



**SPONSORING  
ORGANIZATIONS**

**Early Learning  
Shared Services Alliance  
(ELSSA)**

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Winter Park, FL 32789

[www.earlylearning  
services.org](http://www.earlylearning<br/>services.org)

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**DATE PROGRAM/  
ALLIANCE BEGAN**

Alliance was launched in  
2021

# EARLY LEARNING SHARED SERVICES ALLIANCE (ELSSA)

Orange, Seminole, Osceola and Brevard Counties, FL

**SERVICE DELIVERY AREA**

Participating providers must be located in Orange, Seminole, Osceola or Brevard County, Florida.

**POPULATION SERVED**

Currently includes 14 centers (size range 15-100 children) and 6 Family Child Care Homes (size range 2-12 children). Participating providers serve both private fee-paying families as well as those that receive assistance from the Florida School Readiness program.

**SUMMARY OF APPROACH**

Programs that join ELSSA commit to using child care management software (Procare), accounting software (Quickbooks), automated marketing and enrollment (LegUp) and targeted business coaching. They also receive targeted Human Resource support in the form of an ELSSA recruiter (to help recruit, hire and retain staff) and access to a health benefits package.

Each participating provider receives one-on-one coaching to identify needs and determine which supports are most needed. Some ELSSA services are standard (such as child care management software) while others are optional. For example, some sites need help boosting enrollment, which may also involve help setting up a website, search engine optimization or enabling on-line inquiry and application. Others may need a comprehensive financial review or support with tax preparation.

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

- ProCare
- Quickbooks

**SERVICES PROVIDED**

- Group Purchasing of goods and services
- Payroll Processing
- Administrative support
- Enrollment
- Human Resources
- Tax Prep support will be available, on demand
- Accounting & Financial Reporting
- IT support
- Billing/Fee Collection
- Marketing

**FUNDING**

**Funding source for Alliance startup:** Foundation grants

**Funding source for ongoing Alliance implementation:** Foundation grants, state public funding and fee for service.

**Do Alliance members pay fees for services received?** ELSSA is free for the first year; after that a small membership fee will be charged.

**Do membership fees cover Hub cost of services?** No

**IMPACT**

Currently developing performance metrics. To date, strongest impact has been HR support for staff recruitment and retention.