**FY 2021-2022 Annual Budget to Actual YTD**  
**For The Period Ending October 31, 2021**  
**Summary**

	FY 2022 Budget	YTD Actual	Balance	% of Budget	Notes
<b>Revenue:</b>					
DEL School Readiness	\$ 74,791,942	\$ 22,228,892	\$ 52,563,050	30%	Enrolling
DEL School Readiness Match Pool	5,380,330	1,797,640	3,582,690	33%	
DEL Preschool Development Grant	583,513	25,316	558,197	4%	Recent allocation, program ramping up
DEL-CARES/CRRSA Pandemic Relief	28,032,779	-	28,032,779	0%	Expenditures Pending Nov/Dec
DEL - Voluntary Pre-K	40,113,923	9,199,752	30,914,170	23%	4% Lower than Normal due to Pandemic
CSC - Income Eligible	4,594,530	1,406,190	3,188,340	31%	
CSC - Vulnerable Populations	2,968,621	721,324	2,247,297	24%	Enrolling
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Broward County - Special Needs	559,084	77,157	481,927	14%	Enrolling
Univ of Florida Lastinger Ctr	35,000	-	35,000	0%	Intermittent Expenditures
SR Local Match: United Way & Cities	500,000	142,573	357,427	29%	
BECE & Miscellaneous	50,000	819	49,181	2%	Intermittent Expenditures
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<b>Expense</b>					
<b>Child Care Slots and Incentives</b>					
OEL School Readiness	\$ 60,770,917	\$ 18,164,480	\$ 42,606,437	30%	SR + Match 83% of Total Expenditures (78% Required)
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<b>Total Child Care Slots and Incentives</b>	<b>\$ 142,804,460</b>	<b>\$ 31,828,852</b>	<b>\$ 110,975,608</b>	<b>22%</b>	
<b>Program Expense</b>					
Children's Forum	107,712	15,291	92,421	14%	Invoices Lag 1-2 months behind
Nova Southeastern University	175,000	-	175,000	0%	Contract in process
211 Broward	337,000	97,553	239,447	29%	
Eligibility, Payments & CCR&R	7,127,980	2,168,986	4,958,994	30%	
Quality & Education	4,248,036	1,064,902	3,183,135	25%	New initiatives ramping up
<b>Total Program Expense</b>	<b>\$ 11,995,728</b>	<b>\$ 3,346,732</b>	<b>\$ 8,648,996</b>	<b>28%</b>	
<b>Administrative Expense</b>					
Children's Forum	31,500	4,647	26,853	15%	Invoices Lag 1-2 months behind
211 Broward	125,000	40,764	84,236	33%	
ELC Administration	4,549,283	1,183,731	3,365,552	26%	3.3% of Revenues (ELC Only)
<b>Total Administrative Expense</b>	<b>\$ 4,705,783</b>	<b>\$ 1,229,142</b>	<b>\$ 3,476,641</b>	<b>26%</b>	<b>3.4% of Revenues (All Admin)</b>
<b>Total Expenses</b>	<b>\$ 159,505,971</b>	<b>\$ 36,404,727</b>	<b>\$ 123,101,245</b>	<b>23%</b>	

# SCHOOL READINESS 2 YEAR UTILIZATION FY 2021 -2022

## New Enrollments from Waitlist:

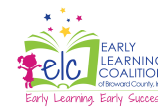
Enrollment based on 1,000 invitations per month

## Funding Changes:

SR Waitlist Allocation: + \$16M  
SR Rate Incr. Allocation: + \$6.6M

## Assumptions:

Daily Average Cost forecast reflects current actual trends.  
All currently requested rate increases approved



### Fiscal Year 2020-21

Act or Proj	Month	Days of Care	Percent Days Used	Children Served	Children Served +/-	Ave Cost Per Day	School Readiness	Children's Services Council	Total Slots	Match	Net Billable
A	Jul-20	23	101%	11,173	-145	\$25.29	6,347,721	152,458	6,500,180	(43,871)	6,456,309
A	Aug-20	21	93%	11,345	+172	\$23.37	5,567,577	-	5,567,577	(48,565)	5,519,012
A	Sep-20	22	98%	10,923	-422	\$20.08	4,022,405	803,539	4,825,944	(50,627)	4,775,317
A	Oct-20	22	95%	10,557	-366	18.68	4,200,907	138,151	4,339,059	(40,649)	4,298,409
A	Nov-20	21	87%	10,070	-487	19.85	3,818,306	379,151	4,197,458	(47,479)	4,149,979
A	Dec-20	23	91%	10,099	+29	19.82	4,227,848	376,151	4,603,999	(38,641)	4,565,358
A	Jan-21	21	84%	10,007	-92	17.83	3,459,409	286,708	3,746,117	(28,079)	3,718,039
A	Feb-21	20	79%	10,251	+244	21.97	4,309,646	194,345	4,503,991	(33,513)	4,470,478
A	Mar-21	23	93%	10,893	+642	20.45	4,869,831	253,357	5,123,188	(41,995)	5,081,193
A	Apr-21	22	95%	11,063	+170	19.89	4,587,047	253,357	4,840,404	(52,575)	4,787,829
A	May-21	21	92%	11,257	+194	19.87	4,568,185	129,896	4,698,081	(34,779)	4,663,303
A	Jun-21	22	98%	11,653	+396	20.72	5,226,517	85,093	5,311,610	(47,191)	5,264,419
Average Enrollments (Baseline)				10,774						Projected Total	\$ 57,749,644
Increase to baseline FY21 over FY20				(579)						Budget	57,749,644
										<b>Surplus(Deficit)</b>	<b>\$ -</b>
Increase to baseline FY21 over FY17				1,378	(FY17 Baseline= 9,396)					<b>CSC Carry-Over</b>	<b>\$ -</b>
										<b>Surplus(Deficit)</b>	<b>\$ -</b>

### Fiscal Year 2021-22

Act or Proj	Month	Days of Care	Percent Days Used	Children Served	Children Served +/-	Ave Cost Per Day	School Readiness	Children's Services Council	Total Slots	Match	Net Billable
A	Jul-21	22	88%	11,467	-186	\$23.94	5,807,913	230,544	6,038,457	(43,029)	5,995,428
A	Aug-21	23	80%	11,806	+339	21.16	5,510,734	233,987	5,744,722	(35,188)	5,709,534
A	Sep-21	22	86%	11,680	-126	20.79	4,698,415	644,212	5,342,627	(35,198)	5,307,429
P	Oct-21	21	91%	11,652	-28	20.61	4,852,998	189,932	5,042,930	(39,627)	5,003,303
P	Nov-21	21	90%	11,794	+142	21.75	5,198,583	189,000	5,387,583	(35,185)	5,352,398
P	Dec-21	23	94%	11,950	+156	21.64	5,758,816	189,000	5,947,816	(38,536)	5,909,280
P	Jan-22	21	94%	12,101	+151	21.72	5,330,100	189,000	5,519,100	(35,185)	5,483,915
P	Feb-22	20	94%	12,329	+228	21.75	5,173,287	189,000	5,362,287	(33,509)	5,328,778
P	Mar-22	23	94%	12,536	+207	21.58	6,033,312	189,000	6,222,312	(38,536)	6,183,776
P	Apr-22	21	94%	12,824	+288	21.64	5,638,896	189,000	5,827,896	(35,185)	5,792,711
P	May-22	22	94%	13,067	+243	22.27	6,213,819	189,000	6,402,819	(39,319)	6,363,501
P	Jun-22	22	94%	13,332	+265	24.13	6,889,580	189,000	7,078,580	(40,322)	7,038,257
Average Enrollments (Baseline)				12,212						Projected Total	\$ 69,468,310
Increase to baseline FY21 over FY20				1,437						Budget	71,147,478
										<b>Surplus(Deficit)</b>	<b>\$ 1,679,168</b>
Increase to baseline FY21 over FY17				2,816	(FY17 Baseline= 9,396)					<b>CSC Carry-Over</b>	<b>\$ -</b>
										<b>Surplus(Deficit)</b>	<b>\$ 1,679,168</b>

### Fiscal Year 2022-23

Act or Proj	Month	Days of Care	Percent Days Used	Children Served	Children Served +/-	Ave Cost Per Day	School Readiness	Children's Services Council	Total Slots	Match	Net Billable
P	Jul-21	21	94%	12,533	-799	\$23.54	5,754,794	441,467	6,196,261	(35,237)	6,161,024
P	Aug-21	23	94%	12,541	+8	21.33	5,709,557	441,467	6,151,024	(38,593)	6,112,432
P	Sep-21	22	94%	12,548	+8	21.33	5,447,659	441,467	5,889,126	(36,915)	5,852,212
P	Oct-21	21	94%	12,556	+8	21.50	5,110,064	559,263	5,669,326	(35,237)	5,634,090
P	Nov-21	22	94%	12,563	+8	21.46	5,372,886	559,263	5,932,149	(36,915)	5,895,234
P	Dec-21	22	94%	12,571	+8	21.46	5,376,207	559,263	5,935,470	(36,915)	5,898,556
P	Jan-22	22	94%	12,578	+8	21.46	5,379,529	559,263	5,938,792	(36,915)	5,901,877
P	Feb-22	20	94%	12,586	+8	21.54	4,863,440	559,263	5,422,703	(33,559)	5,389,144
P	Mar-22	23	94%	12,593	+8	21.42	5,645,585	559,263	6,204,848	(38,593)	6,166,256
P	Apr-22	20	94%	12,601	+8	21.54	4,869,479	559,263	5,428,742	(33,559)	5,395,183
P	May-22	23	94%	12,608	+8	22.23	5,886,112	559,263	6,445,375	(39,449)	6,405,926
P	Jun-22	22	94%	12,616	+8	23.76	6,035,420	559,263	6,594,683	(40,193)	6,554,490
Average Enrollments (Baseline)				12,575						Projected Total	\$ 71,366,422
Increase to baseline FY21 over FY20				363						Budget	71,367,725
										<b>Surplus(Deficit)</b>	<b>\$ 1,302</b>
Increase to baseline FY21 over FY17				3,179	(FY17 Baseline= 9,396)					<b>CSC Carry-Over</b>	<b>\$ -</b>
										<b>Surplus(Deficit)</b>	<b>\$ 1,302</b>

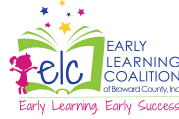
# SCHOOL READINESS UTILIZATION FY 2021-2022

## Children Services Council Vulnerable Population Contracts

**New Enrollments from Waitlist:**

Enroll per Mo: 25  
 Transfer to Sr/ Mo. 5 Avg  
 Age Out/Exit Care: 7 Avg  
 Rate Incr Effective 7/1/21

**Funding Changes:**



**Assumptions:**

Daily Average Cost forecast reflects current actual trends.  
 All currently requested rate increases approved

Act or Proj	Month	Days of Care	Children Served	Children Served +/-	Ave Cost Per Day		Total Slots	Adjustments	Net Billable
A	Oct-20	22	197	-57	25.33		109,761		109,761
A	Nov-20	22	205	+8	21.85		98,552		98,552
A	Dec-20	21	185	-20	25.31		98,332		98,332
A	Jan-21	23	148	-37	22.93		78,062		78,062
A	Feb-21	20	162	+14	27.90		90,404		90,404
A	Mar-21	22	157	-5	27.62		95,413		95,413
A	Apr-21	21	168	+11	28.82		101,673		101,673
A	May-21	23	203	+35	25.12		117,272		117,272
A	Jun-21	21	231	+28	29.15		141,411		141,411
							Projected Total		\$ 930,879
							FY21 CSC Contract Year Bud		\$ 2,712,049
							<b>Surplus(Deficit) End of ELC FY21</b>		<b>\$ 1,781,170</b>
A	Jul-21	22	251	+20	28.88		159,452		159,452
A	Aug-21	21	275	+24	30.71		177,365		177,365
A	Sep-21	20	281	+6	31.22		175,445		175,445
							Projected Total		\$ 512,262
							FY21 CSC Contract Year Bud		\$ 904,016
							<b>Surplus(Deficit) ELC FY22 Quarter 1</b>		<b>\$ 391,754</b>
							<b>Total Surplus(Deficit) Life of Contract</b>		<b>\$ 2,172,925</b>
<del>P</del>	<del>Oct-21</del>	<del>22</del>	<del>276</del>	<del>-5</del>	<del>27.74</del>		<del>168,431</del>		<del>168,431</del>
<del>P</del>	<del>Nov-21</del>	<del>22</del>	<del>288</del>	<del>+12</del>	<del>31.22</del>		<del>197,797</del>		<del>197,797</del>
<del>P</del>	<del>Dec-21</del>	<del>21</del>	<del>301</del>	<del>+13</del>	<del>31.22</del>		<del>197,328</del>		<del>197,328</del>
<del>P</del>	<del>Jan-22</del>	<del>23</del>	<del>315</del>	<del>+14</del>	<del>32.22</del>		<del>233,419</del>		<del>233,419</del>
<del>P</del>	<del>Feb-22</del>	<del>20</del>	<del>326</del>	<del>+11</del>	<del>31.22</del>		<del>203,541</del>		<del>203,541</del>
<del>P</del>	<del>Mar-22</del>	<del>22</del>	<del>338</del>	<del>+12</del>	<del>31.22</del>		<del>232,136</del>		<del>232,136</del>
<del>P</del>	<del>Apr-22</del>	<del>21</del>	<del>353</del>	<del>+15</del>	<del>31.22</del>		<del>231,418</del>		<del>231,418</del>
<del>P</del>	<del>May-22</del>	<del>23</del>	<del>366</del>	<del>+13</del>	<del>31.97</del>		<del>269,106</del>		<del>269,106</del>
<del>P</del>	<del>Jun-22</del>	<del>21</del>	<del>382</del>	<del>+16</del>	<del>32.22</del>		<del>258,452</del>		<del>258,452</del>
							Projected Total		\$ 1,991,628
							FY22 CSC Contract Year Bud		\$ 2,172,925
							<b>Surplus(Deficit) End of ELC FY22</b>		<b>\$ 181,297</b>

# SCHOOL READINESS UTILIZATION FY 2021-2022

## Broward County Children Services Board Special Need Contract (COSPN)

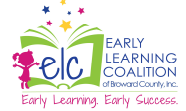
**New Enrollments from Waitlist:**

Rate Incr Effective 7/1/21

**Funding Changes:**

FY21- \$350K Transferred to SubSided Contract

**Assumptions:**



Act or Proj	Month	Days of Care	Children Served	Children Served +/-	Ave Cost Per Day		Total Slots	Adjustments	Net Billable
A	Oct-20	22	41	-8	27.07		24,415		24,415
A	Nov-20	22	30	-11	31.22		20,603		20,603
A	Dec-20	21	30	+	28.65		18,047		18,047
A	Jan-21	23	25	-5	25.63		14,739		14,739
A	Feb-21	20	20	-5	32.94		13,175		13,175
A	Mar-21	22	22	+2	36.77		17,799		17,799
A	Apr-21	21	26	+4	37.15		20,283		20,283
A	May-21	23	25	-1	36.60		21,048		21,048
A	Jun-21	21	27	+2	37.56		21,297		21,297
							Projected Total	\$	171,405
							FY20 SPN Contract Year Bud	\$	206,455
							<b>Surplus(Deficit) End of ELC FY20</b>	\$	<b>35,050</b>
A	Jul-21	22	28	+3	36.21		22,305		22,305
A	Aug-21	21	26	-2	29.26		15,978		15,978
A	Sep-21	20	20	-6	36.49		14,597		14,597
							Projected Total	\$	52,880
							FY20 SPN Contract Year Bud	\$	68,818
							<b>Surplus(Deficit) ELC Quarter 1 FY21</b>	\$	<b>15,938</b>
							<b>Total Surplus(Deficit) Life of Contract</b>	\$	<b>50,988</b>
P	Oct-21	22	21	-5	32.70		15,108		15,108
P	Nov-21	22	23	+2	36.23		18,334		18,334
P	Dec-21	21	25	+2	36.23		19,022		19,022
P	Jan-22	23	27	+2	36.23		22,501		22,501
P	Feb-22	20	29	+2	36.23		21,015		21,015
P	Mar-22	22	31	+2	36.23		24,711		24,711
P	Apr-22	21	33	+2	36.23		25,109		25,109
P	May-22	23	35	+2	36.23		29,167		29,167
P	Jun-22	21	37	+2	36.23		28,153		28,153
							Projected Total	\$	203,120
							FY20 SPN Contract Year Bud	\$	203,120
							<b>Surplus(Deficit) End of ELC FY20</b>	\$	<b>-</b>
P	Jul-22	0	39	+2	#DIV/0!		31,088		31,088
P	Aug-22	0	41	+2	#DIV/0!		32,682		32,682
P	Sep-22	0	43	+2	#DIV/0!		31,160		31,160
							Projected Total	\$	94,930
							FY20 SPN Contract Year Bud	\$	462,110.96
							<b>Surplus(Deficit) ELC Quarter 1 FY21</b>	\$	<b>367,181</b>
							<b>Total Surplus(Deficit) Life of Contract</b>	\$	<b>367,181</b>

ITEM#/MEETING	FIN223RB2 / FINANCE
MEETING DATE:	December 7, 2021
SUBJECT:	FY 2022 Budget Amendment #3
FOR ACTION:	YES
RECOMMENDED ACTION:	<b>Approve FY2022 Budget Amendment #3</b>
AS RECOMMENDED BY:	Finance Committee
FINANCIAL IMPACT:	None, reallocations only

**Background Information:**

In June 2021, the Board approved a preliminary annual budget that reflected estimated revenues and expenditures pending receipt of actual grant award letters from funders. In September, the Board approved amendment #1 after the Division of Early Learning (DEL) issued some, but not all of the expected notices of award for FY2022. In November, the Board approved Amendment #2 after DEL issued 4 more of the expected notices of award for FY2022

**Current Status:**

In accordance with terms of the newly awarded funds, staff developed implementation plans to successfully deliver the expanded services. Through budget amendment #3, staff have requested budget authority for line item changes required to move forward.

Key changes and updates included in FY2022 Budget Amendment #3 are as follows (See Attached Budget Charts for details):

- *Allocate \$396,605 of restricted CRRSA Coalition Workforce Initiative funds from placeholder for staffing costs to support the new provider workforce initiative called “Broward Above and Beyond.” (See attachment for more information) The proposed team would include:*
  - 2 Career Counselors
  - 5 Provider Support Coaches
  - 1 Team Manager
  
- *Allocate \$377,479 of restricted CRRSA Outreach funds from placeholder to consultant costs:*
  - Procure one or more vendors through an ITN for services related to a comprehensive outreach campaign highlighting Coalition services, workforce supports and initiatives and supports to parents in coordination with the appropriate Board Committee
  
- *Allocate \$621,703 from unallocated for 13 new staff to support waitlist enrollment and subsidy program expansion including:*
  - 5 Additional Eligibility Specialists
  - 3 Provider Relations Staff
  - 1 Provider Reimbursement Specialist
  - 3 Operations Specialists Supporting HR, Quality Assurance and Communications
  
- *Allocate up to \$10,961 from unallocated for budget authority to bring the CEO salary within the market target range of her grade and/or up to the estimated maximum allowable HHS salary cap for 2022 effective January 1, 2022 (pending discussion and recommendations from the Executive Committee)*

## FY 2022 Proposed Amended Staffing Plan

Business Unit	FY 2022 Approved June 2021	FY 2022 Proposed	Proposed FTE Change	Notes
CEO & Support	2.0	2.0	0.0	1 QA, 1 HR, 1 Comms Specialist 1 EFS Mod Help Desk Specialist
Finance & Contracts	10.0	10.0	0.0	
Operations	12.0	15.0	3.0	
IT	6.0	7.0	1.0	
CPO	1.0	1.0	0.0	
<b>Total Admin FTE</b>	<b>31.0</b>	<b>35.0</b>	<b>4.0</b>	
Provider Payments	14.0	15.0	1.0	1 Reimbursement Specialist (Grants) 2 Provider Rel Specialist, 1 Supervisor  5 Eligibility Specialists 5 Coach, 2 Career Counselor, 1 Mgr**
Provider Rel	10.0	13.0	3.0	
Customer Service	22.0	22.0	0.0	
Eligibility	67.0	72.0	5.0	
Quality & Education	31.0	39.0	8.0	
<b>Total Program FTE</b>	<b>144.0</b>	<b>161.0</b>	<b>17.0</b>	
<b>Total Budget FTE</b>	<b>175.0</b>	<b>196.0</b>	<b>21.0</b>	<i>**CRRSA Funded Positions</i>

**1. Supporting Documents:**

- Draft FY2021 Budget Amendment #3 with comparison to last three years and current year actuals
- Revised Organizational Chart Highlighting New Positions
- About Broward Above and Beyond

# FY2022 Budget by Business Activity As Amended (Proposed)



**Revenue:**

	FY 2022	FY 2022	FY 2022	FY 2022	FY 2022
	Child Care Slots	Program Support Subsidized Child Care & CCR&R	Quality and Education Activities	Administration	Total Budget
DEL School Readiness	\$ 60,770,917	\$ 5,825,000	\$ 4,162,411	\$ 4,033,614	\$ 74,791,942
DEL School Readiness Match	5,380,330	-	-	-	5,380,330
DEL Preschool Development Grant	-	-	554,337	29,176	583,513
DEL-CARES	128,086	-	27,904,693	-	28,032,779
DEL - Voluntary Pre-K	38,571,079	1,157,132	-	385,711	40,113,923
DEL - VPK Monitoring & Outreach	-	-	-	-	-
CSC - Income Eligible	4,135,077	344,590	-	114,863	4,594,530
CSC - Vulnerable Populations	2,671,759	222,647	-	74,216	2,968,621
Broward County- Income Eligible	1,685,555	158,021	-	52,674	1,896,249
Broward County - Special Needs	496,963	46,590	-	15,530	559,084
DCF Entrant	-	-	-	-	-
Univ of Florida Lastinger Ctr	-	-	35,000	-	35,000
Local Match: United Way & Cities	500,000	-	-	-	500,000
Learning Pods, 3 Ts, BECE & Misc	-	-	50,000	(0)	50,000
<b>Total Revenue</b>	<b>\$ 114,339,767</b>	<b>\$ 7,753,980</b>	<b>\$ 32,706,442</b>	<b>\$ 4,705,783</b>	<b>\$ 159,505,971</b>

**Expense:**

	FY 2022	FY 2022	FY 2022	FY 2022	FY 2022
	Child Care Slots & Incentives				Total
DEL - School Readiness	\$ 60,770,917				\$ 60,770,917
DEL - School Readiness Match	5,380,330				5,380,330
DEL - CARES First Responders	128,086				128,086
DEL - Voluntary Pre-K	38,571,079				38,571,079
CSC - Income Eligible	4,135,077				4,135,077
CSC - Vulnerable Populations	2,671,759				2,671,759
Broward County-Income	1,685,555				1,685,555
Broward County - Special Needs	496,963				496,963
Local Match: United Way & Cities	500,000				500,000
Stipends & Grants to Providers	-		27,730,609		27,730,609
Placeholder: Restricted Allocations	-		-		-
<b>Total Child Care Slots &amp; Incentives</b>	<b>\$ 114,339,767</b>	<b>\$ -</b>	<b>\$ 27,730,609</b>	<b>\$ -</b>	<b>\$ 142,070,376</b>

**Sub Recipient Operating Expenses**

Nova Southeastern University			\$ 175,000	-	\$ 175,000
Children's Forum			107,712	\$ 31,500	139,212
211 Broward		\$ 337,000	-	125,000	462,000
<b>Total Sub Recipient Operating</b>	<b>\$ -</b>	<b>\$ 337,000</b>	<b>\$ 282,712</b>	<b>\$ 156,500</b>	<b>\$ 776,212</b>

**ELC Operating Expenses**

Staff Costs		\$ 6,964,412	\$ 2,839,055	\$ 3,199,096	\$ 13,002,563
Attorneys		-	-	99,000	99,000
Auditors		-	-	42,500	42,500
Temporary Staff		9,344	-	40,656	50,000
Consultants		23,300	796,419	151,760	971,479
Staff & Board Travel		-	18,720	56,280	75,000
Insurance		25,356	8,826	8,235	42,418
Office Rent & Utilities		272,821	95,339	100,609	468,769
Office Machines & Storage		0	-	10,085	10,085
Software Licenses		34,381	48,183	147,591	230,154
Phones/Internet/Web Page		71,445	25,304	23,205	119,954
Cell Phones		0	1,051	48,949	50,000
Sponsorships & Memberships		-	-	59,115	59,115
Books for Kids		-	250,000	-	250,000
Instructional Materiels		-	47,505	-	47,505
Fees, Supplies & Other Costs		11	5,939	227,853	233,803
Computers & Software		(0)	-	58,916	58,916
Furniture & Fixtures		-	-	11,542	11,542
Unallocated Budget Only		-	15,910	556,779	836,580
<b>Total ELC Operating</b>	<b>\$ -</b>	<b>\$ 7,416,980</b>	<b>\$ 4,693,121</b>	<b>\$ 4,549,283</b>	<b>\$ 16,659,383</b>

<b>Total ELC &amp; Sub Recipient</b>	<b>\$ -</b>	<b>\$ 7,753,980</b>	<b>\$ 4,975,833</b>	<b>\$ 4,705,783</b>	<b>\$ 17,435,595</b>
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<b>Total Expense</b>	<b>\$ 114,339,767</b>	<b>\$ 7,753,980</b>	<b>\$ 32,706,442</b>	<b>\$ 4,705,783</b>	<b>\$ 159,505,971</b>
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<b>Revenue Over Expense</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>
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<b>Percent Total Expenses</b>	<b>71.68%</b>	<b>4.86%</b>	<b>20.50%</b>	<b>2.95%</b>	<b>100.00%</b>
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# Proposed FY2022 Budget Amendment #3 Three Year Comparison



	FY2020	FY21	FY22	FY22	FY22	+/-
	FY2020 Actual	FY2021 Actual Pending Audit	FY22 Preliminary Approved June 2021	FY22 Amendment #2 Approved November 2021	FY22 Proposed Amendment #3	Change Amendment 3 over Amendment 2
<b>Revenue:</b>						
DEL School Readiness	\$ 60,326,862	\$ 64,093,701	\$ 66,273,494	\$ 74,791,942	\$ 74,791,942	\$ -
DEL School Readiness Match Pool	5,185,466	5,489,725	5,489,738	5,380,330	5,380,330	-
DEL Preschool Development Grant	265,519	872,970	160,000	583,513	583,513	-
DEL-CARES Pandemic Relief	2,954,519	27,543,012	-	28,032,779	28,032,779	-
DEL - Voluntary Pre-K	39,044,851	27,089,027	40,290,903	40,113,923	40,113,923	-
DEL - VPK Monitoring & Outreach	72,455	50,388	50,388	-	-	-
CSC - Income Eligible	5,725,342	4,502,338	5,592,850	4,594,530	4,594,530	-
CSC - Vulnerable Populations	3,951,231	1,725,958	4,242,850	2,968,621	2,968,621	-
Broward County- Income Eligible	2,141,397	1,902,157	2,198,564	1,896,249	1,896,249	-
Broward County - Special Needs	495,025	303,639	665,231	559,084	559,084	-
DCF Entrant	184,057	-	-	-	-	-
Univ of Florida Lastinger Ctr	38,530	49,900	35,000	35,000	35,000	-
Local Match: United Way & Cities	523,313	371,301	500,000	500,000	500,000	-
BECE & Misc	73,671	291,208	100,000	50,000	50,000	-
<b>Total Revenue</b>	<b>\$ 120,982,237</b>	<b>\$ 134,285,324</b>	<b>\$ 125,599,018</b>	<b>\$ 159,505,971</b>	<b>\$ 159,505,971</b>	<b>\$ -</b>
<b>Expense:</b>						
<b>Child Care Slots &amp; Incentives</b>						
DEL School Readiness	\$ 49,831,906	\$ 49,029,070	\$ 53,766,096	\$ 60,770,917	\$ 60,770,917	\$ -
DEL School Readiness Match Pool	5,185,466	5,489,725	5,489,738	5,380,330	5,380,330	-
DEL-CARES Pandemic Relief	2,562,400	12,861,548	-	128,086	128,086	-
DEL - Voluntary Pre-K	37,543,126	26,047,263	38,741,253	38,571,079	38,571,079	-
CSC - Income Eligible	5,103,427	3,981,297	5,033,565	4,135,077	4,135,077	-
CSC - Vulnerable Populations	3,610,433	1,552,987	4,157,993	2,671,759	2,671,759	-
Broward County- Income Eligible	1,925,666	1,690,800	1,954,279	1,685,555	1,685,555	-
Broward County - Special Needs	469,544	269,901	591,316	496,963	496,963	-
DCF Entrant Refugee Program	162,911	-	-	-	-	-
Local Match: United Way & Cities	523,312	371,341	500,000	500,000	500,000	-
Learning Pods Collaborative	-	206,000	-	-	-	-
Stipends and Grants to Providers	2,576,747	19,009,243	420,000	27,730,609	27,730,609	-
Placeholder: Restricted Allocations				734,084	-	(734,084)
<b>Total Child Care Slots &amp; Incentives</b>	<b>\$ 109,494,938</b>	<b>\$ 120,509,176</b>	<b>\$ 110,654,241</b>	<b>\$ 142,804,460</b>	<b>\$ 142,070,376</b>	<b>\$ (734,084)</b>
<b>Sub Recipient Expense</b>						
School Board of Broward County	-	1,192,800	-	-	-	\$ -
Nova Southeastern University	-	-	-	175,000	175,000	-
Children's Forum	\$ 88,903	72,739	100,900	139,212	139,212	-
211-Broward	427,750	455,193	462,000	462,000	462,000	-
<b>Total Sub Recipient Expense</b>	<b>\$ 516,653</b>	<b>\$ 1,720,732</b>	<b>\$ 562,900</b>	<b>\$ 776,212</b>	<b>\$ 776,212</b>	<b>\$ -</b>
<b>ELC Expense</b>						
Salaries & Benefits	\$ 9,335,956	\$ 10,279,570	\$ 11,976,253	\$ 11,976,255	\$ 13,002,563	\$ 1,026,308
Attorneys	68,400	62,127	90,000	99,000	99,000	-
Auditors	33,480	37,500	42,500	42,500	42,500	-
Temporary Staff	12,085	2,697	-	50,000	50,000	-
Consultants	155,781	185,427	399,888	634,000	971,479	337,479
Staff & Board Travel	64,739	10,465	75,000	75,000	75,000	-
Insurance	19,833	33,492	31,693	42,418	42,418	-
Office Rent & Utilities	428,257	432,396	445,680	468,769	468,769	-
Office Machines & Storage	12,152	8,545	10,085	10,085	10,085	-
Software Licenses	142,271	194,325	230,154	230,154	230,154	-
Internet & Phones	88,514	101,141	103,954	119,954	119,954	-
Cell Phones	63,104	55,444	50,000	50,000	50,000	-
Sponsorships & Memberships	49,680	46,984	47,950	59,115	59,115	-
Books for Kids	44,117	280,982	250,000	250,000	250,000	-
Intructional Materials	75,978	27,436	-	41,434	47,505	6,071
Other Operating Costs	260,489	254,987	233,803	233,803	233,803	-
Computer Equipment & Software	75,952	35,013	58,916	58,916	58,916	-
Furniture & Fixtures	19,525	6,773	11,542	11,542	11,542	-
Depreciation	3,916	3,916	-	-	-	-
Unallocated (Budget Only)		-	324,459	1,472,354	836,580	(635,774)
<b>Total ELC Expense</b>	<b>\$ 10,954,227</b>	<b>\$ 12,059,221</b>	<b>\$ 14,381,877</b>	<b>\$ 15,925,299</b>	<b>\$ 16,659,383</b>	<b>\$ 734,084</b>
<b>Total Non-Slot Expense</b>	<b>\$ 11,470,880</b>	<b>\$ 13,779,953</b>	<b>\$ 14,944,777</b>	<b>\$ 16,701,511</b>	<b>\$ 17,435,595</b>	<b>\$ 734,084</b>
<b>Total Expense</b>	<b>\$ 120,965,818</b>	<b>\$ 134,289,129</b>	<b>\$ 125,599,018</b>	<b>\$ 159,505,971</b>	<b>\$ 159,505,971</b>	<b>\$ -</b>
<b>Revenue over Expense</b>	<b>\$ 16,419</b>	<b>\$ (3,804)</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>

Allocate Restricted CRRSA \$\$ (734,084) to Staff/Consultants

21 New Staff, \$396K fm CRRSA

CRRSA Outreach Campaign

CLASS Dimension Guides

Allocated: new staff/CLASS items

# Proposed FY22 Amendment #3 vs Year to Date Actual

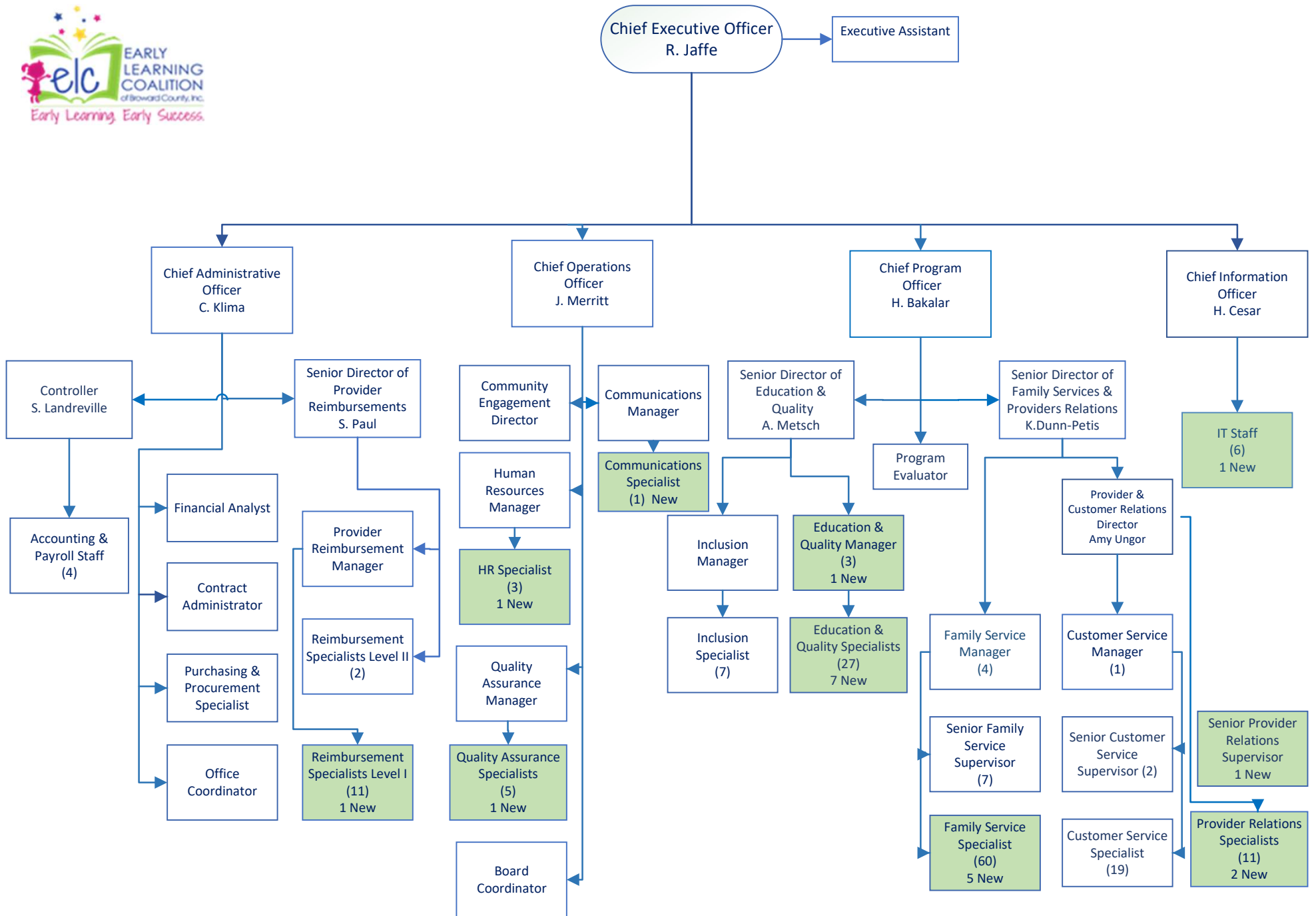


**Revenue:**

	FY22	October	Balance	%	
	FY22 Proposed Amendment #3	YTD Actual	Remaining Balance	% YTD Expenditures	Notes
DEL School Readiness	\$ 74,791,942	\$ 22,228,892	\$ 52,563,050	30%	Enrolling from the waitlist
DEL School Readiness Match Pool	5,380,330	1,797,640	3,582,691	33%	
DEL Preschool Development Grant	583,513	25,316	558,197	4%	Recent allocation, program ramping up
DEL-CARES Pandemic Relief	28,032,779	-	28,032,779	0%	Grants to be issued Nov/DEC
DEL - Voluntary Pre-K	40,113,923	9,199,752	30,914,170	23%	
CSC - Income Eligible	4,594,530	1,406,190	3,188,340	31%	
CSC - Vulnerable Populations	2,968,621	721,324	2,247,297	24%	Enrolling, funder of last resort
Broward County- Income Eligible	1,896,249	777,672	1,118,577	41%	Higher exp in 1st Qtr-Contract Year Close
Broward County - Special Needs	559,084	77,157	481,926	14%	Enrolling, funder of last resort
Univ of Florida Lastinger Ctr	35,000	-	35,000	0%	Intermittent expenditures
Local Match: United Way & Cities	500,000	142,573	357,427	29%	
BECE & Misc	50,000	819	49,181	2%	Intermittent expenditures
<b>Total Revenue</b>	<b>\$ 159,505,971</b>	<b>\$ 36,377,336</b>	<b>\$ 123,128,635</b>	<b>23%</b>	

**Expense:**

	FY22	October	Balance	%	
	FY22 Proposed Amendment #3	YTD Actual	Remaining Balance	% YTD Expenditures	Notes
<b>Child Care Slots &amp; Incentives</b>					
DEL School Readiness	\$ 60,770,917	\$ 18,164,480	42,606,437	30%	SR + Match 83% of total expenditures
DEL School Readiness Match Pool	5,380,330	1,797,640	3,582,691	33%	(78% Required)
DEL-CARES Pandemic Relief	128,086	-	128,086	0%	Restricted to VPK Covid closures as needed
DEL - Voluntary Pre-K	38,571,079	8,861,915	29,709,164	23%	
CSC - Income Eligible	4,135,077	1,301,218	2,833,859	31%	
CSC - Vulnerable Populations	2,671,759	663,941	2,007,818	25%	Enrolling, funder of last resort
Broward County- Income Eligible	1,685,555	690,879	994,675	41%	Higher exp in 1st qtr-contract year close
Broward County - Special Needs	496,963	68,584	428,379	14%	Enrolling, funder of last resort
Local Match: United Way & Cities	500,000	142,573	357,427	29%	Intermittent expenditures
Stipends & Grants to Providers	27,730,609	137,621	27,592,988	0%	CRRSA grants to be issued Nov/Dec
Placeholder: Restricted Allocations	-	-	-		
<b>Total Child Care Slots &amp; Incentives</b>	<b>\$ 142,070,376</b>	<b>\$ 31,828,852</b>	<b>\$ 110,241,524</b>	<b>22%</b>	
<b>Sub Recipient Expense</b>					
Nova Southeastern University	175,000	-	175,000	0%	Invoices Lag 1-2 months behind
Children's Forum	139,212	19,939	119,273	14%	Contract in process
211-Broward	462,000	138,317	323,683	30%	
<b>Total Sub Recipient Expense</b>	<b>\$ 776,212</b>	<b>\$ 158,255</b>	<b>\$ 617,957</b>	<b>20%</b>	
<b>ELC Expense</b>					
Salaries & Benefits	\$ 13,002,563	\$ 3,792,285	\$ 9,210,277	29%	
Attorneys	99,000	19,323	79,677	20%	Intermittent Expenditures
Auditors	42,500	-	42,500	0%	Audit in progress
Temporary Staff	50,000	17,560	32,440	35%	
Consultants	971,479	106,952	864,527	11%	CLASS & outreach exp pending
Staff & Board Travel	75,000	10,140	64,860	14%	Intermittent Expenditures
Insurance	42,418	14,961	27,457	35%	
Office Rent & Utilities	468,769	168,134	300,636	36%	
Office Machines & Storage	10,085	2,158	7,927	21%	Storage cost declining
Software Licenses	230,154	76,627	153,527	33%	
Internet & Phones	119,954	56,154	63,800	47%	Phone, Email Server Vendor Transitions
Cell Phones	50,000	17,521	32,480	35%	
Sponsorships & Memberships	59,115	9,475	49,640	16%	Intermittent Expenditures
Books for Kids	250,000	14,760	235,240	6%	Bookworms II to launch in January
Instructional Materials	47,505	31,979	15,526	67%	Intermittent Expenditures
Other Operating Costs	233,803	55,344	178,459	24%	
Computer Equipment & Software	58,916	23,572	35,344	40%	Intermittent Expenditures
Furniture & Fixtures	11,542	675	10,867	6%	Intermittent Expenditures
Unallocated (Budget Only)	836,580	-	836,580	0%	
<b>Total ELC Expense</b>	<b>\$ 16,659,383</b>	<b>\$ 4,417,619</b>	<b>\$ 12,241,764</b>	<b>27%</b>	
<b>Total Non-Slot Expense</b>	<b>\$ 17,435,595</b>	<b>\$ 4,575,874</b>	<b>\$ 12,859,721</b>	<b>26%</b>	
<b>Total Expense</b>	<b>\$ 159,505,971</b>	<b>\$ 36,404,727</b>	<b>\$ 123,101,245</b>	<b>23%</b>	



## **About Broward Above and Beyond**

Broward Above and Beyond, an initiative created through the State's allocation of CRRSA dollars, combines intensive coaching, career counseling, and skills and retention-based incentives, will reach approximately 50 child care centers that have experienced high levels of turnover.

Approximately 25 percent of the 575 child care providers responding to a survey administered two weeks ago indicated they were experiencing high turnover. In analyzing survey data, there did not seem to be significant correlation between level of staff compensation and turnover.

While conducting the workforce survey, ELC's Education team conducted another survey for child care educator staff. Of the 133 child care educators responding to that survey, the respondents were asked, "Beside pay, what do you need to feel satisfied in your job? The results below show that Positive Workplace Culture and Coaching/Mentoring were ranked as most important.

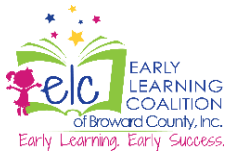
Above and Beyond staff will provide bi-weekly on-site consultation, teacher coaching & modeling, on-site, individualized training, support with curriculum implementation and lesson planning, assistance with assessment tools (i.e. CLASS). Additionally, directors will attend monthly Director in Action (DIA) Leadership training series on topics including program leadership and program administration. Participants will receive retention bonuses and materials for their classroom to support the growth and development of the children.

## FYI 1 – Cash Disbursements

In accordance with ELC Cash Disbursement Policy Approved September 12, 2019 cash disbursements issued by ELC in amounts greater than \$1,000 and less than \$35,000 are submitted to the ELC Board for review monthly.

### Cash disbursement for October 2021

Vendor Name	Amount	Purpose
ADP, Inc.	3,061.82	Processing Charges for 9/18/21,9/24/21 & 10/4/21
Ann Marie Calderon	2,450.00	Class Observer September 2021
AT&T Mobility	4,373.00	Cell Phone and Data Charges October 2021
Bluejean Software, Inc.	1,000.00	Cloud Hosting for Sept 2021
Business Card	7,749.89	Bank of America Ops purchases C. Klima (No Individual Items > \$1,000)
Business Leadership Institute	6,250.00	Sept 2021 Professional Development Training Services
Colonial Life & Accident Insurance Co.	4,841.04	September 2021 Employees Health Benefits
Crown Castle Fiber, LLC.	1,050.00	Internet Charges for 9/01/21 -09/30/21
EA Compensation Resources, LLC.	11,550.00	Staff & Executive Market Study , Structure & Admin Expense
Trusaic	3,000.00	2019 Compliance Tracking Service & 50% Installment for W2's monthly fee
Fort Lauderdale Crown Center, LLC.	33,767.84	October 2021 Rent Ste. 301
Guardian	11,463.95	November 2021 Employees Health Benefits
The Journey Institute, Inc.	4,550.00	September 2021 Trainings
Humana Insurance Co.	1,098.88	November 2021 Employees Health Benefits
Indeed	1,881.77	September 2021 Job Postings
Jacob C. Jackson, P.A.	7,961.00	Legal Services for September 2021
Jumpstart for Young Children, Inc.	14,020.00	Purchase of books for Read for the Record English & Spanish
Lianne Betancourt	3,850.00	Class Observer September 2021
Maria Caro	3,150.00	Class Observer September 2021
Maria Lopez	1,400.00	Class Observer September 2021
Mitel Cloud Services	5,343.96	Telephone Services for October 2021
Teachstone Training LLC	23,797.42	Kits for Toddler Observer & Assessments Training for ECE
Teachstone Training LLC	6,071.07	Pre-K & Toddler Observer Affiliate Package & MMCI Kit(Spanish)
The Lincoln National Ins.	8,114.19	November 2021 Employees Health Benefits
Webauthor.com LLC	5,000.00	CRM Software License & Hosting October 2021



## Match YTD Match Fundraising Report

Funder	Requested FY21/22	Status as of 12/01/21
Coconut Creek	\$25,684	Recommended for Funding
Cooper City	-	No Funding Available
Coral Springs (Community Chest)	5,000	Pending Response
Dania Beach	-	Recommended for Funding
Davie	-	No Funding Available
Deerfield Beach	15,000	Recommended for Funding
Ft. Lauderdale	50,000	Recommended for Funding
Hallandale	10,000	Recommended for Funding
Hollywood	7,611	Recommended for Funding
Lauderdale By The Sea	2,000	Recommended for Funding
Lighthouse Point	1,000	Recommended for Funding
Lauderdale Lakes	-	Pending Response
Lauderhill	-	Not Funded
Margate	1,000	Recommended for Funding
Miramar	5,000	Recommended for Funding
North Lauderdale	5,000	Recommended for Funding
Oakland Park	10,000	Pending Response
Parkland	3,000	Recommended for Funding
Pembroke Park (Town)	-	No Funding Available
Pembroke Pines	35,000	Recommended for Funding
Plantation	22,000	Recommended for Funding
Pompano Beach	40,000	Recommended for Funding
Tamarac	10,000	Pending Response
Sunrise	55,890	Recommended for Funding
Southwest Ranches	-	No Funding Available
West Park	-	No Funding Available
Weston	6,850	Pending Response
Wilton Manors	10,000	Pending Response
<b>Total Municipalities (SR)</b>	<b>\$ 320,035</b>	<b>Total Requested FY21</b>
United Way	130,000	Committed as of July 1, 2021
Child Care Providers	500,000	Committed as of July 1, 2021
Broward County	1,490,872	Committed as of July 1, 2021
CSC	2,939,423	Committed as of July 1, 2021
<b>Total All Match</b>	<b>\$ 5,380,330</b>	<b>Total SR Match</b>



Executive Finance Committee Attendance Chart FY 2021-2022

QUORUM # NEEDED: 5

Member	Position	Term Started	Term Exp	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June
<b>EXECUTIVE</b>															
1 Laurie Sallarulo - CHAIR	Chair				V			P							
2 Dawn Liberta	First Vice Chair	June 2020	June 2023		V			V							
3 Twan Russell	Second Vice Chair	June 2020	June 2023		V			V							
4 Cindy Arenberg Seltzer	Treasurer	June 2020	June 2023		V			V							
5 Monica King	Secretary	June 2020	June 2023		V			V							
6 Khalil Zeinieh	Program Rev. Chair	June 2020	June 2023		V			ABS							
7 Michael Asseff	Nominating Chair	June 2020	June 2023		V			V							
8 Richard Campillo	Audit Chair	July 2018	June 2023		V			V							
<b>FINANCE</b>															
<b>QUORUM # NEEDED: 4</b>															
1 Cindy Arenberg Seltzer					V			V							
2 Renee Podolsky					P			V							
3 Laurie Sallarulo					V			ABS							
4 Twan Russell					V			ABS							
5 Zachary Talbot					ABS			V							
6 Khalil Zeinieh		August 2021						V							
7 Dawn Liberta		August 2021						V							
V - Virtual present at meeting															
ABS - Absent from Meeting															
FM First Meeting LM Last Meeting															
C- Confirmed Attendance															
P - Via Phone attendance															
Shaded areas - no meeting scheduled															
O:\Board\Board and Committee Meetings\Executive Finance Committee Packets\FY 2021-2022 Exec Finance Committee															

Except for Chair an Officers term is for two years

No officer may hold the same elected position for more than (1) term of two years