# Opportunities Exchange

SPONSORING ORGANIZATIONS

Early Learning New Hampshire 2 Delta Drive Concord, NH 03301 https://earlylearningnh.org/

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DATE PROGRAM/ ALLIANCE BEGAN

Alliance was launched in January, 2009

# STATE EARLY LEARNING ALLIANCE

Concord, NH

## SERVICE DELIVERY AREA

Founding Seacoast Region of New Hampshire in 2010 and prior, limited expansion statewide since 2013. SELA of NH collaborates with Shared Services of MA and Shared Services of MA is piloting some of SELA's offerings in Boston, Cambridge and Somerville as of 2017.

### POPULATION SERVED

Member agencies of SELA serve families at all socioeconomic levels. Approximately 50% of the children served by participating centers are from low-income families.

### SUMMARY OF APPROACH

This model of service delivery for early childhood agencies is reducing operating costs and is strengthening business practices and enabling members to invest the time and monetary savings in to increasing the quality of care. Numerous strategies are in place to do bulk purchasing, to share physical and intellectual assets, to save time and money and to find quality solutions to common challenges.

### TECHNOLOGY PLATFORM(S) USED BY THE ALLIANCE

• ProCare

## SERVICES PROVIDED

- Administrative Support
- USDA Food Program Administration
- Training
- Child and Classroom Assessment
- Human Resources

#### FUNDING

- **Funding source for Alliance startup:** Start-up support was provided by the United Way of the Greater Seacoast, The New Hampshire Charitable Foundation and the Otto Fund. Ongoing funding is still being provided by the United Way of the Greater Seacoast. Services were offered to member centers at no charge for the first two years due to grant funding. All member centers began paying dues in 2012. Expanding into new regions requires start-up funding.
- **Funding source for ongoing Alliance implementation:** On-going operating support is needed via membership dues and grand funding. Funding is being sought for statewide expansion in New Hampshire and to extend and deepen our work so it is embedded within other agencies and partners who work closely with early childhood programs. Funding is currently being provided by United Way of Massachusetts Bay and Merrimack Valley to pilot aspects of the SELA model in Boston, Cambridge and Somerville.

Do Alliance members pay fees for services received? Yes Do membership fees cover Hub cost of services? No

#### IMPACT

As of 2018, New Hampshire membership includes 30 programs; membership is comprised of nonprofit, privately owned and Head Start programs.