This past year has been a banner year for child care and early education. In July 2017, Children’s Council partnered with the San Francisco Office of Early Care & Education to implement the city’s new Early Learning Scholarship (ELS) system, designed to improve access for the city’s children to the quality early care and education they need to be ready for kindergarten. The new system is based on several core concepts:

- Low-income and vulnerable children who experience quality care from the earliest age have improved outcomes.
- Continuity of care matters.
- If we want quality care for children, we must pay early educators living wages.
- To expand access, we need to minimize administrative burdens, both for parents and for child care and preschool educators.

With ELS in place, the time was ripe for Prop C, the Early Care & Education for All Initiative, passed by voters in June 2018. It will raise $100+ million per year to increase wages for early educators and expand access for families.

We are very proud of our advocacy for this critical initiative—from collecting thousands of signatures to put it on the ballot to expansive outreach to voters. We are now continuing our work, supporting efforts to defend the initiative in response to a lawsuit challenging its validity, while simultaneously working with community partners to develop the spending plan for its implementation.

We are grateful to our many partners and supporters for joining us in our efforts to make quality child care and early education a reality for all children in our city. There is much work yet to do. We look forward to your continued support and partnership as we strive toward our shared goals and vision.

Thank you for your partnership in this journey,

Gale Mondry
Chair, Board of Directors

Sandee Blechman
Executive Director
Collaborated with local child care champions to pass Prop C, **The Early Care and Education for All Initiative**, which will raise more than **$100+ million per year**, enabling more SF families to afford the care they need to work and thrive.

Enhanced our **Mobile-Friendly Child Care Finder**, SF’s only searchable database of licensed child care & preschool programs, with new search functionality, photos, quality badges and more.

Launched our Family Child Care Business Incubator, an innovative approach to **expanding quality care** in San Francisco—with funding from the Bay Area Workforce Funders Collaborative, the Bainum Family Foundation, the San Francisco Foundation, and the Wells Fargo Foundation.

Partnered with the San Francisco Office of Early Care and Education to implement **Early Learning Scholarships**, improving access to quality care for SF families and increasing early educator wages.
Honored family child care educator Margie Stokes and nationally-renowned child care advocate Helen Blank at our annual Child Care Champions Luncheon

Assisted 10,000+ families with personalized referrals for child care/preschool

Presented 200+ workshops for 1,700+ families and caregivers

Coached 5,000+ low-income San Francisco families in applying for and maintaining child care subsidies

Funded 650,000+ healthy meals for children through our nutrition program

Brought together 1,500 kids, parents and caregivers for our annual City Kids Family Fair, who had fun while learning about community resources
### Fiscal Year in Review  Year ending June 30, 2018*

#### Revenue

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Government Support</td>
<td></td>
</tr>
<tr>
<td>- Payments to Child Care Providers</td>
<td>$65,642,968</td>
</tr>
<tr>
<td>- Programs and Operations</td>
<td>$11,179,245</td>
</tr>
<tr>
<td>Private Contributions</td>
<td>$648,796</td>
</tr>
<tr>
<td>Earned &amp; Other Income</td>
<td>$52,860</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td><strong>$77,523,870</strong></td>
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</tbody>
</table>

#### Expenses

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Child Care Payments</td>
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</tr>
<tr>
<td>- Child Care Subsidy Payments</td>
<td>$40,962,502</td>
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<tr>
<td>- Child Care Provider Income &amp; Quality Support</td>
<td>$24,680,466</td>
</tr>
<tr>
<td><strong>Subtotal</strong></td>
<td><strong>$65,642,968</strong></td>
</tr>
<tr>
<td>Program and Operations</td>
<td></td>
</tr>
<tr>
<td>- Family Subsidy Services</td>
<td>$7,778,790</td>
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<tr>
<td>- Child Care Provider Services</td>
<td>$1,220,522</td>
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<tr>
<td>- Parent/Caregiver Services</td>
<td>$1,424,874</td>
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<tr>
<td>- Nutrition Programs</td>
<td>$637,745</td>
</tr>
<tr>
<td>- Fiscal Intermediary Services</td>
<td>$647,219</td>
</tr>
<tr>
<td><strong>Subtotal</strong></td>
<td><strong>$11,709,150</strong></td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>$77,352,118</strong></td>
</tr>
</tbody>
</table>

*Pre-audit financial results

Private contributions enable Children’s Council to offer innovative family and early educator programs.
Mobile-Friendly Child Care Finder

childrenscouncil.org/childcarefinder

Looking for child care? 
Pondering preschool options? 
Children’s Council is here to help!

• SF’s most comprehensive, reliable database of licensed child care programs and preschools
• Easy to use: sort by neighborhood, languages spoken, schedule needed and more
• NEW! Early Educator profile pictures and site photos, enhanced map functionality, quality badges and more

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Our Supporters

We thank our generous partners and supporters who contribute their time, money and talent toward our shared vision of quality child care and early education for all children in San Francisco.

**Government Funders**
- California Department of Education - Early Education & Support Division
- First 5 San Francisco
- Human Services Agency of San Francisco
- San Francisco Department of Public Health
- San Francisco Office of Early Care & Education

**$75,000 and Above**
- Bay Area Workforce Funders Collaborative
- Mimi and Peter Haas Fund
- The San Francisco Foundation

**$25,000 to $74,999**
- Mission Economic Development Agency/Mission Promise Neighborhood
- Pacific Office Automation

**$10,000 to $24,999**
- Albert & Judith Goldberg Foundation
- Sandee Blechman & Steven Goldberg
- California Child Care Resource & Referral Network
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- Anna Nordberg & Brant Thompson
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- Potrero Kids
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- Sue Ann Schiff

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We greatly appreciate board members whose terms ended during the 2018 fiscal year: Jennifer Holderness, Marissa Levinson and Huey Lin.

Special Thanks
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• Minerva Aquino
• Estrellita Aragon
• Tanisha Arata
• Joanne Backman
• Neysa Bailey
• Nika & Chris Barry
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