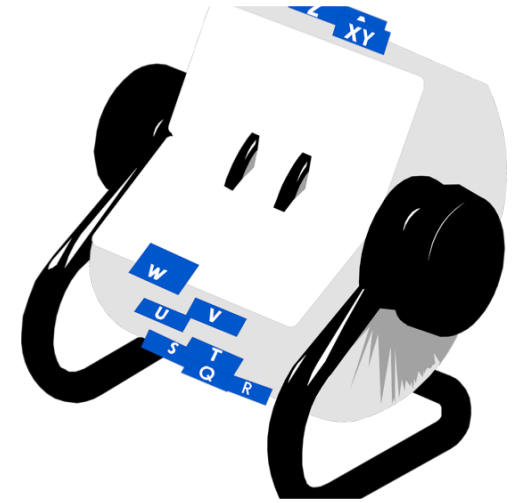




Innovation in Early Childhood Practice and Policy



Ashley Beckner, Omidyar Network
Steffanie Clothier, Gary Community
Investments
Louise Stoney, Opportunities Exchange
Helene Stebbins, moderator



MANY things have
changed since my first
ECE job in 1985....



But Despite Changes, Many of the Same Challenges Remain...

Major concerns in 1985:

- Wages for child care staff are too low
- Cost of child care is too high
- Almost no government support for child care; families pay the lion's share
- Not enough child care available

Major concerns TODAY:

- Wages for child care staff are too low
- Cost of child care is too high
- Despite increases in government support, money is still insufficient; families pay the lion's share
- Field still believes that there is not enough child care in many places

Why Hasn't the Needle Moved in 30+ Years?

If you do what you've always done; you get what you've always gotten!

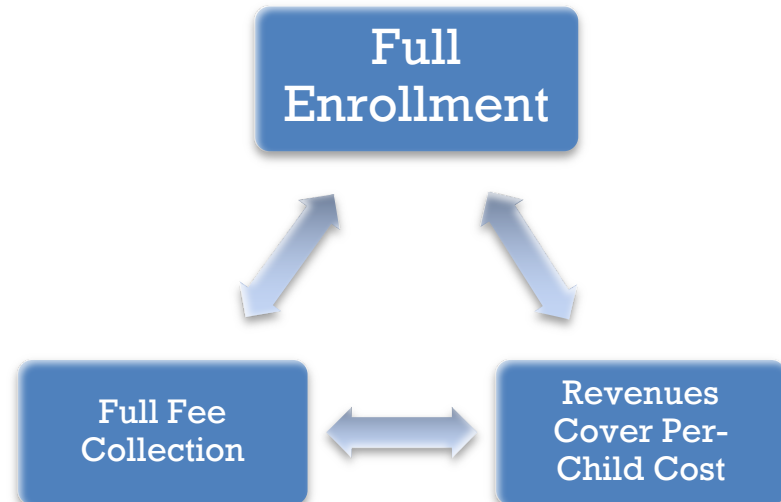


The Traditional ECE Business Model Doesn't Work

To meet NAEYC standards and break even must have:

**At least 100 children
+
Full enrollment
(every day, every slot)
+
Full fee collection
(every dime)
+
Tuition price close to cost
of service delivery**

The Iron Triangle of ECE Finance



“The significant
problems we face
cannot be solved at
the same level of
+ thinking we were at
when we created
them.”

Albert Einstein

+ School Readiness INNOVATION STRATEGIES



AN INVESTOR APPROACH

To ***accelerate the sourcing, testing and funding*** of new ideas to tackle challenges in early childhood.

INNOVATION PRIZE



To ***spark innovation and support scaling*** by bridging the early childhood sector with new actors from the private sector, finance, and technology.

UNUSUAL SUSPECTS



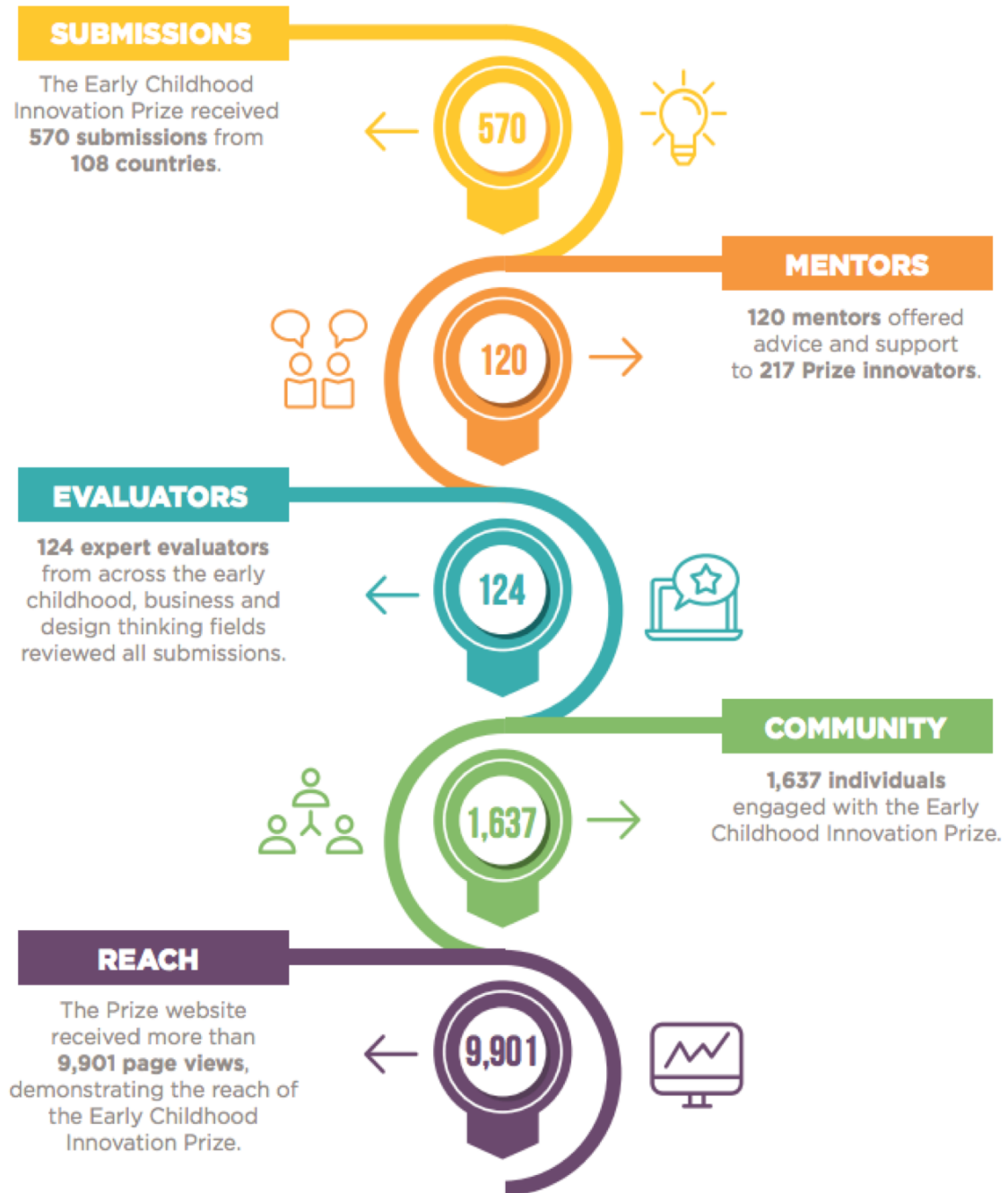
To ***spur investment opportunities and catalyze private sector activity*** that will lead to improved child outcomes.

SEED FUNDING



The Early Childhood Innovation Prize

\$1M awarded
To the top **15** ideas





+ New Ideas and
Innovations

Leveraging People & Places

Top Idea

EARLY INNOVATOR



City of Boston Early Educator Space

Addressing the shortage of infant toddler care by leveraging *city housing solutions* to retain and expand family child care.



Early Experiences Matter

Top Idea

EARLY INNOVATOR



Pie for Providers

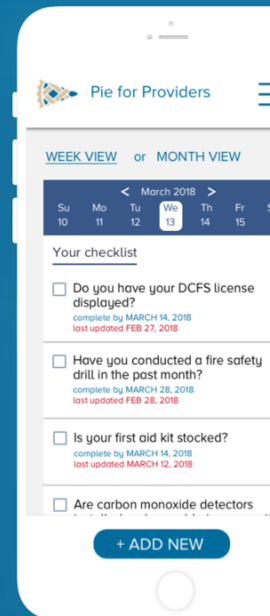
Providing back office support for family child care providers to reduce the administrative and regulatory burden of running the business.



Subsidies



Expense Tracking



Licensing & Accreditation



WHAT

Decentralized, teacher-led Montessori micro-schools

Socioeconomically diverse

Connected through the Wildflower network

Testing observational technology in partnership with MIT Media Lab

WHY

Significant evidence base for Montessori

Faster scale through micro model

Cost efficiency through reduction of layers = increased teacher income

Community of practice and professional development for teacher leaders



WHAT

Platform for in-home care providers for program setup, licensing, marketing, and everything in between

A marketplace for parents to search Wonderschool programs, schedule visits, enroll their children, and make payments

Community of practice for educators

Growing rapidly across the US

WHY

Increase in provider income and job sustainability (providers making 2-4x more)

More efficient matching between providers and parents

Community of practice and professional development for caregivers

All of the above = better outcomes for children and families



WHAT

In-home or in-school early learning readiness program focused on literacy, math and science

15 minutes per day, 5 days per week

Parent coach provides support on program and other areas of child development

Technology and internet provided for those who don't have access

WHY

Outstanding outcomes – on average children enter kindergarten at the level their peers exit, and these gains persist through 4th grade

Cost effective

Blended approach that involves the parent in the learning

Scalable and reaching the hardest to reach including rural populations and refugees



UPSTART

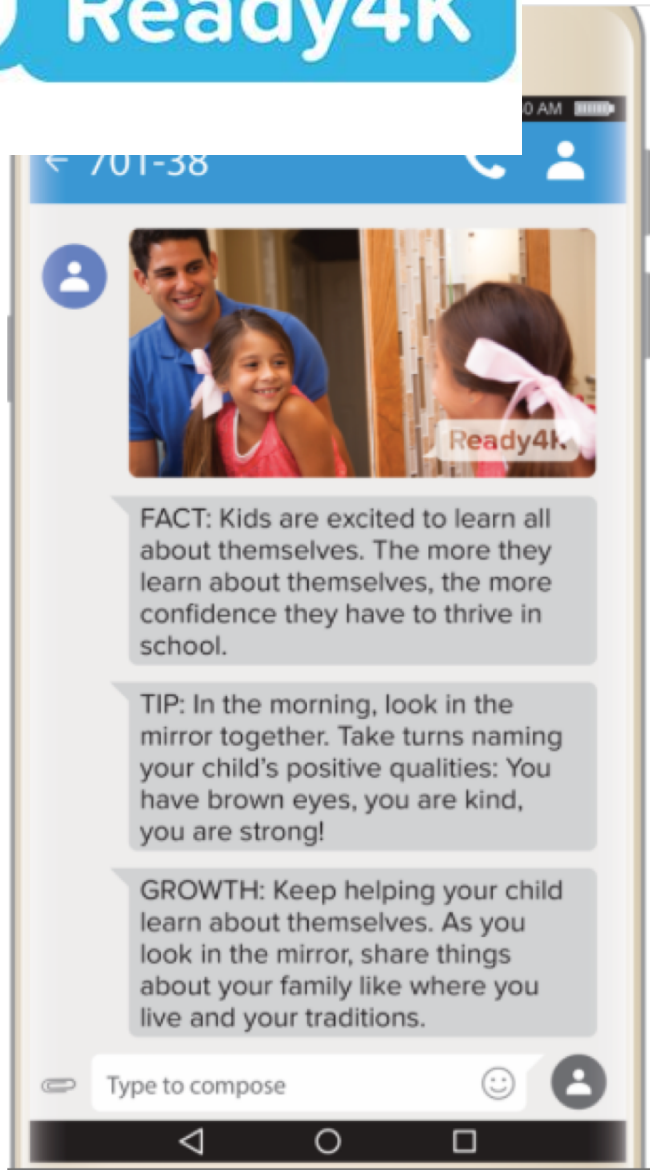
“UPSTART IS A GAMECHANGER FOR ANY SCHOOL, DISTRICT OR STATE TRYING TO IMPROVE EDUCATION OUTCOMES AND CLOSE EARLY LEARNING GAPS... WHILE KEEPING COSTS LOW AND REACHING CHILDREN MOST IN NEED”

- SENATOR HOWARD STEPHENSON, UTAH STATE SENATE

PILOTS ONGOING IN...

- ARIZONA
- CALIFORNIA
- COLORADO
- IDAHO
- INDIANA
- LOUISIANA
- MISSISSIPPI
- OHIO
- PENNSYLVANIA
- SOUTH CAROLINA
- SOUTH DAKOTA

Ready4K



WHAT

Text messages 3 times per week to parents of children birth to age 8, customized by age

Literacy, math, socio-emotional, health content

Distributed through partnerships with schools, counties, libraries, states and media platforms

WHY

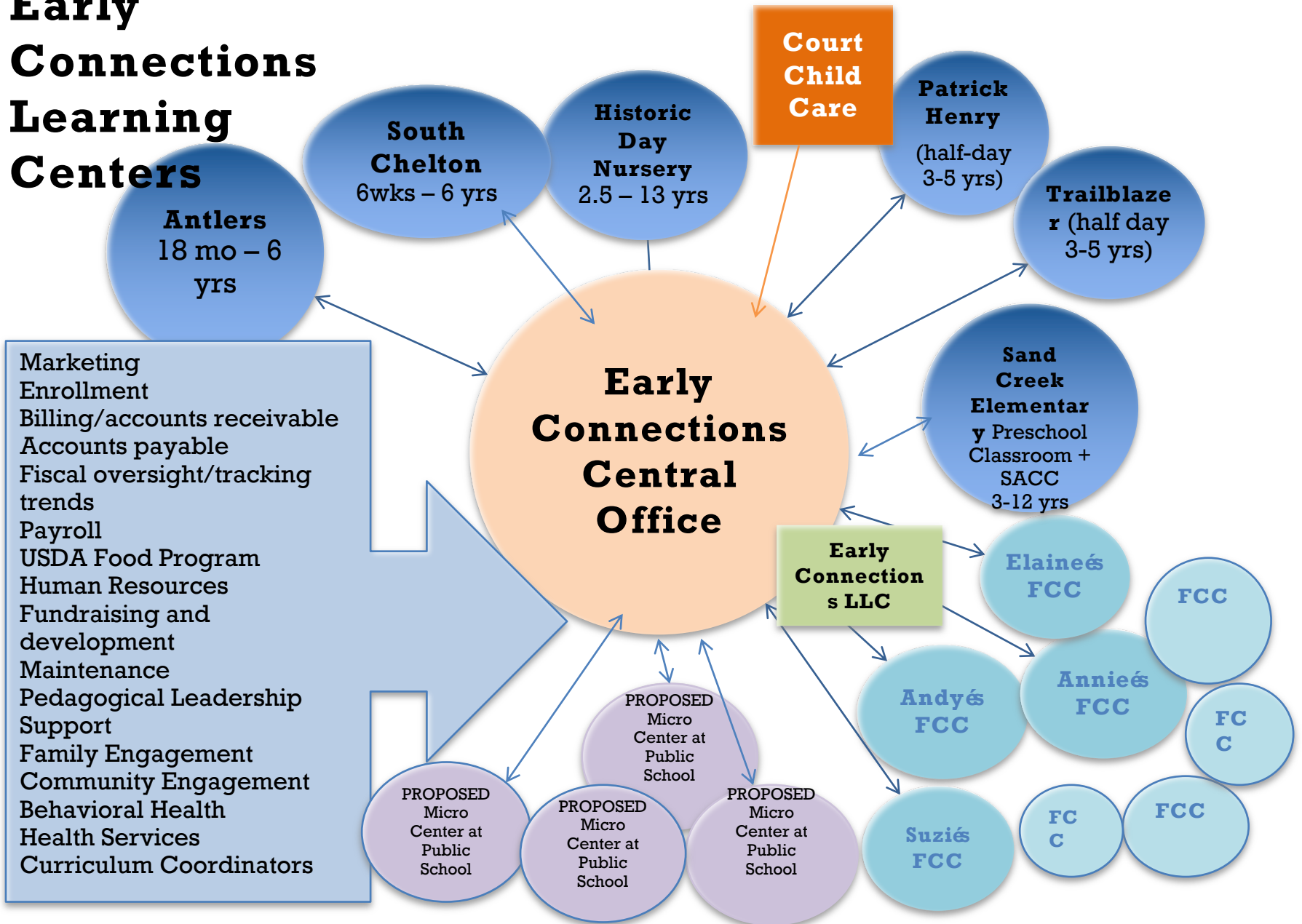
Outstanding outcomes – RCT evidence demonstrated children gained 2 to 3 months of additional learning and parents reported more engagement in learning

Highly scalable – already reaching over 150,000 families



+ Innovation Implications for Policy and Advocacy

Early Connections Learning Centers



A person wearing a pink cap, a pink tank top, black leggings, and blue sneakers is bending over on a paved path in a park. They have a black armband with a white screen on their right arm. The background shows trees and a bright sky. The text is overlaid on the right side of the image.

**IF YOU
WANT SOMETHING
YOU'VE NEVER HAD,
YOU'VE GOT TO
DO SOMETHING
YOU'VE NEVER DONE.**