



AGENCY/PROGRAM APPLICATION FOR FUNDING

Fiscal Year 2022-2023

NAME OF AGENCY			
The Alliance for Early Childhood			
CONTACT PERSON AND TITLE			
Stefanie Maiuri, Executive Director			
ADDRESS			
1235 Oak Street			
CITY		STATE	ZIP
Winnetka		IL	60093
PHONE		FAX	
847-780-7442		n/a	
E-MAIL			
stefanie@theallianceforec.org			
WEB			
www.theallianceforec.org			
NO. OF YEARS IN EXISTENCE		TOTAL AGENCY FUNDING REQUEST FOR PROPOSED YEAR	
32		\$ 7,500	
PROGRAMS REQUESTING FUNDING	AMOUNT RECEIVED LAST YEAR	\$ AMOUNT FOR PROPOSED YEAR	FUNDED BY TOWNSHIP SINCE? (Estimate of Year OK)
1. Parent, Family, and Educator Programs	\$ 7,500	\$ 7,500	2017
2. _____	\$ _____	\$ _____	_____
3. _____	\$ _____	\$ _____	_____
4. _____	\$ _____	\$ _____	_____



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Eligibility Criteria For Funding

New Trier Township General Statement of Policy:

- **Each agency/program requesting funding from the Township will be referred to either the Agency Oversight Committee, the Mental Health Committee, or the Money Follows the Person Committee of the Township. Those committees will make funding and agency/program recommendations to the New Trier Township Board of Trustees. You will be notified of their final decisions sometime in the spring.**
- Agencies considered for funding should have been in existence for one year after receiving their not-for profit status from the State of Illinois and have been providing services to the community during that time.
- No agency with the ability to tax or conduct referendums will receive Township funding.

In order to be eligible for funding an agency must meet the following minimum requirements:

- **Area Served** - While an agency may serve areas other than New Trier Township, its programs must serve residents of New Trier Township.
- **Proportion of Township Residents Served**- For agencies serving more than New Trier Township, the amount of funding requested shall take into consideration the proportion of the agency's service rendered to residents of New Trier Township.
- **Non-Profit** - Funded agencies must be 501 (c) (3) not-for-profits.
- **Needs**- The need for the service must be demonstrated.
- **Standards** - An agency requesting funding must have at least one full-time paid staff person, or its equivalent; the credentials of the applicant's staff shall meet professional standards, commensurate with the responsibilities involved.
- **Employment Practices** - The agency must be an equal opportunity employer.
- **Articles of Incorporation** - Submit a copy, as amended, if changed in the last 12 months.
- **Bylaws** - Submit a copy, as amended, if changed in the last 12 months.
- **Use of Funds** - Funds must be used as specified in the grant application and as



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approved by the Township. Changes must be cleared with the Township.

- **Accessibility** - *All services must be available to clients with disabilities and the agency must be able to deliver services from a site that is ADA accessible. If not, please explain.*
- **Accountability** - The agency shall maintain communication with the assigned advisory committee liaison, who must be allowed to attend board meetings upon request. The agency may dismiss the person from a board meeting if they convene into Executive Session. The agency shall provide meeting minutes to the liaison upon request
- **Financial** - *All agencies with budgets of greater than \$300,000 must have an annual audit performed by an independent CPA. Those agencies with a budget of \$300,000 or less must submit to the Township a copy of form AG990 that is sent to the Attorney General's Office. The Township reserves the right to request an audit be performed for agencies with budgets of \$300,000 or less.*
- **Absence of Conflicts of Interest** – The agency certifies, to the best of its knowledge, information, and belief, that it has no current relationship or involvement with any New Trier Township Trustee, Employee, or Committee Member which the Agency reasonably believes could either favorably or unfavorably influence the Township's possible grant of the Agency's funding request.

YES _____

NO _____ - If no, please explain.



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Other Certification Issues

Please mark yes, no, or other as appropriate next to each statement. If no, or other, please explain. Supporting documents may be requested at a future date and must be supplied upon request.

YES NO OTHER (PLEASE EXPLAIN)

- Agency maintains a personnel policy manual
- Agency has a non-discrimination policy
- Agency has a sexual harassment policy
- Agency has a grievance procedure
- Agency has a Strategic Plan
Covers years 2019-2024
- Agency produces an Annual Report
Most recent report covers period June 2020- May 2021
- Agency has an effective fiscal management system in place and has disclosed any and all Conflicts of Interest as described in the Eligibility Criteria for Funding.
- Audit or AG990 completed and copy provided to the Township for most recent fiscal year
- Agency maintains general liability insurance coverage and names New Trier Township as additional insurer
Amount of coverage 3,000,000
Name of insurer Alliance of Nonprofits for Insurance
Effective dates of coverage 12/10/20-12/10/21
- Agency pays all state and federal payroll taxes



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Agency has a conflict of interest policy.

YES NO OTHER (PLEASE EXPLAIN)

Agency has by-laws in place
Date last amended/accepted September 9, 2020

Agency is accredited by recognized accreditation organization (where appropriate)
Date of most recent accreditation _____
Accreditation Organization _____

Agency's board serves without compensation
Number of board members 13 (Executive Board)
Number of Board vacancies 0
List board sub-committees: Communications, Let's Play! Special Needs, Funds, Networking, Membership, Directors' Roundtable and New Directors' Reflective Practice Group
Schedule of board meetings 2nd Thursday of each month, 9:30-11am

Agency has Auxiliary or other Advisory/Governing Board. If so, please explain:
A variety of organizations and experts that we call upon for their expertise

Agency provides staff with opportunities for training and personal development

Agency has filed its annual report with the Illinois Attorney General
#01028336

Agency has filed its annual report with the Illinois Secretary of State
N 5560-398-7
Federal Tax ID # 36-3664826

We certify that we meet all the eligibility criteria for funding and that the information contained in this application is true and correct to the best of our knowledge and agree to comply with all requirements of the program and funder if we are awarded and accept funding. Furthermore, our Board has been advised of the Eligibility Criteria and approved our signing of this document.



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Agency Director Name: Stefanie Maiuri

Signature *Stefanie E Maiuri*

Date: August 25, 2021

Board President Name: Stacey Sunderland

Signature *Stacey Sunderland*

Date: August 25, 2021

Organizational Profile

(A) The Organizational Profile is part of the New Trier Township Application For Funding; and (B) It is the Agency's responsibility to keep the Organizational Profile information current each year and provide New Trier Township with further information on an ongoing basis if there are any significant changes, such as to the mission, organization, board requirements, and/or other changes.

(1) Briefly summarize the agency's mission, history, services, and organizational structure. Have these changed significantly over the lifespan of the organization? (Please attach a current organizational chart, if available.)

Mission: The Alliance for Early Childhood is a collaborative, community organization that supports and guides families and educators to nurture the healthy, well-rounded development of children from birth to eight years old.

Vision: As a community, we can "put the child back in childhood" and build a strong developmental foundation for our children's lifelong learning, accomplishment, and joy.

History: For 32 years, The Alliance's mission has been to promote the healthy growth and development of children from birth to age eight by providing resources, programs, and support for parents, families, and professionals. After developing and implementing a strategic plan in 2019, our organization refocused efforts to revitalize programs that target adults supporting our youngest. Children benefit from our programs, but our focus is on building the capacity of the adults through our parent, educator, and family programs.

Services provided by The Alliance for Early Childhood:

- **Creating a Joyful Community with Parent and Family Programming:** Parents are a child's first and most important teacher. We offer free educational programs and resources, providing parents and caregivers information and support to be successful in their role of first teachers.



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- **Enriching Educators Through Professional Development and Networking:** Through ongoing professional development and networking opportunities, we offer the latest research relevant to young children, in order to foster greater alignment and common understanding of developmentally appropriate practice in our community. We support a community dialogue about how adults can work together to appropriately support early childhood education and defend early childhood practices.

Organizational Structure: Please note our included attachment, "The Alliance for Early Childhood Organizational Structure" for detailed insight on our structure.

- (2) Briefly summarize the role of the board and the requirements for serving on it. What role does the board play in the administration and operation of your organization and what is the desired size of a full and active board?

The Alliance for Early Childhood Executive Board has responsibility for setting the strategy of the organization, hiring and evaluating an Executive Director, overseeing Human Resources matters, and ensuring financial soundness through annual and long-term budgeting. The desired size of the Executive Board is twelve members. The Alliance's Executive Board has the following officers that are elected annually: President, Past President, Treasurer, and Secretary.

Since 2020-2021, our formerly known Board of Directors was renamed as the "Liaison Council," which is comprised of two categories of members:

- School Representatives serve as a communication liaison between The Alliance and their school or organization.
- At-Large Members serve as an active participant through a chairing or participating on a committee.

The attachment, "The Alliance for Early Childhood Organizational Structure" provides additional insight on our organizational structure.

Agency/Program Funding Request Information

PROGRAM DESCRIPTION

- Describe the services provided by this program, eligibility requirements, and the target population.

The Alliance for Early Childhood is seeking funding from New Trier Township to support Parent, Family and Educator Programs.



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PARENT PROGRAMS:

2021-2022 VIRTUAL PARENT SERIES: Making Sense of Kids: What Kids Need Most from Adults As a community, we continue to live through a pandemic and challenges continue to evolve on a daily basis. The Alliance recognizes the impact that this has had on raising children and everyday home life for so many in our community. Research on resiliency over the last 35 years has consistently demonstrated the link between children's emotional health and social success with strong caring relationships with adults. Adults play a key role in cultivating the roots of resilience that will have lasting effects on their capacity to endure and find a way through difficult experiences. The Alliance's Virtual Parent Series will build awareness around the developmental needs of children and highlight the significance these strong, caring relationships and remind caregivers they are the answer and best resource.

EDUCATOR PROGRAMS:

Infant/Early Childhood Mental Health Consultation (I/ECMHC) As we continue to live through a pandemic, Infant/Early Childhood Mental Health Consultation is a necessary preventative strategy to ameliorate the disruption to social emotional development. In order to address and support the needs of adults in our community who care for our youngest and most vulnerable, I/ECMHC services need to be delivered well beyond a one-time training or wellness day. The following are the programs that we will offer to our educators to support mental health:

- **Building Community Starts with Me: Professional Learning Series:** Educators enter education as one person, but quickly realize that they are part of a larger community made up of colleagues, students, and families. A strong community can elevate educators in challenging moments and bring joy. This professional learning series will support educators in building healthy relationships, empathy for others, and resilience - the vital ingredients to a strong community.
- **Educators' Reflective Practice Groups:** Ongoing relational, strengths-based support for the school year set in a cohort over Zoom. Educators will find make time to "fill their cup" so they can fill others'.
- **New Directors' Reflective Practice Group:** With an uprise in new directors in our Member Schools, we are offering this group to promote positive mental health in young children. This group will focus on strengthening the leader's understanding and awareness of development and social emotional skills, provide a forum to ask practical and logistical questions, and nurture supportive, relationships amongst new directors in similar roles.

FAMILY PROGRAMS:

Let's Play! is The Alliance for Early Childhood's Ongoing Community Program for families. Our events invite parents and caregivers to engage and interact with their children in child-directed, creative, free play through a variety of programs that are free and open to the public during the school year.

- Bring our community together
- Unplug and connect families to experience learning through play together
- Provide children the opportunity to engage in child-directed free play, allowing them to following their own instincts, ideas, and interests



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- Provide opportunities for children to negotiate, collaborate, and problem solve through the creative process
- Engage parents in experiences with their children that build understanding of the importance of child-directed play

(1) How does this program fit in with one or more of the priorities identified by New Trier Township in its strategic plan? Please explain.

The Alliance for Early Childhood does not charge parents and families for events to cover program costs and therefore fulfills the Township priority that it: “Continue to oversee and fund programs in the traditional manner that do not fit the money follows the person model, including outreach, drop-in centers and counseling centers.”

In addition, Infant/Early Childhood Mental Health Consultation Services for Educators is aligned to the New Trier Township Strategic Priority “Continue to encourage new programs and volunteer efforts through seed grants, community development block grants, requests for proposals, conference, etc.” The Alliance for Early Childhood is a community collaboration organization supporting New Trier Township to facilitate support, collaboration, and communication between all stakeholders including parents, grandparents, teachers, early childhood professionals, community organizations.

Please check each priority you feel the program addresses. (Most programs will address only one or two priorities.)

See our website at www.newtriertownship.com for more information.

- | | |
|---|--|
| <input type="checkbox"/> Aging in Place | <input type="checkbox"/> Low Income Families |
| <input checked="" type="checkbox"/> Youth Services | <input type="checkbox"/> Persons with Disabilities |
| <input checked="" type="checkbox"/> Other <u>Human Services</u> | |

NEED

(2) Describe the need and demand for this program in the community and justify that it deserves investment of Township funding. You may include both data and examples of individual clients.

Since the onset of the pandemic of COVID-19, our country and the world, schools and systems, and families and children have all impacted by the disruption to everyday life and routines that we once knew as “normal”.

The ongoing nature of the pandemic has left educators especially vulnerable, as they navigate their own stress and concerns while modeling, teaching and caring for the social and emotional development of all in their care. In order to address and support the needs of educators, The Alliance will continue to offer mental health support for the adults that serve children.



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As the context of raising children continues to evolve as we live through the pandemic, The Alliance believes that accessible and attuned parent education is a necessity. Young families continue to need information and support as they raise their children. Based on science and the relational developmental approach, The Alliance will offer support to our community of parents from top experts in the field of early childhood.

Let's Play! is an open invitation to our community to come together and not only play, but walk away with an experience that can be translated into the home. Play - at least the kind that builds brains and forwards development - is becoming an endangered activity among those who need to engage in it most. Play serves development of children, builds attachment, and preserves emotional well-being. The Alliance's Let's Play! Ongoing Community Program joyfully brings together parents to experience the benefits of child-directed free play with their families.

- (3) Are you able to meet the full demand for this service or is there a waiting list? What new or unmet needs do you see in the community or for the clients served in this program?

Parent Programming: *Virtual Parent Series Making Sense of Kids: What Kids Need Most from Adults*, Presented by Deborah MacNamara, PhD. This series will consist of three, 60-minute virtual programs that take place via Zoom. All are free and open to the public and will have a 500-person registration cap. The recording will be sent to registered participants and available for 2 weeks following the presentation.

Educator Programming (*Infant/Early Childhood Mental Health Consultation*): *Building Community Starts with Me: Professional Learning Series*: This series will consist of three, 60-minute virtual professional learning opportunities open to Member Schools of The Alliance for Early Childhood, and will have a 500-person registration cap. The recording will be sent to registered participants and available for continuing education credit two months following the presentation.

- *Educators' Reflective Practice Group*: This cohort will meet monthly, via Zoom and is open to Member Schools of The Alliance for Early Childhood. Each cohort will be capped at ten participants. If interest exceeds ten, up to three cohorts will be formed.
- *New Directors' Reflective Practice Group*: This cohort will meet five times over the course of the school year for 75 minutes via Zoom. This support is open to new directors of Member Schools of The Alliance. There is not a cap in registration.

Family Programming: *Let's Play! Ongoing Community Program*: The Alliance will host seven programs this school year. A Let's Play! Guide with program offerings will be shared digitally in the early fall to Member Schools, linked on our website, and sent out via community email. Registration is preferred, but drop-ins are welcome. These events are free and open to the public without registration limits. However, these parameters could change based on the most up-to-date guidelines from Illinois Department of Public Health.



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CAPACITY

- (4) Demonstrate that the program has the vision, personnel, and skills to successfully carry out the program and achieve its goals, objectives and performance measures. Summarize any major changes in staff or personnel.

The Alliance is positioned to serve the New Trier Township community and has been doing so for 32 years. All of our programs for parents, families, and educators have a defined vision and set of clear objectives (*please see question 1 for more specific programmatic details*).

The Alliance will continue to contract Molly Pope, Infant and Early Childhood Mental Health Consultant, Parent Coach, and Speaker and Trainer to lead our educator programming. Molly has extensive experience in mental health, serving our community for over 15 years as a school psychologist. Using a neurodevelopmental relationship-based approach, she works with teachers, parents, and administrators to help build connected relationships and supportive learning environments for children. She currently provides mental health consultation to preschools and childcare settings, as well as parent coaching and education. Her work is guided by the “Diversity-Informed Tenets for Work with Infants, Children, and Families”, which emphasize inclusion, equity and diversity in all settings. To learn more about Molly, visit www.mollypopecc.com.

This year, Dr. Deborah MacNamara will facilitate The Alliance's *Virtual Parent Series Making Sense of Kids: What Kids Need Most from Adults*. Dr. MacNamara is on Faculty at the Neufeld Institute. She is the author of the best-selling book, *Rest, Play, Grow: Making Sense of Preschoolers (or anyone who acts like one)*. Deborah is a dynamic teacher and experienced counsellor with over 20 years of experience in educational and mental health settings. She is passionate in taking developmental science and making it applicable to everyday life in the home and classroom. The underlying purpose of all services is to put adults in the driver's seat by making sense of kids from the inside out. From everyday questions to complex problems, strategies for making headway with a child or teen is grounded in a rich developmental framework.

The Alliance's Let's Play! Ongoing Community program will continue to be facilitated by identified Community Partners and volunteers of the Liaison Council. All Let's Play! programming is aligned to the programmatic vision and the tenants of the Let's Play! Ongoing Community Program that are shared in question one.



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SERVICE STATISTICS/DEMOGRAPHICS

(5) Who is being served by this program? Please provide a statistical breakdown of the number of clients served, the total units of service delivered, and costs per unit of service by filling in the chart below. Please state and define your unit of service for this program and why you chose it. To calculate cost per unit of service, divide the total number of units of service into the total budget for the program. (Suggestions for the appropriate unit of service are included in the proposal in the directions. For some programs you may wish to calculate cost per unit of service in more than one manner.)

(6a) Unit of service definition – Staff Hours

(6b) SERVICE STATISTICS – Please indicate fiscal year dates for each column

PLEASE INDICATE FISCAL YEAR/DATES IN EACH COLUMN	Prior Year Oct 19-Sept 20	Present Year Oct 20- Sept 21	Proposed Year Oct 21- Sept 22
Number of persons served (unduplicated count)	1,458 Let's Play! Attendees	1,155 Parent and educator attendees	2,250 Approximate parent, educator, and family attendees
Number of units of service	200	150	300
Cost per unit of service	\$15,203/200 \$76.02	\$12,761/150 \$85.07	\$17,903/300= \$59.68

(6) What are the demographics of New Trier clients served in the prior year? (breakdown by community).

- Glencoe- 10%
- Glenview- 5%
- Kenilworth- 20%
- Northfield- 10%
- Wilmette- 15%
- Winnetka- 40%

(7) Total from New Trier Township (unduplicated).

Approximately 750



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(8) New Trier Township clients are what % of total?

65%

(9) Units of Service to New Trier clients.

Staff Hours

(10) Units of Service to NTT clients are what % of total

100%

(11) New Trier clients age breakdown

Parents of young children and educators of children preschool-third grade.

OUTCOMES/EVALUATION

(12) What outcomes did you achieve for your clients in the prior year? Results should be client-outcome based, specify a target level of achievement, the measurement tool that was used, the rationale for setting the target at a certain level, and a timeframe for accomplishment. Detail any changes made in the program as a result of these outcome results.

During the 2020-2021 school year, our parent and educator programs were offered virtually via Zoom. Following each event, a short Zoom survey would pop up at the end of each webinar and was also sent in a follow-up email for those that didn't attend live.

The target of achievement was attendance at our programs. With the switch to virtual programming from gathering in-person, it was important to our organization to evaluate the engagement through this delivery model. We wanted to ensure that it was accessible to our community.

The Alliance for Early Childhood Parent and Educator Program Engagement Numbers

	2019-2020	2020-2021	% Increase in engagement
Parent Programs	132	876	563.6 %



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Educator Programs	47	279	493.3 %
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Included below are some of the anecdotes from both educators and parents from the Zoom evaluation survey:

Infant/Early Childhood Mental Health Consultation Program for Parents and Educators

Embracing What Counts: Professional Learning Series for Educators (253 registered)

Evaluation Anecdotes:

- I attended the latter part of the webinar live (missed the first part due to my technical difficulties) and watched the first part of the webinar through the YouTube recording. Love Molly!! Please continue to have her as a part of PD!! I also love the webinar and recordings. Once Covid is over and we can meet in person again, I hope webinars and recording will continue. It is so nice to be able to watch a webinar at my convience, and let's be real, in my pajamas! Thank You!!
- THANK YOU!!! It was a difficult October. Being able to listen to Molly was validating to how I am feeling, how I am struggling, and how I am successful. So grateful to Molly and the Alliance for providing these webinars. And so glad they are recorded so I can have access to them during a free moment :-)
- Thanks for another great support event for educators! I love being able to watch these on my timeframe via recording.
- I always enjoy Molly's "classes". She is so calm and straightforward and easy to listen to.
- I liked Molly's point that it is not our job to diagnose, just to observe and question what we are seeing and ask what might be going on.
- Molly affirmed my practices working with children and families
- Molly really reinforced a lot of ideas I've always had about why children act out (behavior is communication) and she helped layout some easy strategies for helping kiddos who are experiencing anxiety. I will start to use those ideas I'm my classroom. I feel a little calmer and prepared to help children with their anxieties
- One of the best presentations I have recently attended. My big take away: teachers have many years of experience teaching children but this is the first time for the family. Try not to judge.
- I felt reinvigorated when thinking of children in my class that act out
- I loved the tips she gave for in the classroom and also learned a lot about internal and external stress and anxiety.
- It was helpful to hear what NOT to say to parents. They don't need to hear personal experiences and tales of past students.
- It was helpful to hear what NOT to say to parents. They don't need to hear personal experiences and tales of past students.
- Molly reminded me to slow down, think positively and move forward, both personally and professionally. I have been working on this all summer and through the fall.

Educators' and Directors; Reflective Practice Group Participants (26 participants)

Evaluation Anecdotes: What was the best feature of the reflective practice group?

- Ability to feel safe with peers to discuss current aspects of the school year and my personal feelings.
- Being able to talk openly about issues facing students and teachers during the pandemic



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- It was a time to be with like-minded educators during this challenging year.
- Peer collaboration
- An open, supportive dialogue
- Being with a supportive community, to debrief, give & receive support, share ideas
- The community that was created supporting each other and name the events that are occurring in these current times.
- hearing how others were handling challenges
- The facilitators
- Being with others who are in the same stressful situation, and realizing I am not alone.
- Molly and the group itself. It was wonderful to talk with such an open group that is in my same situation.
- The collaboration among colleagues.
- Having a space to connect with other directors and discuss issues that we were all dealing with. Having the benefit of hearing from both newer and more seasoned directors.
- Feeling "not alone"

Pandemic Parenting: Tools & Tips (876 registered)

Evaluation Anecdotes:

- Thank you to Molly and Stefanie for a fantastic session! Molly has a very calming presence, and I feel so happy to know that she touches the lives of so many children through her work and personal life.
- I particularly appreciated the focus on the importance of my own mental health. It's something I spent a lot of time on before kids, and somehow it's fallen down on my priority list since having kids. I would be interested in more in-depth discussions about how to care for ourselves as we care for our kids.
- It was really helpful just to know that other parents are experiencing similar feelings around their children's anxiety and loneliness during this pandemic. I really appreciated the reminder to stay calm, name the feelings, and the note about how to start the morning with connection through the different statements of empathy.
- Molly, this presentation was incredible! So well organized and to the point - so much good material covered - immediately applicable - thank you so much!!!!
- We love Molly Pope and we just met her!
- I really liked how this was about bettering ourselves as parents in order to help our children
- What I was able to hear was very helpful. I had difficulty connecting and the sound went out a few times during the session, so I look forward to receiving the link to the recording, so I can watch the whole thing. I also am interested in the session you mentioned will be in April. Thanks for your time, and sharing!
- Molly was a great speaker

Due to the significant increase in ability to reach and engage our community, The Alliance will continue to offer a majority of virtual programming for parents and educators heading into the 2021-2022 school year. Virtual programs will be made available via recording to registered attendees if permissible by the speaker. Educators will once again have two months from the live presentation to earn continued education credit from viewing the recording.



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- (13) What results are you committed to achieving in the present year? (If outcomes are the same as above, simply state that we hope to improve upon the past year's results)

We hope to improve upon the past year's engagement numbers for both educators and parents.

- (14) Are there any other program effectiveness/evaluation measures you think are important, such as customer/client satisfaction surveys, quality of service measures, or other indicators? Please describe.

Parents: We ask the following quantitative question as part of each evaluation survey: "Please share an overall rating of tonight's event." We also ask the qualitative question, "What are some immediate strategies that you can implement right away as a parent?"

Educators: We ask the following quantitative question as part of each evaluation survey: "Overall rating of today's event" and "As a result of the program, will you change your teaching approach or professional practice?" We also ask the qualitative questions: "What is the most important thing that you will take away from today's presentation?" and "Explain how you will change your teaching approach or professional practice"

The quantitative survey questions allow us to see in a quick way how programs are received from our stakeholders. However, the qualitative questions from both evaluation surveys are provide more meaning and allow understand the impact on attendees. These meaningful responses allow us to empathize and improve the quality of our programming when comparing to our outlined programmatic objectives.

CHANGES/CHALLENGES

- (15) What changes or challenges (legal, socio-economic, demographic, financial, political or other) did the agency, program, and clients face in the prior year? How did you respond? What challenges or changes do you anticipate in the present year? (If changes/challenges were the same for all programs, do not repeat).

Similar to many organizations heading into the past year, The Alliance was flexible in our delivery model of programs. As outlined in question 12, our organization adapted a majority of our in-person parent and educator program to be virtual. This was a large success for our organization and accelerated our reach and impact. All of The Alliance Executive Board Meetings and Liaison Council Meetings also occurred via Zoom. We had significant increase in engagement and many members shared it was easier to access and participate.

Unfortunately, due to Restore IL Guidelines, we were unable to host our Annual Preschool-Kindergarten Summit at the Chicago Botanic Garden, which brings together 200 local early childhood educators. This is a significant revenue generating event for our organization. We also recognized by February educators were not seeking this type of professional learning experience, so did not attempt to move this to a virtual conference. Prior in 20202, we hosted a virtual and free Pre-K Summit in August, and felt that event supported the needs of



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educators in a timely manner.

Our Let's Play! Ongoing Community Program was significantly impacted by the restrictions of hosting in-person events. In 2019-2020, The Alliance invited Member Schools to host Let's Play! events at their schools. With the uncertain restrictions from DCFS and ISBE, Member Schools were not able to participate as hosts, limiting the number of events we were able to offer. We shifted and fully ran all of our events with support from community partners. Each event required registration and had a capacity limit based on current Restore IL Guidelines. This was problematic, since families would register, some wouldn't show, and the events wouldn't be full (even with small capacities). We also incurred additional program costs for purchasing PPE. Additionally, we had a difficult time securing volunteers from our Liaison Council. Some rationale included parents reporting having a minimized bandwidth with a changed home-life schedule and some didn't feel comfortable participating in in-person events at the time.



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RECOMMENDATION RESPONSES

(16) How did you respond to the recommendations made by New Trier Township, if any? Please describe in detail. (These are contained in the funding letter you received in June).

The funding letter that we received from New Trier Township stated that Wilmette continues to be underserved in our programming. Our parent and family programs are free and open to the public. We continue to promote our events publicly on all social media platforms and hope that it is more accessible now than ever. We look forward to continuing to expand our reach through virtual programming. Our Newsletters and Let's Play! Guide are also now shared digitally. This expands our reach significantly, which we hope reaches more community members in Wilmette. We have preschools that are Member Schools in Wilmette and hope they continue to promote our programming.

In April 2021, we planned to host our Let's Play! Cardboard Fort Building Event at Centennial Complex Wilmette. Unfortunately, we had to cancel due to rainy weather conditions.

RESOURCES/BUDGET

(17) What non-financial resources are required to deliver this service? Specify staffing/volunteer requirements, budgetary needs and other resources, inputs, and/or community partners that are needed for this program. If the Township is unable to fund this program at the desired level, what will the impact be on services? Describe how your program will or will not continue without investment by the Township. Complete the attached budget forms. Were any cost reduction measures implemented in the prior year? If there is a sliding fee scale for this program, please attach it and indicate how many clients paid each fee level.

2021-2022 Budgetary Needs for Alliance Programming for Parents, Educators, and Families

	Rate/Session	Number of Session(s)	Number of Groups	Total Cost
Parents				
2021-2022 VIRTUAL PARENT SERIES: Making Sense of Kids: What Kids Need Most from Adults, <i>Deborah MacNamara, PhD</i>	\$ 604	3	1- No cap	\$ 1,812
EDUCATORS: I/ECMHC Services				
Building Community Starts with Me: Professional Learning Series, <i>Molly Pope</i>	\$ 300	3	1- No cap	\$ 900
Educators' Reflective Practice Group, <i>Molly Pope</i>	\$ 125	7	Up to 3 groups of 10	\$ 2,625
New Directors' Reflective Practice Group, <i>Molly Pope</i>	\$ 125	6	1- No Cap	\$ 750



AGENCY/PROGRAM APPLICATION FOR FUNDING

Fiscal Year 2022-2023

Families				
Let's Play! Program Partner Fees	\$ 1,500			\$ 1,500
Zoom Webinar License (1 year, 500 participants)	\$ 690	n/a	n/a	\$ 690
			Cost of Proposed Program Implementation for Parents, Families, and Educators	\$ 8,277

If New Trier Township is unable to fund this program at the desired level of \$7,500, we will likely not be able to implement our parent, family, and educator programming at the level in which we outlined in this grant. Please see attached budget forms.

The Alliance for Early Childhood implemented the following cost reductions measures in 2021-2022 including:

- Restricting human resources to include reallocation of resources and redefining organizational roles to save money.
- Distributing our Let's Play! Guide, and Fall and Spring newsletter to Member Schools electronically rather than printing and distributing copies.

(18) If your program or agency budget request represents an increase from last year, please explain the reason for the change and what the increase will be used for.

We are asking for the same amount as the previous year. Thank you for your continued support.

NEW TRIER TOWNSHIP ANNUAL FUNDING REQUEST FORM



The Alliance for Early Childhood 2022-2023 Total Agency Budget Form

	2019-2020	2020-2021	2021-2022
AEC Fiscal Year: OCT 1- SEPT 30	PRIOR YEAR	PRESENT YEAR	PROPOSED YEAR

AGENCY REVENUES			
New Trier Township	\$ 6,165	\$ 7,500	\$ 7,500
Federal Government			
State Government			
Local Government/Townships			
Client Fees	\$ 2,350	\$ 2,790	\$ 2,900
Grants: Foundations, Corporate, Religious	\$ 15,405	\$ 11,110	\$ 9,000
Individual Contributions	\$ 74,702	\$ 91,343	\$ 34,500
Special Events	\$ 52,322	\$ 1,000	\$ 39,000
United Way			
Sales	\$ 13,350	\$ 11,850	\$ 9,200
Other Revenues	\$ 2,428	\$ 40,372	
TOTAL REVENUES	\$ 166,722	\$ 165,966	\$ 102,100
AGENCY EXPENDITURES			
Program Staff Salaries, Benefits, Taxes	\$ 75,588	\$ 88,004	\$ 88,981
Administrative Staff Salaries, Benefits, Taxes			
Fundraising Staff Salaries, Benefits, Taxes			
Professional Fees/Contractual Services	\$ 31,561	\$ 13,405	\$ 39,575
General Operating Expenses	\$ 16,111	\$ 5,588	\$ 5,900
Occupancy and Utilities			
Specific Assistance to Individuals			
Major and Minor Equipment			
Major Capital Expenses			
Other Fundraising Expenses	\$ 4,080	\$ 3,224	\$ 4,500
Other/Miscellaneous	\$ 677	\$ 24	\$ 1,050
TOTAL EXPENDITURES	\$ 128,016	\$ 110,244	\$ 140,006
SURPLUS (DEFICIT)	\$ 38,706	\$ 55,722	(\$ 37,906)
NET GAIN/LOSS FROM OTHER FUNDS	\$ (145)		
SURPLUS (DEFICIT)	\$ 38,562	\$ 55,722	(\$ 37,906)
TOTAL FUNDRAISING/ADMIN COSTS	\$ 4,080	\$ 3,224	\$ 4,500



2021-2022 Organizational Structure

<p style="text-align: center;">STAFF</p> <p><i>Who</i></p> <ul style="list-style-type: none"> ● Executive Director (Paid, Full-Time) ● Administrative Assistant (Paid, Part-Time) ● Development Coordinator (Paid, Part-Time) ● Outsourced Bookkeeper for accounting ● Outsourced CPA for taxes <p><i>What</i></p> <ul style="list-style-type: none"> ● The staff works under the leadership of the Executive Director to carry-out the mission, vision, and direction of the Board of Directors. 	<p style="text-align: center;">EXECUTIVE BOARD OF DIRECTORS</p> <p><i>Who</i></p> <ul style="list-style-type: none"> ● The Officers of the Corporation include President, Vice President, Past President, Treasurer, and Secretary. <p><i>What</i></p> <ul style="list-style-type: none"> ● Responsibility for setting the strategy for the organization, hiring and evaluating an Executive Director, overseeing Human Resources matters, and ensuring financial soundness through annual and long-term budgeting. ● \$90 Board Dues
<p style="text-align: center;">LIAISON COUNCIL</p> <p><i>Who</i></p> <ul style="list-style-type: none"> ● Each member organization may appoint a representative to serve on the Corporation's Liaison Council. ● At-Large Members serve as an active participant of The Alliance for Early Childhood <p><i>What</i></p> <ul style="list-style-type: none"> ● Serve as ambassadors of the organization, providing support for the mission and programs through volunteer hours, attendance at events, participating in Committees of the Executive Board related to parent and teacher programming, and supporting the facilitation of the annual campaign. ● \$90 Board Dues 	<p style="text-align: center;">ADVISORY BOARD</p> <p><i>Who</i></p> <ul style="list-style-type: none"> ● Education professionals and a few professionals in other fields (medicine, law) ● Representatives of community organizations ● Former board members who stay connected to our organization <p><i>What</i></p> <ul style="list-style-type: none"> ● Called upon on an as needed basis ● Invited to all Alliance events
<p style="text-align: center;">NATIONAL ADVISORY BOARD</p> <p><i>Who</i></p> <ul style="list-style-type: none"> ● Former education professionals who were members of the Board or Advisory Board and have moved away from the area, but who want to remain connected. <p><i>What</i></p> <ul style="list-style-type: none"> ● Receive newsletter, minutes, occasional email communication ● Invited to significant Alliance events 	<p style="text-align: center;">SUSTAINERS</p> <p><i>Who</i></p> <ul style="list-style-type: none"> ● Former Board members who have left the Board but who want to maintain ties with our organization <p><i>What</i></p> <ul style="list-style-type: none"> ● Receive newsletter, minutes, and email communication ● Invited to significant Alliance events ● \$100 minimum donation each year