



www.njfccpa.org

The Provider

A Message from the President

As I near the end of my second year as your president, I have had the chance to reflect on the strides that we have made at NJFCCPA. I have consistently attended meetings of the New Jersey Council for Young Children in Trenton. I am honored to be among my peers and sit on this council, representing NJFCCPA. The New Jersey Council for Young Children was established by Governor's Executive Order to maintain compliance with federal regulations. The Council's mission is to strengthen state-level coordination and collaboration among all early childhood programs. As family child care providers, we share responsibility, along with parents of the children in our care, as their first "teachers". It is so important that NJFCCPA have a voice and continue to be represented on the front line at state level. Family child care is becoming better known and respected as a profession. As family child care providers, we need to present ourselves as professionals. One way to do this is to continue professional development, with attendance at regular trainings, conferences and seminars.



The NJFCCPA recently held two mini-conferences; one in Central and one in Northern New Jersey. These conferences are a means of providing the opportunity to help all providers gain professional development. Providers can take this information and better improve, change, or re-think their own programs. Conferences are a great way to network and learn from other providers. I realize that I would not have been able to host these conferences without the support of other providers. I would like to thank you all for your support, hard work and dedication to the NJFCCPA. I would also like to thank all of our presenters! The NJFCCPA had two very successful mini conferences thus far. Please keep checking our web site (www.NJFCCPA.org) for more information about our third mini-conference, to be held in Southern New Jersey.

I am proud to announce our membership is on the rise! If you have not renewed your NJFCCPA membership, please remember to do so now. Because we are now an affiliate of the National Association for Family Child Care, you can become a member of NAFCC in conjunction with NJFCCPA for a discounted rate. Please see our web site for forms and more information.

I would like to end this report by wishing you a happy Provider Appreciation Day, celebrated this year on May 7, 2010! Make it a goal to reach out to another provider in your area or attend a monthly NJFCCPA meeting for support and networking. You just might make another provider's day – and your own! Please know that the work we do may seem daunting and unnoticed by others, but among your peers, you are respected and appreciated!

"The larger our numbers, the greater our voice."

Michelle S. Melgarejo

A Message from the Editor

My name is Bridget Williamson. I became a child care provider in Gloucester County in 1998 and a member of NJFCCPA in 2009. I am a Nationally Accredited Family Child Care Provider and have also earned my Family Child Care CDA Credential. In addition, I am a Teacher Advisor for Scholastic's *Clifford* magazine. In this issue you will find some new features which I hope will become a regular part of *The Provider*. As the Acting Newsletter Editor, I invite all of our providers to participate in this newsletter by sharing their Child Care Tips or any other ideas they might have. I hope to hear from you soon!

Bridget Williamson

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NJFCCPA receives National Affiliate Recognition



Being part of the Affiliate structure connects family child-care providers through associations on a local, state, and national level. The program encourages diverse membership that creates inclusive opportunities, expands interest in our industry, advances a mutual cause, promotes child

advocacy, and attracts supporters nationwide. To support affiliate leadership, NAFCC provides a mix of integrated communications for professional development, helping to raise the level of quality in family child care.

There are great networking benefits to being part of an association. Becoming part of your local, state, and national association is also a big step forward for your professional development.

The picture included highlights the recognition ceremony awarding new NAFCC affiliates during the Presidents' Council Leadership Training at the National Conference in Baltimore, Maryland (2009). The first three states to join the affiliate structure were Colorado, Florida, and New Jersey. Followed by Wisconsin, Minnesota, and Utah.

Excerpt from NAFCC's Newsletter, The National Perspective.

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Pictured at right NJFCCPA Board Members:

Row 1 - Tan Coelho - Past President and State President Council Delegate NAFCC accepting the NAFCC Affiliate award on behalf of NJFCCPA.

Row 2 (from right) Dr. Calvin Moore, President NAFCC, Linda Geigle, Executive Director NAFCC, Michelle Melgarejo, President, Lisa Brunell - Sussex County Co-Rep and Acting Membership Co-Chair, Patricia Bonilla - Spanish Liaison and Union County Co-Rep

Row 3 (from right) Edy Heitzenroeder - Gloucester County Co-Rep, Roselle Coye - Vice President and Central Region Representative, Bridget Williamson - Acting Newsletter Editor and Gloucester County Co-Rep, Julie Payne Recording Secretary and Somerset County Co-Rep, and a NJ Provider.



Excitement is Building for Nashville Conference



NAFCC is pleased to announce its 20th annual Conference "Creating Harmony: Tuning in to Children through Partnerships and Professionalism" in Nashville, TN on July 15 – 17, 2010 at The Renaissance Nashville Hotel. Hope to see you there!

Learn more about the [2010 NAFCC Annual Conference](#)

Back by Popular Demand [2010 Conference Layaway Plan](#)



Amendments to the Manual of Requirements for Family Child Care Registration in NJ



Take note of these important requirements effective immediately:

- Document fire drills with date/time, speed of evacuation, etc. [Sec. 10:126-6.4]
- Each room used for child care has at least two means of egress. (two exits)
- The provider shall not allow rest and sleep in a basement unless there are two approved means of egress which meet certain building and fire codes.
- Document hours of attendance each day for each child
- Health records are required for any household members present during the care of enrolled children, as well as any substitute who cares for enrolled children more than five consecutive days, or more than five times per month.
- Annual physical health exams are required for all children enrolled in a FCC home.
- CPR and First Aid course is required along with 20 hours* of in-service training, to renew registration during the three-year registration cycle renewing after September 30, 2010.
- Night Time Child Care requires that the provider shall be awake and alert to meet the needs of the children at all times.

The NEW FCC Manual is available on the web: [FCC Manual 09](#)

The implementation schedule for changes to the FCC registration regulations: [New FCC Regulations 09](#)

Or use these links:

http://www.nj.gov/dcf/divisions/licensing/FCCmanual_09.pdf

http://www.childcareconnection-nj.org/polImage.cfm?doc_Id=553&size_code=Doc

Zoning Law Reminder

NJFCCPA Communications Coordinator Michele Gregorio

Over the past few months I have talked to Providers, both new and experienced, who are confused about zoning laws governing the operation of a family child care home in New Jersey. We do not have to register as a home business, nor pay township business fees. **The State of NJ passed S926 during the 1998- 1999 session, which exempts family daycare homes from municipal zoning laws.** "By repealing the 1987 law deeming family day care homes a "home occupation" for the purposes of municipal zoning laws, this bill removes any ambiguity created by the subsequent enactment of the 1991 measure declaring family day care homes a permitted use in all residential districts of a municipality. In so doing, it is the sponsor's intent to facilitate the establishment of family day care homes in single family residential districts."

To read this bill in its entirety, visit: <http://www.njleg.state.nj.us/>

The NJFCCPA sends a representative to various meetings each month to represent family child care providers throughout the state, including the New Jersey Council for Young Children, recently established to ensure collaboration and coordination among early childhood programs in the State and to maintain compliance with federal guidelines. The NJFCCPA is often called upon to provide the views of family child care providers At Large and involved in a myriad of state initiatives. We continue to gather information about public policy and advocate for providers everywhere.



If you would like to become more involved in legislative issues, please contact Michele Gregorio: mgregorioNJFCCPA@aol.com

New Jersey Family Child Care Providers' Association Board Members

President - Michelle S. Melgarejo

Past President - Tan Coelho

Vice President - Roselle Coye

Communications Coordinator - Michele Gregorio

Membership Chair - Jackie Schmitt

Acting Membership Co-Chair - Lisa Brunell

Acting Newsletter Editor - Bridget Williamson

Recording Secretary - Julie Payne

Spanish Liaison (*Servicios Para Miembros*) - Patricia Bonilla

Sunshine Chair - Debra DePinho

Technology Chair - Michele Gregorio

Treasurer - Georgina Marchese

Northern Region

Sussex County Representative - Jackie Schmitt & Lisa Brunell

Warren County Representative - Mia Rogers

Central Region Representative - Roselle Coye

Middlesex County Representative - Gail Kessler

Monmouth County Representative - Michele Gregorio

Somerset County Representative - Julie Payne & Michelle Misuirá

Union County Representative - Dianne Simpson & Patricia Bonilla

Southern Region

Burlington County Representative - Pat Waites

Camden County Representative - Kimberly White

Gloucester County Reps. - Edy Heitzenroeder & Bridget Williamson

Salem County Representative - Kathleen Collins

Central Region Mini-Conference Westergard Library, Piscataway—Saturday, March 27, 2010

Our Central Region Mini-Conference was a great success! We had well over 50 Providers in attendance, on a very cold, windy Saturday, and a great day was had by all. Vice President Roselle Coye and her “muscle” (husband and son) did a great job pulling this all together for us. Many thanks go out to all of my fellow executive board members, for the many hours of time they donate; we continue to keep our association a force for Family Child Care.

Our morning session presenter, Dr. David Wendell, inspired us all to live a healthier life and be aware of what we put into our bodies and into our children. Afternoon presenters, Terri Knoblock and Tina Foley, gave us programs, contacts and phone numbers along with a good plan to follow for professional development. These presenters donated their time to us, and we are grateful for their support of family child care.

Special recognition was awarded to Patricia Bonilla and Dianne Simpson, our Union County Co-Representatives, for their outstanding membership outreach and county participation in this conference. Patricia Bonilla is our new Spanish Liaison, an Executive Board Position, and she translated for many of our Spanish speaking members at the conference.

All in all, we came together to recharge our batteries and return to our families and children with a renewed sense of purpose and commitment to excellence in Family Child Care. Some of our lucky members also left with door prizes. Everyone was awarded four (4) training hours. We all enjoyed spending the day with people who do the same thing we do every day, a wonderful group of child care providers.

Somerset County Report

NJFCCPA Co-Representatives Julie Payne & Michelle Misuiria

NJFCCPA Somerset County member Gladys Argueta has recently opened her long awaited Day Care Center located in Hillsborough NJ!!! The name of the Center is "Our Nations' Children Linguistic Learning Center" Her center is based on teaching Spanish, English and Mandarin Languages. Gladys has graciously invited our association to use her center in any future functions.



Gladys Argueta

The weekend of March 13th, six of our county members attended the Raritan Valley Community College Child Care Conference. It was reported to be an excellent and educational event!

In April, Michelle Misuria (Co-Rep) and Julie Payne (Rep.) attended the class "Understanding the New Manual of Requirements" offered by Community Child Care Solutions (formerly Catholic Charities.) and soon after held a meeting to discuss the new requirements affecting our members.

In particular the topic of the new egress requirements as this is of concern to many of our members who are affected.

Lastly, we are scheduled to participate in the semi-annual Somerville Street Fair the first Sunday in June. We will be selling personalized children's plastic products as well as advocating to the public for family child care providers and promoting the NJFCCPA. Please come out and join us!

Warren County Report

NJFCCPA Acting Representative Mia Keith-Rogers

I have contacted our local library system and have arranged to utilize community space for planned meetings and events for the providers in our area. On June 10th we will host a Provider's Appreciation Event in recognition of Provider Appreciation Day, at the Phillipsburg Public Library. On June 17th, we have planned a group trip to the Land of Make Believe in Hope, NJ, \$10.50 per adult and each child (group rate), from 9-2:30pm. Contact me if you wish to come along. Fun for the whole family—Picnic, water park, rides!

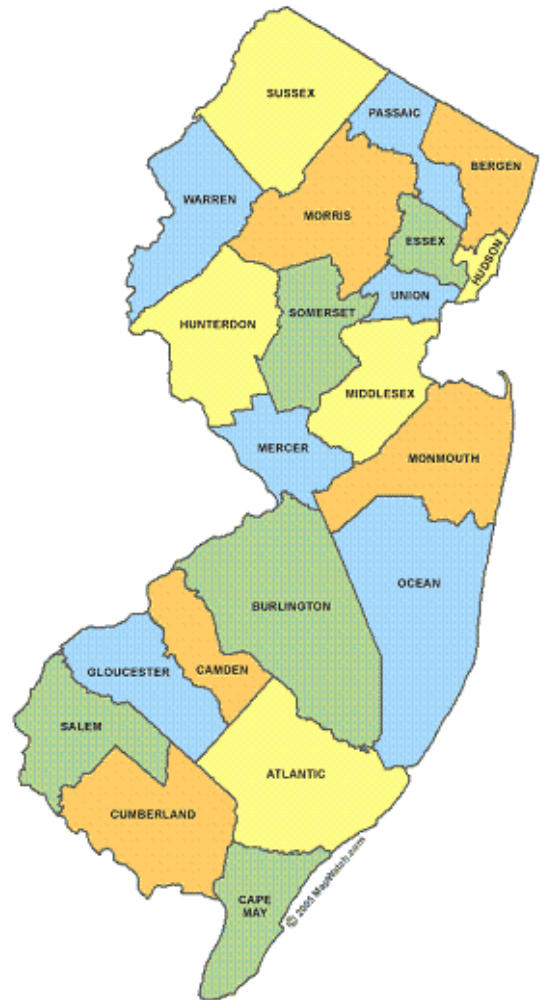
This past April a couple providers and myself planned a day trip with the children to see the play If A Mouse Ate A Cookie by Laura Numeroff. It's a really cute book. We have read and enjoyed most of her books. May 5th was Frolic in the Park, a function sponsored by Norwescap, the CRFS in our area that usually brings out a couple hundred families a year. It's an opportunity for providers to network as well as market themselves, with food, games, & prizes available.

Child Care Resource and Referral (CCRR)

NJFCCPA.org has provider **links to web sites for all the Child Care Resource & Referral Agencies (CCRR) in New Jersey**, our registering agents. There is good information on all; calendar of trainings, handouts, information for parents, etc.

To learn more, visit:

<http://www.njfccpa.org/providerlinks.html>



Child Care Tips

- As you prepare for an interview, contact the family you're interviewing the night before the interview to confirm the date and time. By making a reminder phone call, you not only set yourself apart from other child care providers as a professional, but you will also discover if the interview needs to be rescheduled or cancelled.
- “A picture is worth a thousand words.” On the day of the interview, have a small photo album available showing your daycare children participating in various fun activities. The type of childcare program you are offering will instantly be seen by the family you are interviewing.



We need your help! We want to make “Child Care Tips” a regular feature.

Share your child care tips! Send them to: bwilliamsonNJFCCPA@gmail.com

Please include your name and county. If your tip is chosen, we would like to acknowledge you in our next newsletter.

Featuring Tom Copeland Publications -

Four Key Tips on Marketing for Family Child Care Providers

Here are some tips to help providers promote their business:

1. You can compete with other homes and centers by identifying the benefits of your program and communicating them to parents. Benefits explain how your program will help children and their parents: "Individual attention to help your child grow and learn," "Flexible hours to meet a parent's busy schedule," "Accredited by NAFCC," and so on. Your benefits should answer the question, "Why should a parent bring their child to your program?" Ask the parents in your program, your daycare children, other providers, and your regulator for suggestions of benefits that describe your program.



2. Promoting your program should be seen as an ongoing process that reaches out to current families, prospective families, and past families:

- o Communicate regularly with current families about the benefits of your program through a newsletter, emails, written notes, bulletin board postings, etc.
- o Offer a finder's fee to current families if they refer a new family to you that you enroll. This fee can be an offer of free care or money.
- o Have a celebration (holiday party, summer barbeque, etc.) where you invite current and past families to come to your home and interact with each other. Current families who meet past families will gain a greater appreciation for your work.
- o Keep track of children through letters and photos after they leave your program. Post these letters and photos (with permission) in a scrapbook or on your wall. The best measure of success of your program is how well children do after leaving your program.

3. Use the services of your local Child Care Resource and Referral agency (CCRR) to help you promote your program:

- o Regularly update your enrollment information, including future vacancies.
- o Talk to a referral counselor on a regular basis about the supply and demand for child care in your area. Ask for advice about how you can better meet the needs of parents.
- o Keep up with the rates charged by other providers by asking for the latest rate information.

4. Compare the quality of care you offer with the rates you charge parents. If you are offering a high-quality program, your rates should reflect this. The more you are able to communicate the benefits of your program, the higher your rates can be. Too often parents cannot see a difference in the quality from one provider to another and therefore make their decision based on rates. It's up to providers to show parents what they are paying for. Set a goal of raising your rates once a year, and put a statement that this will happen in your contract.

For more information, see the Family Child Care Marketing Guide (\$17.95, www.redleafpress.org or 1-800-423-8309).

This article was originally produced by Resources for Child Caring (www.resourcesforchildcare.org) for the National Association for Family Child Care—April 2008 (www.nafcc.org). For additional family child care business publications, contact Resources for Child Caring's publishing division, Redleaf Press, at 800-423-8309 or visit www.redleafpress.org

Seasonal Fun - Outdoor Games



Alphabet Ball

Alphabet Ball is the perfect ball game for children who have learned their alphabet. Toss a ball back and forth (or among several children), saying the next letter of the alphabet each time you catch it. If you'd like, sing the letters to your child's favorite tune. When you reach "Z," whoever has the ball gets to sing the whole alphabet song from beginning to end. (For children who are not yet able to throw the ball accurately, try rolling it instead.)

Snake Tag

This game starts out like a regular game of tag. Make sure that children know to use a safe, two-fingered tap. When the first child is tagged, the two children join together to make a "snake," and the snake runs after the remaining children. Each child who is tagged becomes part of the snake. This game is best played within a smaller outdoor area so that the snake's greater mass gives it an advantage.

Obstacle Course

Most daycare providers and preschool teachers are too afraid to put together an obstacle course; after all, it must be so much work! Think again. Preschoolers don't need complicated obstacles, although they do need extra direction. Tie a string around a tree as a starting point, and instruct children to follow the string. You might coil the string several times, which will tell children to go in circles. You might let the string lead under a picnic table or over to a jump rope. Do the course yourself before the children try it out, and let them see what you're doing. Expect it to take several tries for children to get it all "right," but focus more on the fun of the process and less on whether they follow each step precisely. Unlike older children, preschoolers will be happy playing on the same obstacle course over and over again.

Relay Races

Relay races in the summer can make children hot and grouchy – but not if you add a water element. Have them pass a cup of water as a baton, run through a sprinkler, or grab an object from a basin of water before continuing. Better yet, avoid the competitive aspect and just have children run through a watery obstacle course together.

Dry Dry Wet

Do you have several preschoolers in need of a wet game to cool off? Treat them to this watery version of Duck Duck Goose. The children sit in a circle while one of them walks around with a small paper cup of water in hand, tapping the others' heads as he says "Dry, dry, dry..." Finally, he pours the cup of water on one child and shouts "WET!"

As in Duck Duck Goose, the "Wet" child tries to tag the other child, who runs around the circle and back into the "Wet" child's seat. If the first child is tagged, he tries again, if he's not, the "Wet" child gets a turn.

www.brighthub.com/education/early-childhood/articles/36533.aspx

Julie's Junque by Julie Payne

Get your creative juices flowing with these simple paper towel tube projects!

The bumble bee's feet are two halves of a drinking straw glued into the tube with black construction paper wings. The rocket ship has a egg carton bottom glued onto of the tube for the top capsule along with cardboard triangle side wings. The looking glass tube was simply decorated and a piece of colored plastic wrap was taped to the end.



NJFCCPA Membership Benefit Survey



HELP WANTED!

We are looking for ways to save you money. You can help us by completing this survey.

The NJFCCPA is always seeking ways to provide additional services to our members to help you operate more effectively. We are currently exploring a number of options to provide you with essential products and services at a lower cost. Please complete this survey form and reply via email back to mgregorioNJFCCPA@aol.com at your earliest convenience. If you have any questions, please contact me at 732-370-3528. Your participation is very valuable in letting us know what services are most important to you.

Please check (X) the appropriate response:

Which products or services could currently help you the most?

- Affordable Group purchasing program offering the products I use
- Key employee life insurance protection for my business
- Life insurance for my dependents
- Affordable Medical insurance
- Accident and Disability insurance
- Cancer insurance
- Dental Coverage for you and dependents
- Vision Plan for you and dependents

Which of the following products do you use most frequently?

- Paper towels
- Toilet paper
- Tissue paper
- Napkins

Please list the food products you frequently purchase:

Amount you spend monthly for food and paper products, approximately?

- _____ Food
- _____ Paper goods

Please name some of the other items you use:

County: _____

New Jersey
Family Child Care
Providers' Association
<http://www.njfccpa.org/>



"Professionals at the Heart"

NJFCCPA Meeting Schedule, 2010

Sat Jun 26, 2010 Southern Region Mini-Conference
& Quarterly Board Meeting
BCCAP, Mount Holly, NJ

Sat Sept 18, 2010 Quarterly Board Meeting & Event, Presentation
"Family Child Care Fair"
Central NJ

Resource & Referral Trainings

Sat June 5, 2010 and Sat Aug. 7, 2010

Child Care Connection First Steps FCC Mini-Conference
Mercer County, 9:00AM - 3:00PM

Register by calling 609-989-7940; NO FEE This mini-conference is designed to provide family child care providers with basic principles to enhance their programs and improve quality for the children in their care.