OUR VISION:

Every South Carolina child will arrive at Kindergarten ready to succeed.
### By The Numbers

<table>
<thead>
<tr>
<th>Indicator</th>
<th>SC</th>
<th>County</th>
</tr>
</thead>
<tbody>
<tr>
<td>Children Under Five</td>
<td>291,026</td>
<td>13,940</td>
</tr>
<tr>
<td>Children In Poverty</td>
<td>24.4%</td>
<td>18.7%</td>
</tr>
<tr>
<td>3rd Graders Below Standard in Reading</td>
<td>22.2%</td>
<td>18.5%</td>
</tr>
<tr>
<td>Births to Mothers With Less Than a High School Diploma</td>
<td>15.0%</td>
<td>12.7%</td>
</tr>
</tbody>
</table>

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- Since inception, Berkeley County First Steps has leveraged $2,018,420 from sources outside state government. That's $.22 for every dollar received.
- 838 Books Provided to Families
- 584 Childcare professionals received 58.4 hours of high quality training to support early care best practices.
- 112 Children Served through Early Head Start and Parents As Teachers

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Letter from Executive Director

Berkeley County First Steps was founded on the principle that all children deserve the resources to succeed in school and in life. Since 1999 we’ve worked to support children by supporting their parents, teachers, child and health care providers by filling the gaps in early childhood systems of care and coordination. This report tells the stories of a few of the families, educators, and Berkeley communities we have impacted. Please join us as a donor, advocate or volunteer as we continue to develop, expand and implement programs such as Parents As Teachers, Early Head Start, Early Childhood STEAM, and individualized teacher education programs that are proven and effective in addressing overarching issues of endemic poverty that prevent young children from being healthy and ready for success in school and in life.

With the highest hopes for all children,

Adrienne Troy-Frazier

Executive Director

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County Programs

Parents as Teachers
Child Care Training
Child Care Scholarships

State Programs

Early Head Start
First Steps 4k
What We Do

Each of the six color blocks of the First Steps logo represents a core area of service, outlining our comprehensive strategy to prepare children for long-term school success.

With measurable outcomes across each of its six school readiness strategy areas, First Steps is getting results.

Healthy Start
We begin with a focus on providing a healthy start to life. This includes prenatal and post-partum services for both mother and baby. In 2007, First Steps collaborated with key philanthropic and agency partners to bring Nurse-Family Partnership to SC having a significant impact on reducing premature births and Medicaid costs.

Family Strengthening
Our home visitation strategies, such as Parents as Teachers, Parent-Child Home and Early Steps to School Success, are helping parents understand their responsibilities to care for and be positive models for their children. As a result of First Steps’ intervention and parenting support, 66% of clients initially assessed at “low” levels of parenting have achieved moderate or high levels of parenting skill.

Early Intervention
Children’s school readiness depends on their healthy growth and development. First Steps helps identify potential delays early through developmental screenings and referring children to BabyNet and other early intervention resources.

Quality Childcare
Quality childcare starts with quality childcare providers. Our quality enhancement and training strategies lead to improved teacher-student interaction, which research shows has a significant impact on a child’s development and success in school.

Early Education
Private-public partnerships through First Steps 4K have led to significant cost efficiencies in the delivery of publicly funded 4K. One recent analysis suggests First Steps is achieving comparable results, without the need for costly capital construction, for 80 cents on the dollar. Early Head Start expands quality early learning and family support to infants and toddlers.

School Transition
Each of the corresponding blocks of services leads ultimately to the goal of transitioning children successfully to school. Programs like Countdown to Kindergarten are ultimately preparing children for school success.

Based on the needs of our community, Berkeley County First focuses its investments in.... Quality Child Care, Family Strengthening, Early Start
Extending Quality, Strengthening Communities

Program Description
A strong early learning program can have a ripple effect in the community, creating jobs, contributing to the economy and, most importantly, helping to increase access to quality early experiences beyond the walls of the school itself. These early learning centers act as quality hubs in their communities, positively impacting more than just the children and families they directly serve. Early Head Start changes communities.

EHS by the Numbers, 2016-17

<table>
<thead>
<tr>
<th></th>
<th>16</th>
</tr>
</thead>
<tbody>
<tr>
<td>Children Served</td>
<td></td>
</tr>
<tr>
<td>Number of Parenting Workshop's</td>
<td>19</td>
</tr>
</tbody>
</table>

Early Head Start Parent Voices

“EHS has made a difference for my family by providing affordable childcare so I can find a job to provide for my family. I also get to interact with other parents at the parent meeting and the family advocate keeps me aware of what is going on at the center. Also, the EHS program helped my son with being referred to an ENT to help my son get tubes in his ears. Since the surgery, he has been talking more.”

“The teachers are what impacted me the most as a parent. The teachers really have my kid’s best interest at hand, they communicate with me, and most of all they love my kids.”

“My kids have been potty trained, they are more sociable, and I was able to find a job.”

“They are sociable, they enjoy eating some of the healthy foods they serve, and they enjoy coming to school.”

Thank you to our partners!

Betty’s Child Development Center
The House of Smiles
MUSC
Parents play a critical role in their child’s development.

Program Description
Parents as Teachers (PAT) is an evidence-based home visiting program designed to build strong communities, thriving families and children who are healthy, safe and ready to succeed. PAT services include:

1. **Personal Visits** at least twice monthly
2. **Monthly Group Connections** with other PAT families
3. **Screenings and Assessments** to identify developmental concerns
4. **Connections to Outside Resources** that families may need to succeed

**Berkeley County First Steps** serves families in greatest need. Among our PAT families:

- 92% ... live in poverty
- 74% ... single parents
- 17% ... less than high school diploma

**PAT by the Numbers 2016-17**

<table>
<thead>
<tr>
<th>Families Served</th>
<th>95</th>
</tr>
</thead>
<tbody>
<tr>
<td>Children Served</td>
<td>96</td>
</tr>
<tr>
<td>Total Home Visits</td>
<td>1,310</td>
</tr>
<tr>
<td>Hours Spent Serving</td>
<td>1,318</td>
</tr>
<tr>
<td>Average gain, Keys to</td>
<td>1.98</td>
</tr>
<tr>
<td>Interactive Parenting</td>
<td></td>
</tr>
<tr>
<td>Scale (pre-to-post):</td>
<td>2.47</td>
</tr>
</tbody>
</table>

William turned three in November 2016 and was referred to Berkeley County School District Child Find for evaluation and placement. Mom was very hesitant to have William evaluated and was fearful that he was being labeled because Dad is confined to a wheelchair. After receiving reassurance from her Parent Educator, Mom agreed to the evaluation. It was determined that William qualified for the ½ day preschool IDEA Part B. William and his mother continued with the Parents As Teachers program and within weeks a visible transformation could be seen. William walked into the room eager to learn, was talking and having conversations with his Parent Educator and trying new activities. Mom was proud of the new skills he was learning and would bring items that he had worked on at home in to show the PE. The family had been in the program since William was an infant.

**This year, our Parents as Teachers program:**

- Averaged 2.0 home visits per family
- Identified and addressed 30 potential developmental delays, and made 213 connections for families to services such as Adult Ed, BabyNet, Early Literacy, Medical Home, Quality Childcare.
- Improved parenting practices in interaction by 61% and literacy skills by 49%.
- Provided 838 books to families.
- Facilitated six Early Literacy Workshops to three different struggling rural schools.

**Thank you to our partners!**

Berkeley County School District
Berkeley Dorchester Head Start
SC First Steps Early Head Start
ABC Quality Childcare
Those who care for young children need high-quality, accessible, and affordable professional development.

**Program Description**

High-quality child care hinges on high-quality professional development that meets the needs of the local child care workforce.

First Steps-sponsored training is certified through the SC Center for Child Care Career Development and includes topics in the areas of nutrition, health and safety, curriculum, child guidance, professional development and program administration. Best practices in training include not only the training itself, but follow-up in the classroom.

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**Child Care Training Sponsored by Berkeley First Steps, 2016-17**

<table>
<thead>
<tr>
<th>Topic</th>
<th>Sessions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Infant/ Child CPR &amp; First Aid</td>
<td>3 sessions</td>
</tr>
<tr>
<td>Early Language &amp; Literacy Series</td>
<td>3 sessions</td>
</tr>
<tr>
<td>Understanding Temperament (CSEFEL)</td>
<td>One session</td>
</tr>
<tr>
<td>Domestic Violence</td>
<td>One session</td>
</tr>
<tr>
<td>Program Planning &amp; Evaluation</td>
<td>One session</td>
</tr>
<tr>
<td>Integrating STEAM into Your Class</td>
<td>One session</td>
</tr>
<tr>
<td>Helping Children with Transitions</td>
<td>One session</td>
</tr>
<tr>
<td>Developmentally Appropriate Play</td>
<td>One session</td>
</tr>
<tr>
<td>....and many more</td>
<td></td>
</tr>
</tbody>
</table>

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**Training by the Numbers, 2016-17**

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Training Attendance</td>
<td>584</td>
</tr>
<tr>
<td>Child Care Centers and Homes served</td>
<td>38</td>
</tr>
<tr>
<td>Number of Training Sessions Offered</td>
<td>26</td>
</tr>
</tbody>
</table>

This year, our Training program provided:

- 584 early childhood staff with high quality training
- 58.5 hours of certified training and 3 hours of registered training for staff to meet annual re-certification requirements
- 56 hours of training with Master Certified Trainers
- 9 hours of AHA approved Infant & Child CPR/First Aid

**Thank you to our partners!**

- Center for Child Care Career Development
- Berkeley County School District
- Berkeley Electric Cooperative
- My Sister’s House

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“This was a refreshing way to review hot topics in leadership, ethics, and program standards!”

94% of attendees felt we offered topics useful to them.

91% felt that they had attained new knowledge that could be applied in the classroom.

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Group building activities, and encouraging interaction among providers outside of a classroom, is an integral part of our trainings.
Too many families in Berkeley County cannot afford quality care for their children.

Program Description

Access to quality child care is essential for children while away from their primary caregivers. Yet, of those families income-eligible for child care assistance in South Carolina, only a small fraction receive it due to lack of funds. In the absence of nurturing and consistently available family, friends or neighbors, parents are faced with few - or no – affordable care options.

Berkeley First Steps serves families in greatest need. Among our scholarship families:

- 100% ... live in poverty
- 64% ... are single parent households
- 57% ... have experienced depression, mental illness, or substance abuse
- 28% ... had children with potential developmental delays

In addition to regular monitoring of child care providers that receive First Steps scholarships, First Steps conducts at least one developmental screening each year with scholarship children and connects families to needed services within the community.

Berkeley County First Steps integrates scholarships with home visitation programs such as, Parents As Teachers, and Nurse Family Partnership to ensure families are receiving ongoing support and advocacy.

Scholarships by the Numbers, 2016-17

<table>
<thead>
<tr>
<th>Children Served</th>
<th>14</th>
</tr>
</thead>
<tbody>
<tr>
<td>Providers Served</td>
<td>8</td>
</tr>
</tbody>
</table>

This year, our Scholarship program:

- Provided 14 children with scholarship assistance so their parents could work or attend school
- Identified and addressed 38 risk factors among scholarship families
- Made 45 connections for families to services such as BabyNet, Head Start, BCSD, DSS, and local charities
- Supported 8 small businesses in Berkeley County by subsidizing child care tuition for families who would not otherwise be able to afford quality care

Thank you to our partners!

- Department of Social Services
- ABC Child Care
- Parents As Teachers
- Nurse Family Partnership

“The ABC voucher through the Berkeley County First Steps program has been a huge blessing for me! It allows me to be able to work and not worry about child care which I wouldn’t have been able to afford without the voucher.”

Shanda J.
Total 2016-17 Expenditures: $572,809

State Funds Leveraged in 2016-17*: 21%

*Percentage of state dollars matched by additional federal, private, and/or in-kind funds

2016-17 Expenditures by Strategy

<table>
<thead>
<tr>
<th>Strategy</th>
<th>State $</th>
<th>Federal $</th>
<th>Private $</th>
<th>In-Kind $</th>
<th>Total $</th>
<th>% of 2016-17 Expenditures</th>
</tr>
</thead>
<tbody>
<tr>
<td>Parents as Teachers</td>
<td>$236,248</td>
<td>$0</td>
<td>$0</td>
<td>$60,000</td>
<td>$296,248</td>
<td>52%</td>
</tr>
<tr>
<td>Family Literacy</td>
<td>$47,005</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$47,005</td>
<td>8%</td>
</tr>
<tr>
<td>Early Head Start</td>
<td>$20,103</td>
<td>$34,682</td>
<td>$0</td>
<td>$0</td>
<td>$54,785</td>
<td>10%</td>
</tr>
<tr>
<td>Child Care Training</td>
<td>$46,299</td>
<td>$0</td>
<td>$2,727</td>
<td>$0</td>
<td>$49,026</td>
<td>9%</td>
</tr>
<tr>
<td>Scholarship Initiative</td>
<td>$38,500</td>
<td>$0</td>
<td>$2,727</td>
<td>$0</td>
<td>$38,500</td>
<td>7%</td>
</tr>
<tr>
<td>Program Support</td>
<td>$56,812</td>
<td>$0</td>
<td>$3,169</td>
<td>$0</td>
<td>$59,981</td>
<td>10%</td>
</tr>
<tr>
<td>Administrative Support</td>
<td>$26,512</td>
<td>$0</td>
<td>$752</td>
<td>$0</td>
<td>$27,264</td>
<td>5%</td>
</tr>
<tr>
<td>TOTAL EXPENDITURES</td>
<td>$471,479</td>
<td>$34,682</td>
<td>$6,648</td>
<td>$60,000</td>
<td>$572,809</td>
<td></td>
</tr>
</tbody>
</table>

Unaudited numbers for the period July 1, 2016 through June 30, 2017

Since inception, Berkeley County First Steps has leveraged $2,018,420 from sources outside of state government. That’s 22 cents for every state dollar.
Through partnerships and collaborations, as well as financial support from grants and contributions, Berkeley First Steps leverages state dollars to enhance and expand services to children and families.

**Funding Support**
- State of South Carolina
  *(through South Carolina First Steps)*
- Trident United Way
- Coast Community Foundation Fund
- Walmart Moncks Corner
- Magnolia Foundation
- South Carolina Center for Child Care Development

**In-Kind Support**
- Berkeley County School District
- ABC Child Care
- Berkeley Intermediate School
- MUSC
- Thousand Tree Farms
- Subway
- Publix
- Babies R US
- Walgreens
- Starbucks
- Charleston RiverDogs
- Santee Canal Park

**How your support helps children Berkeley County**

**With your financial support**, together we can strengthen:

- **✓ Parents as Teachers** by providing additional educators to work in underserved regions of Berkeley, South Carolina’s largest county.
- **✓ Our capacity** to implementing evidence-based parenting, early care and professional development programs serve the hardest to reach children, parents and providers.
- **✓ Our technology and ability** to efficiently capture program data and outcomes.
- **✓ Access to** services from trained and reliable consultants who can conduct program evaluation and provide technical assistance.
- **✓ Parents access** to affordable, high quality child care so that they can re-enter and remain employed.

**Save the Date!**
- Paint for Parents As Teachers- November 16
- Breakfast With Santa/Bows for Babies- December 2
- Giving Tuesday-November 28

Support Berkeley County First Steps today through a tax-deductible donation, or volunteer!
Parent Educators Change Lives In Berkeley County

Renee Gant-Parent Educator Impacting Generations

I was on the Berkeley County First Steps Board that established the first program in the county. As a part of my desire to become directly involved with providing services, I quit my position to become a First Steps Parent Educator in 2001. As a parent educator I partner with parents of children from birth to age five to model and teach parents strategies for teaching their children various skills, e.g., language, cognitive, fine and gross motor, and social-emotional skills. The primary program objective is to increase children's school readiness and success both academically and social-emotionally. In the beginning, the focus of First Steps was the child but over the years the focus shifted to the whole family, including parents, other adults and children in the family in order to support and strengthen the entire family. Parents have the potential to be great teachers because they want the very best for their children and only need assistance in providing an optimal learning environment. Likewise, children are like little sponges soaking up the learning presented to them. Therefore, I am inspired everyday by the willingness of the parents and the eagerness of the children to accept the lessons and experiences I provide. They are a joy with which to work. I am especially excited to see parents who become involved in their young preschooler’s education, e.g., attending Group Connections meetings and using other community resources such as the local library. Often I have an ex-client’s child’s teacher remark that the child is “so smart” or “so bright” or “so well-prepared.” These remarks tell me the First Steps Program achieved its goal of increasing children’s school readiness, especially reading readiness.

Nadine Todd-Career Educator Putting Children and Families First

I began working as a parent educator with the Berkeley County First Steps Parents As Teachers Program in October of 2001. I’m beginning my 17th year as a parent educator. Prior to this I was very active on the State Interagency Coordinating Council with BabyNet. I was always concerned about the children who did not qualify for the BabyNet program but who were lagging behind in their development. The First Steps program was the perfect fit for me. I love being able to encourage parents during the screening process and helping them to find additional services when the needs arise. Having been a parent whose child received occupational, physical and speech therapy as an infant, I am able to understand the emotional impact that a referral to these services may have on a parent of a young child. Supporting a parent through this process and watching the child become successful in these skills has been one of the most rewarding ways that I know I have made a difference. The children in some of the first families that were enrolled in the program are now seniors in High School. I have been able to watch them excel in sports, academics, orchestra and the arts to name a few. Parents will still send me a text to let me know of accomplishments that these kids have made. There comes a time after doing several visits that the children are more interested in the books that I bring than they are in the toys. I absolutely love when I get to witness the children “reading” Brown Bear Brown Bear all by themselves for the first time. Another favorite is when the children sit down and want to sing their favorite songs with me. Even babies who are not yet speaking can communicate when they want to sing Row Row Row your boat or Twinkle Twinkle little star. ALL of my parents want to be their child’s First and Best Teacher. My goal is to help them accomplish that!
Celebrating the long legacy of Board Leadership In Berkeley County

Board Member Spotlight: Sharon Fashion, Berkeley County Library System

How long have you served on the BCFS BOD? 10 years.

How does your daily work relate to children and families in Berkeley County? I am the Deputy Director/Youth Services Coordinator of the Berkeley County Library System. I am responsible for purchasing all of the Children’s Materials and planning all programs (ages 0-11) for the Library System.

What does BCFS mean to you and to the community? It is a resource hub for early childhood. It also helps children get ready for school.

Do you have a favorite inspirational quote?
“Do all the good you can to all the people you can as long as you can.”

Board Member Spotlight: Samone Johnson, Berkeley Department of Social Services

How long have you served on the BCFS BOD? I have served on the BCFS BOD for approximately 8 years.

How does your daily work relate to children and families in Berkeley County? I am employed by the Department of Social Services; and our mission is to provide needed benefits and services to children and families in our community.

What does BCFS mean to you and to the community? To me, BCFS means our children have the opportunity to gain the best education possible. This commences with what they learn in the earliest years of their lives, which is vital.

Do you have a favorite inspirational quote? “The best way to find yourself is to lose yourself in the service of others.” Gandhi

Berkeley County First Steps Partnership Board, 2016-17

<table>
<thead>
<tr>
<th>Name</th>
<th>Position</th>
<th>Board Category</th>
</tr>
</thead>
<tbody>
<tr>
<td>Brenda Campbell, Chair</td>
<td>Early Childhood Educator, St. James School</td>
<td>Faith Based /Early Childhood Expert</td>
</tr>
<tr>
<td>Marina Lopez, Vice Chair</td>
<td>Educator, Citadel Oral History</td>
<td>Latino Community</td>
</tr>
<tr>
<td>LaShandra Morgan, Secretary</td>
<td>DHEC Health Educator</td>
<td>DHEC Representative</td>
</tr>
<tr>
<td>Samone Johnson, Treasurer</td>
<td>DSS Human Services Coordinator</td>
<td>DSS Representative</td>
</tr>
<tr>
<td>Elmire Raven</td>
<td>Retired, Raven LLC</td>
<td>Domestic Violence Expert</td>
</tr>
<tr>
<td>Sharon Fashion</td>
<td>Deputy Director BCLS</td>
<td>Library Representative</td>
</tr>
<tr>
<td>Linda Fontaine</td>
<td>Red Cross</td>
<td>Grandparent of PAT child</td>
</tr>
<tr>
<td>Jane Farrell</td>
<td>Retired Early Childhood Educator</td>
<td>Philanthropic/Business Community</td>
</tr>
<tr>
<td>Paulette Walker</td>
<td>Principal, Divine Redeemer School</td>
<td>Faith Community/Parent of Preschool Child</td>
</tr>
<tr>
<td>Stephanie Wallace</td>
<td>Coordinator, BCSD</td>
<td>School District Representative</td>
</tr>
<tr>
<td>Donna McQueen, Esq.</td>
<td>Attorney, Private Practice</td>
<td>Legal Community</td>
</tr>
<tr>
<td>Fred Jones</td>
<td>President, Colleton Consulting, Inc.</td>
<td>Business Community</td>
</tr>
<tr>
<td>Betty Pressley</td>
<td>Family Services Coordinator, BCSD Head Start</td>
<td>Head Start Representative</td>
</tr>
</tbody>
</table>
Berkeley County First Steps

Brenda Campbell – Board Chair

We endeavor to continue impacting our communities in the low country by serving children and families with the successful implementation of high quality educational programs. Berkeley County First Steps embraces the future with great expectation and continuing to forge partnerships that create educational opportunities and experiences that enhance the lives of children and families.

My vision is to continue the commitment of Berkeley County First Steps by ensuring access to quality education through partnerships and resources. I believe that our collective efforts will position our children for success and the capacity to compete in a global society. We are the agents of positive change and we will do this work together, one child – one family at a time.

Brenda Campbell
The Goals of First Steps

(1) provide parents with access to the support they might seek and want to strengthen their families and to promote the optimal development of their preschool children;
(2) increase comprehensive services so children have reduced risk for major physical, developmental, and learning problems;
(3) promote high-quality preschool programs that provide a healthy environment that will promote normal growth and development;
(4) provide services so all children receive the protection, nutrition, and health care needed to thrive in the early years of life so they arrive at school ready to succeed; and
(5) mobilize communities to focus efforts on providing enhanced services to support families and their young children so as to enable every child to reach school healthy and ready to succeed.

-- Section 59-152-30

Interested parents with Medicaid-eligible children who live in eligible school districts can contact any participating provider to complete an application for free, full-day 4K. To view a list of participating First Steps 4K providers, visit:

http://scfirststeps.org/4k

EARLY HEAD START – CHILD CARE PARTNERSHIP

Low income families with children 0-36 months, and families with infants or toddlers with special needs, are invited to apply for this year-round, comprehensive program. Available in the following counties: Allendale, Anderson, Bamberg, Berkeley, Dillon, Georgetown, Laurens, Lexington, Newberry, Orangeburg, Saluda and York, and coming soon to Fairfield and McCormick counties. To apply, visit:

http://scfirststeps.org/ehs/

[I CAN] is First Steps’ public awareness campaign for school readiness, in support of the state’s Profile of the Ready Kindergartener. Includes resources for parents, providers and communities to learn what they can do to support school readiness.

Visit: ican.sc
Like us on Facebook: icansc