First Steps WORKS for the children of Greenville County.

Equipping Families to Become Their Child’s First Teacher through:

- Community Mobilization
- Child Care Scholarships
- Nurse Family Partnership

Annual Report
2012-2013

OUR MISSION:

To facilitate a collaborative community partnership for measurably improving the early childhood development of all children in Greenville County.

First Steps WORKS for the children of Greenville County.
Who We Serve

First Steps serves children pre-birth to 5 years old and their families who are at risk of not being ready for school.

- Number of Greenville County children under 6: 39,900
- Number of Greenville County children under 6 living in poverty: 7,222

Babies born each year in Greenville County to a mother without a high school diploma: 1,639 (nearly 1 in 4)

Our Featured Programs

- Nurse Family Partnership
- Child Care Scholarships
- Community Mobilization

Our Results

- In 2013, Greenville First Steps engaged over 200 agencies in “Project Pinwheel,” a county-wide Child Abuse Prevention campaign, including planting 25,000 pinwheels across the county.
- This year we were able to leverage $1.28 in grants, donation, and local support for every $1 of state funds spent. No state funded entity has a greater level of local leveraging and impact.

*This op-ed appeared in the Greenville Journal, September 2013

When does learning begin? Some would say it is the moment you step off the school bus, new backpack filled with supplies, heading for your first day of Kindergarten. Others would say it’s earlier, maybe the first time you made a connection between the word BUS and the yellow thing that drove past you on the street.

Researchers are discovering more and more about how our brain develops. According to research from Harvard University’s Center on the Developing Child, during the child’s early years, brain synapse development is “fantastically fast.” At its peak rate, “the cerebral cortex of a healthy toddler may create two million synapses per second.” By 30 months, a majority of our synapses have been created.

Think of the brain as a series of roadways. One option is a rural country road – a dirt road with mud puddles. The other is a complex interchange where state highways, interstate and county roads all intersect. If you were responsible for moving tons of freight in a single day, which road system would you prefer? Which would make it easier for complex traffic systems to move?

With 70-80% of brain development occurring during the first 30 months of life, school readiness is a core issue area, predicting early school success, high school completion, family financial stability, and ultimately whether we are producing an employable workforce.

In response to research like this, more than 100 members of the Greenville County community worked to develop a School Readiness Roadmap. The question we asked: What are the research-proven behaviors and assets that each child should possess to ensure that she enters school on track and ready to succeed? The Roadmap development process, facilitated by the United Way of Greenville with key community partners including Greenville First Steps, the Institute for Child Success, and the Greenville County School District, identified that a ready child most likely comes from a Ready Family (where parents embrace their role as their child’s first and most important teacher), a Ready Early Care and Education system (where child-serving professionals adopt best practices to create a seamless system of care), and a Ready Community that embraces School Readiness as a core component of a vibrant, educated, financially stable community.

There is no silver bullet; no single program, service, or intervention that will guarantee every child is on track, but through a coordinated effort of public and private partners, we are working to build a roadmap to ensure that Greenville County will be a learning community for generations to come.

Derek Lewis
Greenville First Steps Executive Director

Ted Hendry
United Way of Greenville President

Board Chair
Danny Varat

Executive Director
Derek Lewis

24 Cleveland Street
Greenville, SC 29601

(864)239-3720

www.GreenvilleFirstSteps.org

Building brighter futures for South Carolina’s youngest learners.
Financial Impact

Greenville County First Steps
2012-13 Expenditures
by Funding Source

Local Funds, $931,000, 47%
State Funds from the General Assembly, $882,879, 44%
Federal Grants, $104,070, 5%
Private Funds, $85,985, 4%

Total 2012-13 Expenditures: $2,003,934
Funds Leveraged in 2012-13*: 127%
*Percentage of state dollars matched by additional federal, private, and/or local funds

2012-13 Expenditures by Strategy

<table>
<thead>
<tr>
<th>Strategy</th>
<th>State</th>
<th>Federal</th>
<th>Private</th>
<th>Local</th>
<th>Total</th>
<th>% of 2012-13 Expenditures</th>
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</thead>
<tbody>
<tr>
<td>Countdown to Kindergarten</td>
<td>$ 6,189</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ 6,189</td>
<td>0%</td>
</tr>
<tr>
<td>Child Care Training</td>
<td>$ 76,749</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ 76,749</td>
<td>4%</td>
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<tr>
<td>Child Care Scholarships</td>
<td>$ 449,475</td>
<td>$ -</td>
<td>$ -</td>
<td>$ 350,000</td>
<td>$ 799,475</td>
<td>40%</td>
</tr>
<tr>
<td>Nurse Family Partnership</td>
<td>$ 80,571</td>
<td>$ 104,070.00</td>
<td>$ 82,000</td>
<td>$ 581,000</td>
<td>$ 847,641</td>
<td>42%</td>
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<tr>
<td>Play and Learn</td>
<td>$ 1,322</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ 1,322</td>
<td>0%</td>
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<tr>
<td>BabySteps</td>
<td>$ 19,500</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ 19,500</td>
<td>1%</td>
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<td>Community Mobilization</td>
<td>$ 158,282</td>
<td>$ -</td>
<td>$ 3,985</td>
<td>$ -</td>
<td>$ 162,267</td>
<td>8%</td>
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<td>Program Support</td>
<td>$ 47,890</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ 47,890</td>
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<tr>
<td>Administrative Support</td>
<td>$ 42,901</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ 42,901</td>
<td>2%</td>
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<td>TOTAL EXPENDITURES</td>
<td>$ 882,879</td>
<td>$ 104,070.00</td>
<td>$ 85,985</td>
<td>$ 931,000</td>
<td>$ 2,003,934</td>
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</table>

Learn more about how Greenville First Steps helps children and families in Greenville County at www.GreenvilleFirstSteps.org
Spotlight on Success

Little Steps

Little Steps provides a safe environment of encouragement and accountability for teen and young parents in the Greenville County area. They accomplish this through peer groups, classes, one-on-one mentoring, and parent child enrichment classes sponsored by Greenville First Steps. Parents earn Baby Bucks for participation and can use their bucks to buy necessities like diapers, clothing, and other supplies from Little Steps’ Baby Boutique.

The primary purpose of Little Steps is to assist pregnant and parenting teens in becoming self-sufficient, healthy, and confident parents. Also, they work to reduce teen pregnancy in Greenville County and to help improve dropout rates for new mothers enrolled in Greenville County Schools.

Research shows that teen mothers who receive positive one-on-one mentoring are more likely to stay in school, graduate on time, and move on to college or a career to help support their family. Through partners like the Greenville School District, the United Way of Greenville County, and Greenville First Steps, Little Steps is able to reach these teens during pregnancy and provide them with the support they need to remain on track.

In South Carolina, 24% of teen mothers have repeat pregnancies. Less than 2% of teen mothers enrolled in Little Steps have had repeat pregnancies. Additionally, through partnerships they have helped reduce the High School dropout rate for teens in Greenville County from 83% to 33% over the past five years,

Thank you to our partners!

Funding Support

State of South Carolina: $941,779
(through South Carolina First Steps)
Children’s Trust Fund of SC: $104,070
United Way of Greenville: $52,000

Local Support

Greenville Health System
Greenville County Childcare Association
YWCA of Greenville
YMCA of Greenville
Endowed Scholarship Centers

Support Greenville First Steps today through a tax-deductible donation, or volunteer!
Reach Out and Read prepares our youngest children to succeed in school by partnering with doctors to prescribe books and encourage families to read together. Pediatricians encourage parents to read regularly with their children and distribute free, developmentally and culturally appropriate books to children from six months to five years of age at each well-child checkup. Through this inexpensive, regular intervention, parents learn that reading aloud is the most important thing they can do to ensure their children enter school ready to learn.

Reach Out and Read continues to expand our evidence-based, three-part solution for children growing up in poverty:

1. Doctors prescribe developmentally appropriate literacy strategies to parents

2. The pediatrician gives every child a carefully selected new book to take home

3. Parents incorporate advice received during pediatric visits and make reading aloud part of their daily routine.

Since 1991, this model has been studied by academic investigators in a variety of settings, culminating in 15 independent evaluations that affirm the impact of our program. This body of published research is more extensive than for any other psychosocial intervention in general pediatrics.

Reach Out and Read leverages the unique and trusting relationship between doctors and patients to deliver a full dose of literacy to children and families early and often. Doctors have unparalleled access to children, especially in their earliest years, years vital for growth and development. Almost 96% of children see a health care provider at least annually, while less than one third are enrolled in a childcare setting. Doctors provide the essential link between healthy minds and healthy bodies, and encourage parents in their role as their child’s first and most important teacher.

Visit **www.KidsDriveGreenville.com** to see what resources are available in our community to help families ensure school success.
## Numbers Served by First Steps in Greenville County: 2012-13

### Programs Funded by Greenville First Steps:

<table>
<thead>
<tr>
<th>Program Type</th>
<th>Implementing Agency or Organization</th>
<th>Children 0-5 Served</th>
<th>Parents/Adult Family Members Served</th>
<th>Early Childhood Staff Who Received Training</th>
<th>Child Care Providers, Head Start Centers, and/or Schools Served</th>
<th>Technical Assistance Visits</th>
<th>Technical Assistance Hours</th>
<th>Group Training Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Community Mobilization:</strong></td>
<td>Greenville First Steps</td>
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<td>N/A</td>
<td>200</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
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<tr>
<td><strong>Family Literacy-BABY STEPS:</strong></td>
<td>Little Steps</td>
<td>4</td>
<td>13</td>
<td>N/A</td>
<td>2</td>
<td>N/A</td>
<td>N/A</td>
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<tr>
<td><strong>Countdown to Kindergarten:</strong></td>
<td>Greenville County School District</td>
<td>35</td>
<td>35</td>
<td>6</td>
<td>3</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
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<tr>
<td><strong>Child Care Training:</strong></td>
<td>Greenville County Childcare Association</td>
<td>N/A</td>
<td>N/A</td>
<td>286</td>
<td>105</td>
<td>60</td>
<td>60</td>
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<tr>
<td><strong>Child Care Scholarships:</strong></td>
<td>Greenville First Steps</td>
<td>143</td>
<td>137</td>
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<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
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<tr>
<td><strong>Nurse Family Partnership:</strong></td>
<td>Greenville Health System</td>
<td>105</td>
<td>175</td>
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<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
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<tr>
<td><strong>Play and Learn:</strong></td>
<td>Safe Harbor Little Steps</td>
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<td>60</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
</tr>
</tbody>
</table>

### NUMBER SERVED BY GREENVILLE FIRST STEPS:

<table>
<thead>
<tr>
<th>Children 0-5 Served</th>
<th>Parents/Adult Family Members Served</th>
<th>Early Childhood Staff Who Received Training</th>
<th>Child Care Providers, Head Start Centers, and/or Schools Served</th>
<th>Technical Assistance Visits</th>
<th>Technical Assistance Hours</th>
<th>Group Training Hours</th>
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<tr>
<td>337</td>
<td>420</td>
<td>292</td>
<td>310</td>
<td>60</td>
<td>60</td>
<td>0</td>
</tr>
</tbody>
</table>

Contact us to learn more!

Greenville County First Steps
24 Cleveland Street, Greenville, SC 29601
864-239-3720
www.GreenvilleFirstSteps.org
Community Mobilization
In order to thrive, children need nurturing, responsive relationships and a supportive learning environment, both within and outside the home.

Program Description
Working in partnerships with the United Way of Greenville County’s School Readiness Council, First Steps helped develop the Greenville School Readiness Roadmap.

The Roadmap contains 12 community wide objectives that serve as targets for our community’s efforts to create an environment that ensures children enter school on track and ready to succeed.

Using research identified by Clemson University, the Roadmap identifies the community-wide benchmarks that we are working to address.

One benchmark, reducing the prevalence of abuse, neglect and toxic stress is being tackled by a coalition of over 200 agencies, churches, schools and businesses in our community.

Greenville First Steps played a role as a convener of this group, and organized Greenville’s Project Pinwheel for Prevention campaign including the following components:
- A community wide message of the things every family can do to ensure children are safe and nurtured.
- Kickoff event at Furman University Paladin Soccer Stadium
- The Pinwheel Gardens, where 25,000 pinwheels were planted as a symbol of our community’s support of children and families.
- “Pinwheel Tales”, a compilation CD of children’s stories and songs that included tips to parents on engagement activities.

Why Community Mobilization Works
Greenville is an incredibly diverse community. That diversity leads to multiple entities developing multiple messages involving multiple partners. Greenville First Steps played a key role in Child Abuse Prevention month as a convener. They brought together multiple partners, helping to coordinate a single message that celebrated each partner’s work, while strengthening the public’s understanding of what they can do to help protect children in their home, neighborhood, or community.

-Phyllis Martin, United Way of Greenville County

Program Results 2012-13
- 25,000 Pinwheels were distributed through 200 partner agencies and businesses. Funding was raised through sponsorships and donations.
- 20 page Project Pinwheel Resource guide published and distributed throughout Greenville County
- Visit www.KidsDriveGreenville.com for more information

Community Mobilization by the Number$

<table>
<thead>
<tr>
<th></th>
<th>2011-12</th>
<th>2012-13</th>
</tr>
</thead>
<tbody>
<tr>
<td>State Funds</td>
<td>$84,843</td>
<td>$158,282</td>
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<tr>
<td>Federal Funds</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td>Private Funds</td>
<td>$36,767</td>
<td>$3,985</td>
</tr>
<tr>
<td>Local Funds</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td>Total</td>
<td>$121,610</td>
<td>$162,267</td>
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</tbody>
</table>

Thank you to our partners!
- Children’s Trust Fund of SC
- United Way of Greenville
- Furman University Men’s Soccer
- Greenville Health System

Greenville County First Steps
24 Cleveland Street, Greenville, SC 29601
864-239-3720
www.GreenvilleFirstSteps.org
Parents are their child’s first teachers.

Program Description

BABY STEPS is a 7 week summer enrichment program funded by Greenville First Steps and operated by Little Steps.
The program provided educational, social, and community resources to 13 teens who were either pregnant or new mothers.
Program participants rotated through classes focusing on educational tutoring, labor and delivery, infant care, nutrition, peer group counseling, and parenting. In addition, teens were provided with the opportunity to go on field trips in Greenville County.

Teens earned Baby Bucks during classes and were able to “shop” in the Little Steps baby boutique to receive essential items such as diapers, baby and maternity clothes, strollers, high chairs, and toys. Throughout the summer and during the following school year, all BABY STEPS participants who had a child were given a full scholarship to a pre-approved high quality childcare center.

Through partnerships with the Greenville Health System, Greenville County School District, Greenville Technical College, Small Impressions Child Development Center, the summer BABY STEPS participants added valuable information to their “toolbox” to be better parents, stay in school, graduate, and raise a happy, healthy, and ready to learn child.

Why Family Literacy Works

Little Steps, in partnership with Greenville First Steps has reduced the High School dropout rate for teens in Greenville County from 83% to 33% over the past five years.

Students enrolled in BABY STEPS and Little Steps were significantly less likely than other SC teen mothers to have a repeat pregnancy.

I really appreciate what all the teachers have helped me learn this summer. I know I will be a better mother because of BABY STEPS—Sarah

Program Results 2012-13

✓ 13 pregnant and teen mothers participated in 7 week summer enrichment program
✓ 100% of children of participants enrolled in high quality childcare

Family Literacy by the Number$

<table>
<thead>
<tr>
<th></th>
<th>2011-12</th>
<th>2012-13</th>
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</thead>
<tbody>
<tr>
<td>State Funds</td>
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<td>$19,500</td>
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<tr>
<td>Federal Funds</td>
<td>$0</td>
<td>$0</td>
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<tr>
<td>Private Funds</td>
<td>$0</td>
<td>$0</td>
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<tr>
<td>Local Funds</td>
<td>$0</td>
<td>$0</td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>$25,000</strong></td>
<td><strong>$19,500</strong></td>
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<table>
<thead>
<tr>
<th></th>
<th>17</th>
<th>13</th>
</tr>
</thead>
<tbody>
<tr>
<td>Clients Served</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cost per Client</td>
<td>$1,471</td>
<td>$1,500</td>
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</table>

Thank you to our partners!

Little Steps
Greenville Technical College
Greenville County School District

Greenville County First Steps
24 Cleveland Street, Greenville, SC 29601
864-239-3720
www.GreenvilleFirstSteps.org
Countdown to Kindergarten

Bringing parents and teachers together as partners sets the foundation for success in school.

Program Description

Countdown to Kindergarten (CTK) is a First Steps program based on other successful school transition models from around the country. Its goals are:

✓ to increase the successful transition of South Carolina’s most at-risk children into the K-12 school system;
✓ to increase parent involvement in the early grades (particularly in hard-to-reach communities), when children’s learning is foundational for life success; and
✓ to increase public awareness of the importance of school readiness and provide ways for parents and communities to impact children’s early school success.

Why CTK Works

Kindergarten teachers reported that CTK children have greater familiarity, confidence and excitement about attending kindergarten, and that CTK parents are more involved in school and more likely to contact them. CTK parents felt a stronger connection with their child’s teacher, and saw in their children increased confidence and excitement about school. Teachers also said the CTK experience had a significant positive impact on their professional practice.

First Steps Evaluation
High Scope Educational Research Foundation, 2009

Thanks to Countdown to Kindergarten, I already know my son’s Kindergarten teacher. She already knows my son and has a good relationship with him. It’s going to be a good year

Eleanor, mother to rising kindergartener

Program Results 2012-13

✓ New school this year, Westcliffe Elementary School
✓ Exciting back to school event at the Children’s Museum of the Upstate

CTK by the Number$

<table>
<thead>
<tr>
<th></th>
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<td>Private Funds</td>
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<td>Local Funds</td>
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<td>$0</td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>$11,866</strong></td>
<td><strong>$6,189</strong></td>
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</tbody>
</table>

Children Served | 35 | 35
Cost per Child  | $339 | $177
Number of Visits | 169 | 169
Cost per Visit  | $70.21 | $36.62

Thank you to our partners!

Greenville County School District
Kaplan Early Learning Company
Children’s Museum of the Upstate
Those who care for young children need high-quality, accessible, affordable professional development.

Program Description

Efforts to improve the quality of child care must include providing affordable, high quality training that meets the needs of the local child care workforce. First Steps-sponsored training is certified through the SC Center for Child Care Career Development and includes topics in the areas of nutrition, health and safety, curriculum, child guidance, professional development and program administration. Best practices in training include not only the training, but also follow-up with supported practice in the classroom.

1. Greenville County Child Care Association Conference. The GCCCA Conference allows over 400 childcare professionals opportunity for professional development and enrichment.

2. Virtual Training Designs. In an effort to reduce costs associated with professional development, First Steps is developed an online virtual training platform that can be deliverable across the state at little or no cost to the participant.

3. Developmental Screenings. In partnership with GHS Children’s Advocacy, we conducted Developmental Screenings on over 100 children, and trained Child Care providers how to use information from screenings to work with their children and parents.

Why Training Works

Research shows that well trained and educated individuals in the child care workforce are key to ensuring that children are both safe and in a setting to promote their healthy development.

National Association of Child Care Resource and Referral Agencies

Thanks to First Steps, our annual conference was able to expand our offerings, ensuring more trainings are available

Susan Kear, chair of Greenville Child Care

Program Results 2012-13

- 200 participants at the Greenville County Childcare Association annual conference that featured the Ooey Gooey Lady.
- 86 staff were instructed on developmental screening tools, and how to use them when working with families.

Training by the Number$

<table>
<thead>
<tr>
<th></th>
<th>2011-12</th>
<th>2012-13</th>
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</thead>
<tbody>
<tr>
<td>State Funds</td>
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<td>$76,749</td>
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<td>Federal Funds</td>
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<tr>
<td>Private Funds</td>
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<td>$0</td>
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<td>Local Funds</td>
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<td>$0</td>
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<td><strong>$76,749</strong></td>
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<table>
<thead>
<tr>
<th></th>
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</thead>
<tbody>
<tr>
<td>Child Care Staff Trained</td>
<td>429</td>
<td>286</td>
</tr>
<tr>
<td>Cost per Person Trained</td>
<td>$240.67</td>
<td>$268.35</td>
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</table>

Thank you to our partners!

Greenville County Childcare Association
Children’s Advocacy, GHS
Lifelong Learning

Greenville County First Steps
24 Cleveland Street, Greenville, SC 29601
864-239-3720
www.GreenvilleFirstSteps.org
Too many families in Greenville County cannot afford quality care for their children.

Program Description
Greenville First Steps continued a successful scholarship initiative aimed at ensuring parents have access to high quality childcare centers.

Greenville First Steps provides scholarships to families who are NFP clients, teen moms hoping to remain enrolled in High School, and families planning to return to work.

Additionally, funding is available for families who meet the following criteria:

• Family must be eligible for, but not currently receiving DSS ABC vouchers

• Family must select a pre-approved center/family home provider with a level BB rating or higher

• Parent must be either enrolled as a student (HS or College) or employed at a minimum of 20 hours/week

• Parent must participate in a minimum of 2 hours/month of financial literacy, parenting, positive discipline or GED work.

Scholarships are provided directly to the center on behalf of family. Funds are awarded on a rolling basis. Funds are awarded on an annual basis (with funds planned to be spent by June 30, 2012).

<table>
<thead>
<tr>
<th></th>
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<th>2012-13</th>
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<td>State Funds</td>
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<td>$449,475</td>
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<tr>
<td>Federal Funds</td>
<td>$25,000*</td>
<td>$0</td>
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<tr>
<td>Private Funds</td>
<td>$25,000*</td>
<td>$0</td>
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<tr>
<td>Local Funds</td>
<td>$187,000*</td>
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<td><strong>Total</strong></td>
<td>$765,682*</td>
<td>$799,475</td>
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Thank you to our partners!

YWCA of Greenville  St Anthony of Padua
YMCA of Greenville  Unique Kidz
Gateway Academy  City Kids CDC
Shannon Forest Christian School

Why Access to Quality Care Works
Children develop in an environment of relationships that includes their immediate and extended families, non-family caregivers, neighbors, and community - and poverty can compromise those relationships. When children receive few opportunities for positive serve-and-return interactions - when the responses from adults are sporadic, inappropriate, or missing entirely - they are not getting the stimulation their brains need to develop in a healthy way.

*When Michael’s dad left, there was no way I could work and take care of him. I needed help and First Steps made it possible for me to know Michael was happy and safe while I went back to work. — Rachel

Program Results 2012-13

- 100% clients received a developmental screening
- 100% clients attended a high quality childcare center
- 23 NFP Clients utilized scholarships in order to return to school or obtain a job

Scholarships by the Number$
Helping vulnerable first-time moms empowers them to achieve a better life for themselves and their children.

Program Description
Nurse Family Partnership (NFP) is an evidence based, nurse home visitation program designed to improve the health, well-being and self sufficiency of low-income, first time parents and their children. NFP is an intensive intervention spanning a 2 ½ year timeframe. Home visits begin prenatally (every week for the first four weeks and every other week until birth) and continue through the second year of the child’s life (visits range from weekly to every other week). However, visit frequency is flexible and can be altered if the nurse feels there is a need for more visits.

Bachelor’s degree level nurses utilize Visit-to-Visit guidelines, clinical consultation, and intervention resources to implement the programs content in a way that is adaptable to each family.

Locally, NFP is a partnership between the Greenville Hospital System and Greenville First Steps. In 2012, NFP expanded to serve 175 families. Funding is provided by the Duke Endowment (7 year commitment), Greenville First Steps, SC Children’s Trust, and the United Way of Greenville County (3 year commitment). Additional funding was provided through Hollingsworth Funds and Greenville Women Giving.

Risk Factor Profile:

<table>
<thead>
<tr>
<th>% of parents without HS diploma</th>
<th>56%</th>
</tr>
</thead>
<tbody>
<tr>
<td>% of parents Medicaid Eligible</td>
<td>100%</td>
</tr>
<tr>
<td>% parents recipients of TANF</td>
<td>75%</td>
</tr>
</tbody>
</table>

NFP Outcomes
- Increase parent knowledge of child development and improve parenting practices
- Provide early detection of developmental delays and health issues
- Prevent child abuse and neglect
- Increase children’s school readiness and school success

Why NFP Works
NFP is supported by the most extensive research foundation of any maternal and child health program. Three randomized controlled trials in 1997, 1988 and 1994 - which are still being examined today for long-term impact – show consistently proven results in the areas of improved prenatal health, fewer childhood injuries, fewer subsequent pregnancies, increased intervals between births, increased material employment, and improved school readiness.

“It was just amazing that someone from Nurse-Family Partnership was always there for me. I was never alone because I could always call Lisa for support or answers, whether good or bad. She was always there waiting to help me whenever I needed it.” - Jennifer

Program Results 2012-13
- Successful implementation of national program adhering to stringent model fidelity
- Sound fiscal management allows for leveraging of private funds. First site in SC to grow to a 7 nurse team. In 2012 $15 in local, private, and federal funds were raised for each $1 of state funds invested.
- 75% of clients have returned to work or school within 12month of enrollment.

NFP by the Number$

<table>
<thead>
<tr>
<th></th>
<th>2011-12</th>
<th>2012-13</th>
</tr>
</thead>
<tbody>
<tr>
<td>State Funds</td>
<td>$51,000</td>
<td>$80,571</td>
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<tr>
<td>Federal Funds</td>
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<td>$104,070</td>
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<td>Private Funds</td>
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<td>Local Funds</td>
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<td><strong>Total</strong></td>
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<td><strong>$847,641</strong></td>
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<table>
<thead>
<tr>
<th></th>
<th>2011-12</th>
<th>2012-13</th>
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<tbody>
<tr>
<td>Families Served</td>
<td>229</td>
<td>211</td>
</tr>
<tr>
<td>Cost per Family</td>
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<td>$4,017</td>
</tr>
<tr>
<td>Number of Visits</td>
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<tr>
<td>Cost per Visit</td>
<td>$301.38</td>
<td>$269.09</td>
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</table>

Greenville County First Steps
24 Cleveland Street, Greenville, SC 29601
864-239-3720
www.GreenvilleFirstSteps.org
Parents are their child’s first teachers.

Program Description

The Play and Learn curriculum, developed by staff at Greenville First Steps, teaches families the importance of early learning through interactive parent workshops and family literacy time. The program reinforces early literacy, language skills, logic and reasoning, and other best practices. A Play and Learn session usually takes place on weekends or weeknights during dinner time (to further develop a family setting) and lasts about one hour.

The foundation of Plan and Learn is a weekly meeting hosted by a local community agency or faith community and facilitated by a coordinator and volunteers from local congregations or community centers. Facilitators are trained on the curriculum and on up-to-date early childhood development information and research. Ongoing technical assistance and support is provided to coordinators by a Greenville First Steps staff member.

Play and Learn is implemented by Little Steps and Safe Harbor.

Why Family Literacy Works

Parents are their child’s first and most important teachers. A 2007 study found that the more that mothers read to their children the greater the gains for children’s vocabulary and cognitive ability such that, by age 3 (when children begin to be interested in pre-reading activities), mothers who had been reading daily during the preceding two years had children with significantly elevated language and cognitive scores.

The Effects of Early Reading with Parents on Developing Literacy Skills, National Scientific Council on the Developing Child 2007

I enjoy learning the best ways to read with my son. The hands on activities are always so much fun. –Kendra, mom of 2 year old Jeremiah

Program Results 2012-13

✓ Implemented through Little Steps and Safe Harbor to reach families of greatest risk of school failure

Family Literacy by the Number$

<table>
<thead>
<tr>
<th></th>
<th>2011-12</th>
<th>2012-13</th>
</tr>
</thead>
<tbody>
<tr>
<td>State Funds</td>
<td>$2,143</td>
<td>$1,322</td>
</tr>
<tr>
<td>Federal Funds</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td>Private Funds</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td>Local Funds</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td>Total</td>
<td>$2,143</td>
<td>$1,322</td>
</tr>
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</table>

<p>| | | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
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</thead>
<tbody>
<tr>
<td>Families Served</td>
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<td>50</td>
</tr>
<tr>
<td>Cost per Family</td>
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<td>$26.44</td>
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<tr>
<td>Number of Visits</td>
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<tr>
<td>Cost per Visit</td>
<td>$2.27</td>
<td>$1.76</td>
</tr>
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</table>

Thank you to our partners!

Little Steps
Greenville Technical College
Greenville County School District

Greenville County First Steps
24 Cleveland Street, Greenville, SC 29601
864-239-3720
www.GreenvilleFirstSteps.org
### Community Leadership in Early Childhood

#### Greenville County First Steps Partnership Board

2012-2013

<table>
<thead>
<tr>
<th>Name</th>
<th>Position</th>
<th>Board Category</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dr. Danny Varat</td>
<td>Board Chair</td>
<td>Legislative Appointee</td>
</tr>
<tr>
<td>Karen Allen</td>
<td>Greenville Library System, Youth Services Manager</td>
<td>Library System Appointee</td>
</tr>
<tr>
<td>Jamie V Bach</td>
<td>Parent of young child</td>
<td>Legislative Appointee</td>
</tr>
<tr>
<td>Linda Brees</td>
<td>Greenville Hospital University Medical Center, Director of Children’s Advocacy</td>
<td>Hospital System</td>
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<tr>
<td>Stacy Burr</td>
<td>Associate Professor</td>
<td>Early Childhood Education professor</td>
</tr>
<tr>
<td>Keith Frazier</td>
<td>Department of Social Services, Greenville Director</td>
<td>DSS Appointee</td>
</tr>
<tr>
<td>Marty Garrison</td>
<td>First Presbyterian Academy, Director</td>
<td>Child Care provider</td>
</tr>
<tr>
<td>Lorraine DeLong</td>
<td>Furman University, Early Childhood Professor</td>
<td>Early Childhood Education professor</td>
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<tr>
<td>Julie Hartman</td>
<td>Bob Jones University, Early Childhood Professor</td>
<td>Early Childhood Education professor</td>
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<tr>
<td>Lillie Hall</td>
<td>SC Department of Health and Environmental Control</td>
<td>DHEC appointee</td>
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<tr>
<td>Hasker Hudgens</td>
<td>Redemption World Outreach</td>
<td>Faith Community</td>
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<tr>
<td>Jil Littlejohn</td>
<td>YWCA of Greenville, Executive Director</td>
<td>Child Care provider</td>
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<tr>
<td>Melinda Davis-Lux</td>
<td>Wyche, Burgess, Freeman PA, Shareholder</td>
<td>Business Community</td>
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<tr>
<td>Ashley Newton</td>
<td>BiLo Charities</td>
<td>Business Community</td>
</tr>
<tr>
<td>Stacey Peek</td>
<td>Grace Fellowship Baptist Church, Pastor</td>
<td>Faith Community</td>
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<tr>
<td>Dr. Nancy Powers</td>
<td>Developmental Pediatrician</td>
<td>Hospital System</td>
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<tr>
<td>Jennifer Powers</td>
<td>Elliott Davis, LLC</td>
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<tr>
<td>Cynthia Sosebee</td>
<td>SHARE Head Start</td>
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<tr>
<td>Karen Sparkman</td>
<td>Greenville County Schools</td>
<td>School District Appointee</td>
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<tr>
<td>Carrie Woodward</td>
<td>Michelin North America</td>
<td>Transportation</td>
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<tr>
<td>Dr. Sandra Linder</td>
<td>Clemson university</td>
<td>Early Childhood Education professor</td>
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<tr>
<td>Meredith Burton</td>
<td>Furman University CDC Director</td>
<td>Child care provider</td>
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<tr>
<td>Stephanie Knobel</td>
<td>YMCA of Greenville: Judson Community Center</td>
<td>Child care provider</td>
</tr>
<tr>
<td>Melissa Sheaffer</td>
<td>Greenville Tech Child Development Center Director</td>
<td>Child Care Provider</td>
</tr>
</tbody>
</table>

Support Greenville First Steps today through a tax-deductible donation, or volunteer!
What is First Steps?
South Carolina First Steps to School Readiness was created in 1999 by the South Carolina General Assembly for the purpose of having every child in South Carolina arrive at kindergarten ready to learn. Sadly, many South Carolina children possess one or more risk factors that put them at high risk (greater than a 1 in 3 chance) for “early school failure” – either being retained or scoring below grade level in reading or math – by third grade.

First Steps exists to bring together efforts in early childhood at the state and local level, public and private, to focus and intensify services and assure the most efficient use of all available resources to serve the needs of South Carolina’s young children and their families.

First Steps works to accomplish its mission through a state coordinating office and a network of county partnerships (46), each a private non-profit organization led by a board of early childhood stakeholders. With a modest recurring appropriation of state funding, First Steps leverages cash and local resources at the federal, state and local level to improve services for young children in five strategy areas:

- **Family Strengthening**
  A parent is a child’s first and best teacher.

- **Healthy Start**
  Children’s development and ability to learn are profoundly impacted by their health.

- **Quality Child Care**
  Access to high-quality care is a critical component of a child’s healthy development.

- **Early Education**
  Quality preschool opportunities set the stage for success in school.

- **School Transition**
  Preparing children and parents for a successful transition into kindergarten.

Each First Steps county partnership determines how to spend its funds based on an annual needs and resources assessment and collaboration with community partners to fill gaps in local services for young children and their families. First Steps has proven its impact through strong program and fiscal accountability and independent evaluations - a requirement of its enabling legislation.

All programs that receive First Steps funding - whether they are operated by a First Steps county partnership or a collaborating partner, such as a school district – must adhere to program standards that require programs to be research-based and operated with fidelity; staff who have appropriate qualifications, training, and supervision; services to be comprehensive and coordinated with available community resources; standard assessment instruments that document client outcomes; and programs that target services to children most at risk for not being developmentally ready for school.

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**Other First Steps Services in Greenville County**

**BabyNet**

First Steps is the lead agency for BabyNet, South Carolina’s early intervention system for children under 3. Parents of children 0-2 years old with disabilities or suspected developmental delays should contact their local BabyNet office to schedule an evaluation.

BabyNet in Greenville County: 864-331-1450

**KidsDriveGreenville.com** is a comprehensive web-portal designed to be the first place parents, caregivers, and the community go to learn more about school readiness.

On KidsDriveGreenville.com, families are linked to resources on childproofing a house, developmental screenings, safe sleeping, scholarships, things to do in our community, and finding quality childcare.


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**First Steps Works for the Children, Parents, and Taxpayers of South Carolina:**

- First Steps works with community partners to reduce first grade retention. From 2001 to 2010, first grade retention dropped by 48% statewide, saving taxpayers $21 million annually.

- First Steps leverages resources for families of young children through public-private partnerships. Since 1999, local partnerships have leveraged $97 million in increased services, equal to an additional 46 cents for every state dollar invested.

- First Steps has increased the quality of services available to young children and families, using research and data to improve programs.

- First Steps is a national leader in state-local collaboration to benefit families and communities.

[www.scfirststeps.org](http://www.scfirststeps.org)