



FIRST THINGS FIRST

Cochise

Regional Partnership Council

State Fiscal Years 2019 - 2022



Strategic Plan

Presented to the First Things First Board
January 16 - 17, 2018



Vision

All Arizona's children are ready to succeed in school and in life.

Mission

First Things First is one of the critical partners in creating a family-centered, comprehensive, collaborative and high quality early childhood system that supports the development, health and early education of all Arizona's children birth through age 5.

Regional Partnership Councils

First Things First's statewide Board and its 28 regional partnership councils share the responsibility of ensuring that early childhood funds are invested in strategies aimed at improving educational and health outcomes for young children. Regional partnership councils identify the unique needs of their communities and decide how to best support young children and families in their areas. Regional councils, comprised of local volunteers, provide vision and leadership, governance and oversight. They identify, implement and fund strategies and build collaborations aimed at helping young children across Arizona succeed in school and life.

Cochise Regional Partnership Council

Thomas Reardon, Chair, at-large representative

Laura Killberg, Vice Chair, at-large representative

Danielle Brownrigg, parent representative

Lisa Holland, at-large representative

Peter Huisking, business representative

Dr. Darlene Melk, health services provider representative

Anthony Reed, philanthropic representative

Lori Silk, child care provider representative

Bishop Tommy Simpson, faith community representative

Nancy-Jean Welker, school administrator representative

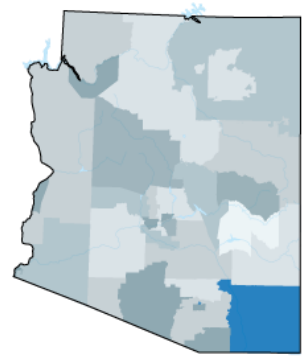
Open, early childhood educator representative

Melissa Avant, Regional Director, First Things First

Note: *The primary data source included in this strategic plan is the 2018 Regional Needs & Assets Report from this region. Other sources may have been used (as needed). Please contact the FTF Regional Director for any questions about data included in the document.*

About the Cochise Region

The First Things First Cochise Region and Cochise County share roughly the same boundaries and occupy the southeastern corner of Arizona. The Cochise region is largely rural and consists of small towns with populations of less than 10,000 people. The largest city in the Cochise Region is Sierra Vista, which includes the Fort Huachuca Military Base, one of the largest employers in the area. The region's economy is based on agriculture, mining and tourism.



	Cochise	Arizona
# of children 0-5	10,125	546,609
# of families with children 0-5	7,272	384,441
% of children 0-5 living in poverty	28%	28%

The ethnic profile of the region resembles the profile of the state of Arizona, with more than 60 percent of the population identifying as White and nearly one-fourth identifying as Hispanic or Latino. Five percent of children 5 and under in the Cochise Region live with relatives or non-relatives and 15 percent live in the same household as their grandparents which makes family support a concern for the Cochise Regional Partnership Council. Nearly 60 percent of children live in households with either both parents in the labor force or a single parent in the labor force. About 39 percent of preschool-aged children in the Cochise Region were enrolled in nursery school, preschool or kindergarten programs, which is less than the 60 percent assumed to potentially need child care based on their parents' employment status. Single-parent families, which comprise over 30 percent of households with children birth through 5, earn significantly less, on average, than do dual-parent households; therefore a critical need is access to affordable high quality child care.

Overall, the number of preschoolers identified with disabilities is decreasing in the Cochise Region with the most common disabilities being speech or language impairments. However, based on data from the Arizona Department of Economic Security, of those children who received referrals to Arizona Early Intervention Program (AzEIP), less than 50 percent qualify for services. The rural nature of the Cochise Region presents some challenges around accessing needed health care and maintaining healthy lifestyles. The ratio of population to health care providers is high, indicating a limited availability of physicians, which may be related to the decrease in early prenatal care. On the other hand, the Cochise Region is performing higher than the state in healthy preventative practices, such as breastfeeding and immunizations, perhaps due to education around the value of breastfeeding and programs that provide immunizations in schools.

The Cochise Region has a strong collaborative system of providers that are dedicated to the well-being of the region's youngest children and their families, yet the region faces difficult barriers, such as high poverty and limited access to food, transportation and early education and health care services.

Regional Roles and Strategic Priorities

The regional council has prioritized the roles it will play in advancing the early childhood system. The roles chosen were from a list identified by the 2017 Early Childhood Task Force and approved by the First Things First Board. Prioritization of these roles does not necessarily mean the region will always lead efforts in these areas or is solely responsible for their success. Instead, by aligning the region's work to the statewide roles, the region can align its work to that of the statewide Board and other regions across the state.

The Cochise Regional Partnership Council is prioritizing the following roles for SFY 2019 – 2022.

- **Information and Education for Families** – Convene partners, provide leadership and provide funding for the development and coordinated dissemination of high quality, diverse and relevant information and education on the importance of the early years, child development, health, early education and related resources for families, providers, partners and the public.
- **Access to Quality Health Care Coverage and Services** – Collaborate with partners to increase access to high quality health care services (including oral health and mental health) and affordable health care coverage for young children and their families.
- **Quality, Access, and Affordability of Regulated Early Care and Education Settings** – Convene partners, provide leadership and provide funding for increased availability of and access to high quality, regulated, culturally responsive and affordable early care and education programs.
- **Building Public Awareness and Support** – Convene partners, provide leadership, and provide funding for efforts to increase public awareness of and support for early childhood development, health and early education among partners, public officials, policymakers and the public.
- **Professional Development System and Recruitment and Retention of Professionals in the Early Childhood System** – Convene partners, provide leadership and provide funding for the development and enhancement of an early childhood professional development system that addresses availability, accessibility, affordability, quality and articulation. Convene partners, provide leadership and provide funding for the recruitment, adequate compensation and retention of high quality, culturally diverse early childhood professionals.
- **Early Childhood System Data and Evaluation** – Define and carry out roles related to collecting, analyzing and reporting data; utilize data to design, develop, plan and evaluate the early childhood system; and provide leadership in the evaluation of the early childhood system and collaborate with partners to utilize the results to foster continuous improvement of the system.

To address the needs of young children and families in the region, the Cochise Regional Partnership Council has outlined the following strategic priorities:



FAMILY SUPPORT

Goal To increase families' understanding and use of parenting practices which promote positive child development, health and literacy outcomes for their children.

Rationale

% of children 0-5 living in poverty	28% (AZ=28%)
% of children 0-5 primarily cared for by a grandparent	70% (AZ=53%)
# domestic violence arrests	1,001
parent knowledge of child development	26% (AZ=35%)

The Cochise Region is selecting to focus on family support for the region, given the high level of grandparents raising grandchildren, the number of children living in poverty that are at-risk, the significant number of children with multiple Adverse Childhood Experiences, the number of families involved with the child welfare system, and the lack of parent knowledge of child development. Our approach for providing family support is multifaceted. The Cochise Region will fund home visitation services for those children who are most at-risk, while providing additional parent support and connection to resources for parents and caregivers through parenting education.

The Cochise Regional Partnership Council seeks to build awareness of available resources, programs and services for families of children birth to 5 by connecting with local OB/GYN offices and Best for Babies local Court Team and Cochise County Read On partners. As part of that work, the regional council will identify needs, build support and increase public awareness of the availability of family support resources. The regional council also hopes to obtain early literacy resources for families by expanding the number of age-appropriate books available for distribution by seeking financial support for book purchases through local community partners (as part of the regional council's work in the area of strategic partnerships and investments). The Cochise Region will participate in Rural Activation and Innovation Network (RAIN) and Science, Technology, Engineering and Math (STEM) educational activities to develop and support the expansion of local, informal science projects, experiences and events with an early childhood focus.

The regional council will continue to work with the Cochise County Family and Community Coalition to connect law enforcement agencies, community partners and domestic violence shelters in the coordination of resources, programs and services that would best benefit the specific needs for young children and their families in at-risk situations.

Programmatic Strategies

Home Visitation

- Funding Allotted: \$300,000
- Targeting 150 families to be served
- Targeting 150 children to be served (developmental and sensory screenings)

Parenting Education

- Funding Allotted: \$100,000
- Targeting 60 adults to attend a series

The evidence-based **Home Visitation** strategy will provide personalized support for families with children birth through 3. The regional council is looking to implement a home visitation model to improve child health and development, increase children's school readiness, enhance parents' abilities to support their child's development, decrease incidence of child maltreatment and improve family economic self-sufficiency and stability. The regional council's intent is to reach families experiencing multiple risk factors that may be in jeopardy of involvement in the child welfare system, first time parents and grandparents raising their grandchildren. As part of this strategy, families will also have their children screened for developmental delays.

The **Parenting Education** strategy will provide a series of classes which include parenting skills, child development, children's life skills and family life skills specifically designed for high-risk families with children 3 through 5 years old. The regional council's intent is to work with system partners to ensure these resources are targeted toward families at risk for abuse and neglect and drug-endangered children and families.

Other System-Building Strategies

The Cochise Regional Partnership Council is also pursuing other system-building strategies aimed at building the network of family supports and services that exist for parents of young children in the region.



Strategy: Connect families to needed resources through community partnerships.

The Cochise Regional Partnership Council seeks to build awareness of available resources, programs and services for families of children birth to 5 by:

- Connecting with local OB/GYN offices to increase public awareness of the availability of family support resources in the region by providing FTF educational reinforcement materials, conducting presentations and building awareness of the FTF website and social media accounts.
- Partnering with Best for Babies local Court Team for Cochise County to increase awareness of family support programs and services in the region available for at-risk infants, toddlers and their caregivers.
- Convening Cochise County Read On partners (including families, teachers and administrators) to identify needs, build support and identify and implement strategies to develop grade-level reading proficiency in children.
- Expanding the number of age-appropriate books available for distribution to families by seeking financial support for book purchase from Sulphur Springs Valley Electric Cooperative. (This effort will be conducted as part of FTF's broader work in the area of Strategic Partnerships and Investments.) Books will be distributed at sponsored FTF regional events.
- Participating in the Rural Activation and Innovation Network (RAIN) and Science, Technology, Engineering and Math (STEM) educational activities to develop and support the expansion of local, informal science projects, experiences and events with an early childhood focus.



Strategy: Connect high-risk families to needed resources by partnering with the Cochise County Family and Community Coalition.

The Cochise County Family and Community Coalition is a community-based group dedicated to ending domestic violence, substance abuse and human trafficking in Cochise County. This group provides community and agency education, public relations, mentoring, and networking opportunities to help Cochise County citizens and agencies transform the lives of survivors of domestic violence, sexual assault, substance abuse and human trafficking and their families.

The Cochise Regional Partnership Council supports this work by being a member that collaborates with others to review Domestic Violence Fatalities, family dynamics with a focus on young children witnessing violent acts and how to address trauma with professionals and law enforcement officers by providing programs and services available in the region. The coalition aims to share information about the services partners each provide; explore ways to better coordinate services and leverage the resources; and work together to better connect at-risk families with available resources.



HEALTH

Goal To increase Arizona children birth through 5 with access to preventive health services, including oral health, behavioral health and immunizations. This includes oral health, behavioral health, immunizations and services for families that address the social determinants of health.

Rationale

% of births with medical risks

50.8% (AZ=41.7%)

of children receiving AzEIP referrals and percentage eligible for services

Less than 50% Eligible for Services
244 Referrals 118 Eligible

% of children with untreated tooth decay

31% (AZ=27%)

of regulated child care providers in the region

95 (35 participate in Quality First)

The Cochise Regional Partnership Council is helping families understand the need for healthy developmental pathways and how health issues affect children’s overall learning. The rural nature of the Cochise Region presents some challenges around accessing needed health care. The Cochise Region is selecting strategies that will help reduce barriers and promote healthy preventive practices such as early screening, fostering the development of a medical home, promotion of oral health for young children and health-related supports in child care centers and homes across the region.

Programmatic Strategies

Care Coordination Medical Home

- Funding Allotted: \$200,000
- Targeting 400 children to be served (developmental and sensory screenings)

Quality First Child Care Health Consultation

- Funding Allotted: \$97,075
- Frontier adjustment funding for 25 sites
- Targeting 25 Quality First center-based providers
- Targeting 10 Quality First home-based providers

The **Care Coordination Medical Home** strategy will embed a care coordinator into a medical practice to assist under-served populations such as low-income families, children with special medical needs, and families of children ineligible for AzEIP services to navigate the complex health care and social service systems throughout the Cochise Region, creating an individualized health plan for each child.

The **Child Care Health Consultation** strategy will improve the health and safety of children in a variety of child care settings by providing a qualified health professional who will assist child care providers in achieving high standards related to health and safety for the children in their care.

Other System-Building Strategies

The Cochise Regional Partnership Council is also pursuing other system-building strategies aimed at building the network of health and services that exist for parents of young children in the region.



Strategy: Build awareness of parents and caregivers of the need for oral health treatment and the availability of oral health services through public coverage.

(Proposed Allotment: \$100,000; Health Systems Strategy)

The Cochise Regional Council recognizes that many families do not understand the need for young children to receive oral health screening and treatment. In addition, research suggests that many families who have AHCCCS or KidsCare do not understand that oral health services for children are covered benefits. The regional council will fund a public awareness campaign that will help parents and caregivers understand the importance of children attending regular checkups with a dentist, and encourage utilization of oral health benefits through a dental home. The entity conducting the awareness campaign will use existing, available messaging and materials, such as those available from the bi-lingual multi-media initiative called Health Teeth, Healthy Me, which motivates children 2 to 5 and their parents and caregivers to address children’s oral health.



Strategy: Seek to incorporate strategies that address young children as part of the implementation of the Cochise County Health Improvement Plan.

The 2017 – 2022 Cochise County Health Improvement Plan (CHIP) is the product of 18 months of community engagement that began with an in-depth assessment of the community’s health. The community health assessment findings provided the structure for a thoughtful and strategic planning process whereby the community identified their top three health priorities based on data and community input. The top three health priorities for Cochise county include 1) Mental Health and Alcohol/Substance Abuse, 2) Good Jobs and Health Economy and 3) Healthy Eating, Obesity and Diabetes.

Priority area work groups have begun forming work plans, establishing timelines, considering evaluation benchmarks and recruiting more community participation to implement the CHIP. The intent of the regional council in partnering with the CHIP process is to ensure that strategies are identified that address the needs of young children in the three main areas of focus.



EARLY LEARNING

Goal To increase the number of Arizona children birth to 5 with access to and participation in quality early care and education.

Rationale

% of 3 and 4 year old
children enrolled in
preschool

38% (Arizona = 36%)

% of income spent on
child care

13% (AZ = 13 – 17%)
Single-female families 35%

The Cochise Regional Partnership Council recognizes the importance and need for affordable high-quality early childhood education settings. About 2 in 5 children (39 percent) ages 3 to 4 in the Cochise Region are enrolled in nursery school, preschool or kindergarten. Single-female families in the Cochise Region are paying more than the recommended 10 percent of their annual incomes for child care --an astounding 35 percent. There is a need to support low-income families so more children will be able to attend quality early care and education programs.

Programmatic Strategies

Quality First Academy

- Funding Allotted: \$26,250

Quality First Coaching and Incentives

- Funding Allotted: \$421,696
- Targeting 25 center-based providers
- Targeting 10 home-based providers

Quality First Child Care Scholarships

- Funding Allotted: \$1,223,228
- Targeting 145 slots for children birth to 5 and 2-5 star prioritization

The **Quality First** strategy will be implemented to increase access to high quality, affordable early childhood education. This strategy aims to expand the number of children accessing learning materials that are developmentally appropriate, a curriculum focused on early literacy and teachers trained to work with infants, toddlers and preschoolers. Additionally, the **Quality First Scholarships** strategy will be implemented along with Quality First so that low-income families are able to attend quality early care and education programs.

Other System-Building Strategies

The Cochise Regional Partnership Council is also pursuing other system-building strategies aimed at building the network of early learning and access to high quality, affordable early childhood education.



Strategy: Strengthen relationships with local business, individuals, and private sector foundations to secure philanthropic investments and partnerships.

The Cochise Regional Partnership Council has adopted a local Strategic Partnership and Investment framework to expand and leverage dollars through local businesses, individuals and private sector foundations to secure philanthropic investments and partnerships to enhance and sustain the local early childhood system within the region.

Local businesses, individuals and private funds could potentially buy-in to the Quality First signature model and leverage Quality First scholarships to complement the regional council's investments. Over the next year, the regional council hopes to secure and leverage funding in an intentional and strategic manner to benefit access to high quality, affordable early care and education within Cochise County.



Professional Development

Goal To implement, align and continuously improve Arizona’s professional development system to support the education, recruitment and retention of early childhood professionals.

Rationale

% of teachers maintain
employment for less
than five years

45%

The Cochise Regional Partnership Council recognizes the importance of recruiting, retaining and incentivizing early childhood professionals to improve educational outcomes for young children. The low level of compensation is problematic in the field of early child care and education. The cycle of low wages, low educational attainment and high turnover rates is difficult to break without policy changes, targeted educational and degree programs and designated resources. Since early childhood care and education is not part of the public education system where tax dollars supply the wages and cover the tuition costs for families, individual private resources provide the majority of the wages.

Programmatic Strategies

Registry and College Scholarships

- Funding Allotted: \$54,000
- Targeting 5 BA full-time scholarships to be awarded

FTF Professional Reward\$

- Funding Allotted: \$80,000
- Targeting 40 incentive awards to be distributed

The **Registry and College Scholarships** strategy will ensure that more early care and education professionals have access to education and training to achieve degrees, credentials and specialized skills to promote children’s cognitive, social, emotional and physical development. The regional council’s intent is to ensure scholarships provide the early childhood workforce in Cochise County to take coursework leading to credentials and degrees by making it possible for them to afford going to school.

The **FTF Professional Reward\$** strategy is a financial incentive program that acknowledges and rewards educational attainment, continued educational progress and commitment to continuous employment at a regulated early care and education setting serving children birth to 5. The regional council’s intent is to provide incentives that will impact low wages and encourage high quality and well-educated personnel to enter and remain in the field.

Other System-Building Strategies

The Cochise Regional Partnership Council is also pursuing other system-building strategies that support professional development and acknowledgement of early childhood professionals in the region.



Strategy: Engage policymakers as active participants in identifying solutions to address the wages of early care and education professionals.

The Cochise Regional Partnership Council in the upcoming year intends to build awareness among policymakers at all levels on the correlation between low wages and retention of the early childhood workforce and the resulting impact on the quality of early education young children receive. Through on-on-one meetings, site tours and other strategies, the purpose is to elevate this challenge as a crucial education issue in the community and engage community leaders in identifying potential public policy solutions to address it.

EVALUATION

Goal To conduct a comprehensive evaluation of the early childhood system and use results for continuous improvement of the system.

Rationale

Early childhood programs, services and resources are evaluated and results are used to foster continuous improvement. Data collected will help FTF monitor grantees, inform decision making, enhance program effectiveness and help FTF measure outcomes resulting from the collective investments of Arizona's early childhood system.

Evaluation

- Funding Allotted: \$103,515

COMMUNITY AWARENESS, OUTREACH AND MEDIA

Goal To increase families' understanding of the importance of early childhood and awareness of resources available to help them ensure positive experiences in their child's first five years.

Rationale

We all have a shared responsibility to help children arrive at school prepared to succeed. FTF works with families, caregivers and community leaders to build awareness of the importance of early childhood and steps they can take to support the education and health of young children in their neighborhoods.

The **Media** strategy seeks to increase public awareness of the importance of early childhood development and health via a media campaign that draws viewers/listeners to the First Things First website (firstthingsfirst.org).

Community Awareness

- Funding Allotted: \$20,000

Media

- Funding Allotted: \$20,000

Regional Allocation and Proposed Funding Plan Summary SFY 2019 - 2022
Cochise Regional Partnership Council

Allocations and Funding Sources	SFY 2019	SFY 2020 PROJECTED	SFY 2021 PROJECTED	SFY 2022 PROJECTED
FY Allocation	\$2,490,014	\$2,490,014	\$2,490,014	\$2,490,014
• Population Based Allocation	\$1,605,867	\$1,605,867	\$1,605,867	\$1,605,867
• Discretionary Allocation	\$884,147	\$884,147	\$884,147	\$884,147
• Other (FTF Fund balance addition)				
Carry Forward From Previous Year*	\$309,103*	\$231,830*	\$154,557*	\$77,285*
Total Regional Council Funds Available	\$2,799,117	\$2,721,845	\$2,644,572	\$2,567,299
Strategies	Proposed Allotment	Proposed Allotment	Proposed Allotment	Proposed Allotment
Quality First Academy (<i>statewide</i>)	\$26,250	\$26,250	\$26,250	\$26,250
Quality First Coaching & Incentives (<i>statewide</i>)	\$421,696	\$437,216	\$441,491	\$442,191
Quality First Scholarships (<i>statewide</i>)	\$1,223,228	\$1,207,708	\$1,203,433	\$1,202,733
FTF Professional REWARD\$ (<i>statewide</i>)	\$80,000	\$80,000	\$80,000	\$80,000
Registry and College Scholarships (<i>statewide</i>)	\$54,000	\$54,000	\$54,000	\$54,000
Care Coordination/Medical Home	\$200,000	\$200,000	\$200,000	\$200,000
Children's Health Systems Change	\$100,000	\$100,000	\$100,000	\$100,000
Quality First Child Care Health Consultation (<i>statewide</i>)	\$97,075	\$97,075	\$97,075	\$97,075
Home Visitation	\$300,000	\$300,000	\$300,000	\$300,000
Parenting Education	\$100,000	\$100,000	\$100,000	\$100,000
Statewide Evaluation (<i>statewide</i>) (FTF Directed)	\$103,515	\$103,515	\$103,515	\$103,515
Community Awareness (FTF Directed)	\$20,000	\$20,000	\$20,000	\$20,000
Media (<i>statewide</i>) (FTF Directed)	\$20,000	\$20,000	\$20,000	\$20,000
Total	\$2,745,764	\$2,745,764	\$2,745,764	\$2,745,764
Total	\$53,353	(\$23,919)**	(\$101,192)**	(\$178,465)**
Unallotted/Unawarded/Unexpended:				

*Carry forward balances include any unallotted funds and projected savings from the prior fiscal year, estimated based on historical spending patterns in the region. These amounts will be updated and funding plans will be revised, as necessary, each fiscal year based on actual expenditures.

**In order to maximize the funding available to support regional programs for children, the amounts regions allotted to strategies take into account dollars that are historically unspent. As a result, the dollars allotted appear to exceed funds available. In reality, the region is expected to end the year with a carry forward balance, which is reflected accordingly above.

-END OF PLAN-

APPENDIX A (internal use)
Cochise Regional Partnership Council
SFY 2019 Proposed Target Service Units

Quality and Access	Quality First Academy	Note: Regional Council not required to set service units	35
	Quality First Coaching &	Number of Centers	25
		Number of Homes	10
		Number of Rating Only Centers	-
	Quality First Scholarships	Number of scholarship slots for children 0-5 years	145
Professional Development	FTF Professional REWARD\$	Number of incentive awards distributed	40
	Registry and College	Number of CDA assessment fees paid	-
		Number of full-time scholarships for Associate degrees	-
		Number of full-time scholarships for Bachelor's degrees	5
Health	Care Coordination/Medical	Number of children served	400
		Number of children served (DSS)	400
	QF Child Care Health Consultation	Number of center based providers served	25
		Number of home based providers served	10
		Number of Non-QF Centers	-
		Number of Non-QF Homes	-
	Children's Health Systems	No Service Units	-
Family Support	Home Visitation	Number of children served (DSS)	150
		Number of families served	150
	Parenting Education	Number of parents/caregivers educated	60
	Community Awareness	No Service Units	
	Media	No Service Units	
	Statewide Evaluation	No Service Units	

Notes about SFY 2019 proposed targets:

Quality First Coaching and Incentives: The Cochise Regional Partnership Council does not fund any rating-only centers.

Child Care Health Consultation Service Numbers: The Cochise Regional Partnership Council does not fund Child Care Health Consultation outside of the Quality First bundle, thus there are no targeted or contracted non-Quality First centers/homes service numbers.

Registry and College Scholarships: Regional funding only for BA degrees.

APPENDIX B

Changes in Strategies from SFY 2018 – SFY 2019

Strategy	SFY 2018	SFY 2019
Quality First Scholarships (statewide)		
Funding Level Changes:	\$1,430,000	\$1,223,228
TSU Change:	175 scholarships	145 scholarships
Target Population Change(s):	No change	
Explanation of Change(s):	In SFY 2018, the regional council had additional funds to allot, and elected to increase the strategy for this year only. For SFY 2019, the regional council chose to slightly reduce the funding level to align with funding levels similar to previous years while still maintaining a consistent level of scholarships for the region.	
FTF Professional REWARD\$ (statewide)		
Funding Level Change:	\$0	\$80,000
TSU Change:	0	40 incentive awards
Target Population Change:	No Change	
Explanation of Change(s):	The Cochise Regional Partnership Council recognizes the importance recruiting, retaining and incentivizing early childhood professionals to improve educational outcomes for young children and made this a priority for SFY 2019.	
Registry and College Scholarships (statewide)		
Funding Level Changes:	\$0	\$54,000
TSU Change:	0	5 full time BA
Target Population Change(s):	No change	
Explanation of Change(s):	The Registry and College Scholarships strategy will ensure that more early care and education professionals have access to education and training to achieve degrees, credentials and specialized skills to promote children’s cognitive, social, emotional and physical development.	
Care Coordination Medical Home		
Funding Level Changes:	\$0	\$200,000
TSU Change:	0	400 children served
Target Population Change(s):	No change	
Explanation of Change(s):	The Care Coordination Medical Home strategy will embed a care coordinator into a medical practice to assist under-served populations such as low-income families, children with special medical needs and referrals to AzEIP but not receiving care to navigate the complex health care and social service systems throughout the Cochise Region creating an individualized health plan for each child.	

Oral Health		
Funding Level Changes:	\$133,500	\$0
TSU Change:		
Target Population Change(s):		
Explanation of Change(s):	Moving from Oral Health to Children’s Health System strategy will provide oral health education, the importance of oral health screenings and utilizing insurance benefits through a dental home.	
Children’s Health Systems Change		
Funding Level Changes:	\$0	\$100,000
TSU Change:		
Target Population Change(s):		
Explanation of Change(s):	This public awareness campaign will help parents and caregivers understand how important it is for their children to attend regular checkups with a dentist.	
Home Visitation		
Funding Level Changes:	\$390,000	\$300,000
TSU Change:	No change	
Target Population Change(s):	No change	
Explanation of Change(s):	The regional council eliminated the online Ages and Stages (ASQ) reporting requirement thus decreasing the funding by \$90,000.	
Parenting Education		
Funding Level Changes:	\$0	\$100,000
TSU Change:	0	60 adults served
Target Population Change(s):	No change	
Explanation of Change(s):	The Parenting Education strategy will provide a series of classes which include parenting skills, child development, children’s life skills and family life skills specifically designed for high risk families with children 3 through 5 years of age.	

Community Awareness		
Funding Level Changes:	\$29,800	\$20,000
TSU Change:	No change	
Target Population Change(s):	No change	
Explanation of Change(s):	Decrease in funding reflects the elimination of an event intended to build community awareness and foster strategic partnerships and investments. Through a subcommittee of the regional council, the decision was made to hold off in this area until further alignment is made from a statewide level.	
Professional Development for Early Childhood Professionals		
Funding Level Changes:	\$100,000	\$0
TSU Change:	0	40 professionals served
Target Population Change(s):	No change	
Explanation of Change(s):	The regional council elected to fund Registry and College Scholarships and Professional Reward\$ to recruit, retain and incentivize scholars into the early childhood field.	

APPENDIX C (internal use)
SFY 2019 Funding Plan: New Strategies
New Proposed Strategies

Strategy: FTF Professional REWARD\$				
Strategy Description To cultivate a well-prepared, highly skilled and appropriately compensated professionals.				
Strategy Narrative <ul style="list-style-type: none"> - The FTF Professional Reward\$ strategy is a financial incentive program that acknowledges and rewards educational attainment, continued educational progress, and commitment to continuous employment at a regulated early care and education setting serving children birth to 5. The regional council's intent is to provide incentives that will impact low wages and encourage high-quality and well-educated personnel to enter and remain in the field. <p>The range of incentive amounts is \$300 to \$2000 based on the level of each applicant. For planning purposes we have used an average. Because of the range it is very difficult to predict target service numbers; therefore, actual numbers will almost always vary from the target service numbers.</p>				
Target Population Description Define the pool of the population: <ul style="list-style-type: none"> - Applicants must work at a program, with children birth to 5, that demonstrates a commitment to quality by either (1) being an enrolled Quality First participant program working towards quality improvement, or (2) being accredited by a national organization recognized by either the Arizona Department of Education or the Arizona Department of Economic Security-Child Care Administration, (3) currently on the waiting list for Quality First participation and never declined participation in the Quality First program. - Low wages present a major barrier to encouraging high quality, well-educated and well-trained personnel to enter and remain in the field. Within Cochise County, over 5,689 children birth to 5 are in need of some type of child care. Because of this, it is especially important to ensure that professionals responsible for their early care and education have the tools and skills to promote learning and healthy social and emotional development, and know how to help when development is not progressing as expected. - This system will ensure that more early care and education professionals have access to education and training to achieve degrees, credentials and specialized skills to promote children's cognitive, social, emotional and physical development. As a result of higher educational attainment and specialized in-service training, professional compensation will increase and more staff will remain in the field of early care and education. 				
Target Service Units	SFY19	SFY20	SFY21	SFY22
- Number of incentive awards distributed	40	40	40	40
Funding Level	SFY19	SFY20	SFY21	SFY22
- \$300 to \$2000 per scholar (\$2,000 was used)	\$80,000	\$80,000	\$80,000	\$80,000

Strategy: Registry and College Scholarships				
Strategy Description To cultivate a well-prepared, highly skilled, and appropriately compensated professionals.				
Strategy Narrative <ul style="list-style-type: none"> - Supports administrative operation and implementation of the Arizona Early Childhood Workforce Registry and financial supports and incentives for early care and education professionals to achieve a Child Development Associate Credential (CDA), Associate degree or Bachelor's degree. Well-educated and highly skilled early childhood teachers are strongly linked with high quality and optimal child outcomes at entry into kindergarten. This strategy will ensure that more early care and education professionals have access to education and training to achieve degrees, credentials and specialized skills to promote children's cognitive, social, emotional and physical development. - 300+ level coursework (bachelor's pathway) - \$10,800.00 per scholar (900.00 per credit) – based on 12 credits per year enrollment (knowing that some scholars will enroll in more and some will enroll in less). 				
Target Population Description Define the pool of the population: <ul style="list-style-type: none"> - Minimum age as defined by the college acceptance policy; If employed, earns \$20.00 per hour or less; Evidence of Eligibility to Receive Public Benefits and Lawful Presence per A.R.S. §1-502. Completed Registry profile in the Arizona Early Childhood Workforce Registry (Registry); High school student in Early Childhood Career and Technical Education (CTE) program dually enrolled for college credit that is transferable and applicable to a degree; Arizona resident AND working in Arizona with or on behalf of children birth to 5 not yet in kindergarten; Scholars who are not Arizona residents and/or not employed in Arizona will be subject to case by case eligibility for consideration by First Things First. - This strategy will ensure that more early care and education professionals have access to education and training to achieve degrees, credentials and specialized skills to promote children's cognitive, social, emotional and physical development. As a result of higher educational attainment and specialized in-service training, professional compensation will increase and more staff will remain in the field of early care and education. 				
Target Service Units	SFY19	SFY20	SFY21	SFY22
- Number of full-time scholarships for bachelor's degrees	5	5	5	5
Funding Level	SFY19	SFY20	SFY21	SFY22
- \$10,800.00 per scholar (900.00 per credit)	\$54,000	\$54,000	\$54,000	\$54,000

Strategy: Care Coordination Medical Home				
Strategy Description To ensure that all children have access to high quality preventive and continuous health care, including physical, mental, oral and nutritional health.				
Strategy Narrative <ul style="list-style-type: none"> - The intent of the strategy is to support clinical practices and systems of care to assist at-risk families with young children to navigate the complex health care and social service systems. The expected result of effective care coordination is that children receive well-child visits, the services that they need, and that they use services efficiently to avoid duplication and unnecessary stress on their families. Care coordination helps achieve the triple aim in health: better care for the patient, reduction of costs, and improved health outcomes. - The average cost per child is roughly \$333 – \$400 per year for a child with special health care needs. This cost is all inclusive, and is based on a care coordinator’s salary and percentage of time spent on care coordination activities, overhead, training, hospital/clinic costs, electronic systems for tracking care coordination, and other supporting staff such as a consulting physician, translators and more. 				
Target Population Description Define the pool of the population: <ul style="list-style-type: none"> - The Care Coordination Medical Home strategy will embed a care coordinator into a medical practice to assist under-served populations such as low-income families, children with special medical needs, and families not qualifying for AzEIP services but not receiving care to navigate the complex health care and social service systems throughout the Cochise Region creating an individualized health plan for each child. - The rural nature of the Cochise Region presents some challenges around accessing needed healthcare and maintaining healthy lifestyles. The ratio of population to health care providers is high, indicating a limited availability of physicians. Engaging in healthy preventative practices, knowledge to resources and a coordinator to help with health plans may protect children from negative health outcomes and developmental delays. - In the Cochise Region, the percentage of births with medical risks are high and almost three-quarters of parents who completed the FTF Family and Community Survey for Cochise do not agree that services are available at convenient times and locations and more than half (56 percent) agree that they are asked to fill out paperwork or eligibility forms multiple times. 				
Target Service Units	SFY19	SFY20	SFY21	SFY22
- Number of children served	400	400	400	400
- Number of children served (DDS)	400	400	400	400
Funding Level	SFY19	SFY20	SFY21	SFY22
- The average cost per child is roughly \$333-400 per year for a child with special health care needs.	\$200,000	\$200,000	\$200,000	\$200,000

Strategy: Children's Health System Change				
Strategy Description To ensure that the health system is responsive to the system of care for young children and families.				
Strategy Narrative <ul style="list-style-type: none"> - The intent of the evidence-informed Children's Health System Change strategy is to support systemic efforts that improve how providers, community health organizations, public health groups, health payers, and government agencies address the health needs of children ages 0 through 5. The expected outcome of the systems change strategy is to improve children's health and well-being by identifying and implementing system changes that improve the system of care and supports for children's health. <p>The Cochise Regional Partnership Council is helping families understand the need for healthy developmental pathways and how health issues affect children's overall learning. The rural nature of the Cochise Region presents some challenges around accessing needed health care. The regional council is selecting the children's health system change strategy to educate, reduce barriers and promote healthy preventive practices and the promotion of oral health for young children across the region.</p>				
Target Population Description Define the pool of the population: <ul style="list-style-type: none"> - The Cochise Regional Partnership Council recognizes that many families do not understand the need for young children to receive oral health screening and treatment. In addition, research suggests that many families who have AHCCCS or KidsCare do not understand that oral health services for children are covered benefits. The regional council will fund a public awareness campaign that will help parents and caregivers understand the importance of children attending regular checkups with a dentist, and encourage utilization of oral health benefits through a dental home. The entity conducting the awareness campaign will use existing, available messaging and materials, such as those available from the bi-lingual multi-media initiative called Health Teeth, Healthy Me, which motivates children 2 to 5 and their parents and caregivers to address children's oral health. 				
Target Service Units	SFY19	SFY20	SFY21	SFY22
- No Service Units				
Funding Level	SFY19	SFY20	SFY21	SFY22
- Marketing awareness campaign	\$100,000	\$100,000	\$100,000	\$100,000

Strategy: Parenting Education				
Strategy Description All families have the information, services and support they need to help their children achieve their fullest potential.				
Strategy Narrative <ul style="list-style-type: none"> - Parenting Education maintains a clear and consistent focus on parenting skills and child development information. Program models work to strengthen family level protective factors by emphasizing family strengths. The goal of parenting education is to strengthen families by providing relevant, effective education and support and to encourage an optimal environment for the healthy growth and development of parents/caregivers and children. The regional council's intent is to work with system partners to ensure these resources are targeted toward families at risk for abuse and neglect and drug endangered children and families, by implementing a parenting education program through evidence based model such as, the Strengthening Families Program (SFP). Costs can vary significantly based on the model proposed to be delivered (e.g. required staff training, model affiliation, curriculum, program materials, etc.).				
Target Population Description <i>Define the pool of the population:</i> <ul style="list-style-type: none"> - High-risk families with children 3 to 5 (e.g. family conflict, excessive punishment, child abuse and/or neglect, ineffective discipline, modeling of substance use by family members, family alcohol and drug abuse, differential acculturation) and families with children at risk for: depression, conduct disorders, aggression and/or violence. - The parenting education strategy will provide a series of classes which include parenting skills, child development, children's life skills and family life skills specifically designed for high-risk families with children 3 through 5 years old. - The Cochise Region is selecting to focus on parenting education for the region, given the high level of grandparents raising grandchildren, the number of children living in poverty that are at-risk, the significant number of children with multiple Adverse Childhood Experiences, the number of families involved with the child welfare system, and the lack of parent knowledge of child development and dependency/domestic violence cases and parental severances are critically high. 				
Target Service Units	SFY19	SFY20	SFY21	SFY22
- Number of parents/caregivers educated	60	60	60	60
Funding Level	SFY19	SFY20	SFY21	SFY22
- Average cost per adult is \$1,650	\$100,000	\$100,000	\$100,000	\$100,000