



# Member Update

Spring-Summer 2009

Scott County Licensed Family Child Care Association

## **Bill Sponsored by SCLFCCA to Eliminate Background Check Fee Hits Roadblocks This Session**

The Scott County Licensed Family Child Care Association brought a bill forward this legislative session to have a one-time fee for background checks to have the background checks run by the state of Minnesota as is currently being done for Centers and Child Foster Care. The bill had a section that would have required the Department of Public Safety to include DHS (Department of Human Services) licensed programs to become part of the rap back system when it is in place in Minnesota. Because of the fiscal crisis our state is in, Senator Claire Robling (Senate Author) and Representative Nora Slawik (House Author) both recommended the bill language be dropped to ensure that the remainder of the bill which was language would pass. This was deleted from the language of the bill.

The remaining language of the bill addressed moving the responsibility of background checks from a county assigned responsibility (as we know it today) to be a state responsibility. The process used by Child Foster Care has worked successfully for the last year of the two years the state has done BCA checks for this licensed program. The process outlined in the bill had new providers entering information required for a background check on all people living in the home that would be required to have the BCA check through a secure system DHS has in place. This could be done on-line from home or from a county designated site. A fee of \$20.00 for each initial background check would be paid to the state via credit card or debit card at the time of entry of the information. Providers already licensed would pay a one-time fee at the time of re-licensing for each background check required. After the fee is paid, the licensor in the county would verify the information submitted and transmit the request via a secure on-line system to DHS. DHS stated in testimony that they could run the background check in as little as 24 hours and a normal background check would take no more than 3 days. This time line is a major improvement over the waiting time in many of the counties in our state. A background check that required out-of-state research might take longer and the provider would be notified of the increased time required to complete the check. The results of the BCA check would be sent back to the county licensor and to the provider.

## Background Check Bill Continued....

This bill was passed in 2007 without opposition in the House and the Senate, was placed in the omnibus bill for Health and Human Services, and was vetoed by Governor Pawlenty. In 2007 the bill had \$250,000 of new money to transfer background checks from a county responsibility to a state responsibility with no fees paid by providers.

Working with DHS and Legislators, the only way to bring the bill back with the huge state deficit was for providers to “pay their own way” into the system. After polling leaders in 87 counties and getting a significant return on the e-mails from Scott County Providers, we went forward with the bill. It is interesting to note that several counties that did not charge for background checks had started charging since the license fee was reduced several years ago!

The opposition to the bill was as follows:

1. The AFSCME Union for social workers in Ramsey County opposed the bill because they determined that workers would be lost. This is the licensors and workers union in Ramsey County.

Ramsey has 9 licensors who, according to John Ewald AFSCME Organizer, have 20% of each of their positions related to background checks. Another position in Ramsey county was 75-80% working with background checks. Yes, we believe at least 1 position would be lost. AFSCME maintains 2-3 positions would be lost and put extreme pressure on Representative Slawik who withdrew her support as the bills author. It is our belief from speaking with the 7 supervisors of licensors in the metro area that there might be a loss of a portion of a position of a support staff in Scott and Carver and the other counties

but not to the extreme predictions of Ramsey County.

2. In speaking with the supervisor of licensors in the 7 county metro area, they had a concern that the background check being run only one time by DHS would not be as “child safe” as the current way of running the background checks yearly or every two years. Discussing this at a SCLFCCA Board meeting we had to agree that the one-time check without the rap back system in place put family child care on the same level as centers regarding BCA checks but was not a step forward for the safety of children in our care.

3. The AFSCME Union for Child Care workers also opposed the bill with a reason given as there was no cap on the \$20.00 fee per background check. It was the estimation from the state survey that between 3 and 5 background checks are what most new providers have done. Experienced providers with children 13 and older living in the home may have more as do providers who utilize substitutes, second adults, helpers, etc. The bill was set up on everyone paying for the number of BCA checks required in their home...fair share.

With the bill receiving two hearings and not getting the final hearing in either the house or senate to continue by the legislative deadlines, the bill died. We are currently researching what other agencies in addition to DHS need the rap back system in place in Minnesota and how to get the Department of Public Safety to get the system in place with their funds, or possibly the economic stimulus funds coming into the state. If we can get this piece figured out, the bill will be back for the 2010 session.

## 2009 SCLFCCA Officers

Jenny Magnan - President 952-758-8655  
Linda Schesso - Vice President 952-445-2240  
Missy Bergman - Liaison 952-233-4943

Colleen Winters - Secretary 952-894-4284  
Laurie Cornelius - Treasurer 952-445-0632  
Lisa Boys - Liaison 952-492-6954

Linda Schesso - MLFCCA Rep 952-445-2240  
Deloris Friske—MLFCCA Alternate 952-492-3827  
Kelly Elsenpeter - Liaison 952-492-5205

Michelle Herzog - Scott-Carver Rep 952-492-2104  
Cheryl Nelson - Liaison 952-403-1732

Carrie Speikers - Liaison  
SCLFCCA Web Site: <http://www.sclfcca.com> 952-492-3811

Thank You to all providers who participated in SCLFCCA sponsored training fall 2008 and spring 2009. Our training has been well attended. Our goal is to continue to bring you the trainers you want to hear and the topics you need to operate a successful family child care business.

## Mentors for the Scott County Licensed Family Child Care Association

The following mentors will be working with participants in the Family Child Care Pathways to Success class. They are available to help any provider in Scott County. Please give them a call if you just need to talk.

**New Prague: Karen Von Bank 952-758-2863**  
Jenny Magnan 952-758-8655  
Anna Hoy 952-758-6759  
(LeSueur County)

**Jordan: Carrie Speikers 952-492-3811**  
Michelle Herzog 952-492-2104  
Kelly Elsenpeter 952-492-5205

**Savage: Virginia McLaughlin 952-440-3479**  
Laurie Cornelius 952-894-4284

**Shakopee: Linda Schesso 952-445-2240**  
Cheryl Nelson 952-403-1732  
Lisa Boys 952-445-0632

**Prior Lake: Deloris Friske 952-492-3827**

**Elko-New Market-Webster-Lakeville:**  
Karen Smith 952-461-9535



## Community Support Representatives

**Prior Lake**  
**Mia Schulz**  
**952-447-6943**  
miamamas@aol.com

**New Prague**  
**Jenny Magnan**  
**952-758-8655**  
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jamileat@hotmail.com



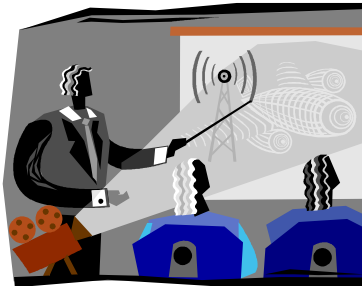
## Training Tidbits

Save the Dates  
Saturday, October 24:  
Fall Conference from 8am-12pm in  
Jordan

Saturday, February 20, 2010: All  
day conference with Jeff Johnson  
as the keynote!

The Fall training schedule will be on  
the website in September. We will  
send out an email once it has been  
posted.

Please email Michelle if you have  
any training suggestions. We want  
to meet your training needs!  
michelle.herzog@yahoo.com



### **Adult and Childrens Alliance (ACA)**

#### **Community Partnership**

ACA will donate \$5 an application to  
SCLFCCA if we are listed as the  
Community Partner. If you purchase an  
ACA membership or purchase their  
insurance, you can designate the \$5.00  
donation to SCLFCCA. The SCLFCCA  
Community Partnership Number is 9022.  
Thank you!!!

## Resources Available for Children With Special Needs

The Center for Inclusive Child Care (CICC) provides on-site and phone consultation, free of charge, to early childhood care and education programs, school age programs, family child care and education programs, and preschool programs that are including a child with special needs. The definition of special needs includes Autism Spectrum Disorders, ADHD, physical disabilities, cognitive disabilities, and challenging behaviors. Consultation services can also be used if you have a concern about a child's development. The funding to support this program is provided by the MN Department of Human Services and the McKnight Foundation. The goals of our program include assistance in the retention of a child in the current child care setting, provision of transition support for a child starting a new program, and the enhancement of the services you offer to children and their families. Inclusion consultants collaborate with programs, providers, and parents offering technical assistance, specific strategies, recommendations, resources, and other types of assistance to help children be successful.

We have expert Inclusion Consultants who are coordinated by Dea Anderson through CICC. If you have questions or are interested in the use of this service, please contact her by email at [dea@inclusivechildcare.org](mailto:dea@inclusivechildcare.org) or by phoning her at 612-767-5159.

## Play Equals Learning

As some providers do a curriculum during the school year only, does that mean there is no “learning” during the summer? No...Children are always learning, especially through play.

It's not a brand-new cause —two years ago it was endorsed by the American Academy of Pediatrics. But social changes and new demands on kids' spare time confront free-play advocates with an ever-moving target.

A temple University psychologist, Kathy Hirsh-Pasek, contends that lack of play in early childhood education “could be the next global warming.”

Without ample opportunity for forms of play that foster innovation and creative thinking, she argues, America's children will be at a disadvantage in the global economy.

“Play equals learning,” she said. “For too long we have divorced the two.”

Some of the factors behind diminished play time have been evolving for decades, other are more recent. Added together, they have resulted in eight to 12 fewer hours of free play time per week for the average American child since the 1980's, experts say.

### Key factors?

- Parents' reluctance to let their kids play outside on their own, for fear of abduction or injury, and the companion trend of scheduling lessons, supervised sports and other structured activities that consume a large chunk of a child's non-school hours.
- More hours per week spent by kids watching TV, playing video games, using the internet, communicating on cell phones.
- Shortening or eliminating recess at many schools—a trend so pronounced that the National PTA has launched a “Rescuing Recess” campaign.
- More emphasis on formal learning in preschool, more homework for elementary school students and more pressure from parents on young children to quickly acquire academic skills.



# Milk Moola Fund Raiser for Training Scholarships



Kwik Trip  
1522 VIERLING DRIVE EAST  
SHAKOPEE, MN 55379  
(952) 496-1081

Kwik Trip  
8225 CROSSINGS BLVD  
SHAKOPEE, MN 55379  
(952) 233-1209

Kwik Trip  
14175 VERNON AVE S  
SAVAGE, MN 55378  
(952) 440-6030

Kwik Trip  
501 CRYSTAL LAKE RD WEST  
BURNSVILLE, MN 55306  
(952) 898-4774

Kwik Trip  
16260 KENRICK  
LAKEVILLE, MN 55044  
(952) 898-3633

Kwik Trip  
2201 WEST 78TH STREET  
CHANHASSEN, MN 55317  
(952) 470-4584

## SCLFCCA Fund Raiser

We are saving Kwik Trip MILK

MOOLA caps and milk bag tops to start a Training Scholarship fund.

Please save the items listed below and bring to any SCLFCCA sponsored event.

Along with Milk Moola, we are saving the price ovals from boxes of Glazers.

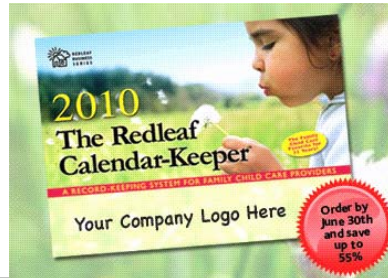
We do not want to take away from any group you may already be saving for, but if you aren't saving, please consider saving for SCLFCCA.

### Products that qualify

- Milk – bags, gallons, half gallons
- Orange Juice – bags, gallons, half gallons, quarts, pints
- Egg Nog
- Flavored Waters
- Kwik Quencher Fruit Drinks
- Glazers Donuts

## 2010 Calendar Keepers Available Starting in September

Community Support Representatives will again have Calendar Keepers available for sale starting in September. 2010 Calendar Keepers will also be available at trainings this fall. We anticipate the price will remain the same. \$12.00 for the calendar plus \$.78 tax.



### Updates from the West Metro Child Care Resource & Referral

- 2010 Child Care Services Grant information will be sent in July for the 2010 Grant cycle. Look for a bright colored large postcard to arrive during the month of July.
- The 2009 Business Update Survey has been completed. The 2009 average child care rates will be posted on the [www.resourcesforchildcare.org](http://www.resourcesforchildcare.org) web site in June.
- Keep your referral page on the [www.resourcesforchildcare.org](http://www.resourcesforchildcare.org) web site current by updating your vacancies on-line or calling the main referral line at 651-641-0332.

### Parent Aware Update

SCLFCCA and our local CCR&R wish to thank the providers who came to the informational meeting regarding the Parent Aware program. If you have additional questions, please check the Parent Aware web site at [www.parenawareratings.org](http://www.parenawareratings.org). At this meeting we had the opportunity to ask questions about the program with the questions being answered by the coordinators of the pilot program and several providers who are participating in the program.

Key points from that meeting are:

- The program is in the pilot stage with the completion of the pilot in 2010.
- The program is NOT available in Scott County.
- The program involves a rating system which parents can use as a guide when selecting a child care program.
- The parent education piece about the rating system appears to be a weak point in the process at this point.
- The program is a provider's personal choice whether to pursue a rating or participate in the program, if it is funded in the future in Scott County.

**2009 Week of the Family Child Care Provider  
Honoree  
Laurie Cornelius  
Savage**



Laurie Cornelius has been a licensed family child care provider for 21 years being recognized in 1997 and 2009. Laurie's Lil Angels is the name of her business which provides an environment for learning not only the academics needed for kindergarten but also the emotional and social skills necessary to be successful in life.

She has a dedicated area of her home for child care and has the benefit of her mother-in-law, Louise, as a second adult. Laurie currently provides services for 10 families and 13 children ages 12 months to 9. Laurie offers split shifts and helps parents out with occasional evening care so they can attend meetings and events.

Laurie has been on the Scott County Licensed Family Child Care Association Board for over 12 years and is currently the treasurer of our non-profit Association. She is a mentor with the SCLFCCA mentor program.

Laurie and her husband Jeff are parents of four children, Erin (recently married), Kyle, Kayla, and Courtney. All are excellent helpers in the child care and skilled babysitters. With children involved in school and summer sports including the PLAY program and Legion teams, Laurie's life has no quiet moments as she attends her children's sports activities and attends daycare children's sports events. Congratulations!

**2009 Week of the Family Child Care Provider  
Honoree  
Jami Tetzloff  
Savage**



Jami Tetzloff has been a licensed family child care provider for eight and one-half years in Shakopee with the business name Jami's Child Care. Jami recognizes the profession of child care as a great responsibility. Her licensed program includes both structure and flexible experiences for the children making learning spontaneous and fun. School readiness and health/safety guide Jami's program curriculum. A strong communication with parents is also key to Jami being nominated and receiving recognition this year. Jami loves working with children and has developed a childcare program that she is proud to offer Scott County families.

Jami and her husband Jeff are parents of three children. Alex is 11, Jacob 9, and Allison 5 are involved in community activities including sports and dance in addition to school activities.

Jami has also been active on the Scott County Licensed Family Child Care Association board currently serving as the liaison representative for the Community of Belle Plaine. Jami was instrumental in the organization and success of a fundraiser for a past provider and honoree Jenny Pond whose contributions were also outstanding in educating providers about SIDS (Sudden Infant Death Syndrome).

Jami is a leader in her school community and is serving as co-chair of the Parents In Partnership group at the Shakopee Area Schools as well as a Teacher Representative. Jami has been the Chair of SACS Family Fun Night for the past five years, organizing the school's parent-child event for families. Congratulations!

# How to Promote Your Business During a Recession

This article is reprinted from Resources for Child Caring Web Site and was written by Tom Copeland. Many of our Scott County Providers are experiencing the lay off or job losses of parents. Review this article for changes you might make in your marketing techniques during these challenging times.

November 2008

All signs point to a coming recession in the US. This is bad news for everyone, including family child care providers.

When our economy slows down, parents are laid off work and often stay home to care for their children, thus reducing the demand for child care services. At the same time, some of these parents will start offering child care in their own homes to earn more income for their families. The supply of child care increases while the demand for care decreases, making it difficult for providers to fill their spaces.

I've been hearing from providers across the country who are losing parents from their programs. Economists expect that unemployment will continue to rise in 2009. If so, providers may continue to experience difficulties in maintaining their enrollment.

## How Providers Can Succeed in These Tough Times

Providers need to know how to answer two questions:

1. Why should I enroll my child in your program?
2. What does your program offer that other programs don't?

Your answer will largely determine how successful you'll be. You may believe that you run a wonderful program, but unless parents agree, you won't succeed. It's important to learn how to communicate the benefits of your program to parents.

## Quality vs. Cost

When parents are shopping for child care, they are looking for programs of the highest quality for the money they can afford to spend. If they are looking at two programs and can't see a difference in the quality of those programs, they will choose the one that is cheaper. As our economy weakens, there will be an increasing number of providers who will lower their price to attract such parents.

I believe this is a mistake.

Instead, providers should put their energy into improving their communication skills and showing the benefits of their program to parents. Competing on the basis of price alone is a losing strategy. Competing on the basis of quality has a much greater chance of succeeding.

## Features and Benefits

Parents want to know how your child care program will benefit their child. All providers can offer a basic description of their program to parents: "I serve preschoolers Monday through Friday and participate on the Food Program." What's often missing is a follow-up statement about how your program will help children learn: "I offer planned learning activities with weekly themes tailored to your child's needs."

All parents value education for their children, so use learning-related words to help them understand what your program offers: "I teach your children;" "This is what your children learned yesterday, are learning today, and will learn tomorrow;" "I charge a tuition;" "Your children will graduate from my program."

## "Preschool Programs"

More and more parents understand the importance of early childhood education. Child care programs that promote themselves as "preschools" usually offer a structured time for planned learning activities. Even the word "preschool" itself evokes a learning environment.

However, all family child care providers who care for children of preschool age are offering, by definition, a "preschool program." Consider describing your program as a "preschool program" and point out to parents what activities you offer (whether highly structured or informal) and how these activities help children learn. Do not let a parent think that they must take their child to a "preschool program" in order to ensure that their child is learning.

## Accreditation, Credentials, School Readiness, and Quality Rating Programs

Because parents are looking more and more for objective standards of quality, providers should seriously consider becoming accredited through the National Association for Family Child Care; obtain a Child Development Associate degree; or participate in a school readiness or quality rating program that may exist in their area.

Such programs set higher quality standards for providers than existing state regulations. Providers who participate in these programs can make a stronger case to parents that their children will learn more and be more successful in school.

If you want to learn more about these programs, contact your local Child Care Resource and Referral Agency.

## Specific Marketing Strategies

### *Competing Against Child Care Centers*

- You may not offer everything that a child care center does, but you always have some benefits that a center does not. Visit local centers near your program and collect their fliers and marketing materials. Compare your benefits with their stated benefits.

In particular, family child care providers have the advantage in these areas:

A home environment for children with lower child/staff ratios, which will help them learn more quickly

- Individually prepared, nutritious meals

- A consistent caregiver as the child grows older
- A safe, comfortable, familiar environment for infants with individualized care to help them thrive
- Mixed age groups that allow siblings to be together

Work with your local family child care association to promote family child care in your area. This process could involve running group advertising about the benefits of family child care with a slogan like, "Family Child Care: Where Your Child Is Always At Home." You could also attract media attention to special events or services offering by local providers.

### *Competing Against Informal Providers*

- During a recession, it is likely that there will be an increase in the number of providers who operate outside of your state child care regulation system. This includes providers operating legally and illegally. In either case, these providers are likely to be charging less than you do.

As you interview parents, promote your program using these techniques: Emphasize the health and safety aspects of your program: "I am licensed, which means that my home has been inspected for safety, and my family has been screened for criminal background or contagious illnesses. If you are considering enrolling with an unregulated provider, you should consider the fact that I have met higher health and safety standards."

- Tell parents that their child will get nutritious food on a daily basis because you are enrolled in the Food Program.
- Don't compete based on price. There will always be someone who charges less than you do. Instead, stress the value of your program: "I offer a variety of planned learning and play activities that will help prepare your child to succeed academically and socially in school."

- Emphasize the benefits that unregulated caregivers are unlikely to offer: "I have specialized training in child development, so I can respond quickly to your child's needs."
- Work with your local family child care association to initiate a public campaign about the benefits of regulated child care. Direct this campaign at both parents and informal caregivers. To parents, stress issues of safety, training, and professional care. To encourage informal caregivers to become regulated, emphasize the benefits of the Food Program, access to support, and the ability to earn more money.

You can't hope to appeal to everyone, and some parents will always pick the cheapest care. Let those parents go. People usually get what they pay for. If parents can see the value in your program, most will pay more for higher-quality care.

### ***Competing in a High-and-Low-Income Neighborhoods***

- Your neighborhood may be located in a high or low-income neighborhood, or it may contain a mix of families with varying incomes. Since not all parents will respond in the same way to how you describe the benefits of your program, you may want to listen closely to what parents want from their caregiver, then emphasize different aspects of your program.

Here are some strategies for marketing your program to parents:  
Prepare a brochure describing the benefits of your program. Include testimonials from current and past parents in your program.

- Some parents are looking for a formal education environment for their child. For these parents, consider adopting a business name that highlights the educational aspects of your program: The Little Academy, The Little People's School, Preparatory Schoolhouse.
- Other parents may want a program that emphasizes a more homey, loving, and caring environment. For such parents you may want to give your program a more friendly name: Country Critters Child Care, Just Like Home Day Care, Little Cherubs, Lue's Tiny Tots.
- In describing your program to parents, highlight any special services you offer (piano lessons,

second-language training, numerous field trips, computer training, swimming lessons, etc.) and explain how these will enrich their child's education.

- Offer parents daily notes about their child's progress.
- Distribute a parent newsletter filled with tips and articles about the latest in child development.
- When talking to parents, stress the family nature of your services. Hold gatherings at your home (holiday parties, summer picnics, etc.) and invite all the family members of your clients.
- Talk about how important it is to you to build a strong relationship with the children and their parents. Show how you can help the parents by answering their parenting questions.
- Help parents identify community resources and services such as local clinics, low-cost stores, garage sales, etc.
- Get involved in community activities and connect with your neighbors so you will receive word-of-mouth referrals.

Review the benefits of your program.

Highlight the relationship building offered in a family child care setting.

Sell yourself....YOU are the key to a successful program!!!



## Satisfied With Your Tax Preparation This Year?

A common question received in Family Child Care Pathways to Success class is...“Who do you recommend for doing your taxes?”

We always recommend finding a tax preparer who has taken Tom Copeland’s classes and truly understands the unique facts about family child care and Schedule C. There is a listing of tax preparers on the Resources for Child Caring web site.

If you are using a tax preparer that is not on Tom’s list, ask several questions and hear what the preparer responds. We have found that H & R Block as an agency does not train workers well in family child care tax preparation.

1. Ask if your house can be depreciated. If the answer is “I would not recommend depreciating your home because it will cause issues when you sell it.” .....find a new tax preparer. Tom states we should always depreciate our home.

2. Ask if there are options to record food purchased for the child care. If the answer is to use the Tier 1 rate for ALL meals served to children, even those not reimbursed by the food program, your tax preparer is on target.

3. Ask if the entire home can be used for the time/space ratio? If the answer is “No one uses their entire home for child care” consider this a red flag. Tom Copeland states that many homes use their entire house legitimately for child care, storage and business.

4. If the preparer will not allow you to use hours you work IN YOUR HOME doing tasks like cleaning, food preparation, curriculum planning, record keeping, etc., when the children ARE NOT PRESENT, your time/space will only be based on the hours the children are in care. You are losing many deductions for the time/space such as utilities (electricity, gas, garbage, water) as well as mortgage, and shared expenses.

5. Ask about depreciating additions to your home such as a new stove or refrigerator, playground equipment and fences. All can be deductions for several years!

If you record your expenses in a Redleaf Press Calendar Keeper or on CK Kids (Minute Menu), the numbers you are entitled to are probably right there for the tax preparer. If you need help with CK Kids, give Deloris a call. We have several providers in our county who are very experienced using the program and will help you!

If you think you were not treated fairly by your tax preparer, go back with the “Tom Copeland facts” and ask your preparer to refigure your taxes. You CAN amend your return. It may be worth your time to take an advocate to the meeting. As Tom shares, If you can document and back up your deductions and you are entitled to take the expense you should take them!



## **Roxy's Day Care Safari September 18th and 19th**

Mark your calendars for a two days of pampering, learning and food tasting. Roxy's Foods and Crafts has been very supportive of our SCLFCCA conferences, supplying food items for our meals and door prizes.

**Holiday Inn Select  
3 Appletree Square  
Bloomington, MN**

### **Friday Night:**

7:00 - 9:00 a class will be offered on **Curriculum and Assessment: By Beth Mork**,  
Hospitality will be open 7:00-9:00  
Conference Registration is open 7:00-8:00

### **Saturday:**

Registration 7:30—8:30

Welcome and Keynote 8:30

**Child Care! What and Adventure!** by Tammy Wachter, TKW Consulting

10:00-10:30 a.m. Break and Shopping

### **Breakout Session 1 10:30– 12:00**

Booking & Tax Issues for the Child Care Professional—Kelly Nokleby  
Organizing Your FCC Records—Michelle Herzog & Deloris Friske  
What Do I do With Those School Age Children In My Care—Beth Mork

12:00—1:00 p.m. Lunch and Shopping

### **Breakout Session 2 1:00—2:30**

Utilizing the Accounting Module for Minute Menu Kids Pro Software—Kelly Nokleby  
Organizing Your FCC Home Environment — Michelle Herzog & Deloris Friske  
Have a Successful & Fun Story Time/Large Group Time—Sue Conant

### **Breakout Session 3 2:35—4:05**

Oh, Life Happens — Tammy Wachtner  
Observation: Finding the Function of Behavior—Kim Woehl  
1-2-3— Magic: Effective Discipline for Children Ages 2-12—Lori Hameister

**8 hours of training will be given with 2 hours on Friday and 6 on Saturday. If you are a preferred customer your conference is free. Check out the reasonable prices for participation. For more information and to register, go to**

[www.roxysdaycaresupplies.com](http://www.roxysdaycaresupplies.com)

651 322-7991

1-800-244-2440

## Summer Safety Tips for Children

1. Always CHECK FIRST with your parents, guardians, or the trusted adult in charge (provider) before you go anywhere or do anything. Be sure to CHECK IN regularly with your parents, guardians, or a trusted adult when you're not with them.
2. Always TAKE A FRIEND with you when playing or going anywhere. It's safer and more fun.
3. Don't be tricked by people who offer you special treats or gifts. Never accept anything from anyone without your parents' or guardians' permission.
4. Stay SAFER when you're home alone by keeping the door locked; not opening the door for or talking to anyone who stops by unless the person is a trusted family friend or relative, you feel comfortable being alone with that person, and the visit has been pre-approved by your parents or guardians; and never telling anyone who calls that you're home by yourself. Have a neighbor or trusted adult you are able to call if you feel scared, uncomfortable, or confused or there's an emergency.
5. Never go into a public restroom by yourself.
6. Never go alone to malls, movies, video arcades, or parks. Take a friend with you, and always CHECK FIRST with your parents or guardians to make sure it's okay.
7. Don't panic if you feel lost. Identify the safest place to go or person to ask for help in reuniting you with your parents or guardians. Safe helps could be a uniformed law-enforcement or security officer, store salesperson with a nametag, person with a name tag who is working at the information booth, or mother with children. Never search for your parents or guardians on your own, and never go with anyone who is trying to reunite you with them.
8. Be careful when you play. Stay away from pools, canals, and other bodies of water unless you are with a trusted adult. Don't play near busy streets or deserted areas, and never take shortcuts unless you have your parents' or guardians' permission.
9. Don't wear clothes or carry items with your name on the outside, and don't be confused just because a person you don't know calls out your name.
10. Don't get into a vehicle or go near a vehicle with anyone in it unless you are with your parents, guardians, or a trusted adult. Never take a ride from anyone without CHECKING FIRST with your parents or guardians.
11. Be careful playing or riding your bicycle as it gets dark. Sometimes it is difficult for people driving to see you. Wear reflectors and protective clothing if you parents or guardians say you may play outside after dark.
12. Don't be afraid to say NO and GET AWAY from any situation making you feel scared, uncomfortable, or confused. TRUST YOUR FEELINGS, and be sure to TELL a trusted adult if anything happens to make you feel this way.

10800-THE-LOST® (1-800-843-5678)

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Editors Note: Adapt these for your childcare. They are good tips to practice on field trips.

## Kwik Trip Dollars for Non-Profits

Purchases That Qualify for Kwik Trip Dollar Refund to SCLFCCA

Nature's Touch Homogenized Milk – Bags, Gallons and ½ Gallons

Nature's Touch 2% Reduced Fat Milk – Bags, Gallons, ½ Gallons, Quarts, Pints and ½ Pints

Nature's Touch 1% Low Fat Milk – Bags, Gallons, ½ Gallons, Quarts and Pints

Nature's Touch Fat Free Skim Milk – Bags, Gallons, ½ Gallons, Quarts, Pints and ½ Pints

Nature's Touch Chocolate Flavored Milk – Bags, ½ Gallons, Quarts, Pints and ½ Pints

Nature's Touch Strawberry Flavored Milk – Pints and 1/2-Pints

Nature's Touch Polar Vanilla Flavored Milk – Pints

Nature's Touch Root Beer Float Flavored Milk – Pints

Nature's Touch Orange Juice, from 100% juice concentrate – Bags, Gallons, ½

Gallons, Quarts, Pints and ½ Pints

Nature's Touch Orange-Pineapple Juice, from 100% juice concentrate – Quarts and Pints

Nature's Touch Drinking Water – Gallons, Quarts and ½ Pints

Nature's Touch Strawberry Flavored Water – ½ Pints and 20-oz

Nature's Touch Raspberry Flavored Water – ½ Pints and 20-oz

Nature's Touch Lime Flavored Water – 20-oz

Nature's Touch Cherry Flavored Water – 20-oz

Nature's Touch Lemon Flavored Water – 20-oz

Nature's Touch Watermelon Flavored Water – ½ Pints

Nature's Touch Egg Nog – Quarts, Pints and ½ Pints

Nature's Touch Chino Iced Cappuccino – Pints

Nature's Touch Iced Tea – Gallons

Kwik Quencher® Orange Flavored Fruit Drink – Gallons

Kwik Quencher® Fruit Punch Flavored Fruit Drink – Gallons

Kwik Quencher® Lemon-Lime Flavored Fruit Drink – Gallons

Glazers – Dozen

Glazers – Half-Dozen

We are aware that many providers who use Kwik Trip products give their 5 cents reimbursement to their children's schools. We encourage you to continue to do that.

For those of you who have no outlet, we encourage you to save them and bring them to trainings or conferences or give them to a board member who will get them to our coordinating chair, Linda Schesso.



SCLFCCA  
Box 42  
Shakopee, MN 55379

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