



Yes! I am interested in the Morris County  
ECE Shared Services Alliance!

**Contact Information:**

Name:

Address of Child Care Site:

Email:

Phone Number:

Accreditations:

Child & Family Resources  
111 Howard Boulevard, Suite 104  
Mount Arlington, NJ 07856  
973-398-1730

Iron Triangle, a model developed by Louise Stoney (Alliance for Early Childhood Finance and Opportunities Exchange) and Libbie Poppick (Opportunities Exchange) that helps calculate the cost of providing the level of quality child care known to reduce the achievement gap. The three metrics of the triangle are Full Enrollment, Full Fee Collection and Revenues Cover Per-Child Cost.



The metrics of the triangle are Full Enrollment, Full Fee Collection and Revenues Cover Per-Child Cost. Balancing the sides of the triangle is essential. When seeking to balance their budgets, early childhood program directors typically focus on their rate-the price charged to parents or received as reimbursement from the government.... however, early care and education program income is also profoundly influenced by two other factors: enrollment and fee collection. These three factors form the “iron triangle” of ECE finance. Paying close attention to the three sides of the iron triangle is key to a sound fiscal management.

If you are interested in learning more about the Morris County ECE Shared Services Alliance, contact Child & Family Resources at [info@cfrmorris.org](mailto:info@cfrmorris.org)



“Individually we are one drop ...



together we are an ocean”

- Albert Einstein

## Shared Services:

Building a Community &  
Supporting Quality in Early  
Childhood Education!

## Benefits of Membership

There are many benefits to joining the Morris County ECE Shared Services Alliance including tiered membership benefits. Membership benefits can include:

- Coordinated efforts & shared cost for access to group purchase power for discount rates
- Access to specialized training & training scholarships
- Networking & partnership building to develop innovative programs
- Access to the Morris Diaper Bank



## Shared Services Benefits

### What it is...

- A change in roles/responsibilities
- A capacity-building strategy
- A way to reallocate resources toward child outcomes

### And is not...

- Simply a way to save money
- Just a provider network
- A franchise or template
- The same in every community

## WHAT IS A SHARED SERVICES ALLIANCE?

A Shared Services Alliance is a membership organization with early care and education providers who work together to become stronger, more accountable, and financially sound. Shared Services Alliances allow childcare providers to reduce costs, strengthen management and build quality by sharing administrative functions with other organizations that provide the same programming. By sharing resources, early care and education providers can improve the capacity to provide high-quality care and services for families in Morris County.



## Morris Diaper Bank

*One great example of Shared Services is the Morris Diaper Bank*



The Morris Diaper Bank reflects community collaboration at its best - diapers are distributed to a network of non-profit partners who have clients in needs. Adult and childrens diapers are distributed to the most vulnerable, along with a vast network working together to collect and distribute diapers; the power of collaboration and sharing resources to impact children and families in Morris County.