

6TH ANNUAL  
**Directors' Academy**  
for Leaders of Early Childhood Programs

July 28, 2017

**Agenda: Business Focus**

**8:00 Registration Begins**

**8:30 Welcome and Introductions**

**9:00 Budgeting Break-Out Sessions:**

**“Budgeting 101”** – Beverly Becker, *Smart Beginnings Virginia Peninsula*

Budgeting lies at the foundation of every financial plan. Learn practical steps to start budgeting to improve the financial viability of your program.

**“Break-Even Budgeting”** – Lauren Small, *Early Education Business Consultants, LLC*

Do you know your program's breakeven point when it comes to budgeting? What about per classroom? Explore an advance budgeting tool to help you take a deeper look at your finances and provide you the opportunity to plan for the future.

**10:30 Break**

**10:45 “How's the Weather? Changing the Organizational Climate to**

**Create a Positive Work Environment”** – Lauren Small, *Early Education Business Consultants, LLC* and Beverly Becker, *Smart Beginnings Virginia Peninsula*

Without question, the climate of our programs impacts how well we perform our responsibilities and the quality of our day-to-day interactions with children, parent and co-workers. Explore how you can lead the way to excellence by measuring the climate of your program, communicating with purpose, dealing with conflict, nurturing a culture of inquiry and instilling norms of continuous improvement.

**12:15 Lunch**

**1:15 “How's the Weather?” Continued...**

**2:45 Break**

**3:00 “Marketing Again? Latest Marketing Trends to Attract Families to Reach Capacity”**

– Lauren Small, *Early Education Business Consultants, LLC*

Hands-on session designed to help you develop a plan to reach the millennial generation. Make sure you phone is charged and ready to go!

**4:30 Reflection and Evaluation**

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**July 29, 2017**  
**Agenda: Education Focus**

**8:00 Registration Begins**

**8:30 Welcome and Introductions**

**9:00 “What is STEM and STEAM?”** – *Marsha Goodman, Virginia Quality Lead Curriculum Specialist, M.Ed.*

For many in early childhood education, STEAM is a new term. It began in this decade as *STEM*, an acronym for *Science, Technology, Engineering and Math*. These curriculum areas have become a major focus in early childhood education because of the concern that the United States is falling behind in scientific innovation.

*STEAM* integrates and uses the arts in the STEM curriculum to help children express concepts. Since the arts are a natural part of early childhood education, adding this element may help more teachers find ways to work STEM concepts into the curriculum. During this session, we will discuss the elements of *STEAM*, how to incorporate these elements into our early childhood settings using the objectives and strategies found in the Virginia Milestones of Child Development and The Virginia Foundation Blocks as our guides.

**12:00 Lunch + Virginia Quality Update and Recognitions** – *Hilari Devine*

**1:00 “The STEAM Classroom: What Does It Look Like?”** – *Marsha Goodman, Virginia Quality Lead Curriculum Specialist, M.Ed.*

Young children learn through observation, exploration, experimentation and through meaningful interactions and play. These experiences must be active, interactive, hands-on pursuits, especially when the child is observing the effects of a particular action or reaction.

During this session, we will detail the importance of *intentional teaching, teaching for understanding* and *encouraging inquiry* in the early childhood classroom. We will also share practical methods for implementing and integrating STEAM in the classroom using classroom centers and small/large group activities.

**2:30 Reflection and Evaluation**