



REINVESTMENT
FUND



Expanding Early Childhood
Education in Philadelphia



Fund for Quality (FFQ)

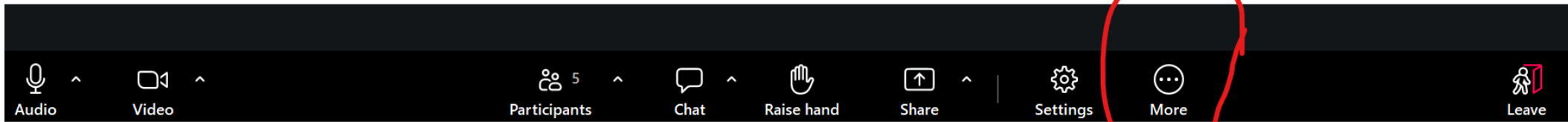
Application Process Overview:

Spring 2026

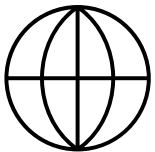


Language Interpretation – en Español

If the speaker is presenting in another language – click on the “globe” icon



Click “Interpretation”



Si desea que los subtítulos se generen en su idioma, Utilice Zoom para traducir a su idioma preferido.

1. Haga clic en el botón Mostrar subtítulos (Show Captions), los títulos aparecerán encima de la barra de herramientas de controles.
2. Junto al botón Mostrar subtítulos, haz clic en el botón up caret.
3. En Subtítulos y Traducción, habilite traducción haciendo clic en el botón deslizante.
4. Seleccione, Mi Idioma de subtítulos para ver los idiomas disponibles para traducción. Los subtítulos se generarán y traducirán a ese idioma para usted

AGENDA

Introductions

FFQ Program Overview

Current Round

- October 2025 – June 2028
- Eligibility for Planning Phase
- Capital Phase

Application Process: 2 Steps

- Letter of Intent (LOI)
- Full Application

FFQ Program Staff:

Reinvestment Fund

Karen Bustard
ECE Director



Megan Sonnie
ECE Program Associate



PHMC

Rachel Gambino
ECE Quality Initiatives Director



Jenine Moore
ECE Project Coordinator



FFQ Overview & History

Fund for Quality (FFQ) is a partnership between **Reinvestment Fund** and **Public Health Management Corporation (PHMC)**, with funding from the **William Penn Foundation**.

Through business planning and facilities-related financing, Fund for Quality supports high-quality early care and education providers with expanding their services to reach more low-income families.



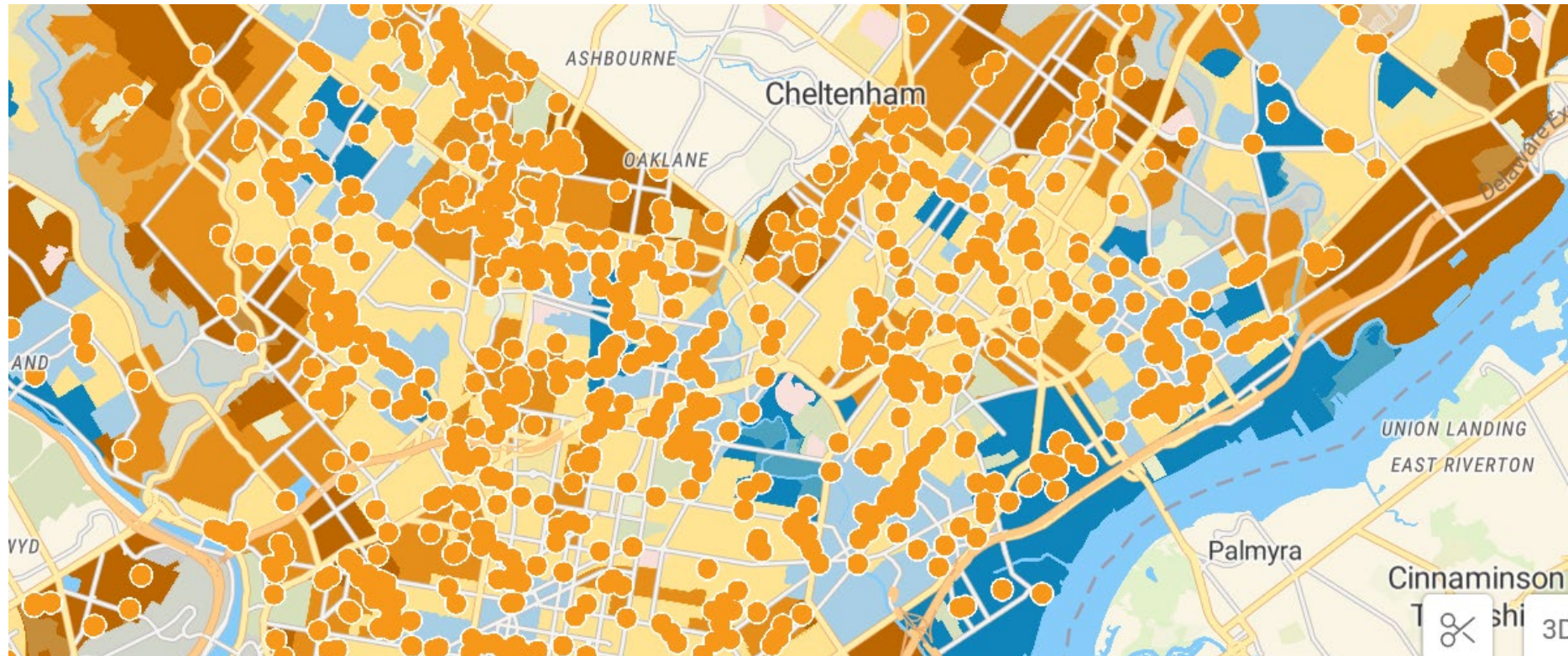
- 2014: Program began (pilot)
- 2016 – 2022: Round 2
- 2022 – 2024: Round 3
- 2024 (July) – 2025 (June)

Childcare Map Insights and Data

Childcare Map has guided FFQ investments

- 12-years of supply and demand data, at neighborhood block level

www.childcaremap.org



Outcomes

Between January 2014 to April 2026:



More than **3,732** new high quality child care seats created in Philadelphia



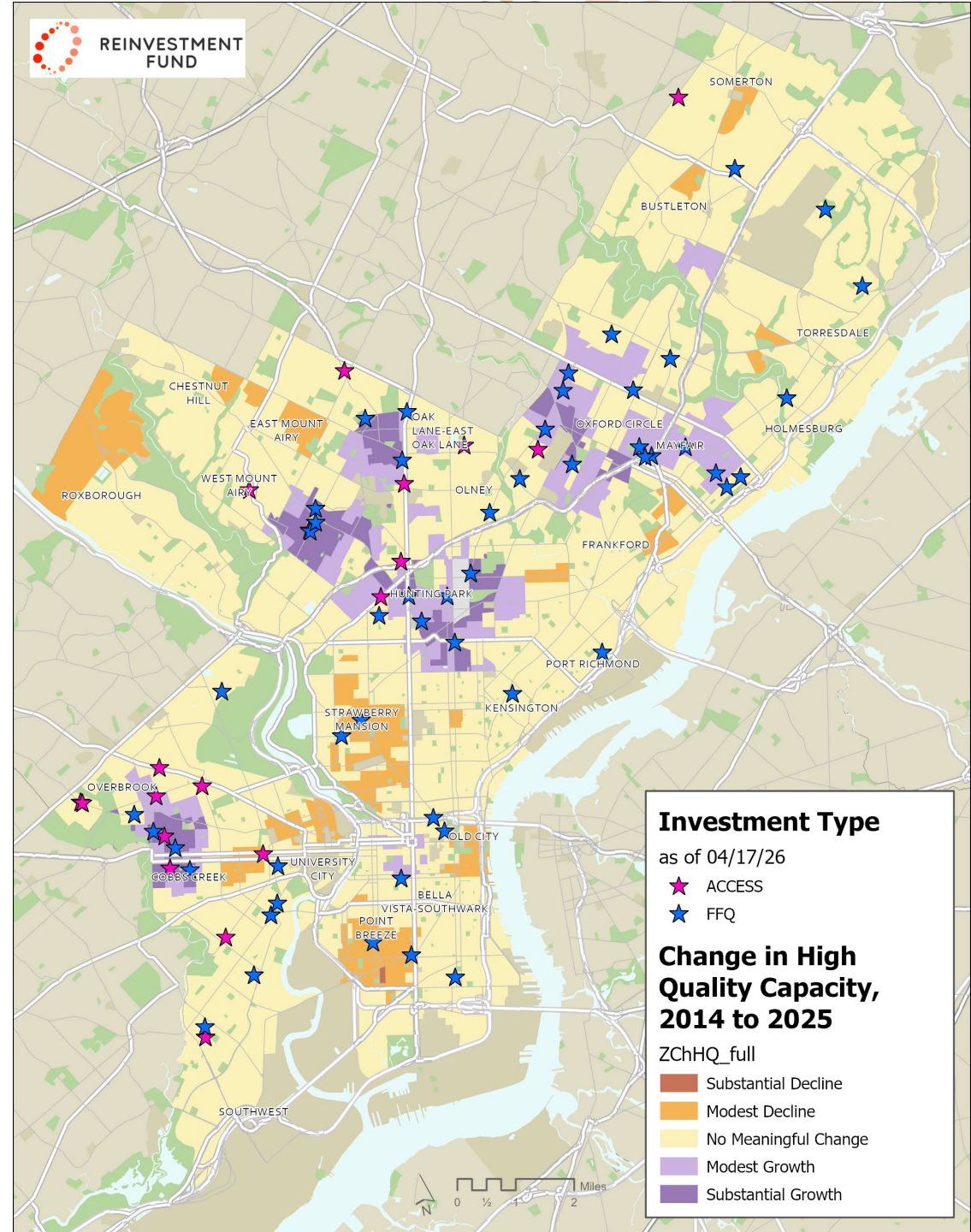
61 completed projects



8 projects actively in the Planning & Capital Phases



4,000+ total expected high quality seats created by end of 2027



Eligibility for Guided Planning Phase

**Organizations first apply to the Planning Phase of the program*



Existing high quality operator (STAR 3 and 4) at over 50% of sites

Must be in operation for 2+ years



Serving low-income populations

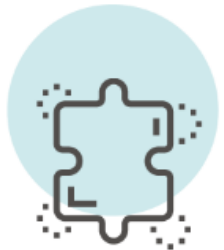
(over 50% of children served receiving subsidy funding including CCW, Head Start, Early Head Start, PreK Counts, and PHLpreK)



Positive attendance trends and strong business plan



Organizational capacity for expansion



Projects that will increase licensed capacity by 40 or more ECE seats in Philadelphia



Ownership or long-term lease (10+ years) on property and landlord consent for renovations

Guided Planning Phase

3-6+ months

Up to \$20,000 Planning Grant for project predevelopment expenses (architect, engineer, building permits, environmental testing, etc.)

\$10,000 available upfront, **\$10,000** w. Building Permit Submission

Lead Consultant for organizational business planning

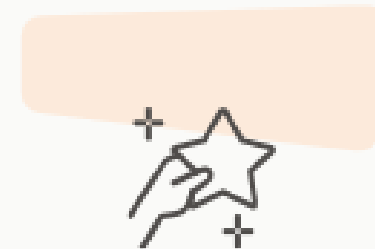
Specialty Consultants for licensing, construction review, etc.



Planning Phase Activities:



Organizational business
planning



Facility expansion planning

Eligibility for Capital Phase

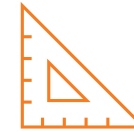
**Organizations must successfully complete all Planning Checklist Items to be eligible for Capital Grant funding*

Planning Checklist Items



Organizational Business Plan

- Staffing + recruitment
- Enrollment
- Marketing
- Business systems review
- HR and program handbook updates
- 5-year financial operating projections
- Furniture + materials list



Project Predevelopment

- Architect plans: draft + final permit set
- Mechanical, engineer, plumbing plans
- Sprinkler utility plans (*as applicable*)
- Environmental testing for lead + asbestos
- Construction estimates
- Risk due diligence (*insurance, etc.*)
- Building permits
- Licensing docs (*zoning, CO, FPSL plan, etc.*)
- Plan + cost review (*by construction inspector*)

FFQ Goals for Business Practices

See [FFQ Key Business Practices](#) on website for more details

By strengthening key business practices, ECE providers can enhance the quality of their child care programs and position themselves for sustainable growth and expansion.

Fund for Quality participants will work with organizational consultants during the planning phase to evaluate and improve upon these key business practices:

- Organizational structure
- Staff recruitment, retention, and compensation/benefits
- Financial systems
- Technology and automation
- Marketing and enrollment
- Continuous quality improvement



Roles & Responsibilities

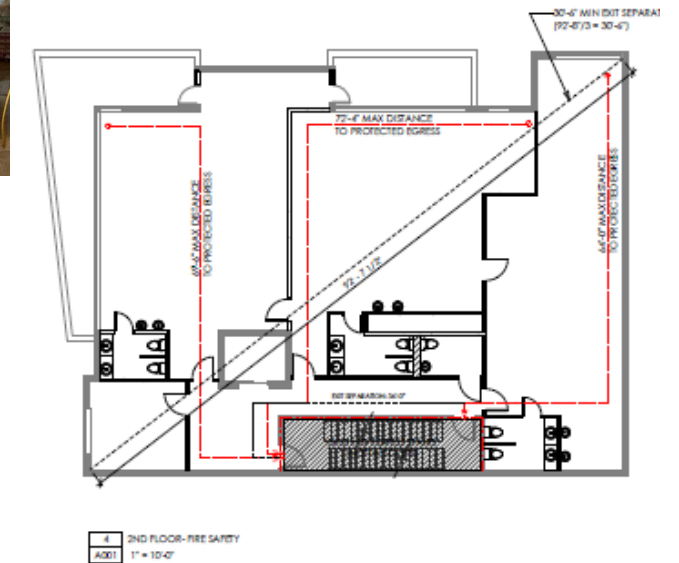
Components	Owner/Provider Team	FFQ Consultant/Specialty Consultant(s)	FFQ Team
Organizational Planning	Share and review business documents with FFQ consultant, implement suggested policy revision or practices.	Review organizational documents, provide best practice recommendations on business practices, program operations.	Review and approve finalized organizational documents.
Project Pre-Planning	Identify project team including architect, contractor, owner's rep/project manager, etc, work through pre-development checklist with project team.	Provide design guidance, ensure FFQ design requirements are incorporated. Construction inspector conducts Plan & Cost review.	Provide guidance and review vendor contracts. Communicate project progress, items still needed and target completion dates.
Capital Phase	Project team (owner/contractor etc) manager construction phase and provide updates to FFQ team	Construction inspector will review and approve work complete prior to progress payments.	Guide and support provider through capital phase, help remediate concerns or questions that come up throughout the project process

Capital Phase

6-10+ months

Up to \$300,000 Capital Grant for construction, furniture and materials

Construction inspection to ensure project success, and progress payments based on work complete



Planning Phase – Example Predevelopment Costs

	Example	A	B	C
Project Examples	Project Type	Tenant Fitout - New Construction	Renovation - Already Sprinklered & Accesible	Renovation & Building Addition
	Site	New site	New site	On site
	Own/Rent	Rent	Own	Own
	New Seats	70	90	100
Planning - Predevelopment Example Costs	Existing Conditions Survey	<i>N/A - landlord covered</i>	\$ 2,000	\$ 9,000
	Schematic / Conceptual Designs	\$ 15,000	\$ 7,000	\$ 30,000
	Zoning Permit Drawings	<i>N/A - landlord covered</i>	<i>N/A</i>	\$ 10,000
	Zoning Attorney	<i>N/A - landlord covered</i>	<i>N/A</i>	\$ 3,000
	Construction Drawings - Architect + mechancial, electrical, plumbing (MEP)	\$ 30,000	\$ 10,000	\$ 45,000
	Sprinkler Utility Plans	<i>N/A - landlord covered</i>	<i>N/A</i>	\$ 5,000
	Kitchen Hood Plans	<i>N/A</i>	<i>N/A</i>	\$ 8,000
	Building & MEP Permits	\$ 5,000	\$ 3,000	\$ 5,000
	Construction Administration	\$ 10,000	\$ 3,000	\$ 5,000
	Total Cost	\$ 60,000	\$ 25,000	\$ 120,000

**Project numbers rounded for example from projects between 2024 - 2026*

50% of FFQ Planning Grant is available upfront, and 50% upon Building Permit Submission

Capital Phase Co-investment

	Project Description			Provider Co-Investment				
	Project	Site	New Seats	FFQ Grant	Business Cash	Loan	% Co-Investment	Total Cost
A	Tenant fitout - new construction	New site - renting	70	\$ 300,000	\$ 130,000	\$ -	30%	\$ 430,000
B	Renovation - previously licensed child care	New site - purchased	90	\$ 300,000	\$ 145,000	\$ 200,000	53%	\$ 645,000
C	Renovation	On site - owned	100	\$ 300,000	\$ 370,000	\$ -	55%	\$ 670,000
D	Renovation	New site - purchased	50	\$ 300,000	\$ 145,000	\$ 480,000	68%	\$ 925,000
E	Renovation	New site - renting	180	\$ 300,000	\$ 750,000	\$ -	71%	\$ 1,050,000

Is Your Project a Go?



FFQ Goals for High Quality Design

See **FFQ Key Design Standards for Quality Environments** for requirements:

Review the **FFQ Design Guides** and work with your consultant in the planning phase for detailed decisions



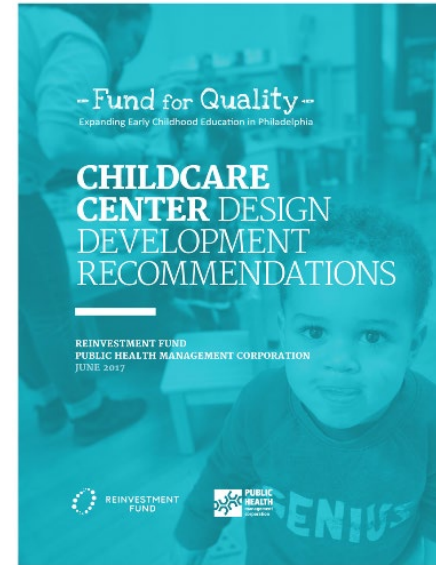
In Classrooms

- Full height walls
- Sinks
- Bathrooms
- Efficient classroom/group sizes



In Program

- Gross motor space for at least 1 classroom
- Staff space + dedicated bathroom



FFQ Design Guide Video
Part 1: Introduction



FFQ Design Guide Video
Part 2: Entrances, Doors,
and Windows



FFQ Design Guide Video
Part 3: Floors, Ceilings,
Walls, and Lights

Example FFQ projects:





APPLICATION PROCESS

April – June 2026



Priority Selection Criteria

Program Priorities:



Commitment to quality



Program readiness to expand



Serving all care levels



Quality business practices

Project Priorities:



High-quality design commitment and potential at site



High potential new seat creation



Location priority

- Based on Childcare Map data



First time FFQ grantee

Key Dates for LOI and Full Application

1. Letter of Intent (LOI) Deadline – Monday, June 15, 2026, at 5:00pm

- Potential site visit with licensing consultants, if questions about location
- LOIs will be reviewed on a weekly basis, and if meet initial eligibility, invited to the full application
 - *We encourage interested providers to submit early to allow time for questions or feedback, and to ensure plenty of time to complete the full application
- All providers will be notified by Thursday, June 18, 2026, at the latest if invited for a full application
- **Only** LOI submissions that meet initial eligibility will be invited to the full application.

2. Application Deadline – Tuesday, June 30, 2026, at 5:00pm

- Site visits with select applicants

3. Notifications – August 2026

What do I need for the LOI and Full Application?

Part 1: Letter of Intent (LOI)

Focus:

- Initial Eligibility
- General program information
- Detailed project and site information

Attachments:

- EIN letter
- Current operating budget
- Childcare License (Certificate of Compliance)
- Deed/Agreement of Sale or Lease/LOI to lease
- Certificate of Occupancy *(as available)*
- Zoning-related documents *(as available)*
- Existing architect drawings for site *(as available)*
- Photos of expansion space/site *(please share 2-5 pictures)*

Part 2: Full Application

Focus:

- Detailed program information
- Commitment to quality
- Project plans
- Financials and due diligence documents

Attachments:

- Financials:
 - 2 years of tax returns
 - Current year budget
 - Current year financial (P&L and Balance Sheet)
 - Yellowbook audit *(as available)*
- Certificate of Formation (LLC paperwork, Articles of Incorporation, etc.)
- Salary Scale *(required)*

LOI Guidance: Site Ownership or Lease

Do not sign a lease if you cannot say yes to all 3 questions below

Required for Planning Phase:

- **If owning:** Deed or Agreement of Sale to Own
- **If leasing:** Full lease or Letter of Intent (LOI) to Lease for 10+ years

Required for Capital Phase:

- **If owning:** Deed
- **If leasing:** Full lease for 10+ years

What do I need for the LOI? *If you do not currently own or lease the property, an Agreement of Sale to Own or LOI to Lease for 10+ years is a requirement to submit an LOI. If a current lease term is less than 10 years, you need a letter from your landlord indicating ability to lease for 10 years.*

Should I Sign A Lease???

Only sign a lease if you can say yes to all these questions:

- I plan to pursue this expansion **with or without** FFQ program funding
- I understand all zoning and licensing requirements, and have a good sense of program design and cost
- I can afford both the estimated capital cost for construction and cashflow during the ramp-up period before earning income at this site.


Complete the LOI Online:

Access the online LOI form on the FFQ webpage:

[Fundforquality.org](https://fundforquality.org)

Or direct link:

reinvestmentfund.smartsimple.com



- ABOUT
- IMPACT
- ELIGIBILITY
- APPLICATION**
- GUIDE
- RESOURCES
- PHOTO GALLERY
- NEWS
- CONTACT

Application

The Fund for Quality program will be accepting applications in fall 2025 and spring 2026 for the 2025 – 2028 round.

Application Timeline and Process – 2026:

- Letter of Intent (LOI) – due Monday, June 15, 2026 – [Apply Here](#)
- Application – due Tuesday, June 30, 2026
- Notifications – August 2026

Projects with LOIs that meet initial eligibility will be invited to complete a full Application on a rolling weekly basis. WE ENCOURAGE YOU TO SUBMIT YOUR LOI EARLY TO GIVE PLENTY OF TIME FOR THE FULL APPLICATION.

This will be a competitive process meant to help determine alignment with FFQ goals and timelines. We can onboard 4 high quality expansion projects in 2026.

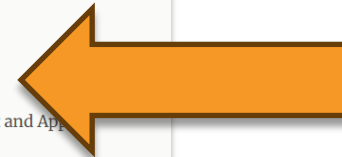
[Apply Here](#)

To Create an Account and Apply

- Create an account on our Grants Platform, SmartSimple. (See [Instructions](#) to create an account)
- Log in and click on “Current Funding Opportunities”
- Click on “Fund for Quality”
- Save and return to your application under “Draft LOIs and Applications” on your Home Page

Have questions?

- Email fundforquality@phmc.org



Full Application – by invitation

- Please leave at least **1 week** for program staff to review your LOI
- If eligible, you will be invited to complete the full application online
- **Application Deadline – Tuesday, June 30, 2026, at 5:00pm**





Resources



Expansion Planning Trainings: A Sip of TEA

What is a Sip of TEA? Coaching to Success' Sip of TEA is a two-part workshop series giving an overview to Philadelphia childcare providers of the process of expanding their programs. Topics include how to find and evaluate a building, zoning, and how to work with architects and contractors. We will also have some panelists with firsthand experience going through an FFQ Expansion Project. This series is ideal for providers who are actively exploring expansion or are already in the planning process.



Session 1

May 7 - 12:30-2:30

[Zoom Link - Session 1](#)

Session 2

May 21 - 12:30-2:30

[Zoom Link - Session 2](#)

Licensing Consultant – Feasibility Site Visits

Have questions about your site and potential expansion?

- Reach out to fundforquality@phmc.org in **May** to inquire about a **FREE** feasibility site visit with a consultant



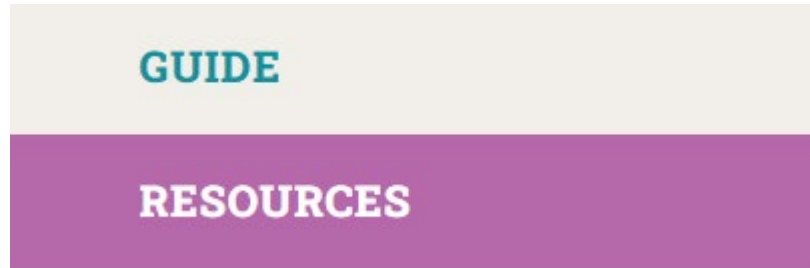
- This free resource is available to help providers strengthen their application, on a first-come basis.
- FFQ staff may also reach out to schedule a consultant site visit after submitting an LOI.

Additional Resources:

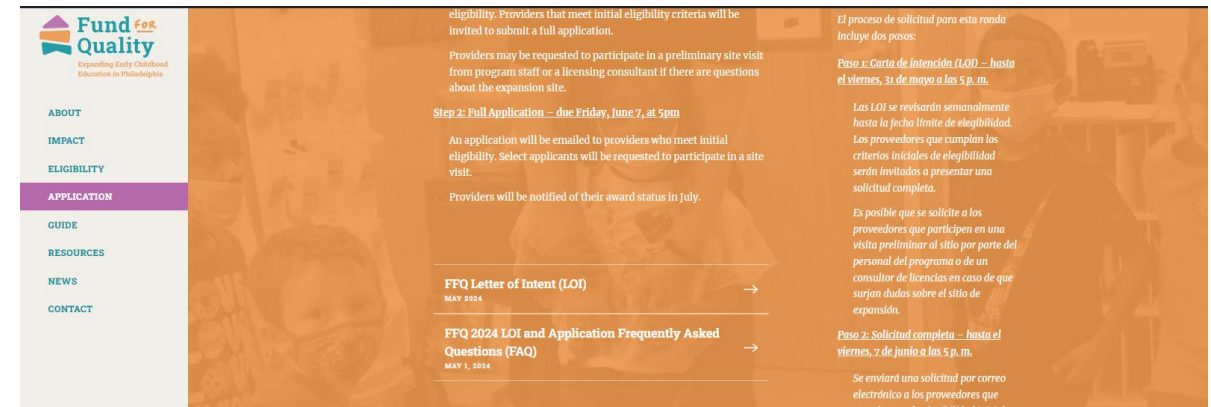
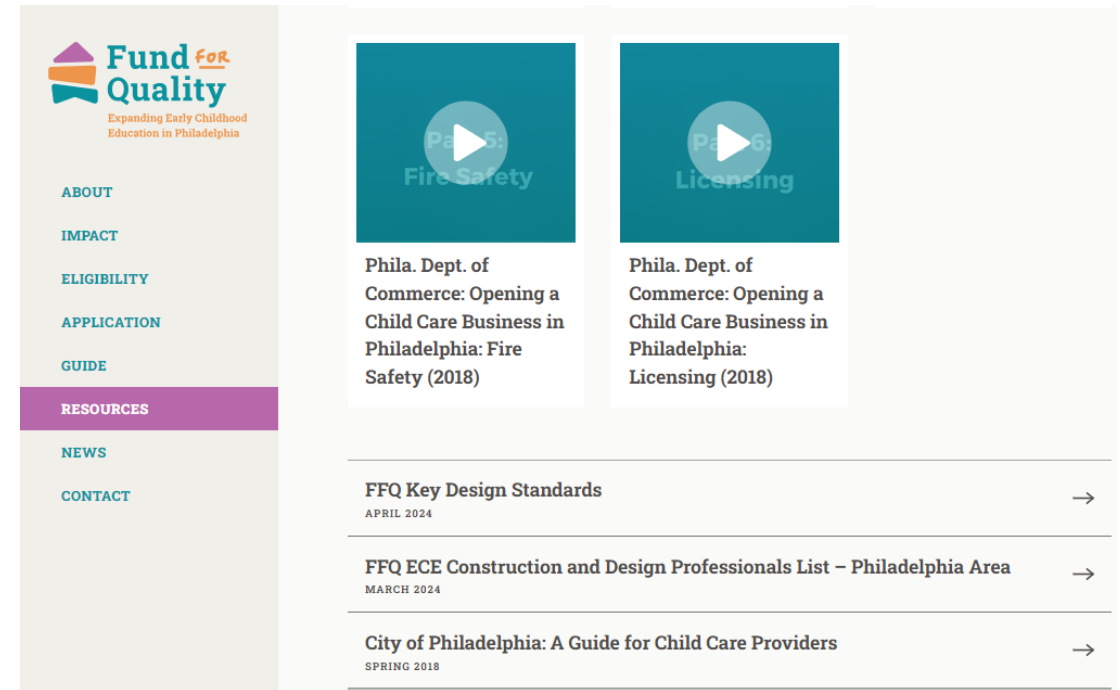
Find more info on the FFQ webpage:

[Fundforquality.org](https://fundforquality.org)

- General resources about expansion:



- Specific resources about application:



Questions?

Email:

- Fundforquality@phmc.org



**Fund FOR
Quality**

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