



## THE NEED

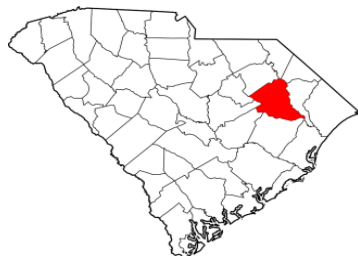
### IN SOUTH CAROLINA:

**42%**

of people live in a childcare desert, where there are more than three times as many children as licensed child care slots

**53%**

of children ages 3 and 4 are not enrolled in nursery school or preschool



### IN FLORENCE COUNTY:

**8,256**

children under age 5

**56.2%**

of young children live in poverty or low-income households

**76%**

of kindergartners are considered "not ready" for school

## OUR MISSION

Collaborating with other entities, First Steps helps Florence families and caregivers prepare their children for school success by maximizing public and private community resources to deliver, enhance, and expand high-quality early childhood services.

## OUR APPROACH



High quality programs and services for children and families



Intensive training, resources and support for childcare providers



Strategic partnerships and community education

## OUR IMPACT

**1,367**

number of children and adults served by Florence County First Steps in 2018-2019

## JOIN US

We rely on a community of partners, donors, and volunteers – **people like you** – who believe in a brighter future for children and families in our community.

415 S Coit Street, Florence, SC 29501 | 843-629-0202 | [www.florencefirststeps.org](http://www.florencefirststeps.org)

Data provided by:



**Spencer R. Scott**  
Executive Director  
Florence County First Steps

## OUR GOALS

Our partnership's work, in collaboration with state and local partners, is focused on advancing Florence County towards these strategic goals in support of the Profile of the Ready Kindergartner, South Carolina's description of school readiness:

- Increase board and staff participation in FCFS activities, community events, and meetings
- Increase the number of children served in rural areas of Florence County through scholarships, parenting programs, and QE
- Increase participation from facilities in areas outside the City of Florence through QE

## MESSAGE FROM THE EXECUTIVE DIRECTOR

Dear Friends,

We're excited about celebrating our 20th Year Anniversary serving our youngest learners throughout Florence County this month. Whether Florence County First Steps (FCFS) is new to you or you're an old friend, I believe you will relish in the work that is being done to ensure our young children are being prepared to succeed in all of their future educational endeavors. My greatest joy as Executive Director is to offer programs to parents that will guide and assist them with their precious bundles of joy. As a parent with a newborn or toddler, it can be overwhelming, challenging, as well as frightening if you do not have a support system in place. FCFS has evolved into that support system for 1,000's of families throughout Florence County.

Ultimately, FCFS was created as a partnership to strengthen and coordinate early childhood services and to address barriers of learning for every child in the county before they enter Kindergarten. Our staff and entire partnership board work diligently throughout the county with other non-profits, faith based organizations, businesses, and government organizations to implement programs for children pre-natal to 5 years old. We understand that parents need to be connected to a commonsense menu of services so they can access skills, resources, and programs that will give their child the best opportunity for a great start at life. Early intervention is a key element in the success of our future generations, and FCFS is committed to providing the necessary connections to ensure that these services are readily available to all who need them.

Our vision was and still is to offer parents services that address their needs while they are pregnant with programs such as Nurse Family Partnership (NFP), who provides a nurse for the mothers for 2 years as well as home visitation services through our Florence County School Districts parenting programs (PAT & PCH). In an effort to ensure high quality childcare is available for parents, we partnered with childcare providers to offer Quality Enhancement (QE) at no cost and provide childcare centers with grants to purchase materials and supplies to increase their quality level. Along with QE, we hired Certified Master Level Child Care Trainers to teach, demonstrate and model the highest level of developmentally appropriate practices for our childcare providers. Providers were given training opportunities to take courses designed to enhance their understanding of all areas of education to include best practices in curriculum, growth and development, health and safety, as well as program administration for our directors. By providing these trainings, our childcare providers are equipped with the knowledge necessary to ensure our children are getting the strongest foundation possible. This strong foundation will lead them into having future success as a lifelong learner.

Join us in celebrating this 20 year milestone of serving the wonderful community of Florence as we continue to strive to provide excellence in the area of early childhood education.

*Spencer R. Scott*



an evidence-based program

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



Personal visits from a parent educator at least twice monthly



Monthly group connections with other PAT families



Screenings and assessments to identify developmental concerns



Connections to outside resources that families may need to succeed



## PAT IN THE NEWS

PAT recently received the highest rating from the federal Prevention Services Clearinghouse. This recognition validates the effectiveness of Parents as Teachers as a strategy for improving parenting practices, promoting early detection of developmental delays and health issues, preventing child abuse and neglect, and enhancing school readiness and success.

## PAT IN FLORENCE COUNTY 2018-2019

16

families served

361

total home visits

**Congratulations to our Parents as Teachers contractor, Florence 1 Schools, for being recognized as a Blue Ribbon Affiliate.**



Parents as Teachers.



# PARENT CHILD HOME PROGRAM



*an evidence-based program*

Parent Child Home (PCH) is a program designed to build strong communities, thriving families and children who are healthy, safe and ready to succeed. PCH services include:

**Personal Visits** at least six times monthly  
**Screenings and Assessments** to identify concerns  
**Service** to the most At-Risk Children and their families  
**Connections** to Outside Resources that families may need to succeed.

## PARENT CHILD HOME PROGRAM BY THE NUMBERS 2018-2019

**45**

families served

**2,237**

total home visits

Last year, Florence County's Parent Child Home program contractors (Florence School Districts Three, Four, and Five) were able to provide over **1100 hours** of home visitation to the families .

**Your support makes a difference.**



# CHILD CARE QUALITY ENHANCEMENT



*an evidence-based program*

Many private child care centers strive to provide high quality care but lack the resources often available to publicly-funded early childhood programs. Our Child Care Quality Enhancement (QE) program aims to produce measurable improvements in the quality of care provided to young children.

Our services include:



Rigorous quality assessments



On-site technical assistance at least twice monthly



Funding for equipment and materials



Training and workforce development



Coordination with community partners

## QE BY THE NUMBERS 2018-2019

# 10

child care providers served

# 200

number of TA visits provided

# 454

number of children 0-5 enrolled in provider classrooms



First Step's Quality Enhancement program has benefited Precious One Learning Center three fold. FSQE has assisted with providing more educational materials, resources, and guidance needed to operate a successful learning center. The Quality Enhancement Program has also provided hand in hand trainings that increase the knowledge and understanding of early childhood practices and other approaches. POLC appreciates the support of First Step. First Step's efforts greatly aid our leadership in the development of staff to be confident that they are providing quality care as well as a quality learning experience to our students and their families.

-Mrs. Erica Jones, Center Director



## CHILD CARE TRAINING



*an evidence-based program*

High-quality child care hinges on high-quality professional development that meets the needs of the local child care workforce. Our training programs are certified through the SC Center for Child Care Career Development and include topics in the areas of nutrition, health and safety, curriculum, child guidance, professional development and program administration. Our 2018-2019 trainings included:

- **Bloodborne Pathogens**
- **Infant-Toddler Language Development**
- **Phonemic Awareness in the Classroom**
- **Fun with Arts and Crafts**
- **Classroom Center Set Up**
- **Keys to Discipline**
- **Executive Functions of the Brain**
- **Gross Motor Development 101**
- **Leading to Success**
- **Parent and Home Connections: Building the Bridge**

### TRAINING BY THE NUMBERS 2018-2019

- **Developmentally Appropriate Practice**
- **Fine Motor Development 101**

155

total training attendance

73

child care teachers and  
directors served

12

number of training  
sessions offered



Master certified trainer, Nicole Weeks, provides engaging and energetic training sessions to Florence County providers.





## CHILD CARE SCHOLARSHIPS



*an evidence-based program*

For many families in Florence County, the cost of quality child care is out of reach. Our scholarship program makes payments to child care providers to care for children from low-income families so their parents can return to school or work.

Florence County First Steps offers scholarships to families enrolled in providers participating in our Facility Quality Enhancement, as well as income-eligible children whose parent attends school or works at least 20 hours per week.

### SCHOLARSHIPS BY THE NUMBERS 2018-2019

15

number of children  
served

10

number of providers  
served

15

number of  
developmental  
screenings provided

Receiving a scholarship from Florence County First Steps was a blessing. It helped me and my family more than words can explain. I was able to work and know my son was in a safe environment. I didn't have to worry about how I would pay for child care. I wasn't faced with making the decision between working or quitting to stay home with my son. First Steps was life changing and I am forever grateful that my son was given his scholarship!

**R. O'Leary, Mother of Scholarship Recipient**

**100% the money paid to child care providers  
goes back into our local economy to benefit the  
citizens of Florence County.**





## COMMUNITY PARTNERSHIPS

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Addressing the needs of young children is a shared endeavor. In addition to providing services to families and support for child care providers, Florence County First Steps mobilizes partners and community members to ensure all children in Florence County begin school ready to succeed. We serve

as a:

### LOCAL PORTAL

connecting preschool children and  
their families to services

### CONVENER

of community stakeholders to develop an effective  
and comprehensive early childhood system

### CHAMPION

of the importance of school  
readiness to our children's future

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## OUR PARTNERSHIPS BY THE NUMBERS 2018-2019

60

Number of children 0-5  
served

152

Attendance at education &  
outreach meetings

19

Convener meetings  
attended

“ Our partnership with Florence County First Steps has given some of our moms the opportunity to have the option of a daycare or child development center for their infants and toddlers, so they can focus on their career paths, furthering their education, or not missing work due to not having appropriate childcare via the scholarship program. These resources are assets to our program as we continue our mission of empowering first-time mothers to successfully change their lives and the lives of their children through evidence-based nurse home visiting.

- McLeod Nurse-Family Partnership ”



## OUR SUPPORTERS

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Through partnerships and collaborations, as well as financial support from grants and contributions, Florence County First Steps leverages state dollars to enhance and expand services to children and families.

### FUNDING SUPPORT

State of South Carolina: \$396,224

*(through South Carolina First Steps)*

SC Department of Social Services: \$100,375

SC Center for Child Care Career Development: \$2,000

### IN-KIND SUPPORT

Florence 1 Schools: \$3,000

Florence School District Three: \$3,536

Florence School District Four: \$3,000

Florence School District Five: \$6,250

ABC Child Care Vouchers (Scholarship): \$7,000

Kaplan Learning Company

## JOIN US

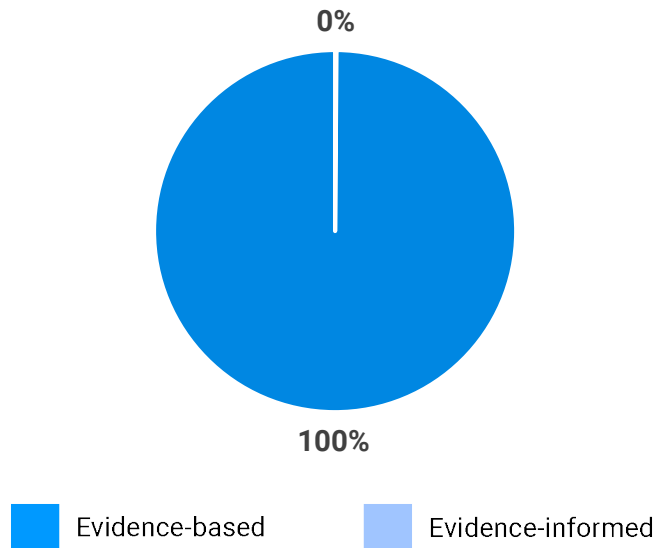
For more information on partnership opportunities, visit our website at  
**[www.florencefirststeps.org](http://www.florencefirststeps.org)**



## FINANCIAL HIGHLIGHTS

### OUR INVESTMENT IN QUALITY

#### Expenditures of State Funds by Program Type



### ESTIMATION OF COST SAVINGS

Since inception, ABC County First Steps has leveraged **\$2,565,165** from sources outside of state government.

That's **\$0.25** for every state dollar.

## SUMMARY OF EXPENDITURES BY STRATEGY

	State Funding	Federal Funding	Private Funding	In-Kind Contributions	Total
Parents as Teachers	\$20,000.00	\$0.00	\$0.00	\$0.00	\$20,000.00
Parent Child Home	\$40,747.49	\$0.00	\$0.00	\$9,636.00	\$50,383.49
Child Care Quality Enhancement	\$80,078.96	\$79,780.47	\$0.00	\$2,285.65	\$162,145.08
Child Care Training	\$71,714.90	\$0.00	\$0.00	\$2,631.85	\$74,346.75
ABC Vouchers (Scholarships)	\$87,338.84	\$0.00	\$0.00	\$9,100.00	\$96,438.84
ABC Vouchers (Scholarships) In-house	\$374.46	\$0.00	\$0.00	\$0.00	\$374.46
Core Functions	\$38,675.95	\$0.00	\$505.11	\$0.00	\$39,181.06
Administrative Support	\$24,245.75	\$0.00	\$203.02	\$0.00	\$24,448.77
<b>Total Expenses</b>	<b>\$363,176.35</b>	<b>\$79,780.47</b>	<b>\$708.13</b>	<b>\$23,653.50</b>	<b>\$467,318.45</b>



## LEADERSHIP

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### STAFF

Spencer R. Scott, Executive Director

Lana Hopkins, Program Coordinator

Anastasia Spann, Program Coordinator

## CONTACT US

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