



"PROFESSIONALS AT THE HEART OF CHILD CARE"



The New Jersey Family Child Care Providers' Association (NJFCCPA) is a unified organization of child care professionals working for the betterment of child care related issues.



# January 2010

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# THE PROVIDER

## PRESIDENT'S MESSAGE

Dear Providers:

I would like to wish everyone a very Happy New Year 2010! I hope that you all had a wonderful holiday season.

The NJFCCPA is excited to begin 2010 with optimism for continuing to bring increased professionalism to our field, public awareness of Family Child Care, advocacy for child care related issues, and networking among an increasing membership. The board has been working diligently to present regional mini conferences in 2010. These mini conferences will be offered at an affordable cost; and NJFCCPA members receive a discount -- one of the perks of belonging to this great association. If you are not a member of NJFCCPA, please join now! If you are a current member, please remember to renew before March 31, 2010. You can join NJFCCPA, or join both NJFCCPA and the National Association for Family Child Care [NAFCC] and enjoy a discount for joining both at the same time. In 2010, we will be looking for County Representatives and Co-Reps for each of the 21 counties in New Jersey. Please visit our website, NJFCCPA.ORG, to see if your county has a Representative or Co-Rep. If you are interested in a position, fill out a board member application and submit to the address listed on the application. This form can also be found on our web site.

My sincere thanks to all of our county representatives, board members, and executive members for all of your hard work and commitment this past year. Please know becoming a board member brings responsibilities for your position, and one of these responsibilities is attending Quarterly Board meetings, just 4 a year. Missing two consecutive meetings will result in removal from the NJFCCPA board. If you are not able to be involved on a state level, please know we need your county involvement. Contact your county representative for meeting times, county activities, and other ways that you can get involved in your community. Please visit our web site to find your county representative. We all possess a common goal and strive to make our profession the best that it can be. A new addition to our website is information on the Affinity Federal Credit Union. If you are interested in learning more about this member benefit, or to find other information, visit the NJFCCPA web site. Thank you all for your commitment and dedication to NJFCCPA. You are a part of a winning team! Wishing you peace, health and happiness this new year.

"The greater our number, the stronger our voice!"

Respectfully Yours,  
Michelle S. Melgarejo  
President, NJFCCPA

# NJFCCPA EXECUTIVE BOARD / NJFCCPA

President: Michelle S. Melgarejo

Past President: Tan Coelho

Vice President: Roselle Coye

Treasurer: Georgina Marchese

Recording Secretary: Julie Payne

Membership Secretary: Jackie Schmitt

Newsletter editor/ Technology chair: Lisa M. Brunell

Communications Coordinator: Michele Gregorio

Please visit our web site: [WWW.NJFCCPA.ORG](http://WWW.NJFCCPA.ORG)

Email address: [info@NJFCCPA.ORG](mailto:info@NJFCCPA.ORG)

Phone: 908-713-8682

**WEB SITE RENEWALS  
AND MEMBERSHIP  
RENEWALS ARE DUE  
MARCH 2010!!**

**FORMS ON PAGES 8 & 9.**

**PLEASE READ THEM TO  
RECEIVE...**

**GREAT DEALS!!**

## EDITOR'S MESSAGE...

Dear New Jersey Family Child Care Providers:

This issue may look a little different. I hope you find the information contained to be helpful. I know that many of us are feeling the strain in our budgets, have insurance concerns, and so on. The NJFCCPA is one place where you can share your concerns, feelings, stories, and triumphs or just find a shoulder to lean on. You can also reach out to your local NJFCCPA Chapter Representative or R&R agency. A great place to make your voice heard is by contacting your local politicians. As they say, the squeaky wheel gets the oil. As a collective group, we can have more power than as individuals. Our president, Michelle Melgarejo represents family child care by holding a seat on the state legislative committee representing the NJFCCPA. We look forward to updates and information from Michelle as she attends meetings. Registration information for the Central Regional Mini Conference this March is at the end of this newsletter. NJFCCPA will be hosting these in the Southern, Central and Northern regions of our great state. We are spreading these mini conferences throughout the state in hopes of meeting as many providers as we can— in addition to providing the opportunity for training hours, networking, and professionalism. You are encouraged to come out and make your voice heard.

If anyone would like an article considered for submission, please e-mail them directly to [info@njfccpa.org](mailto:info@njfccpa.org). Thank you. Keep checking your e-mails, our web site, and connect with us on FACEBOOK.

Sincerely,

Lisa M. Brunell

# FROM THE R&R AGENCIES...

As a Child Care Specialist in Sussex County, it seems the most common and most important issue to Family Child Care Providers is finding that first child to care for. For the most part once that happens the next four follow soon after. When a potential provider calls to register for their eight hours of pre-service training they should start spreading the word. Tell your family and friends right away. There is no better advertisement than word of mouth. If someone you know well tells someone they know well parents are more comfortable with the referral.

Once providers are registered their information goes into the NACCRRRA (National Association of Child Care Resource and Referral Agencies) Data Service. This enables the Resource and Referral Agency to retrieve provider's information to give out to parents calling for Child Care in their area. Parents also have access to online referrals 24 hrs a day. This is a great perk for the registered provider. Providers have made great signs for their front yard. If you go that route make sure the town you live in has no ordinances against it first. Some put magnetic signs on their cars. Should you want to place a newspaper ad do some research first. They can be costly so look for a good deal and make sure you get the coverage in the right area.

In Sussex County we have providers who live near the border of other states and counties. Advertising in papers covering those areas could reach clients coming into or through their area. Additionally have some business cards or flyers ready to give to your family and friends. Business cards are easy to keep with you at all times. (If you go to [www.vistaprint.com](http://www.vistaprint.com) you can order 250 cards free). This way those potential clients won't forget your name and phone number your friends and family passed on through word of mouth. Make sure you have a clear recording on your answer machine. That first phone contact is vital. It is a first impression. If you cannot pick up the phone you want that potential client to leave their contact information so you can call back and let them know how great you are.

You want to make sure your home has curb appeal. Mow the lawn and plant some flowers. It can be as simple as that. The next time you pull into your driveway take a good look. Walk into your home using the entrance a potential client would use. Is it cheerful and child friendly? Do this throughout any of the rooms you will be taking the parent through and are using for child care. Your home can be a reflection of you. Think of yourself as the parent who must decide which "stranger" to entrust their child with.

For those of you who have been providers for a while this is a great exercise to do just to keep on top. It is easy to become complacent. After a while clutter can build and we need to clean it out. Keeping your home safe for children is a big part of showing you care.

And finally be the best provider you can be. It all comes back to word of mouth. Your reputation will precede you and that's a great advertisement.

# NJFCCPA UPDATES....

## **PRESENTATION #1:**

**Success in Family Child Care was presented by Michele Gregorio. It was an excellent and informative session with a power point handout. Examples of how to promote and advertise your Family Child Care Business were discussed along with prevalent topics of everyday business practices.**



## **PRESENTATION #2:**

**Otis Jackson of PMP Marketing Group Inc. presented his family owned and operated business which provides affordable products and services to child care Providers and schools in New Jersey, Pennsylvania and Delaware. Prevalent product portfolios were handed out to board members with contact information for anyone who was interested in the services.**



## County News....

### *Somerset County Report*

*NJFCCPA Representative Julie Ann Payne*

*NJFCCPA Co-Rep Michelle Misura*

*In September 2009 we met to kick off the fall season with a meeting at Julie Payne's house. We shared fall craft ideas and went over the product line for the Somerville fall Street Fair that was to be on October 4th 2009. At the Street Fair we had 5 members help the day of the street fair that was a huge success. November we met at provider Joyce Castanga's home for a meeting with fall festivities and halloween craft ideas and also had a open forum on provider concerns with their businesses. We enjoyed each others company, support and desserts! In December we had a holiday meeting hosted at a retired providers home... Lorraine Farr. We enjoyed a dinner with a gift exchange.*

### *Sussex County...*

*NJFCCPA Co-Representative, Lisa Brunell*

*NJFCCPA Co-Representative, Jackie Schmitt*

The Sussex County providers continue to meet once a month. We've been a busy little bunch, supporting each other as well as other community groups. This past November we had a training session with Maureen Collerd of NORWES-CAP, who came in to discuss professional business practices for family child care providers. In December we donated two decorated Christmas trees to be raffled off for the Sussex County Farm and Horse Show's Festival of Trees. This was a wonderful opportunity for us to get the word out about the benefits of family child care as well as an advertising vehicle for our county's providers. We also had a wonderful Christmas party at Michele Melgarejo's home, and thanks go out again to Michele for being such a gracious hostess. This past January we got together to brain storm idea for fund raisers, future events and the upcoming Northern Regional NJFCCPA Conference. We will be having a fund raiser at Friendly's in February. Our topic for next meeting is good nutrition and each provider is asked to bring in a book that address the topic.

# Health and Wellness

## What You Can Do to Stay Healthy

- **Get vaccinated.** Vaccination is the best protection we have against flu. Seasonal flu vaccine is available now and initial doses of 2009 H1N1 flu vaccine also are available, with additional doses available later this year.
- Influenza is thought to **spread mainly person-to-person** through coughing or sneezing of infected people.
- **Take everyday actions to stay healthy.**
  - Cover your nose and mouth with a tissue when you cough or sneeze. Throw the tissue in the trash after you use it.
  - Wash your hands often with soap and water. If soap and water are not available, use an alcohol-based hand rub.
  - Avoid touching your eyes, nose and mouth. Germs spread that way.
  - Stay home if you get sick. CDC recommends that you stay home from work or school and limit contact with others to keep from infecting them.
- **Follow public health advice** regarding school closures, avoiding crowds and other social distancing measures.
- Find healthy ways to **deal with stress and anxiety.**
- **Stay informed.** This website will be updated regularly as information becomes available.
- Call 1-800-CDC-INFO for more information.

## NUTRITION... Apple Crisp a LaMode

### Ingredients

- 6 apples (or 6 cups of apple slices)
- 1 1/2 cups rolled oats
- 3/4 cup brown sugar
- 1/4 cup all-purpose flour
- 1 teaspoon cinnamon
- 1/4 teaspoon nutmeg
- 1/4 teaspoon salt
- 1/2 cup butter (1 stick), softened
- Whipped cream or ice cream

### Instructions

To peel an apple safely, your child should hold the fruit in one hand, grip a vegetable peeler in the other, and push the peeler away from himself.

Heat oven to 375 degrees and lightly butter an 8 or 9-inch-square baking pan. Peel, core, and slice the apples and arrange them evenly in the prepared pan.

Place the oats, brown sugar, flour, spices, and salt in a sealable plastic bag, close, and shake until combined. Cut the softened butter into 1-inch pieces and add to the oat mixture. Close the bag again and knead or squeeze until the mixture holds together. Instead of using a bowl to mix the crumb topping, use a sealable plastic bag. This will cut back on dirty dishes and let young bakers--even preschoolers--lend a hand. Open the bag and crumble the topping evenly over the apples. Bake the apple crisp for 40 to 45 minutes or until the topping is golden brown and the juices begin to bubble around the edges. Cool slightly, then serve with whipped cream or ice cream. Serves 6.

# NJFCCPA's Involvement in New Jersey Legislation....

The following is an excerpt from an article in which Governor Corzine created an executive order for New Jersey Council for Young Children. We are excited to announce that our very own President, Michelle S. Melgarejo is on the executive council! The New Jersey Council for Young Children is another way for NJFCCPA to promote awareness on the state level for quality early child care programs. Family Child Care now will have even more of an opportunity to be heard at the state level. Congratulations to Michelle S. Melgarejo. To learn more please attend NJFCCPA meetings and the upcoming mini-conferences.

## GOVERNOR CORZINE SIGNS EXECUTIVE ORDER CREATING NEW JERSEY COUNCIL FOR YOUNG CHILDREN

NEWARK- Governor Jon S. Corzine today signed an Executive Order establishing the New Jersey Council for Young Children to ensure collaboration and coordination among early childhood programs in the State and to maintain compliance with federal guidelines.

"The foundation of New Jersey's future begins with early childhood education," Governor Corzine said. "Without question, the work of the New Jersey Council for Young Children will help to ensure the educational needs of our young learners are met and exceeded by making quality early childhood programs available to all of our students."

Establishment of this statewide council is required under the federal Head Start statute. Recently, the federal government announced the availability of federal funding for the council, allocating \$1.6 million for its activities. In addition, the creation of the Advisory Council is necessary for New Jersey to apply for the Early Learning Challenge Fund, a pending new federal funding opportunity designed to help states better coordinate and more comprehensively implement early childhood programs.

As a separate entity "in but not of" the New Jersey Department of Education, the Advisory Council's key responsibilities include:

- \* conducting a periodic Statewide needs assessment concerning the quality and availability of early childhood education and development programs and services for children from birth to school entry;
- \* identifying opportunities for, and barriers to, collaboration and coordination among federally-funded and State-funded child development, child care, and early childhood education programs and services;
- \* developing recommendations for increasing the overall participation of children in existing federal, state, and local child care, as well as early childhood education programs, including outreach to underrepresented and special populations;
- \* assessing the capacity and effectiveness of two- and four-year public and private institutions of higher education in the State to support the development of early childhood educators;
- \* recommending improvements in State early learning standards and undertaking efforts to develop high-quality comprehensive early learning standards, as appropriate.

The 25-member Advisory Council will be chaired by Ellen Wolock, Ed.D., Director of the New Jersey Department of Education's Office of Preschool Education. The diverse membership represents New Jersey's educational, child care, health, mental health, and disabled communities and includes: Joseph Ferraina, Superintendent, Long Branch School District; Laura C. Morana, Superintendent, Red Bank School District; Peter B. Contini, Ed.D., President, Salem County Community College; Dr. Sharon Ryan, Associate Professor, Department of Learning and Teaching, Graduate School of Education, Rutgers University; Ana I. Berdecia, Senior Fellow/Director, Center for the Positive Development of Urban Children, John S. Watson Institute for Public Policy, Thomas Edison State College; Justine M. Foley, Child Development Associate Credential (CDA) Instructor, Catholic Charities Diocese of Metuchen; Alice D. Rose, Flight Chief, Family Member Program, McGuire Air Force Base; Theodore Gooding, Executive Director, O.C.E.A.N., Inc.; Hilda "Betty" Acosta, CFDS Manager, PathStone Corporation; Veronica E. Ray, Executive Director/CEO, The Leaguers, Inc.; Suzanne S. Burnette, State Director of Head Start Collaboration, Division of Early Childhood, NJ Department of Education; Barbara Reisman, Executive Director, The Schumann Fund for New Jersey; Michelle S. Melgarejo, President, New Jersey Family Child Care Provider Association; Aimee Gelnaw, Executive Director, Professional Impact NJ, Kean University; Lorraine C. Johnson, Head Start/Early Head Start Director, North Hudson Community Action Corporation Head Start/Early Head Start Program; Gerard Costa, Ph.D., Founding Director, YCS Institute for Infant and Preschool Mental Health; Cecilia Zalkind, Executive Director, Association for Children of New Jersey; Barbara A. Kiley, President, Coalition of Infant/Toddler Educators; Lisa Marie Lockwood, President, everychildfirst.com; William Steven Barnett, Ph.D., Director, The National Institute for Early Education Research

# Creative Activities For Little Hands...

A look at this cute snowman craft. He is sure to melt someones heart this winter! Little ones will love filling him up and designing an outfit. Be safe and have fun!



## Snowman

Take clear juice bottles and stuff with white tissue paper or cotton. Color or paint lid with brown or black paint. Glue on scarf (Felt Paper) eyes, nose and mouth (foam cut outs) Insert arms (Pipe cleaner)

## NJFCCPA NEWS MAKERS...

Michelle Melgarejo, Jackie Schmitt and Linda Wagner have all recently become NAFCC Accredited Providers. Linda Wagner received the Professional Impact NJ award (PINJ). Congratulations to all of these providers on a job well done. To learn more about the accreditation process, please visit [WWW.NAFCC.ORG](http://WWW.NAFCC.ORG).

Julies Junque by, Julie Payne

Please submit to the newsletter editor



# New Jersey Family Child Care Providers' Association

"Professionals at the Heart of Child Care"

*You're Invited!!*

Come join the only State Association for family child care.  
The NJFCCPA is welcoming providers who are interested in ...

- \* Professional development opportunities;
- \* State level advocacy for family child care;
- \* Statewide conferences and regional mini conferences;
- \* Networking opportunities through local chapter meetings;
- \* Technical assistance on family child care issues;
- \* "The Provider" newsletter to keep you abreast of family child care issues throughout New Jersey;
- \* Membership eligibility in Affinity Federal Credit Union and,
- \* A discount rate to attend the only Annual Statewide 2009 FCC Conference

By joining NJFCCPA you help us ALL reach our goals as Professional Family Child Care Providers! We invite you to join our expanding team of professionals!

Call NJFCCPA 908-713-8682 or visit [WWW.NJFCCPA.ORG](http://WWW.NJFCCPA.ORG)

## Why You Should Invest in Professional Membership

by Jeff A. Johnson, author of *Do-It-Yourself Early Learning & Professionals at the Heart of Child Care*  
2007 Conference Keynote Speaker

*Excerpt from Article:*

"If you ask 10 providers why they maintain membership in a professional group, you'll probably get 10 different answers; The reasons for joining can be very personal.

Some of my favorite reasons to join such a group are that you gain...

- \*access to useful new information, training, and resources,
- \*contact with peers who understand, support, and respect what you do for a living and who have shared many of the same experiences (good and bad) that you have had in your early childhood career,
- \* a chance to share your special skills, talents, and knowledge with other professionals,
- \* validation in your career choice,
- \*opportunities to build new friendships,
- \*a connectedness with others that so many providers, especially family-based providers, are missing in their professional life,
- \*a sense of belonging to something bigger than yourself,
- \*growth as an individual and professional, and
- \*a stronger political voice."

See full article on [Jeff's Web site](http://Jeff's Web site)  
[www.explorationsearlylearning.com](http://www.explorationsearlylearning.com)

**"The Larger Our Number, The Stronger Our Voice!!"**  
**BECOME A MEMBER TODAY!!**

### Membership Application

Name \_\_\_\_\_ Date \_\_\_\_\_ Member # \_\_\_\_\_  
Address \_\_\_\_\_ Business Name \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
Phone /Fax (\_\_\_\_) \_\_\_\_\_ (\_\_\_\_) \_\_\_\_\_ Email \_\_\_\_\_  
County \_\_\_\_\_ Preferred Language \_\_\_\_\_

**Please make all checks payable to NJFCCPA. Mail to: NJFCCPA 17 Fairway Trail, Sparta, NJ 07871**



New member Yes / No (please circle) (Renewing Members enter member # at top)

\*State Registered Yes / No (please circle)



\*State Association- NJFCCPA membership - \$35.00 (New and re-newing members- bridged until 3/31/10)

\*National Association - NAFCC membership - \$35.00

\*NEW join both for... \$65.00 ( This extends your NAFCC membership 1 year from anniversary date!)

\*Advocate membership \$35.00

Enclosed is a \$ \_\_\_\_\_ check for NJFCCPA membership / NJFCCPA & NAFCC membership

# ADVERTISE YOUR BUSINESS TODAY

THE NJFCCPA IS OFFERING AN EXCITING NEW ADVERTISING PROGRAM.

PAY ONLY \$20.00 PER YEAR (APPROX. \$1.66 PER MONTH)  
TO ADVERTISE ON THE NJFCCPA WEBSITE & WIDEN YOUR BUSINESS' EXPOSURE

PRICE INCLUDES ONE TEXT UPDATE XT UPDATE PER YEAR. Extra charges for additional updates. ADD PHOTOS OF YOURSELF AND YOUR HOME /SETUP.  
(Privacy laws forbid the use of children's photos)

**PLEASE NOTE:** NJFCCPA is not responsible for the actions of those responding to your advertisement. Advertising on the NJFCCPA website does not constitute an endorsement of referral by NJFCCPA of the individual programs.

**THANK YOU FOR YOUR INTEREST IN THIS EXCITING NEW OFFER!!**

## HOW TO GET STARTED

**STEP 1:** CHOOSE FROM 3 DIFFERENT TEMPLATES


**STEP 2:** ADD YOUR BUSINESS & PERSONAL INFORMATION USING OUR TEMPLATE

**STEP 3:** MAKE YOUR \$20.00 CHECK PAYABLE TO NJFCCPA, VALID FOR ONE YEAR FROM DATE OF CHECK.

**STEP 4:** SEND YOUR COMPLETED PAGE (PLEASE BE SURE ANY HANDWRITTEN PAGES ARE LEGIBLE) VIA EMAIL OR MAIL TO

**INFO@NJFCCPA.ORG OR  
NJFCCPA, 17 FAIRWAY TRAIL SPARTA, NJ 07861.**

You may view ad samples on our website: [www.njfccpa.org](http://www.njfccpa.org) (coming soon)  
EMAIL PHOTOS OF YOURSELF AND SETUP. A FINAL DRAFT OF THE LAYOUT WILL BE SENT TO YOU FOR YOUR APPROVAL *BEFORE* BEING ADDED TO THE WEBSITE. YOU MUST SIGN OFF YOUR ACCEPTANCE OF THE FINAL DRAFT. QUESTIONS- 908-713-8682

 Name: \_\_\_\_\_ Date: \_\_\_\_\_ Member number: \_\_\_\_\_

Address: \_\_\_\_\_ Phone number: \_\_\_\_\_

(1) handprints -primary colors (2) blue blocks (3) colored pencils (4) puzzle piece

- Enclosed check       Cash / MO in the amount of \$20.00       Join now for \$35.00  
 Cash/ MO / Check for \$55.00



# “PROVIDING FOR THE PROVIDER”



## New Jersey Family Child Care Providers' Association Mini- Conference 2010 Central Region

Please join the NJFCCPA at the first of three Mini-Conferences to be held in 2010.

### Session 1

## March 27, 2010

### Session 2

We are excited to announce that Dr. David Wendel, D.C. of the Natural Health & Wellness Center of Jamesburg will be our presenter. This conference is sure to give us all inspiration for healthy living! Learn how to care for yourself as well as others in this inspirational workshop.  
10:15 A.M. –12:15 A.M.

## 10:00 A.M.—3:00

### *Taking Care of Your Professional Development*

This workshop will provide resources to assist providers in taking care of their professional development. We will discuss current online and face to face educational opportunities available to providers, including workshops, conferences, the CDA Credential, Higher Education and National Accreditation. Not sure where to begin? Let the experienced guide you. Participants will learn about SMART goals, and begin to plan for their future.

### Piscataway Public Library

J. W. Westergard Library  
20 Murray Avenue  
Piscataway, New Jersey 08854  
732-752-1166

Terri Knoblock, Catholic Charities  
Tina Foley, Catholic Charities  
1:00 P.M.—3:00 P.M.

Special member price of \$10.00 includes lunch and two workshops! Four training hours!

Please fill out form below to register by:  
MARCH 12, 2010.

## "The Larger Our Number, The Stronger Our Voice!!" BECOME A MEMBER TODAY!!



### Membership Application / Mini- Conference Registration (Central Region)

Name \_\_\_\_\_ Date \_\_\_\_\_ Member # \_\_\_\_\_  
Address \_\_\_\_\_ Business Name \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
Phone /Fax (\_\_\_\_) \_\_\_\_\_ (\_\_\_\_) \_\_\_\_\_ Email \_\_\_\_\_  
County \_\_\_\_\_ Preferred Language \_\_\_\_\_

Please make all checks payable to NJFCCPA. Mail to: NJFCCPA 17 Fairway Trail, Sparta, NJ 07871

New member: Yes / No (please circle) (Renewing Members enter member # at top)

\*State Registered Yes / No (please circle)

\*State Association- NJFCCPA membership: \$35.00 \_\_\_\_\_ (Valid until 3/31/11)

\*NJFCCPA & NAFCC dual membership discount rate: \$65.00 \_\_\_\_\_

Mini Conference: NJFCCPA members: \$10.00 \_\_\_\_\_

Mini Conference: Non-members: \$20.00 \_\_\_\_\_ (Mini Conference only)

Enclosed is a \$ \_\_\_\_\_ check from total above.

4 hours Training Certificate Award plus boxed lunch included in registration fee.

Please circle lunch and drink choice:

(Half Subs) Ham & cheese, Turkey or Veggie Sandwich with two cheeses (small bag of chips included)

Drink: Coke, Diet Coke, Sprite, Water

