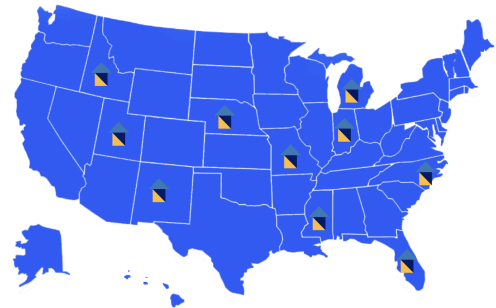


Wonderschool Overview

Wonderschool partners with states and businesses to ensure every child has access to high-quality child care close to home. Since 2016, Wonderschool has led in providing integrated childcare solutions, balancing technology and services to meet the needs of families. We offer an integrated approach that includes New Supply Creation, Business Sustainability, Teacher Recruitment, and technical offerings.

Highlights: State Partnerships

- **Michigan:** New Provider Creation, Business Sustainability, Training Portal
- **Nevada:** New Provider Creation, Business Sustainability
- **Idaho:** New Provider Creation, Business Sustainability
- **Missouri:** New Provider Creation, Business Sustainability
- **Mississippi:** New Provider Creation, Substitute Teacher Portal
- **New Mexico:** Child Care Marketplace, New Provider Creation
- **Indiana:** Child Care Marketplace
- **Florida:** Child Care Marketplace*
- **Nebraska:** Business Sustainability
- **N. Carolina:** Business Sustainability



Wonderschool operates in **46 states**, serving **37,000** providers through state, local, or employer partnerships

Michigan Case Study

Collaborating with the Michigan Department of Licensing and Regulatory Affairs (LARA) and the Michigan Department of Education (MDE), Wonderschool devised a strategy to assist the State in achieving its objective of expanding the roster of child care providers by 1,000 before the year 2025. This initiative aims to enhance the availability of high-quality, cost-effective child care options for families in Michigan.

All project deliverables for this partnership have been completed **2.5 months ahead of project timeline** and **all program goals have been met or exceeded** (shown below). Since then, LARA has invested additional funds into Wonderschool programming to increase the scope of our work in Michigan.

Goal:	Recruit 75 new child care programs into Wonderschool Academy	Onboard 100 providers onto Wonderschool's Child Care Management System (CCMS)	Assist 1,000 providers in creating business plans	Create Michigan-specific learning Toolkits
Outcome:	81/75 Providers graduated	169/100 Providers graduated	1,087/1,000 Business plans created	4/4 Online toolkits created

Wonderschool and Minnesota Partnership Overview

1 New Program Creation: Create 50 new child care programs

Wonderschool increases the supply of child care programs by recruiting and coaching prospective providers through the child care business planning and implementation process. Once these new providers are operational, we continue to mentor, coach, and support them through their first two years. Technology and service offerings related to this deliverable include:

Recruiting and Launch Support:

- Community outreach and recruitment;
- Business planning and coaching;
- Licensing support;
- Wonderschool Academy to educate on operations and essentials of child care; and
- Wonderschool's CCMS & Marketplace software.

Ongoing Provider Business Coaching and Technical Support:

- In-person events (one per quarter): group training sessions, networking events, luncheons, speaker forums, etc.;
- Site visits with providers as needed;
- Forums, community events, in-person events; and
- Two years of ongoing provider support.

Helping Hands Support Subscription:

- We will manage all inbound parental leads with the goal of getting them excited to tour your program, including:
- Business phone line;
 - Business email address; and
 - Staffed to configure, respond to family inquiries, and set up tours.

2 Business Sustainability: Support 150 existing providers

Existing child care providers will have the ability to engage in business sustainability support that best meets their needs. This ensures that programs will have resources for business optimization and sustainability.

- Provider marketing and recruitment;
- One-on-one coaching;
- Peer cohorts and mentoring;
- Live webinar series;
- Engagement/attendance tracking for each support strategy.
- Wonderschool provider platform, including:
 - Professional website, tour management, enrollment management, attendance tracking, invoicing, automatic billing, tax documentation, expense reporting, parent communications

3 Substitute Teacher Pool: Recruit 200 substitute teachers

We are establishing a comprehensive program in Minnesota to create a statewide pool of substitute teachers for child care programs, ensuring they are recruited, screened, trained, and efficiently matched to meet staffing needs of childcare providers. The program will utilize real-time analytics to monitor its effectiveness, providing vital data to stakeholders to help maintain full staffing and enrollment in child care programs.

- Substitute teacher recruitment and background screening;
- Training and support to prepare teachers;
- Online platform to match substitutes with job postings;
- Reimbursement of providers for employment of substitute teachers; and
- Reporting for stakeholders.