

Creating a Sustainable Future for Non-Profits and Business

Celebrating Innovative Programs for Children & Families



June 10, 2019
Crocker Art Museum



Investing in children and families makes cents!



SACRAMENTO'S BEST ECONOMIC INVESTMENT: OUR KIDS

A Letter From the Executive Director:

Dear Colleague,

The research is clear: 90% of a child's brain has developed by age 5, and what happens in those first five years shapes the adult and the rest of society. First 5 Sacramento ensures that families are strong, and children are healthy and ready to succeed in kindergarten and beyond.

Statewide, First 5 is the largest investor in early childhood programs funding more than \$10 Billion in the last 20 years. Locally, Sacramento families have benefited from investments of \$318 Million. Even with these investments, children and parents still have significant needs. One-quarter of kids in Sacramento County live in poverty and nearly two-thirds of our third graders do not read at grade level. The majority of working parents don't have access to affordable, licensed childcare. And, sadly, 11% of kids under 2 have experienced child abuse and/or neglect.

First 5 Sacramento funds agencies that provide critical services to meet the pressing needs of children and families. We are passionate about ensuring these services continue, even as our funding declines.

I am delighted to introduce you to First 5 Sacramento's groundbreaking initiative: Certified Sustainable. Through this technical assistance program, Commissioners proactively allocated resources to our contractors to focus on sustainability at the agency level. Today, we celebrate the advancement of our Certified Sustainable partners. We will showcase the innovation of 23 private and public agencies that have participated in a yearlong program to build capacity and sustainability.

Thank you for joining us as we bring together our dedicated and innovative grantees, elected officials, business partners and philanthropy. Our goal is simple: to make connections between our providers and investors in order to create a more sustainable system that ensures children and families thrive in Sacramento.

In Partnership,

A handwritten signature in blue ink, appearing to read "Julie".

Julie Gallelo

First 5 Sacramento Executive Director

Certified Sustainable Participant List

HEALTH

Center for Oral Health

www.centerfororalhealth.org

Contact:

(909) 469-8300

Mission: *Our mission is to improve the oral health of vulnerable populations through innovation, research, education and advocacy.*

Funded Program: Early Smiles Sacramento

Description: Provides dental outreach, mobile dental exams, fluoride varnishes and referrals for children at low-income preschool sites.

Total Funding: \$625,000

Funding Gap: \$100,993

Child Abuse Prevention Center

www.thecapcenter.org

Contact:

(916) 244-1900

Mission: *To prevent child abuse and neglect.*

Funded Program: Safe Sleep Baby

Description: A public education campaign to raise awareness about infant safe sleeping practices targeting African American mothers. Includes funding for cribs.

Total Funding: \$600,000

Funding Gap: \$52,090

Community Resource Project, Inc.

www.communityresourceproject.org

Contact:

(916) 326-5835

Mission: *Our mission is to improve opportunities for people in need through energy efficiency, health, and education.*

Funded Program: WIC Breastfeeding Support Services

Description: Provides breastfeeding support services including education, one-on-one consultation, and a helpline.

Total Funding: \$1,095,202

Funding Gap: \$680,106

Her Health First

herhealthfirst.org

Contact:

(916) 558-4820

Mission: *Her Health First's mission is to improve health equity by increasing access to health and social support services for women throughout Sacramento County.*

Funded Program: Cultural Broker/Pregnancy Support

Description: The Black Mothers United provides culturally relevant education and support to African American mothers to promote healthy pregnancies and births.

Total Funding: \$1,906,559

Funding Gap: \$202,616

Sacramento County Department of Health Services Women, Infant and Children Program (WIC)

www.cdph.ca.gov

Contact:

(916) 875-2131

Mission: *The Women, Infants and Children Division supports the vision of the Center for Family Health by nourishing and empowering families to grow and build a healthy future.*

Funded Program: Community Lactation Assistance Project

Description: Community Lactation Assistance Project provides breastfeeding support services including education, one-on-one consultation, and a helpline.

Total Funding: \$1,157,132

Funding Gap: \$115,713

EARLY CARE & DEVELOPMENT

Child Action, Inc.

wp.childaction.org

Contact:

(916) 369-3320

Mission: *We empower families and child care professionals with the tools and support services they need to successfully care for children.*

Funded Program: Quality Child Care Collaborative

Description: Coordinates an integrated infrastructure of consultation support services to child care providers and families.

Total Funding: \$895,574

Funding Gap: \$91,348

Crocker Art Museum

crockerart.org

Contact:

(916) 808-5780

Mission: *To promote an awareness of and enthusiasm for human experience through art.*

Funded Program: School Readiness Programming

Description: Developed new exhibits and programs for children ages 0-5 and their families to connect and engage in the world around them through art. The interactive art experiences prepare children for school readiness.

Certified Sustainable Participant List

EARLY CARE & DEVELOPMENT

Elk Grove Unified School District

www.egusd.net

Contact:

(916) 686-7595

Mission: Elk Grove Unified School District will provide a learning community that challenges ALL students to realize their greatest potential.

Funded Program: School Readiness Services

Description: School readiness services include preschool, 0 – 3 playgroups, parent engagement, transition activities and comprehensive screenings and early intervention services.

Total Funding: \$1,247,457

Funding Gap: \$89,412

Folsom Cordova Unified School District

www.fcusd.org

Contact:

(916) 294-9090

Mission: Folsom Unified School District is committed to providing excellence in educational programs that carry high expectations for each student's achievement and success.

Funded Program: School Readiness Services

Description: Funds preschool, 0-3 playgroups, parent engagement, transition activities and comprehensive screenings and early intervention services.

Total Funding: \$1,247,457

Funding Gap: \$223,096

Galt Joint Union Elementary School District

<http://gjuesd-ca.schoolloop.com>

Contact:

(209) 745-1546

Funded Program: School Readiness Services

Description: Funds preschool, 0-3 playgroups, parent engagement, transition activities and comprehensive screenings and early intervention services.

Total Funding: \$757,793

Funding Gap: \$322,121

Natomas Unified School District

<https://natomasunified.org>

Contact:

(916) 475-0053

Funded Program: School Readiness Services

Description: Funds preschool, 0-3 playgroups, parent engagement, transition activities and comprehensive screenings and early intervention services.

Total Funding: \$941,417

Funding Gap: \$164,342

River Delta Unified School District

www.riverdelta.org

Contact:

(916) 776-2077

Mission:

In a diverse community, rich in agricultural and family traditions, the River Delta Unified School District will provide a safe, supportive, rigorous, student centered education in which all students are prepared to achieve their maximum potential and become productive members of society.

Funded Program: School Readiness Services

Description: Funds preschool, 0-3 playgroups, parent engagement, transition activities and comprehensive screenings and early intervention services.

Total Funding: \$867,081

Funding Gap: \$74,844

Robla School District

www.robla.k12.ca.us

Contact:

(916) 927-1036

Mission: The mission of Robla School District is to provide a safe, caring and peaceful place where every student is enabled to succeed in learning a balanced core curriculum. Strong, effective teaching, meaningful learning activities and partnerships with parents to develop confident, thoughtful and responsible citizens. Citizens, who can read, solve problems, access information and respect diversity so as to work together to communicate ideas in a changing, technological society.

Funded Program: School Readiness Services

Description: Funds preschool, 0-3 playgroups, parent engagement, transition activities and comprehensive screenings and early intervention services.

Total Funding: \$783,782

Funding Gap: \$69,934

Sacramento City Unified School District

www.scusd.edu

Mission:

Sacramento City Unified School District is guided by the mission to provide every student at every school with the tools they need to be successful.

Contact:

(916) 643-2569

Funded Program: School Readiness Services

Description: Funds preschool, 0-3 playgroups, parent engagement, transition activities and comprehensive screenings and early intervention services.

Total Funding: \$2,961,277

Funding Gap: \$175,219

Certified Sustainable Participant List

EARLY CARE & DEVELOPMENT

Sacramento County Office of Education

www.scoe.net

Contact:

(916) 228-2555

Mission: *The mission of the Sacramento County Office of Education is to ensure that our students are prepared for success in college, career, and community; provide educational leadership to the diverse groups we serve; work creatively and collaboratively with partners; and give educators and support staff the training and tools they need for success.*

Funded Program: Help Me Grow

Description: Provides outreach, screenings, assessments, referrals, and direct services to families with children at risk for developmental delays, social/emotional issues and/or disabilities.

Total Funding: \$1,200,000

Funding Gap: \$85,518

Sacramento County Office of Education

www.scoe.net

Contact:

(916) 228-2556

Mission: *The mission of the Sacramento County Office of Education is to ensure that our students are prepared for success in college, career, and community; provide educational leadership to the diverse groups we serve; work creatively and collaboratively with partners; and give educators and support staff the training and tools they need for success.*

Funded Program: Preschool Bridging Model Plus

Description: Provides quality early care & learning supports through workforce development and site improvements for private center and family-based child care facilities.

Total Funding: \$2,380,000

Funding Gap: \$55,533

San Juan Unified School District

www.sanjuan.edu

Contact:

(916) 971-5910

Mission: *Valuing diversity and excellence, the San Juan Unified School District's mission is to educate and inspire each student to succeed and responsibly contribute to a radically evolving world by providing innovative, rigorous, student-focused instruction and programs in a safe, caring, and collaborative learning community.*

Funded Program: School Readiness Services

Description: Funds preschool, 0-3 playgroups, parent engagement, transition activities and comprehensive screenings and early intervention services.

Total Funding: \$1,247,457

Funding Gap: \$180,813

Twin Rivers Unified School District

www.twinriversusd.org

Contact:

(916) 566-1600

Mission: *The mission of the Communications Department is to facilitate effective and powerful communication practices that build trust and support for Twin Rivers schools.*

Funded Program: School Readiness Services

Description: Funds preschool, 0-3 playgroups, parent engagement, transition activities and comprehensive screenings and early intervention services.

Total Funding: \$2,471,617

Funding Gap: \$94,526

EFFECTIVE PARENTING

Birth & Beyond Family Support Collaborative

www.birth-beyondfrc.com

Contact: (916) 244-1900

Mission: *Maximize community resilience one family at a time.*

Funded Program: Birth & Beyond Family Resource Centers

Description: Family Resource Centers provide parent education, crisis intervention and case management, home visitation and other support services. Serving families in the most at risk communities throughout Sacramento County.

Total Funding: \$21,253,535

Funding Gap: \$4,267,186

Community Link Capital Region

www.211Sacramento.org

Contact: (916) 244-1975

Funded Program: 2-1-1 Sacramento

Description: Funding supports database maintenance, website and call volume support for children ages 0 – 5 for the 2-1-1 resource and referral system.

Total Funding: \$350,000

Funding Gap: \$94,620

Sacramento Children's Home

www.kidshome.org

Contact: (916) 452-3981

Mission: *Opening Doors to the Future by Maximizing the Potential of Children and Families.*

Funded Program: Crisis Nursery

Description: Provides short term residential care and emergency childcare for children and crisis intervention case management services for parents/caregivers in North and South Sacramento County.

Total Funding: \$3,641,875

Funding Gap: \$1,402,739

Certified Sustainable: An Initiative of First 5 Sacramento



Summary

Certified Sustainable is a yearlong initiative to engage all current First 5 Sacramento grantees in developing meaningful and achievable plans to maintain current service levels, even as First 5 funds are reduced.

History

In 2015, the First 5 Sacramento Commission expanded beyond grantmaking to support policy, advocacy, and sustainability. The Commission developed a Policy Platform, created a Sustainability Committee, and integrated sustainability planning into its strategic direction. As the Commission's Sustainability Committee worked to develop the Commission's first ever Systems Sustainability Plan, the Committee came to recognize that each funded agency must be deeply engaged in sustainability planning in order to sustain programs, services and outcomes impacting children 0 – 5 and their families.

Initiative Launch and Leadership

In early 2018, First 5 Sacramento contracted with Storywalkers Consulting and the Impact Foundry. The Commission needed a consultant experienced at facilitating nonprofit learning and overcoming barriers to collaboration, as well as a nonprofit resource center to provide extensive training and capacity building for its grantees. The team envisioned a process by which agencies would develop plans to ensure long-term program sustainability, culminating with First 5, Impact Foundry and Storywalkers publicly certifying that all plans are deemed complete and achievable. With a solid vision in place, the team named this initiative *Certified Sustainable* and convened an all grantee meeting in May 2018 to introduce and launch the effort.

Purpose of the Initiative

- Provide targeted and useful training and capacity building to grantees
- Generate awareness, discussion, innovation and planning toward sustainability
- Broaden and mobilize the sustainability team within each organization
- Create meaningful and living sustainability plans

Six Domains

Certified Sustainable encourages agencies to be innovative, to challenge longstanding mindsets and to consider an array of sustainability strategies. The Certified Sustainable Team developed a set of Six Domains that collectively contribute to overall agency health, solvency and success. Each agency must select at least two domains upon which to build their more extended sustainability plans:

- 1) Revenue Structure
- 2) Operational Framework
- 3) Engagement of Partners, Board and Volunteers
- 4) The Nonprofit Brand
- 5) Measuring Impact and Accountability
- 6) Culture, Decision-Making and Change Management

Sustainability Plans

Agencies receive an array of training and coaching to ensure that, within a nine-month period, they can fully utilize a detailed sustainability plan template to complete an agency-specific Sustainability Plan. To ensure progress, each agency participates in an assortment of meetings, including all grantee meetings, meetings among agencies providing similar programming, and individual site visits. First 5 Sacramento provides feedback on draft plans that are due three months prior to certification. Final sustainability plans are due in April 2019.

Certification

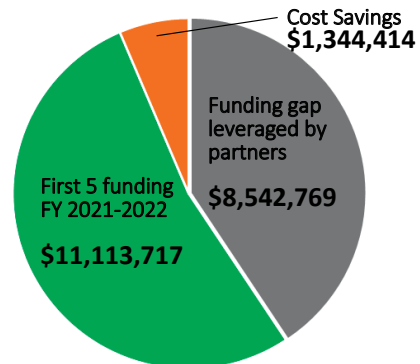
In June 2019, First 5 Sacramento will host a Certification Event to elevate and celebrate the work of our agency partners. In addition to the participating agencies, First 5 will invite local media, elected officials, business leaders and local philanthropic organizations to attend the event. The Certified Sustainable Team will showcase and celebrate the most innovative, groundbreaking and promising elements of each agency's plans and confer the Certified Sustainable designation. This event is an opportunity to educate and engage decision-makers in government, business and philanthropy on behalf of the Commission's grantees- all of which provide critical services to Sacramento's most vulnerable children and their families.



Certified Sustainable: An Initiative of First 5 Sacramento

24 Agencies: 211 Sacramento ♦ Birth and Beyond Family Support Collaborative: Child

Abuse Prevention Council of Sacramento; Folsom Cordova Community Partnership; La Familia Counseling Center; Mutual Assistance Network; River Oak Center for Children; Sacramento Children's Home; WellSpace Health ♦ Center for Oral Health ♦ Child Action, Inc. ♦ Community Resource Project, Inc. ♦ Crocker Art Museum ♦ Elk Grove USD ♦ Folsom Cordova USD ♦ Galt Joint Union Elementary SD ♦ Her Health First ♦ Natomas USD ♦ River Delta USD ♦ Robla School District ♦ Sacramento City USD ♦ Sacramento County office of Education ♦ Sacramento County WIC ♦ San Juan USD ♦ Twin Rivers USD



- First 5 funding decreased by 30%
- Leveraged funding
- Cost Savings/ Operational Efficiencies

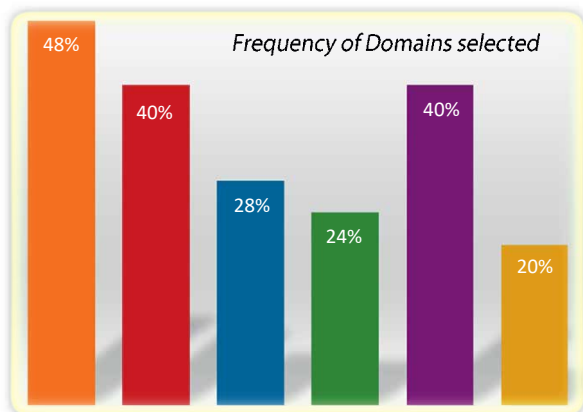
20 Sustainability Plans Representing 23 Funded programs

& Leveraging over **\$6 million*** by focusing on building

capacity in **6 Domains** – Revenue Structure, Operational Framework,

Engagement of Partners, Board and Volunteers, The Nonprofit Brand, Measuring Impact and Accountability,

& Culture, Decision-Making and Change Management



Agencies Report:

"Now senior management are addressing sustainability on an agency wide basis, while program leaders develop program specific plans." ~Community Resource Project, Inc.

We recognize that funding structures are changing quickly and we need to change with them. At the same time, we need to make sure that our Family Resource Centers remain known and trusted by the community." ~Sacramento Children's Home

"To address health equity, we are mobilizing community stakeholders as partners in both sustainability and strategic planning." ~Her Health First

"We are using this process to identify how to strengthen the public's perception of us as a hub for access to a broad range of services." ~211 Sacramento

90 Agency staff participated in

Capacity Building workshops and events sponsored by

Impact Foundry worth nearly **\$10,000** and received

150 hours of technical assistance and

one-on-one coaching from Storywalkers Consulting.

* Projected based on goals





THANK YOU TO OUR SPONSORS

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JUNE 10, 2019 | CROCKER ART MUSEUM

