

New Hampshire

Opportunities to Succeed (OTS) Grant Program Overview

as of April 8, 2024

The Opportunities to Succeed (OTS) Grant for \$5,000,000 is to address child care provider business and facility expenses identified in the Child Care Provider Business Health Assessment and the Family Child Care Provider Business Health Assessment.

Eligible Child Care Providers include:

- New Hampshire licensed-exempt facilities;
- Licensed full day/full week early childhood and/or out-of-school time child care centers;
- Head Start or Early Start programs; and
- Family child care centers.

All licensed and licensed-exempt facilities are defined under NH RSA 170-E. For more information on licensed child care programs and license exemptions in New Hampshire, please visit the [DHHS resource here](#).

OTS grant applications will be accepted on a rolling basis, based on child care provider progress through Child Care Accelerate and the Family Child Care Pilot Program. Grant funds are “first eligible, first funded”.

Approval is based on good standing with the Department of Health and Human Services, program participation, the discretion of the Department and SEED Collective, LLC.

Quick Guide

- [OTS Grants overview and timeline](#)
- [Child Care Accelerate application](#)
- [OTS Grants request form](#)
- [RSVP for monthly info session](#)
- [Family Child Care Provider \(CDFA\) website](#)

For Providers in Child Care Accelerate

Program grants are available for qualifying child care center participants of Child Care Accelerate to address business goals, opportunities for growth identified in the Business Health Assessment and facility needs highlighted during the program site visit.

To be eligible for OTS grants, providers will agree to the grant terms and conditions as a part of the participation agreement. Providers are eligible if the following conditions have been met:

- Agreement to Program terms and conditions
- Completion of Business Health Assessment
- Completion of facility site visit
- Attendance and active participation in scheduled coaching sessions
- Compliance with grant specific documentation and record-keeping

For Providers in the Family Child Care Pilot Program

Program grants are available for qualifying family child care participants to address business goals, opportunities for growth identified in the Business Health Assessment and facility needs highlighted during the program site visit.

To be eligible for OTS grants, providers will agree to the grant terms and conditions as a part of the participation agreement. Providers are eligible if the following conditions have been met:

- Agreement to Program terms and conditions
- Completion of Business Health Assessment
- Compliance with grant specific documentation and record-keeping

Info Sessions

Care Accelerate Info Sessions will be hosted twice per month on the first and third Monday.

These info sessions will cover program eligibility and application, the Business Health Assessment and associated resources, program mentoring and shared services resources, and the OTS grant process.

To register, visit www.childcareaccelerate.com. To watch a recorded info session, please visit www.childcareaccelerate.com.

Grant Program Details

1. Amount of Grant Funding

\$5,000,000 in grant funds has been allocated to qualifying participants of Child Care Accelerate and the Family Child Care Pilot Program to address business goals, opportunities for growth identified in the Business Health Assessments. This funding has been appropriated through **September 30, 2024**.

2. Allowable Use of Grant Funds

OTS Grants may be used only for authorized expenditures. Approved expense areas and examples of each expense area is below:

Approved Expense Categories	Examples
Materials	Expenses incurred for the purchase of center materials for play & learning, safe sleeping, diapering or toileting.
Equipment	Expenses for office equipment that will last and be used longer than a year in the operation of the child care center, such as computers, printers, office furniture, and company vehicles.
Supplies	Expenses for office supplies and other smaller items to be used within a year of purchase.
Operational Enhancements	Expenses relating to business technology, software, business automation, training and support services, and facility updates such as touch-free faucets or light switches.
Approved Professional Services	Expenses incurred by working with experts and licensed professionals, such as human resources, marketing, legal and compliance, tax, coaching, strategic planning and operational areas as approved.
Acquire, Consolidate and Merge Grants	Expenses incurred relating to Center expansions, relocations, mergers, acquisitions or consolidations. Cannot be applied to purchase cost of new business.
Certain Facility Improvements	Expenses relating to maintenance/repairs or minor improvements, construction and construction management, code zoning, inspections, permitting, and special education considerations for indoor facilities (classroom design, restroom configurations, storage areas, technology workstations) and outdoor facilities (entrance and exit locations, playground areas, pick up and drop off areas).
Drinking water testing and remediation	Expenses relating to drinking water testing, remediation planning, and completion of remediation services.
Approved Professional Development	Expenses such as training recommended by the Business Health Assessment or approved provider, training materials, CPR, memberships in certain industry specific professional organizations.

The following expenses do not qualify for OTS grants:

- Activities ordinarily provided “free” by the Department or partner entities;
- Expenses covered by other grants or funding programs provided by the Department or partner entities;
- Any expenses incurred prior to January 2024.
- Tuition for families; Current college tuition;
- Staff parties or outings;
- Income losses or debt repayment;
- Center programming;
- Back payments for rent, mortgage or taxes
- Salaries, wages, benefits
- Sign-on and/or retention incentives and/or wage increases;
- Payment towards a physical, background check, or other expenses related to hiring and onboarding of a child care position.
- Child care tuition assistance or discount;
- Student loan repayment;
- Telemedicine coverage

3. What is the maximum grant amount for each Child Care Provider?

OTS grant awards will be up to \$25,000 per child care center. A grant of \$2,500 will be given to each approved child care center to address drinking water testing and remediation.

OTS grant allocations will vary per family child care provider.

Individual program grant amounts shall be determined by the New Hampshire Department of Health and Human Services and SEED Collective as applications are received and approved. Grant funds are “first eligible, first funded”.

4. How can providers apply for OTS grants?

Child Care Accelerate Program team members will notify participating providers in Child Care Accelerate when they become eligible for OTS grants. Once eligible, a provider will complete an OTS grant request form to describe expenses and complete grant program documentation. Incomplete applications will not be considered.

Family Child Care Pilot Program applications for the OTS grant will be shared as available.

In addition to submitting the application, all applicants must submit proof of expense(s) incurred to the Child Care Accelerate grants associate. Child Care Providers will be eligible to receive the approved Grant Award Amount as a reimbursement of expenses. Expenses must be recorded through an invoice or receipt and sent to grants@seedconsults.com and finance@seedconsults.com. Documents sent to other email addresses will not be reviewed.

5. How will the child care programs access the grant funds and document their use?

Programs will be required to:

- A. **Complete the application and call:** The link to the application will be sent from a Child Care Accelerate program team member. A call will be hosted to discuss and review the application.
- B. **Agree to OTS grant program terms:** Programs whose grant application is approved will be sent an Award Letter via email. The agreement must be signed electronically and documentation submitted to the Department within 15 days of award notice. No funds are released until the appropriate documentation is received and approved by the Department.
- C. **Submission of Final Reports:** Each program will be required to submit documentation on use of funds and impact on their child care business. These reports will include important outcome data along with detailed documentation related to the use of the funds.

Frequently Asked Questions

The following frequently asked questions and answers will be available on the Child Care Accelerate website. This FAQ page will be updated as questions are received and information is available.

What is Child Care Accelerate?

Child Care Accelerate is the official program name of the Child Care Business Improvement Project made available to eligible child care providers in the state of New Hampshire by the New Hampshire Department of Health and Human Services. Child Care Accelerate is a program of [SEED Collective, LLC](#).

What is the Family Child Care Pilot Program?

The Family Child Care Project is designed to address the state's family child care shortage via the development and management of a family child care (FCC) start-up and expansion initiative. The goal is to increase access to family child care programs across the state, with an emphasis on infant/toddler care by recruiting and supporting new providers and existing providers interested in expanding their services.

Supports will include training and mentoring, use of a business health and readiness tool, and start-up/expansion funding grants. The Family Child Care Project is a program of the [Community Development Finance Authority](#).

Who is eligible to participate in Child Care Accelerate?

Child Care Accelerate is for New Hampshire-based licensed and license-exempt child care providers and Head Start/Early Head Start center-based programs. Learn more about licensed child care programs.

To participate as a child care provider, there is an application process. This application is available at www.childcareaccelerate.com.

How much time will Child Care Accelerate take?

This is an 8 week business intensive. Business owners should set aside 2-5 hours per week to commit to the program. This time may be spent on coaching sessions, working directly with service providers, and self-directed research and strategy.

When is a participant eligible for Opportunities to Succeed (OTS) Grants?

The OTS Grants are designed to support the recommendations developed from the Provider's business self-assessment and to implement the guidance of the mentors and back office service providers. Providers must participate in full to be eligible for OTS grants.

What types of activities can be funded with OTS Grants?

OTS grant funds can be used for authorized expenses, including but not limited to: materials, equipment, supplies, operational enhancements, approved professional services, professional development, program expansion, merger, acquisition and consolidation expenses, facility improvements, and drinking water testing and remediation.

What if a child care provider has more than one location?

Eligible Child Care Providers with multiple sites are allowed one grant per business entity, regardless of the number of locations.

Who is not eligible to apply?

- Programs that are not currently open; currently closed;
- Public school operated programs;
- Part day or part week early childhood or enrichment programs that are not considered Child Care Providers; and
- Summer camps (full or part day) unless it is an expansion of a regular child care program.
- Programs outside of New Hampshire.

How much does it cost for Child Care Providers to participate?

This program costs are completely subsidized and provided at no cost to qualified and committed child care providers.

How are the Opportunities to Succeed (OTS) grants funded?

This program is developed through a contract with the State of New Hampshire, Department of Health and Human Services, with funds provided in part by the State of New Hampshire and/or other such funding sources as were available or required, e.g., the United States Department of Health and Human Services.

Additional FAQ will be added as received. Have recommendation(s)? Let us know?