



MINNESOTA

CDFI COALITION

Child Care –

The challenges, needs and opportunities facing child care partners and providers in 2026

Minnesota CDFI Coalition Conference



Here we go...



Purpose – A shared vision and opportunity

Thriving Families. Strong businesses. Vibrant communities

- What we know
 - Families need access to opportunity and resources
 - Entrepreneurs need capital, education, and support
 - Child care and early childhood businesses are essential community infrastructure
 - The opportunity to create stronger outcomes through collaboration



We are here to support child care providers WITH you

- First Children's Finance
- Initiative Foundation
- WomenVenture



First Children's Finance

- Comprehensive business development services for child care entrepreneurs (*training, consulting, coaching, capital*)
- Facility revitalization and technology grants
- Loans and TA to child care businesses
- Community consultation to build child care supply
- Consulting to local, state, and federal governments
- Based in MN, national perspective



First Children's Finance



Initiative Foundation

- Community investment
- Regional leadership
- Connections, education and convening
- Funding/support for innovative solutions
 - Grants
 - Contracts for services
 - CDFI lender



Initiative
FOUNDATION



WomenVenture

- Training
 - Business-Agnostic and Child Care
 - Special Focused Workshops
- Business Consulting Services
- Access to Capital
- Community Connections
 - Networking Events
 - Child Care Peer Group Meetings



What the data
says...



State of Child Care Business Survey Data

- Child care entrepreneurs are reliable, credit-worthy borrowers. They bring financial discipline and a deep sense of accountability to the families they serve. (Capital Access Learning Lab)
- Businesses remain stable
- Entrepreneurs are committed to their work, are confident about the future, and operating without margin
- Preschool enrollment is under pressure
- Low reserves for emergencies
- Public funding is reaching child care businesses



TABLE CONVERSATION



How can lenders use this data to better support and/or increase the supply of quality child care?



Impact Story

Missy Machkashvili w/Inspired
Play Learning Center



Missy Machkhashvili Inspired Play Learning Center





July 2024: Resource call, Discussion on expanding from a FCC into a CCC.



August 2024: Enrolled in WomenVenture's Small Business Essentials class. SBE is designed to support the entrepreneur through the start-up phase of their business.

- Business Fundamentals

- Market Research and Analysis

- Financial Management and Planning

- Business Operations



October 2024: Search for a center location begins.





March 2025: Location in mind, next steps discussed.



April 2025: Work begins on business plan.

Live Plan

4 meetings to review work and offer feedback on business plan and projections.



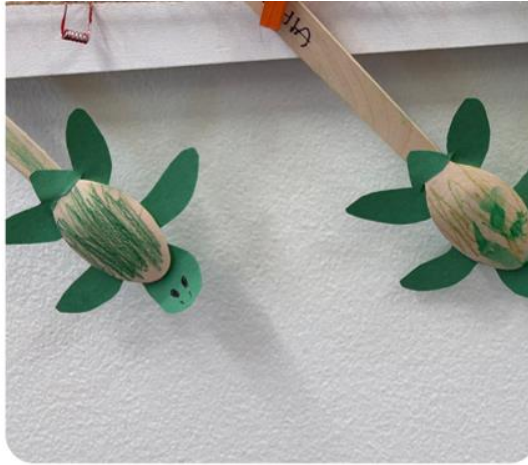
May 2025: Hand-off to Lending



August 2025: Loan closing

Funding also received from First Children's Finance





INSPIRED
PLAY



TABLE CONVERSATION

- Knowing a bit more about the importance of funding child care, what can you and/or CDFIs do better to support these businesses?



SHARE OUT

- What were one or two topics or ideas shared with your group?



Questions?



Call to action:

What's one thing you learned, heard, or mentioned that you can leverage or use to further support child care businesses in your area?





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