

**SHARED SERVICES ALLIANCE PRACTICES:
PRICING, MEMBERSHIP CRITERIA,
AND QUALITY**

December, 2010

Pricing Practices and Membership Benefits					
	Current Price	Pricing options/ Membership levels	Grace period?	Membership benefits	Experience with changing price?
Child Care Resources of Rockland New York	New members – 10% of billing; current GFCC paying 3% (special offer for pilot participants)	No levels; CCRR may negotiate price down if necessary	No	<ul style="list-style-type: none"> - Tuition collection - Credit/debit card processing - Staff recruitment and training - Marketing - Health services - Liaison with DSS 	Pilot year free; once fee imposed, most pilot participants dropped out due to inability or unwillingness to pay.
Children's Home Chattanooga TN	Ranges from \$17,000/yr - \$27,000 yr. An annual fee for comprehensive management services is negotiated with each center based on what they can afford and the services provided by the Children's home. As program quality, and revenues, increase the fee will increase to fully cover costs. Fees average between \$283 - \$540 per child.	No levels	No, programs must agree to work toward 3Star Rating (the top in TN) when they join Alliance. Some programs also participate in a Head Start collaborative, and therefore must meet HS performance standards	Full management support, including: <ul style="list-style-type: none"> --Fee collection --Payroll --CACFP admin --Procurement --HR support --Insurance access (health, liability, etc.) --Fundraising support --Maintenance --Professional Development support --Quality Improvement support -- Child assessment -- Links to comprehensive services 	Underwrites loss with United Way \$ until program is stable. When program revenue increases, management fee increases

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Early Connections Colorado Springs, CO	\$200 month for 0-4 children. Providers who serve more than 4 children pay 10% of their receivables.	No levels	Yes, in 2010 providers received 3 months service for free. In 2011 it will be 2 months free service before fees kick in.	--Fee collection --Payroll --CACFP admin --Procurement --Marketing --Enrollment --HR (recruiting & screening, benefit negotiation, policies) --Fundraising support --Business insurance support/assistance --Maintenance --Professional Development support --Quality Improvement support --Links for pd scholarships, tax prep, business training -- Family engagement -- Health supports -- Links for early intervention	All of EC's services used to be free (for 8-9 years). When started charging fees 1/2 of providers left. Are now starting to build back up. Prior to fees EC had 22 providers in network; dropped down to 12, now back up to 16.
Early Learning Ventures (Statewide, CO)	ACECC charging \$200; eventually 10% of collections (same as Early Connections, above.) Other affiliates have not yet set fees.	No levels	ELV recommends no grace period; if so, clear expectation of fee	Shared Services on the Web (via Custom CCA Platform), Alliance CORE (fiscal management), coordinated licensing data, access to subsidized food catering program.	N/A

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Georgia Alliance for Quality Child Care Atlanta, GA	Current introductory price for new providers \$50 for 1 year. To boost website usage, incentives offered that offset fee Currently free for Beta Group Intend enrollment-based fee after 1 year	No levels	Beta group (20) paying no fee for 1 year	- Shared Services on the Web (Branded CCA Platform) - TA for CACFP administration - Substitute program - Additional and lower cost training (vs. what is available through CCR&R) - Leadership for peer-to-peer shared svcs	Not yet; Beta group balked at pricing based on capacity (vs. enrollment)
Infant Toddler Family Day Care Fairfax, VA	Currently 16.5% of receivables	No levels, although they are exploring this possibility	Not Exactly, although providers are given extensive training and coaching prior to being accepted into the Alliance (thus, ITFDC invests in them prior to receiving fees.)	--Family/customer marketing --Enrollment --Fee collection --CACFP admin --Professional development support (bi-lingual & links to credit-bearing courses) --Quality improvement support -- Family engagement	

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Sound Child Care Solutions, Seattle WA	Varies based on member size and other factors	No	No	<ul style="list-style-type: none"> - Financial/insurance - Bulk purchasing - Professional development system - Accreditation support - Mentor teacher - Staff recruitment - Substitute pool - Parent and public funder billing - Fundraising and development - Technology support - HR support - Help w/ culturally relevant anti-bias practice 	Members pay “base” fee + % of central office costs; fees negotiated yearly
Steuben County Child Care Project, Bath NY	\$40	No levels; had proposed 3-tier pricing plan, but prospective members balked	No	<ul style="list-style-type: none"> - Use of Early Learning Center (use technology, borrow supplies and Curriculum Kit, buy supplies at discount) - Reduced training fees 	Tried to charge higher price for more services; providers balked

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Quality Criteria and Practices					
	Quality Standards	Exceptions or Grace Period?	Multiple levels with different standards?	Verification and Enforcement	Expectations for Change?
Child Care Resources of Rockland	Licensed or registered	No	No	State website	May move to quality requirement over time
Children's Home (Chattanooga TN)	Star 3 on the TN Quality Rating and Improvement System (which is the highest rating)	Yes, centers do not need to be Star 3 when they join, but must commit to a process of continuous quality improvement with the goal of attaining Star 3	No	State licensing staff visit centers 4x year and assign ratings	None
Early Connections (Colorado Springs, CO)	Must be licensed & participating in CACFP Must participate in some form of annual assessment, based on one of the following: - FCC ERS - Qualistar rating - Accreditation or pre-assessment in prep for accreditation.	No, at the time they sign an Affiliate agreement they must be participating in a project that conducts an annual assessment	Not really, although Early Connections participates in Head Start & Early Head Start; providers who participate in these initiatives must meet HS/EHS standards.	f assessment is based on an Early Connections project, staff that do coaching or site visits will fill out forms/plans. If another entity does the assessment, EC asked for a copy of the assessment.	None
GAQCC (Atlanta, GA)	Engaged in Quality Improvement (with CCRR, GAYC, BCDI), or accredited or in the renewal phase, and in substantial licensing compliance	New centers – provisional membership for 1 year	May develop additional levels once new centers go through provisional year.	- Have records if in Accreditation Project - Verification with GAYC and BCDI - New centers – licensing visits	Bright from the Start (the State quality improvement effort) may change levels/criteria – if so, will need to adapt criteria

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Quality Criteria and Practices					
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ITFDC (Fairfax, VA)	Must be licensed, plus: --Participate in @45 hours of pre-service training + CPR & medication admin --Participate in 40 hours of mentoring/coaching at ITFDC site --Home assessment (annual) --At least 16 hours in-service training/yr --Participate in PD, working toward CDA, AA or BA degree	No, providers must participate in pre-service training before they serve children.	Not currently; exploring this option.	ITFDC is a state-approved family child care network, and authorized to issue family child care licenses. ITFDC makes monthly visits to new providers and bi-monthly visits to experienced providers.	Exploring additional pricing options and levels of quality.
Sound Child Care Solutions, Seattle WA	Meet NAEYC or equivalent standards; expectation is to be working toward, or have, accreditation or externally defined quality of some kind.	Work with centers to bring quality to acceptable level before joining.	No	Frequent visits and support to solve problems.	Because high quality is required to join, expect to continue quality and to ensure low income children have real opportunities at each program.
Steuben CC Project (NY)	None at the present time	n/a	n/a	n/a	Want to add quality requirement over time