



Board of Directors Meeting September 8, 2017 Minutes

Board Members in Attendance: Grady Patterson, Karen Allen, Gina Blohm, Lauren Briles, Stacy Burr, Kelly Byers, Jonathan Cote, Michelle Greco, Anna Hall, Jennifer Powers, Nancy Powers, Cynthia Sosebee, Danny Varat, Tiffany Whitney

Staff in Attendance: Derek Lewis, Beth Jamieson, Anne Lee Buck, Tiffany Massey

Guests in Attendance: Ashley Lewis, Margie Lewis, Stephanie Dozier (Greenville County Schools Pre-K Coordinator)

Welcome

Grady Patterson

Grady Patterson welcomed the Greenville First Steps Board of Directors and introduced Ashley and Margie Lewis of the Ashley Lewis Team and Coldwell Banker Caine. Grady thanked Coldwell Banker Caine for hosting our board meeting. Grady also celebrated Kelly Byers as one of this year's Best and Brightest under 35

Coldwell Banker Caine

Ashley Lewis

Ashley Lewis spoke about Coldwell Banker Caine and The Ashley Lewis Team's long commitment to supporting Greenville First Steps

Approval of April 2017 Minutes

Grady Patterson

MOTION: Tiffany Whitney

SECOND: Jennifer Powers

No Discussion

UNANIMOUSLY APPROVED

FY17 End of Year Summary

Derek Lewis

Attachment A: FY17 Budget and Actuals

Attachment B: Proposed New Expenses

In a review of FY17 Budget and Actuals, Derek Lewis highlighted Nurse Family Partnership's over \$1.5 million in-kind. In a review of the Proposed New Expenses for FY18, Derek presented the staff wish list, attachment B, as programmatic supports to bolster the Greenville First Steps Strategic Plan.

FY18 Reallocation**Grady Patterson**

MOTION: Gina Blohm

SECOND: Kelly Byers

No Discussion

UNANIMOUSLY APPROVED – Michelle Greco recused due to conflict of interest

Strategic Plan Year in Review**Beth Jamieson**

Beth Jamieson presented the strategic plan goals and strategies and FY17 programmatic data. Attachment C – FY17 Programmatic Data

Development Update**Tiffany Massey**

Tiffany Massey highlighted current funders and grants received as well as updated the board on the FY18 development plan goals. Two Palmetto Basics anchor sponsorships sold so far in FY18: Bon Secours St Francis Hospital System and Primrose School of Greenville. Also, Greenville First Steps was a recipient of the GHS Healthy Greenville 2036 grant for \$270,000 over 3 years to support childcare scholarships. New in 2018 will be an annual fund campaign featuring 100% staff and board giving.

Palmetto Basics Update**Anne Lee Buck**

Anne Lee talked about what it means to be a Palmetto Basics Champion and asked that each board member's organization commit to be a champion or to get a community organization signed on. Anne Lee highlighted this work is being implemented through community organizations, empowering them to be advocates. As of board meeting, 66 Palmetto Basics champions signed on and 41 volunteers to serve on focus groups.

Other News**Beth Jamieson**

Derek Lewis is participating in the Riley Institute's Diversity Leadership Initiative

Beth Jamieson is participating in the Greenville Chamber's Leadership Greenville Class 44

Anne Lee Buck became trained in Raising a Reader

Tiffany Massey secured \$270,000 grant from Healthy Greenville 2036

Executive Session**Grady Patterson**

Grady asked the board to go into executive session for personnel matters, staff and guests asked to leave.

MOTION: Lauren Briles

SECOND: Stacy Burr

UNANIMOUSLY APPROVED

Adjourn**Grady Patterson**

Meeting adjourned at 2:33pm

Attachment A FY17 Budget and Actuals

Program	FY17 Budget	FY 17 Actual	Notes
Nurse Family Partnership	\$1,803,891	\$1,758,616	\$1,537,641 in kind
Palmetto Shared Services Alliance	\$311,249	\$144,071	All private
Countdown to Kindergarten	\$3,000	\$4,620	Overage due to FY16 invoice that was paid late
Community Education: Palmetto Basics and Read Greenville	\$596,893	\$273,439	Includes \$300,000 unspent private funds allocated for development work
Childcare Training	\$106,872	\$102,494	
Childcare Scholarships	\$568,825	\$565,673	\$66,849 private \$150,000 in-kind
Family Literacy: BABYSTEPS and Teen Parent Support	\$45,000	\$37,750	
Program Support	\$160,040	\$110,467	Includes \$45,000 in private funds allocated to FY17 that were added to FY18 contract
Admin Support	\$71,130	\$71,109	
Total	\$3,666,903	\$3,068,238	\$1,687,641 in-kind \$30,000 Federal \$300,042 Private \$1,050,555 state

Attachment B

PROPOSED NEW EXPENSES

Program/Activity	Amount	Notes:
Childcare Scholarships	\$90,000	20 scholarships for Nurse Family Partnership clients \$20,000 for St Anthony of Padua 4K Scholarships
GHS- Cribs for Kids	\$10,000	Cost for additional cribs
Palmetto Shared Services evaluator	\$14,000	Cost to contract with Riley Institute for Phase 1 of Palmetto Shared Services evaluation (to assess cost and time savings and quality improvement efforts)
Choosing Quality Childcare videos	\$5,000	Development of videos to help Teen Parents understand importance of choosing quality childcare
Palmetto Basics: Books	\$20,000	Money for additional 20,000 books
Palmetto Basics: Conferences	\$10,000	Funds for 2 Community Convening events
Palmetto Basics: Greenville Fellow	\$10,000	Funds for a Part-time employee to assist with data collection for Palmetto basics, and development of Faith Community Resource kit
Palmetto Basics: Explore through Movement and Play	\$20,000	Funds to support increased interactive learning experiences with theatre partners
Palmetto Basics: data collection	\$10,000	Contract with ICS to collect local data and connect with national research
Palmetto Basics Murals	\$13,000	Funds to develop 5 murals throughout Greenville community to promote Palmetto Basics components

Attachment C – FY17 Programmatic Data

Goal	Strategy	Data
Goal: Improve graduation rates for teenage mothers and ensure teenage mothers have access to supports and resources to be successful parents.	Strategy: Work with community partners to remove barriers to high school graduation	37 childcare scholarships Creation of www.scparent.org
	Strategy: Increase mentoring opportunities for teen mothers	Babysteps: 37 participants in summer of 2016 and 2017
Goal: Increase access for families to high quality, stable, sound childcare environments	Strategy: Enhance the professional environment of childcare centers and staff through the Palmetto Shared Services Alliance	Enrolled 40 centers in FY17 These 40 centers serve 4065 children
	Strategy: Increase the quality of professional development opportunities for childcare center staff and directors	Trained 436 childcare staff and directors 72 Trainings offered 100 follow up visits (300 hours)
	Strategy: Provide financial supports for families to participate in quality childcare environments	107 childcare scholarships awarded
Goal: Improve birth outcomes for children in Greenville County.	Strategy: Support the Pay for Success model to ensure the sustainability of Nurse-Family Partnership across our region	\$220,975 invested into Pay For Success In-kind match of \$1,537,641 Other investors: Duke Endowment, Blue Cross Blue Shield of SC Foundation, Boeing Co., & Laura and John Arnold Foundation NFP Clients served in FY17: 420
Goal: Improve literacy outcomes for children 0-5.	Strategy: Support community-wide appreciation for early literacy activities	Distributed 106,413 new children's books to 223 organizations

	Strategy: Support the expansion of evidence-based parent engagement and early learning/early literacy programs	Donated books to expand Reach out and Read’s waiting room bookshelves Trained 300 individuals on literacy best practices
Integrate school readiness messaging within Greenville County community partners.	Strategy: Support community partners in embedding and delivering readiness messaging within their communities	Identified and launched the Palmetto Basics—unified messaging around ways to help all children become successful
	Strategy: Convene community stakeholders to address gaps and opportunities within early childhood sector	Convened group of over 50 partners to explore existing readiness messaging and how we could implement in Greenville
Diversify revenue to ensure organizational sustainability	Strategy: By FY20, ensure 70% of agency revenue is derived from sources other than allocation from state First Steps office	FY16: 50% FY17: 66%
	Strategy: Strengthen a coalition of funders to coordinate public/private funding streams	Became member of Greenville Partners in Philanthropy Hired full time Development Director