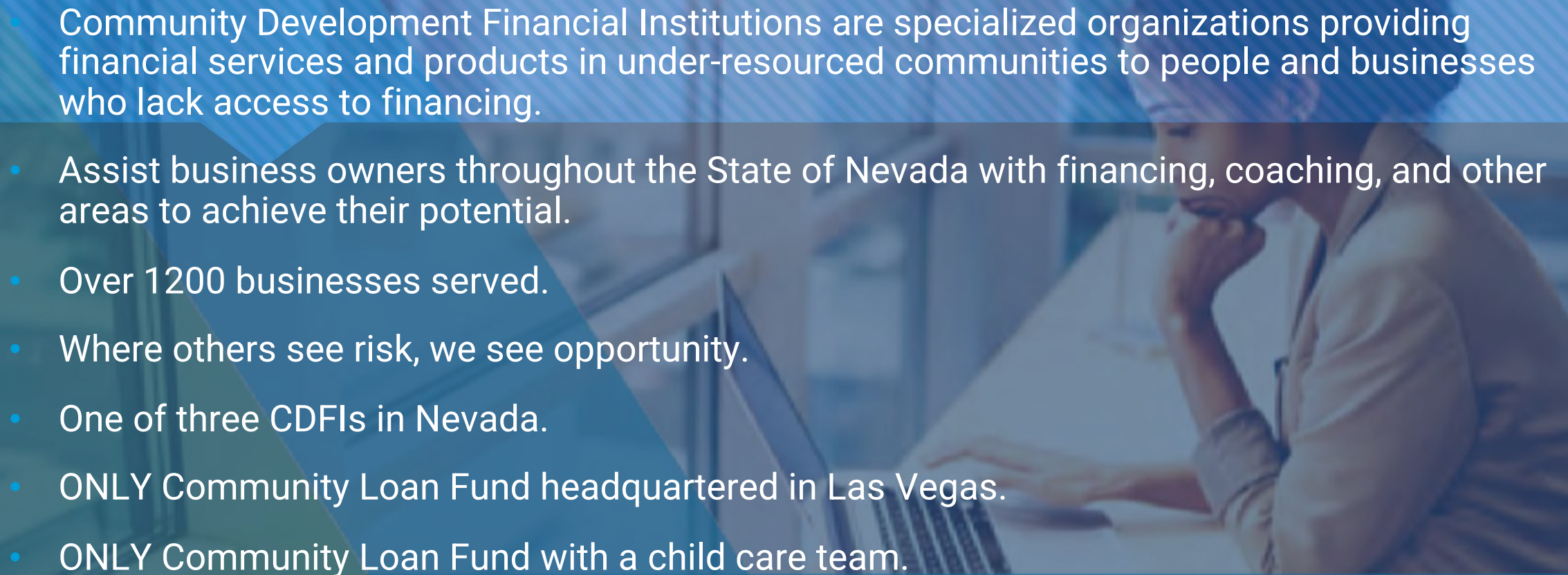


ACCESS COMMUNITY CAPITAL

- 
- Community Development Financial Institutions are specialized organizations providing financial services and products in under-resourced communities to people and businesses who lack access to financing.
 - Assist business owners throughout the State of Nevada with financing, coaching, and other areas to achieve their potential.
 - Over 1200 businesses served.
 - Where others see risk, we see opportunity.
 - One of three CDFIs in Nevada.
 - ONLY Community Loan Fund headquartered in Las Vegas.
 - ONLY Community Loan Fund with a child care team.

WHAT IS A CDFI?

Access Community Capital Small Business Services



[\(Click Here to Watch 2023 Impact Report\)](#)

Nevada Women and Minority Business Expansion Program

- **Loan amounts:** \$1,000 to \$250,000
- **Interest rate:** 7% - 10%
- **Term:** up to 5 years
- **Collateral:** Not always required
- **Equity:** Not required
- **Eligible Areas:** NV State business license



ACCESS

ACCESS CAPITAL. ACHIEVE YOUR POTENTIAL.

Affordable Capital vs Predatory Lending

Cash Flow Savings from Paying Off PayPal loan

	Paypal Advance (MCA)	ACCESS Loan to payoff MCA	SAVINGS
Amount Borrowed	\$18,000	\$15,000	
Interest and Fees	\$2,968.06	\$600.00	
Net Amount Borrowed	\$15,031.94	\$14,400.00	
Current Balance	\$15,074.02	\$14,400.00	
Weekly Payment	\$403.00	\$154.98	
Monthly Payment	\$1,746	\$671.59	\$1,075 each month
Effective Rate	39.41%	7%	

**Assuming 12 month loan*

**This exhibit is for illustrative purposes only. Actual amounts may vary based on actual loan terms.*

***This exhibit is not and should not be considered an offer for a loan or any other financing offer.*

Technical Assistance

- **Business Advisory**
- **Strategy Development**
- **Financial Planning**
- **Industry Best Practices**
- **Revenue Generating Ideas**



Business Roadmap Checklist

- **Website**
 - Is it working?
 - Spell-Check
 - Broken Links
- **Professional Email**
 - Every website has an email plan
- **Business Bank Account**
 - Separate business from personal
- **Entity Type**
 - Sole proprietor vs LLC
- **Office location**
 - Home vs Commercial
- **Accounting System**
 - In-house vs 3rd party
- **Business Plan vs Action Plan**

Las Vegas Entrepreneur Accelerator

The Accelerator has become a hub for business innovation, providing personalized mentorship and assistance. The creation of an online portal has streamlined support for over 200 businesses, guiding them with tailored industry-specific best practices and mentorship, marking a significant advancement in entrepreneurial support.

www.LasVegasAccelerator.com



Las Vegas Entrepreneur Accelerator



Contact Us Now : lasvegasaccelerator.com

[\(Click Here to Watch Testimonials\)](#)

Nevada Capital Readiness Program

This statewide program matches businesses with procurement opportunities and capacity-building technical assistance. In partnership with the College of Southern Nevada and the Urban Chamber of Commerce, the program prepares businesses to participate in the economic opportunities from public and private investments.



www.NVCapitalReadiness.org

Community Impact

- **Total Loans \$5.2 million**
- **Average Loan Size \$75,000**
- **Over 65% women-owned enterprises**
- **Over 900 businesses served**
- **Over 1500 jobs created/retained**



**ACCESS CAPITAL. ACHIEVE YOUR
POTENTIAL**



ACCESS Child Care

Access Community Capital (ACCESS) is committed to the communities we serve and helps finance community businesses, including child care providers.

We recognize the critical role of child care in a community's economic growth.

Through our partnership with The Children's Cabinet, Division of Welfare Supportive Services (DWSS), and CARE Nevada, we support child care businesses through capital financing, down-payment assistance, operational support, and technical assistance.



Access Community Capital Child Care Services

Recognizing the critical role of child care in a community's economic growth, Access Community Capital supports child care businesses through



Access to Capital



Technical Assistance

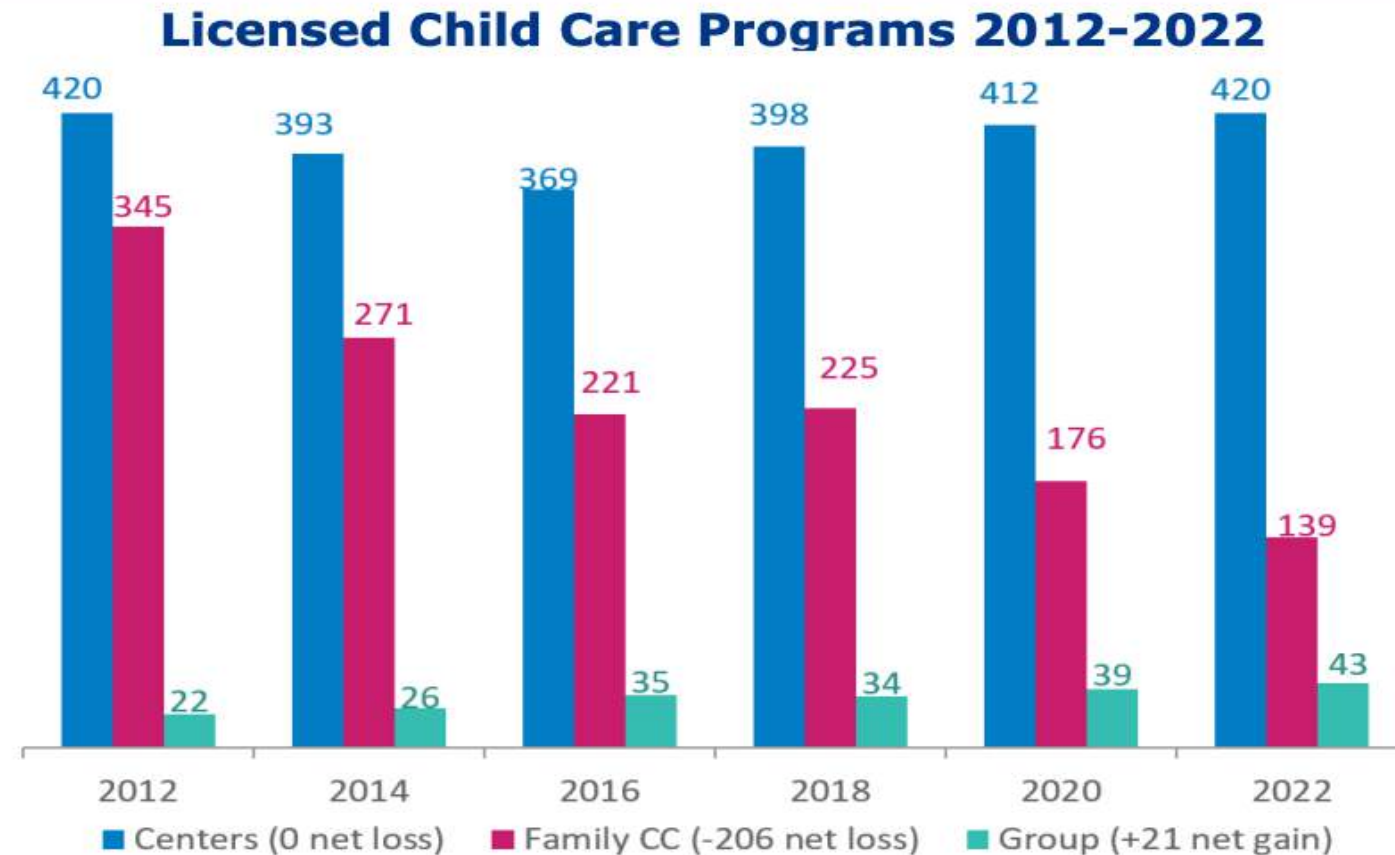


WHAT ARE THE ISSUES?

CHILD CARE: SUPPLY vs DEMAND

- Despite an increasing population, access to licensed child care in Nevada has decreased over the past ten years.
- Since 2012, the # of licensed child care centers has remained constant, increasing from 420 in 2012 to 440 in April 2024.
- # of family child care centers has decreased from 345 to 139.

Supply

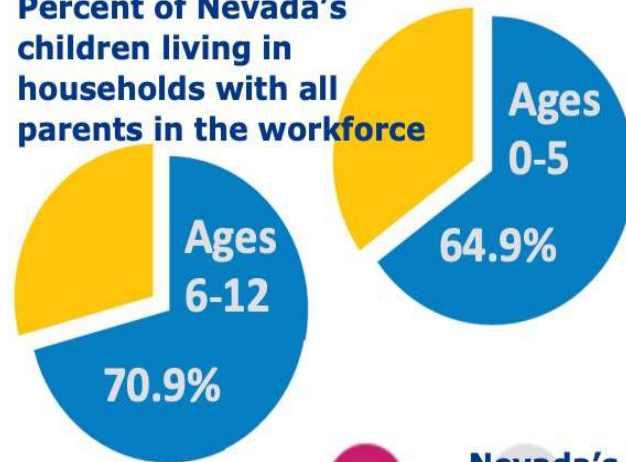


CHILD CARE: SUPPLY vs DEMAND

- By contrast, the population in Nevada has increased 16%, from \$2.7mm to \$3.2mm, over the same period.
- Providers and parents suggest the key driver of ECE workforce shortages is low wages and a lack of employer-sponsored benefits
- ECE workforce is among the lowest paid in the nation
- Average annual salary in 2020 of \$25,460 – less than half of the average for all occupations.
- Hourly rate equates to \$13.00 per hour, which is a lower hourly wage than Walmart or Target.

Demand

Percent of Nevada's children living in households with all parents in the workforce



Nevada's licensed capacity meets 33.1% of the need for children ages 0-5 with all parents in the workforce.

Children living in single-working parent and dual-earner households must have safe, reliable, high-quality child care to support their development while their parents work.

Nevada Counties	Total Children		All Parents Work	
	Ages 0-5	Ages 6-12	Ages 0-5	Ages 6-17
Carson City	3,494	4,516	67.4%	82.3%
Churchill	1,722	2,517	66.0%	59.1%
Clark	165,428	205,764	64.8%	70.2%
Douglas	2,128	3,400	63.3%	75.5%
Elko	4,544	5,512	52.6%	65.9%
Esmeralda	25	83	16.0%	26.5%
Eureka	162	206	66.0%	67.2%
Humboldt	1,343	1,717	68.0%	72.5%
Lander	316	807	74.3%	84.4%
Lincoln	223	359	19.7%	66.9%
Lyon	3,758	4,627	69.5%	72.2%
Mineral	191	295	66.5%	65.0%
Nye	2,542	3,111	33.2%	61.5%
Pershing	344	520	88.7%	77.7%
Storey	251	260	62.5%	64.3%
Washoe	32,941	39,270	69.1%	74.3%
White Pine	585	769	56.2%	75.4%
NEVADA	218,313	270,900	64.9%	70.9%

CHILD CARE: ADDITIONAL ISSUES

Financial Challenges

- Many owners have challenges securing financing due to unpredictable cash flow
- Lower than required credit scores
- Lack of proper business structure or business bank account

Business Management Skills

- Passionate about child care but lacking business acumen
- Challenges in managing operations effectively





WHAT ARE SOME SOLUTIONS?

3-Pronged Solution

1. INCREASE SUPPLY

1. Adding new group child care centers
2. Increase pay or wealth to attract workforce

2. ACCESS TO ASSISTANCE

1. 1:1 mentorship
2. Accelerator and Training Programs

3. ACCESS TO CAPITAL

1. Bridge Financing for Reimbursable Grants
2. Working Capital and Expansion loans





**PROPOSED SOLUTIONS:
INCREASE SUPPLY**

Care Access Real Estate (CARE) Nevada

CARE Nevada is working to help home-based childcare providers rent a new property that will allow them to serve more children and families in Nevada.

- Expand the supply of quality childcare, especially for overlooked and under-resourced families and communities.
- Increase the resilience of childcare businesses by providing stable leases as a childcare friendly landlord.
- Increase the revenue of childcare providers by creating opportunities to expand their business to serve more children and families.
- Access Community Capital will forecast future childcare business earnings and expenses, consider other household income and obligations to determine how much rent the provider can afford to pay in a CARE Nevada property



Child Care Facilities Fund

PURPOSE

- The CCFF, when combined with other funding sources (such as Community Development Block Grants), can be an important part of the capital stack, making the difference in whether a project comes to fruition.
- Establish a Revolving Loan Fund that continuously supports expansion efforts.
- Provide technical expertise to providers and employers in the construction of childcare facilities.

GOALS

- Provide loan funding for renovation, repair or improvement of existing facilities or the acquisition or construction of new buildings.
- Increase support and knowledge of the development process.
- Special focus on providing developmental support to employer based childcare centers.

Affordable Child Care Homeownership Fund

PURPOSE

- The ACCHF provides funding to eligible developers for the construction of affordable housing to be sold to first-time home buyers, also operating as group family child care centers.
- Funds may be used for predevelopment and construction expenditures.
- Establish a Revolving Loan Fund that continuously supports expansion efforts.

GOALS

- Simultaneously address the ongoing issues of affordable housing and child care availability.
- Provide economic stability and support for families and child care providers..
- Increase support and knowledge of the development process.
- Special focus on increasing the supply of Group Family Child Care facilities.

Employer-Sponsored Solutions

- Portable / Mobile Child Care
 - Consider adding a portable child care unit on the premise for toddler age children.
 - Example – Strong Start Mobile Pre-K in the city of Las Vegas.
- On-site Employer Child Care Facilities
 - Supporting employers build on-site facilities
 - Employers assessing the cost-benefit of operating an on premise child care facility.
 - Examples include: Capital One, Google, T-Mobile, Kwik Trip
- Co-location of childcare facilities within affordable housing developments



PROPOSED SOLUTIONS: TECHNICAL ASSISTANCE



Business & Finance Consultation

One-on-One Consultation and Technical Assistance for Childcare Providers

Business Planning & Budgeting

- Develop comprehensive business plans
- Create and manage budgets

Financial Support

- Access loans, grants, and capital resources
- Explore additional financial options for growth

Marketing Strategies

- Develop effective marketing plans

Human Resources Training

- Implement best practices in HR management



Continuous Training (In-Person and Virtual)

Continuous training and development is essential to supporting all businesses, including child care providers.

- Home-Based Child Care Business Administration Scale (BAS) Assessment
- NV Registry Approved Training
- Financial Modeling
- Professional Development

Register at nevadaregistry.org

Las Vegas Child Care Providers



LVEA Program

ACCESS CHILD CARE invites all Las Vegas child care providers to join the free Las Vegas Entrepreneur Accelerator Program. Gain valuable assistance through business and marketing professional supportive services. This unique program offers an incredible opportunity to grow and expand your child care business. Don't miss out—sign up now through the LVEA Application Link below.

Marketing Services



Website Design

LVEA offers talented professionals who specialize in designing one-of-a-kind child care websites. Our custom websites are designed to attract families, helping you grow your capacity and reach your goals.



Videography Services

LVEA has an amazing videography team ready to help you create a captivating 30-second video commercial of your child care space. Share your passion with the community and attract more families with our professional video services.



Flyers, Mailers and More

LVEA's marketing team is equipped to create a variety of materials, including flyers, mailers, informative commercials, and more, to help you attract new clientele and grow your business.

Business Services

Operational Support

- Strategic Growth
- Comprehensive Business Analysis
- Social Media Management

Bookkeeping/Accounting

- Professional Bookkeeping and Accounting services for one year
- Financial Statement Reporting

Tax Information

- Professional Tax Advisors
- Tax Guidance for Home Based Child Care Needs

LVEA Application:

[Las Vegas
Entrepreneur
Accelerator](#)

Child Care Accelerator

- Access to Mentors
- Business Best Practices
- Referrals to Resource Partners
- Back-Office Support
- FREE Website design
- FREE Mailers
- FREE Videography



PROPOSED SOLUTIONS: ACCESS TO CAPITAL



Bridge Financing and Access to Capital

Term Loans

Max \$250,000, 1-3 year term, Avg 6-10% interest rate

Start-up Loan

Max \$10,000, Businesses operating less than a year

Grant Bridge Financing

Upfront funding for reimbursable grant expenses

Contact Information

For more information on

Access CDFI

accesscdfi.org

Email: childcare@accesscdfi.org

For more information on

CARE Nevada

care-nevada.org

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