

**GREENVILLE COUNTY**



**Getting children ready for school.**



**Nurse Family Partnership**

**Read Greenville**

**BabySteps**

**Palmetto Shared  
Services Alliance**

**Childcare Training**

**Childcare Scholarships**

**Countdown to Kindergarten**

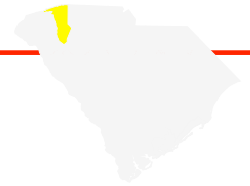
# Annual Report

2015-16



## OUR VISION:

**Every South Carolina child  
will arrive at kindergarten  
ready to succeed.**



## By The Numbers

Indicator	SC	Greenville County
Children Under Five	289,990	31,525
Children In Poverty	26.4%	21.5%
3 <sup>rd</sup> Graders Below Standard in Reading	21.1%	16.7%
Births to Mothers With Less Than a High School Diploma	15.7%	16.1%

KIDS COUNT data provided by Children's Trust OF SOUTH CAROLINA

- Since inception, Greenville County First Steps has leveraged \$11,427,551 from sources outside state government. **That's \$.58 for every dollar received.**
- Nurse Family Partnership selected as first **Pay for Success** site in nation aimed at improving birth outcomes and saving taxpayer dollars
- **444 childcare professionals** received over 40 hours of certified or registered training
- Distributed **70,258** free books to children in Greenville County
- Created the **Palmetto Shared Services Alliance** to help increase access to high quality, stable, sound childcare environments
- **Total Children Served in FY16: 15,225**

### Greenville County First Steps

2101 Laurens Road  
Greenville, SC 29607

Phone: (864) 248-4757

**Board Chair**  
Keith Frazier

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

Greenville First Steps

**Derek Lewis**

**Executive Director**

Setting the course

There is an old adage that says "If you don't know where you are going, any road can take you there". The Greenville First Steps Board of Directors has embraced its role in helping to set the trajectory for measurably improving School Readiness outcomes for Greenville children and families. During the 2016 year, the Greenville board committed half of each board meeting to re-defining our scope, mission, and the impact we intend to have in our community.

Instead of trying a shotgun approach, to support every well-deserving organization in our community, we looked at data points including program impact, measurable outcomes, community asset maps (where resources already exist), and alignment with other community visions, including the United Way of Greenville County's School Readiness Roadmap and the SC Profile of the Ready Kindergartener.

The team developed a 3-year strategic plan that targets the following outcomes:

1. Improve Graduation rates for teenage mothers and ensure teenage mothers have access to supports and resources to be successful parents
2. Increase access for families to high quality, stable, sound childcare environments
3. Improve birth outcomes for Greenville county children
4. Improve literacy outcomes for children 0-5
5. Integrate school readiness messaging within Greenville County community partners
6. Diversify revenue to ensure organizational sustainability

I am proud to be the Executive Director of an organization that is laser focused on ways our staff, board, and community partners can work together to ensure all children enter school on track and ready to succeed.



Healthy Start



Family Strengthening



Early Intervention



Quality Child Care



Early Education



School Transition

## County Programs

Nurse Family Partnership, BabySteps, Palmetto Shared Services Alliance, Childcare Training, Childcare Scholarship, Countdown to Kindergarten, Community Education



# What We Do

Each of the six color blocks of the First Steps logo represents a core area of service, outlining our comprehensive strategy to prepare children for long-term school success.

With **measurable outcomes across each of its six school readiness strategy areas**, First Steps is getting results.



## Healthy Start

We begin with a focus on providing a healthy start to life. This includes prenatal and post-partum services for both mother and baby. In 2007, First Steps collaborated with key philanthropic and agency partners to bring Nurse-Family Partnership to SC having a significant impact on reducing premature births and Medicaid costs.



## Quality Childcare

Quality childcare starts with quality childcare providers. Our quality enhancement and training strategies lead to improved teacher-student interaction, which research shows has a significant impact on a child's development and success in school.



## Family Strengthening

Our home visitation strategies, such as Parents as Teachers, Parent-Child Home and Early Steps to School Success, are helping parents understand their responsibilities to care for and be positive models for their children. As a result of First Steps' intervention and parenting support, 66% of clients initially assessed at "low" levels of parenting have achieved moderate or high levels of parenting skill.



## Early Education

Private-public partnerships through First Steps 4K have led to significant cost efficiencies in the delivery of publicly funded 4K. One recent analysis suggests First Steps is achieving comparable results, without the need for costly capital construction, for 80 cents on the dollar.



## Early Intervention

According to recent federal evaluations, outcomes for clients participating in early intervention programs are above national averages. Programs like Nurse-Family Partnership help caregivers match the special needs of infants and toddlers who have disabilities and/or developmental delays with customized, community-based resources.



## School Transition

Each of the corresponding blocks of services leads ultimately to the goal of transitioning children successfully to school. Programs like Countdown to Kindergarten and From Day One to Grade One are ultimately preparing children for school success.

**Based on the needs of our community, Greenville County First focuses its investments in Healthy Start, Family Strengthening, Quality Childcare, and School Transition.**

**Helping vulnerable first-time mothers empowers them to achieve a better life for themselves and their children.**

## Program Description

Greenville First Steps brought Nurse Family Partnership to Greenville as an initiative to help Greenville families improve birth outcomes and school readiness indicators for first time, Medicaid eligible mothers and their families. Initially launched as a partnership between Greenville First Steps and the Greenville Health System, Nurse Family Partnership, the program’s initial phase launched in 2009 with a 4-nurse team, serving 100 moms from Greenville County.

Through the financial support of the Duke Endowment, the United Way of Greenville and Pickens Counties, the Hollingsworth Funds, the Community Foundation, the Appalachian Regional Commission, Greenville First Steps was able to leverage these private and federal funds to grow NFP from a 4-nurse team to an 11-nurse team in 6 short years. NFP now has the capacity to serve families in Greenville, Pickens, Oconee, and Laurens Counties.

In 2016, Governor Haley announced a Pay for Success model that will allow the GHS NFP site to grow even larger, and will use these private funds to leverage stable Medicaid dollars. The Pay for Success model, the first of its kind in the US, quantifies Medicaid savings (in this case, NICU visits that are not needed when a child is born at a healthy birth weight) and uses a portion of those savings to repay private investment in programs



contributing to this outcome. Thanks to Gov. Haley’s investment, NFP will be able to grow to a 20-nurse team over the next few years.

This fall, our first NFP clients walked through the doors of Greenville County Schools to begin their first day of Kindergarten. Over the next month we expect to collect some valuable data demonstrating that these children are entering school well ahead of their peers.

## NFP by the Numbers, 2015-16

Families Served	301
Number of Home Visits	3,484

*My nurse not only helped me figure out how to be a good mom, she helped me figure out I wanted to be a nurse, just like her. - Elizabeth*

### This year, our NFP program:

- ✓ Secured federal and state funding through Pay for Success to grow NFP site to a statewide effort measurably improving birth outcomes for children while reducing Medicaid expenses related to NICU visits
- ✓ Greenville Nurse Family Partnership celebrated a milestone: children entering kindergarten

### Thank you to our partners!

Greenville Health System

United Way of Greenville County

Appalachian Regional Commission

XX% ... graduate from high school

XX% ... had developmental delays

### Greenville County First Steps

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# Palmetto Shared Services Alliance

**Online services providing resources, learning, and shared buying power for childcare and afterschool centers.**

## Program Description

Palmetto Shared Services Alliance is a system of online and onsite supports designed to save time, money, and improve over-all quality of childcare and afterschool programs. The Palmetto Shared Services Alliance is being developed by Greenville First Steps, with support from SC Department of Social Services and Institute for Child Success.

In 2015, Greenville First Steps began exploring shared services models that exist in other areas of the country. The research developed over 50 possible supports that could be embedded into an online network including:

- Shared buying power
- Downloadable HR resources
- Access to online trainings

In late 2015, input was collected statewide from over 250 leaders from the childcare and afterschool sectors through focus groups, face-to-face surveys and online surveys. This input, paired with national data, outcome evidence, and technical support from the Opportunities Exchange (a national Shared Services clearinghouse) led to a summary report published by the SC institute for Child Success suggesting the following Palmetto Shared Services Alliance priorities:

- Access to shared buying power
- Access to current DHEC/DSS/USDA compliance and requirements
- Access to subject matter experts (HR, IT, Legal, Insurance)
- A development pipeline to build a pool of qualified leadership staff candidates
- A better coordinated "handoff" of 4K students to school district 5K programs

Nationally, shared services networks are shown to have three specific impacts:

1. **Help providers save money:** Childcare providers, through shared buying power and access to industry relevant prepared resources can cut expenses
2. **Help providers save time:** Childcare providers, like any other small business owners, are typically not professionally trained accountants, HR specialists, Legal experts, or tax specialists. Access to subject matter experts and free downloadable resources will allow providers to focus on their area of expertise – Childcare quality improvement
3. **Improve Access to High Quality Childcare:** Shared services providers are asked to sign an MOA that commits they will reinvest all saved time and resources into quality improvement measures in their center (e.g., more training, more staff supervision, more age appropriate resources)



Palmetto Shared Services Advisory council members attend the kickoff event in June.

**This year, our Palmetto Shared Services Alliance:**

- ✓ Hired Palmetto Shared Services Alliance director to oversee launch of statewide Shared Services planning team
- ✓ Began development of Phase 1 of Shared Services online support system
- ✓ Surveyed 291 providers, community leaders, and organizational representatives to receive input on components desired on web based system

### Thank you to our partners!

- SC Institute for Child Success
- SC Department of Social Services
- Greenville County Childcare Association

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**Parents are their child’s first and best teachers.**

## Program Description

BABYSTEPS 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 12 teens that 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.



This summer, BabySteps participants earned credit towards high school graduation.

This year, BABYSTEPS provided an opportunity for participants to earn a class credit through Greenville County School District’s Distance Learning option. Through partnerships with the Greenville Health System, Greenville County School District, Greenville Technical College, Small Impressions Child Development Center, the summer BABYSTEPS 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.

### BabySteps by the Numbers 2015-16

Adults Served	12
Children Served	12
Adult Education Hours Offered	96
Parenting Education Hours Offered	48

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 BABYSTEPS participants who had a child were given a full scholarship to a pre-approved high quality childcare center.

BABYSTEPS was co-funded by the Junior League of Greenville’s grant of \$12,500, with a \$12,500 match provided by Greenville First Steps.

### This year, our Family Literacy program:

- ✓ 100% of participants in BabySteps are one step closer to high school graduation
- ✓ 100% of participants learned about choosing quality childcare and were offered access to childcare scholarships
- ✓ 85% of clients have an increased knowledge about developmental milestones for their child

### Thank you to our partners!

**Little Steps**  
**Junior League of Greenville**  
**Greenville County School District**

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# Childcare Training

**Those who care for young children need high-quality, accessible, and affordable professional development.**

## Program Description

High-quality child care hinges on high-quality professional development that meets the needs of the local childcare 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 itself, but follow-up in the classroom.

**In Partnership with the Greenville County Childcare Association, Greenville County School District, and Greenville Health System:**

Topic:  
 Mandated Reporting Series  
 GCCA Fall Conference  
 Dynamic Teams Series  
 GCCA Spring Conference  
 Achieving High Quality in Childcare  
 The Value of Being Organized  
 Solving Organizational Problems

*I value the Greenville County Childcare Association's annual conference. I can get a bunch of hours while meeting new people who work in different centers.*

Sarah



The most important part of childcare training is when teachers and directors bring their new knowledge back to the classroom and center.

## Training by the Numbers, 2015-16

Total Training Attendance	616
Childcare Teachers and Directors Served	444
Number of Training Sessions Offered	29

**This year, our Training program provided:**

- ✓ 444 early childhood staff with high quality training
- ✓ 27 hours of certified training and 17.5 hours of registered training for staff to meet annual re-certification requirements

## *Thank you to our partners!*

- Greenville County Childcare Association
- Lifelong Learning – Greenville County School District
- Greenville Health System

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# Child Care Scholarships

**Too many families in Greenville County cannot afford quality care for their children.**

## Program Description

Access to quality child care is essential for children while away from their primary caregivers. Yet, of those families income-eligible for child care assistance in South Carolina, only a small fraction receive it due to lack of funds. In the absence of nurturing and consistently available family, friends or neighbors, parents are faced with few - or no - affordable care options.

**Greenville First Steps serves families in greatest need. Among our scholarship families:**

- 68% ... live in poverty
- 44% ... lack a high school diploma
- 34% ... were teen parents
- 15% ... had developmental delays

In addition to regular quality monitoring of child care providers that receive First Steps scholarships, First Steps conducts at least one developmental screening each year with scholarship children and connects families to needed services within the community.

Also, all Greenville First Steps scholarship recipients are required to attend a monthly parenting training or a home visit from the child's teacher.

*"I really doubt I would still be in High School if it weren't for the help paying for my son to go to preschool."*



Greenville First Steps is proud to offer childcare scholarships to help local families afford high quality childcare.

### Scholarships by the Numbers, 2015-16

Children Served	97
Participating Centers	18

### This year, our Scholarship program:

- ✓ Provided 97 children with scholarship assistance so their parents could work or attend school
- ✓ Identified and addressed 14 potential developmental delays among scholarship children
- ✓ Supported 18 small businesses in Greenville County by subsidizing child care tuition for families who would not otherwise be able to afford quality care
- ✓ Provided 97 hours of training for scholarship parents in topics such as choosing quality childcare

### Thank you to our partners!

- Greenville County School District
- St Anthony of Padua Catholic School
- YMCA Judson Community Center
- Small Impressions CDC

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**In order to thrive, children need nurturing, responsive relationships and a supportive learning environment, both within and outside the home.**

## Program Description

### Read Greenville:

Working off the success of Child Abuse Prevention Month, Greenville First Steps launched Read Greenville in 2014. Read Greenville serves as an awareness campaign aimed at encouraging everyone in Greenville County, regardless of age, to read daily.

In 2015-2016, Greenville First Steps increased access to books in Greenville County by distributing over 70,000 FREE children’s books. Books were given out to local nonprofits, churches, and schools to spread amongst their families as well as given out at community events, like a Swamp Rabbit Hockey game.

New this year, Read Greenville partnered with ManUPstate to produce the first Read Greenville Tales, a CD filled with local fathers and men reading stories and singing songs for children. Read Greenville tales features a song from NBC’s “The Voice” star Delvin Choice, an original story from WYFF4’s Michael Cogdill, and other great songs and stories families can listen to together.

In addition, Read Greenville partnered with Christ Church Episcopal to create a book warehouse to house thousands of books to distribute to organizations that serve children in Greenville County. Using research from a book “asset map,” Read Greenville will target families in Greenville County who have less access to books than other areas of the county. This will allow us to better serve children and ensure positive literacy outcomes for children 0-5.



### Community Education by the Numbers, 2015-16

Materials Distributed	169300
Events Held	27
Attendance at Events	20888

### This year, our Community Education program:

- ✓ Almost 170,000 materials were distributed throughout the year to increase the awareness of school readiness
- ✓ Over 70,000 free children’s books were distributed through events and partners
- ✓ Over 25 events throughout the year allowed Greenville First Steps to spread the message about the importance of reading daily, protecting our children, and what it means to be ready for school

### Thank you to our partners!

- Children’s Trust of South Carolina
- TD Bank
- First Book

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

## Program Description

Countdown to Kindergarten (CTK) is a summer home visitation model connecting rising kindergartners and their families with their future teachers. The program is designed:

- ✓ to forge strong and lasting home-school relationships,
- ✓ to acquaint children and families with the state and classroom expectations to increase the likelihood of school success,
- ✓ 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.

Countdown to Kindergarten integrates all of the following:

**Home Visitation.** Teachers make six visits over the summer to the homes of participating students and families. Children and families are introduced to actual materials used in kindergarten and are given a Kindergarten Transition Toolkit to keep.

**Learning Celebration.** The last visit is a “field trip” to the school where the child will attend class in the fall.

**Public Awareness.** Throughout the summer, First Steps releases tips to media to help parents and caregivers get children ready for kindergarten.

## \*CTK by the Numbers, Summer 2015

Children Served	29
Home/School Visits	174

*\*CTK program data is for June-August 2015, whereas CTK fiscal data includes expenditures from July 1, 2015 through June 30, 2016.*



**Greenville First Steps staff and volunteer passed out books at the annual Countdown to Kindergarten night at the Children’s Museum of the Upstate.**

## This year, our Countdown to Kindergarten program:

- ✓ According to kindergarten teachers, CTK parents have reported a strong home – school bond.
- ✓ According to kindergarten teachers, CTK parents reported that knowing their child’s teacher and expectations of the school was helpful in transition to kindergarten.

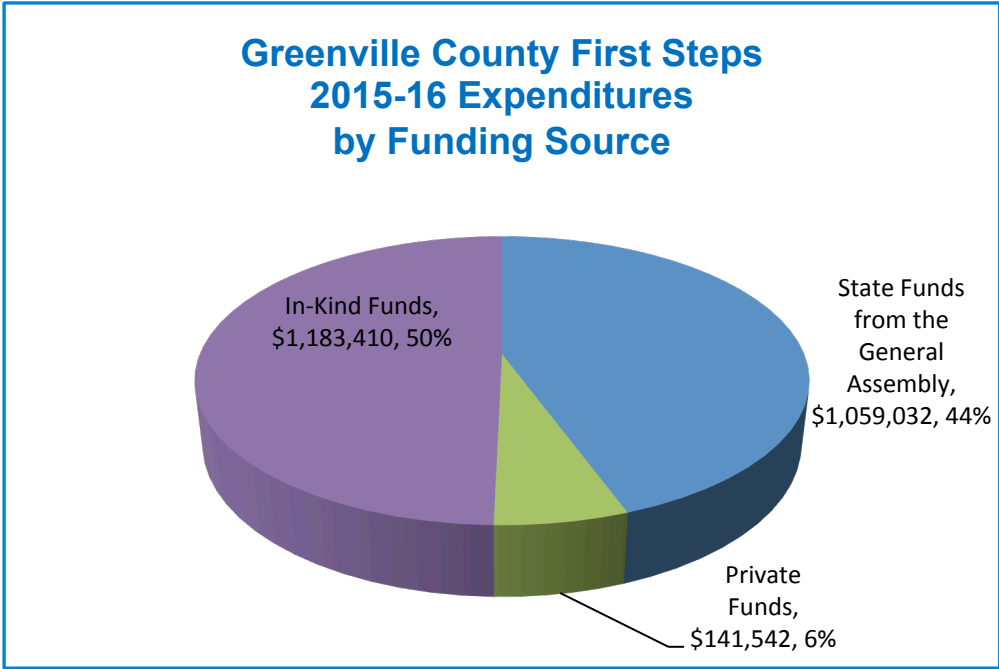
## Thank you to our partners!

Greenville County School District  
 Kaplan Early Learning Company  
 The Children’s Museum of the Upstate

## Greenville County First Steps

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# Financial Impact



**Total 2015-16 Expenditures: \$2,383,984**

**State Funds Leveraged in 2015-16\*: 125%**

\*Percentage of state dollars matched by additional federal, private, and/or in-kind funds

### 2015-16 Expenditures by Strategy

	State \$	Federal \$	Private \$	In-Kind \$	Total \$	% of 2015-16 Expenditures
Administrative Support	\$54,348	\$0	\$0	\$0	<b>\$54,348</b>	<b>2%</b>
Program Support	\$146,374	\$0	\$0	\$0	<b>\$146,374</b>	<b>6%</b>
Child Care Training	\$111,481	\$0	\$10,599	\$0	<b>\$122,080</b>	<b>5%</b>
Community Education	\$179,576	\$0	\$17,890	\$0	<b>\$197,466</b>	<b>8%</b>
Countdown to Kindergarten	\$8,613	\$0	\$0	\$1,232	<b>\$9,845</b>	<b>0%</b>
Nurse Family Partnership	\$145,500	\$7,000	\$75,132	\$1,032,178	<b>\$1,259,810</b>	<b>52%</b>
BabySteps	\$40,820	\$0	\$0	\$0	<b>\$40,820</b>	<b>2%</b>
Childcare Scholarships	\$382,986	\$0	\$9,290	\$150,000	<b>\$542,276</b>	<b>22%</b>
Palmetto Shared Services Alliance	\$0	\$0	\$64,640	\$0	<b>\$64,640</b>	<b>3%</b>
<b>TOTAL EXPENDITURES</b>	<b>\$1,069,698</b>	<b>\$7,000</b>	<b>\$177,551</b>	<b>\$1,183,410</b>	<b>\$2,437,659</b>	

*Unaudited numbers for the period July 1, 2015 through June 30, 2016*

**Since inception, Greenville County First Steps has leveraged \$11,427,551 from sources outside of state government.**



America's Most Convenient Bank®

## COLLABORATION LEADS TO INCREASED ACCESS TO BOOKS

### Read Greenville

Remember your favorite childhood storybook? You may not have known it, but those fun, colorful books were an early predictor of your high school and college success. A straight line can be drawn from the number of books in the home to 3<sup>rd</sup> grade test scores, the most reliable predictor of high school graduation rates. Research suggests that children with at least 10 books in the home are more likely to be proficient readers by 3<sup>rd</sup> grade.

This past October, over 30,000 new, high interest books were distributed across Greenville County by Read Greenville, in partnership with TD Bank and the national nonprofit First Book.

As a part of TD Bank's "Books on Wheels" program, this distribution event was designed to bring new, free books into disadvantaged areas of Greenville County. Volunteers from TD Bank gathered with Read Greenville to sort 20,000 books and they also helped distribute the free books to more than 300 teachers and educators.



Local TD Bank volunteers helped sort over 30,000 books in two days.



**READ  
GREENVILLE**

"TD Bank is committed to supporting literacy efforts and believes that providing access to books is one of the greatest ways we can positively promote reading among disadvantaged children," said Cal Hurst, Upstate Regional Vice President for TD Bank. "We are fortunate to have partners like First Book and Greenville First Steps who value literacy and are willing to use their knowledge, resources, and energy to help make programs like books on Wheels possible."

### The following organizations received books:

A Childs Haven  
 Augusta Heights Baptist Church  
 Bethlehem After-School Enrichment Program  
 Bob Jones University  
 City Kids CDC  
 Greenville County DSS  
 Furman University CDC  
 Greenville County Schools and CDCs  
 Greenville First Steps  
 Greenville Literacy Association  
 Greenville Little Theatre  
 Greenville Technical College CDC  
 Greenville Technical College Library

Kids R Kids  
 Little Folks of Fourth Presbyterian  
 Little Steps  
 Long Branch Youth Development  
 Meyer Center for Special Children  
 Mt Zion Christian School  
 Nurse-Family Partnership  
 Pendleton Place  
 Pleasant Valley Connection  
 Public Education Partners  
 Quest Leadership Academy  
 Reach Out and Read  
 Reynolds Day Care  
 Safe Kids Upstate

SHARE Head Start  
 Small Impressions CDC  
 St Anthony of Padua Catholic School  
 SC First Steps  
 The Children's Clinic-Duncan Chapel  
 The Children's Museum of the Upstate  
 The Parenting Place  
 Upcountry History Museum  
 USC Upstate-Greenville & Mountain Creek Baptist Church  
 YMCA of Greenville

**A \$1,000 sponsorship ensures that every child in a preschool center receives 10 new books to start an at home library.**

# First Steps Partnership Board

Greenville First Steps has enjoyed over 15 years of incredibly engaged volunteer leadership through our board and committee structure. Board members are comprised of agency leaders from community entities like the Greenville School District, Greenville Library System, DHEC, DSS, and SHARE Head Start. We also are proud to have board involvement from several of the local colleges and universities including Bob Jones University, USC-Upstate, Clemson, Furman. We also have strong participation from our childcare sector including leadership staff from the Greenville Childcare Association. In addition to these subject matter experts, we have members from the Health Community, Faith Community, Business sector, and Legislative appointees who all help to provide a diverse background and help our board develop a well rounded approach to tackling the needs of Greenville's most vulnerable families.

Some successes from this year's board:

1. 100% of board members donated time, resources or funds to support our mission
2. Board approved a 3 year Needs Assessment and Strategic Plan
3. 100% of board members shared the story of Greenville First Steps and our community goals in their sphere of influence
4. Board approved a revised set of policies including revised Bi-laws, Employee Personnel manual, and Board code of Conduct.
5. Board allocated private resources to build a sustainable plan to ensure the long-term continued work of Greenville First Steps should our state funds diminish

We are so proud of our board, the support they provide, and the perspectives they offer in our decision making process.

## Greenville First Steps Partnership Board of Directors 2015-2016

Name	Position	Board Category
Keith Frazier, Chair	Department of Social Services Regional Director	DSS
Grady Patterson, Vice Chair	Legislative Appointee	Legislative Appointee, House
Karen Allen	Youth Services Manager, Greenville County Library	Library
Gina Blohm	Community Foundation of Greenville	Philanthropic Community
Linda Brees	Director, Children's Advocacy, Greenville Health System	Healthcare Provider
Lauren Briles	Owner, Primrose School of Greenville	Childcare Provider
Stacy Burr	Associate Professor, USC Upstate	Professor, Early Childhood Educ.
Meredith Burton	Director, Child Development Center, Furman Univ.	Childcare Provider
Anna Hall	Assistant Professor, Clemson Univ Early Childhood Dept	Professor, Early Childhood Educ.
Jessica McDowell	Upstate WIC Program Manager	DHEC
Julie Hartman	Early Childhood Ed Dept Head, Bob Jones University	Professor, Early Childhood Educ.
Susan Kear	Director, Pelham Road Baptist Church CDC	Faith Community
Stephanie Knobel	Executive Director, YMCA Judson Community Center	Childcare Provider
Stacey Peek	Pastor, Grace Fellowship Baptist Church	Faith Community
Jennifer Powers	CPA, Elliott Davis, LLC	Business Community
Nancy Powers	Developmental Pediatrician, GHS Developmental Peds.	Healthcare Provider
Melissa Roper	CDC Director, Greenville Technical College	Childcare Provider
Cynthia Sosebee	Community Partnership Facilitator, SHARE Head Start	Head Start Provider
Karen Sparkman	Director, Early Childhood Ed, Greenville County Schools	School District
Melissa Starker	Child Care Training Specialist, Lifelong Learning	School District
Tricia Surles	Finance, Envirocare Landscape Management	Parent of a Young Child
Wade Kolb	Wyche Law Firm	Legislative Appointee (House)
Daniel Varat	Legislative Appointee	Legislative Appointee (Senate)

Support Greenville First Steps today through a tax-deductible donation, or volunteer.

## The Goals of First Steps

- (1) Provide parents with access to the support they might seek and want** to strengthen their families and to promote the optimal development of their preschool children;
- (2) Increase comprehensive services** so children have reduced risk for major physical, developmental, and learning problems;
- (3) Promote high-quality preschool programs** that provide a healthy environment that will promote normal growth and development;
- (4) Provide services** so all children receive the protection, nutrition, and health care needed to thrive in the early years of life so they arrive at school ready to succeed; and
- (5) Mobilize communities** to focus efforts on providing enhanced services to support families and their young children so as to enable every child to reach school healthy and ready to succeed.

-- Section 59-152-30

# Thank you donors!

## SC Legislature Approved Allocation:

State of South Carolina: \$1,059,032  
(through South Carolina First Steps)

### Grants

United Way of Greenville: \$140,000  
Make Greer Great Grant: \$1,000

### Organizations

ManUPState: \$4,000  
Primrose School of Greenville: \$4,000  
Pelham Road Baptist Church and CDC: \$1,500  
Corley Plumbing: \$1,000  
Augusta Heights Baptist Church: \$1,000  
The Shape of Behavior: \$700  
Five Forks Learning Center: \$700  
Beacon, Inc: \$700  
Upcountry History Museum: \$500  
SCAAYC: \$500  
Five Oaks Academy: \$500

### Individual Gifts

Other Businesses: \$2,180  
Individuals: \$10,186

## In-Kind Support

Nurse-Family Partnership  
SC Pay for Success collaborative including support from Greenville Health System, the Duke Endowment, Blue Cross Blue Shield Foundation, Boeing, SC First Steps, and the Children's Trust of SC:  
\$1,032,178

Local childcare centers: \$150,000

TD Bank: \$12,500

Junior League of Greenville: \$12,500



Amazing thank you cards from children who received free books from Read Greenville and Greenville First Steps.

## How your support helps children in Greenville County:

- ✓ \$25 helps fill a classroom bookshelf
- ✓ \$360 helps a low-income family afford quality child care for one month
- ✓ \$15,000 pays for a truckload of 40,000 books that could be distributed to children in Greenville County

**HOW TO GIVE:** Visit [www.GreenvilleFirstSteps.org](http://www.GreenvilleFirstSteps.org) and click Give Today.

**Support Greenville First Steps today through a tax-deductible donation, or volunteer!**