

A MARKET ANALYSIS OF CHILD CARE ON GUAM



THE LEADERSHIP COMPANY

ALINE A. YAMASHITA, PH.D.
August 2015

Introduction

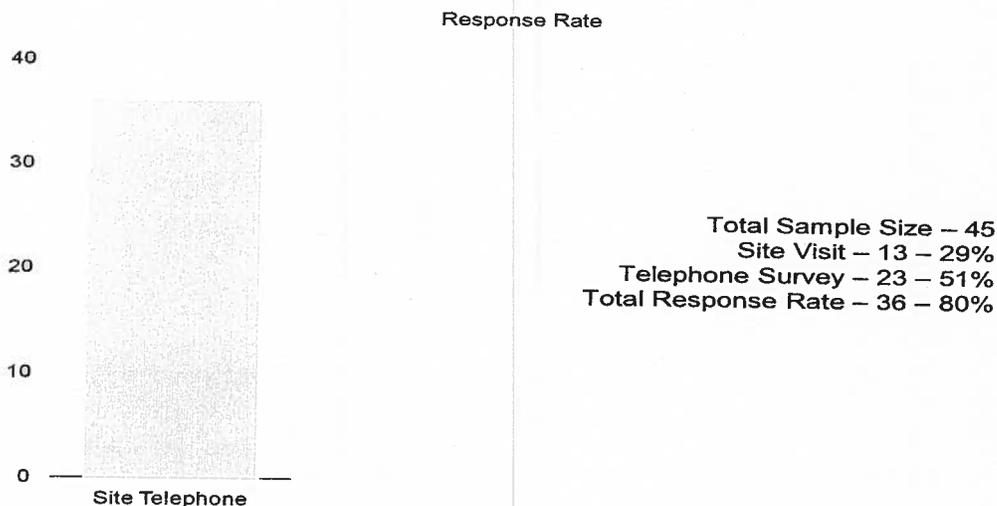
In response to a Request for a Market Analysis on the cost of daycare centers and other factors related to cost (evening and after school care, part time rates, full time rates, ages), the following report is provided. A survey was electronically sent to each child care center or presented to the child care director during site visits. The survey is included as Appendix A.

Overview of Results

Response Rate

As of July 23, 2015, there are 43 care centers licensed by the Department of Public Health Social Services to operate on Guam. In addition to these 43 businesses, data was gathered from the Mayor's Council and the Guam Department of Education relative to the care they provide for students after school.

During the month of August, 100% of these centers were communicated with. Twenty-nine percent or 13 centers were visited to gather information. Fifty-one percent or 36 center directors or administrative staff were spoken with over the telephone. Overall, 80% or 36 out of the 45 (includes the Mayor's Council and GDOE) locations provided data on their fee structure. The remaining 20% had disconnected contact numbers or didn't respond when contacted via email or by telephone.



The actual data is found in Appendix B. Names of centers, fees for part time infant, toddler, preschool, fees for full time infant, toddler, preschool, and fees for evening care are presented. Data describes fees at care centers – public and sectarian, ASPIRE GDOE after school program, and the one program offered by a Mayor's Office, Agana Heights.

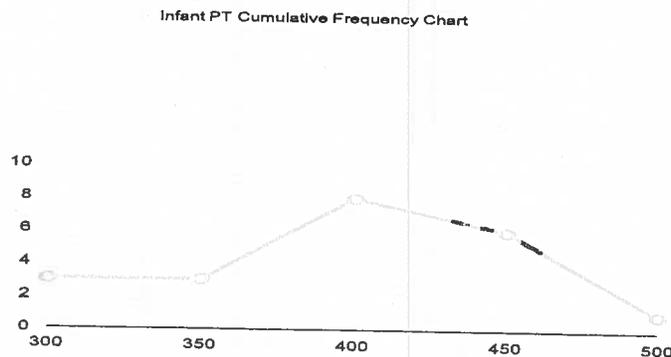
Range of Responses

The responses ranged in number for each category. There was a range of 21 responses, \$300.00 - \$500.00 for part time infant program fees. There was a range of 35 responses, \$385.00 - \$650.00, for full time infant program fees. There was a range of 29 responses, \$275.00 - \$480.00, for part time toddler and preschool program fees. There was a range of 53 responses, \$300.00 - \$600.00 for full time toddler and preschool program fees. There was a range of 17 responses, \$33.00 - \$500.00, for after school child care programs. These amounts are per month. Part time was defined by centers, 4-5 hours a day, and 20 hours a week. Full time was defined as 10 hours a day. After school was for 3-4 hours/day.

Range of Responses

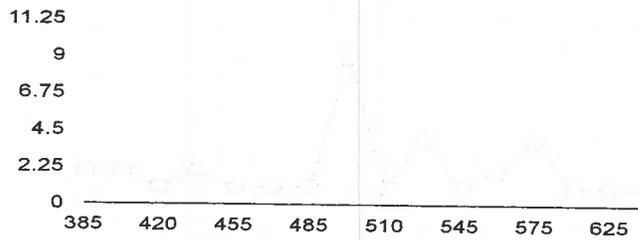
	Infant PT	Infant FT	Toddler Preschool PT	Toddler Preschool FT	After school
at	21	35	29	53	17
	300-500	385-650	275-480	300-600	33-500

The cumulative frequency distribution of part time fees for infant programs demonstrates the most common fee at \$400.00 and \$450.00 with a low at \$500.00. Part time covers up to 6 hours a day, 30 hours a week.



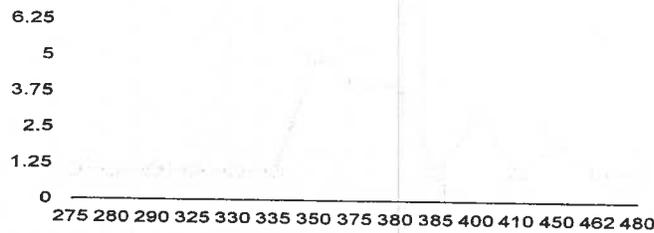
The cumulative frequency distribution of full time fees for infant programs demonstrate the most common fee at \$500.00 with a low at \$385.00 and a high of \$625.00. Full time covers up to 10 hours a day, 50 hours a week.

Infant FT Cumulative Frequency Chart

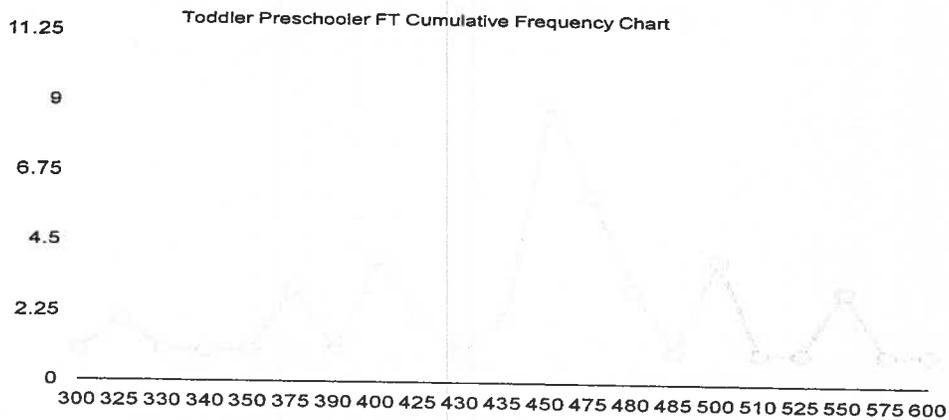


The cumulative frequency distribution of part time fees for toddler and preschool programs demonstrate the most common fee at \$350.00, \$375.00, \$380.00. with a low at \$280.00 and a high of \$480.00. Part time covers up to 6 hours a day, 30 hours a week.

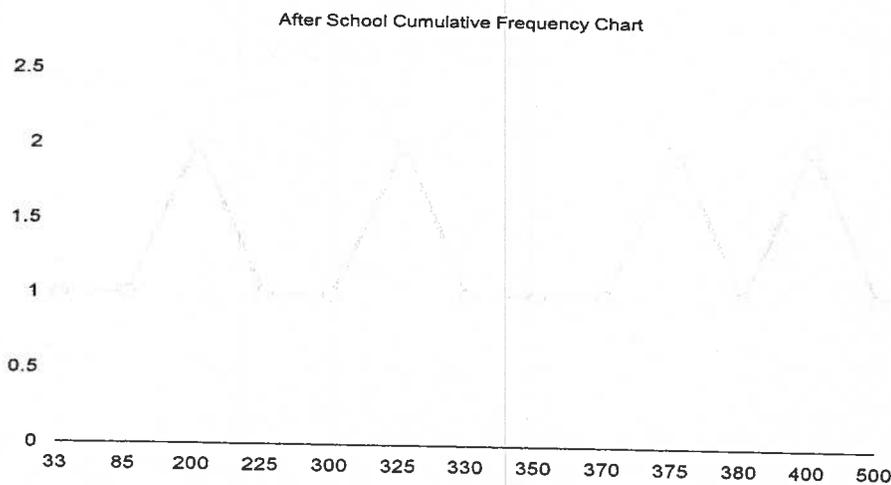
Toddler Preschooler PT Cumulative Frequency Chart



The cumulative frequency distribution of full time fees for toddler and preschool programs demonstrate the most common fee at \$450.00 with a low at \$300.00 and a high at \$600.00. Full time covers up to 10 hours, 50 hours a week.



The cumulative frequency distribution of fees for after school programs demonstrate a wide range of fees. The low of \$33.00 is what is charged at GDOE per quarter at each elementary school program for after school care. The \$85.00 is what Mayor McDonald charges for after school care. After school covers 3 hours.



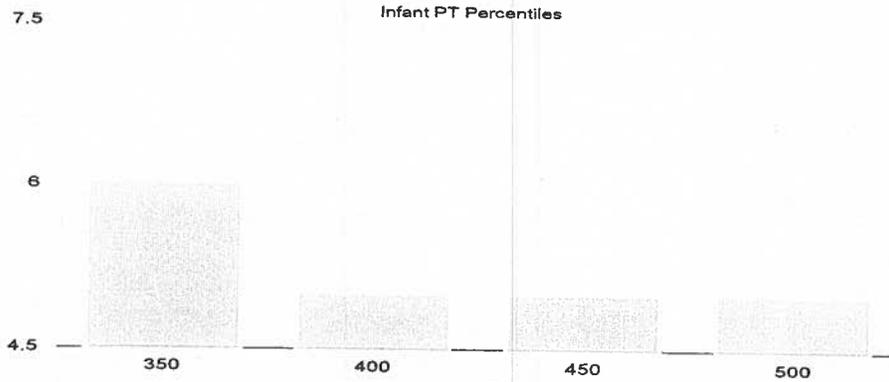
Mode, Median, Mean

The following table describes the mode – most frequent fee, the median – the middle fee data point, and the mean – average fee across the different programs. An overall statistic is also provided.

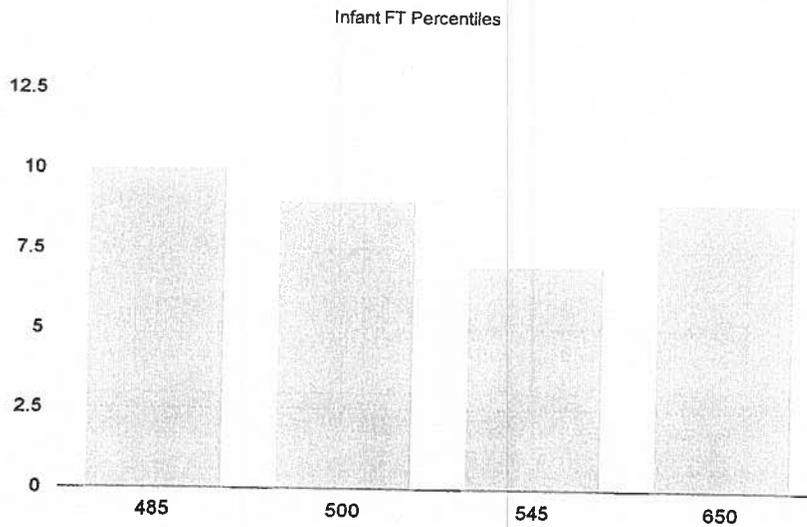
	Mode	Median	Mean
Infant Part Time	400	400	397.61
Infant Full Time	500	500	496.28
Toddler Preschooler Part Time	375	385	372.48
Toddler Preschooler Full Time	450	450	441.34
After School	325 375	370	304
OVERALL	404	421	402.34

Data by Percentiles

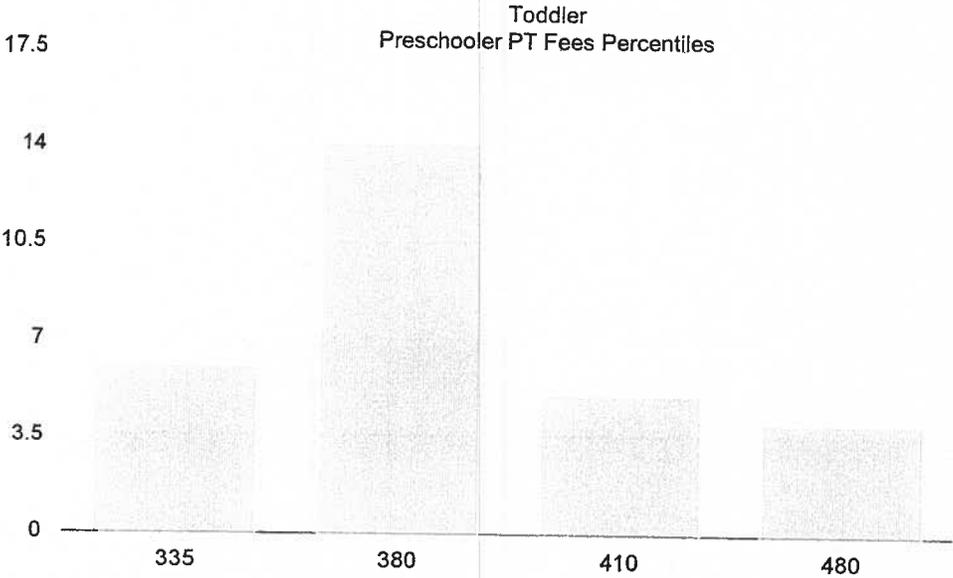
Fees charged for part time infant care are mostly found in the first 25th percentile, \$350.00 - \$400.00. The following percentiles have equal numbers.



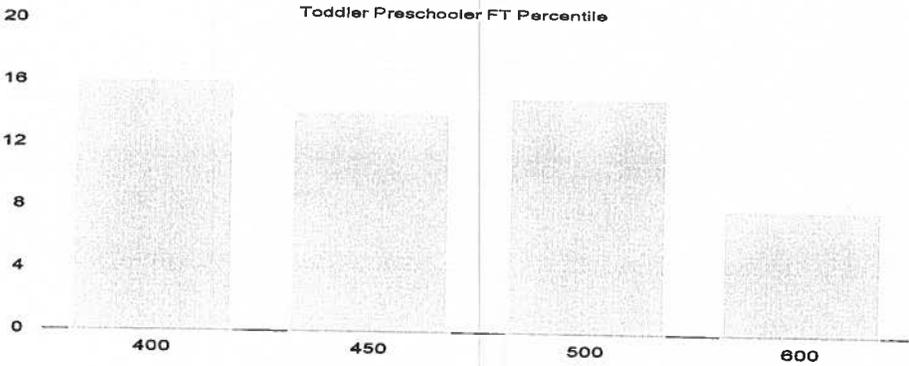
Fees charged for full time infant care are mostly found in the first 25th percentile, \$485.00 - \$500.00. Then, the 100th percentile claims the most frequent fee, \$545 - \$650.00



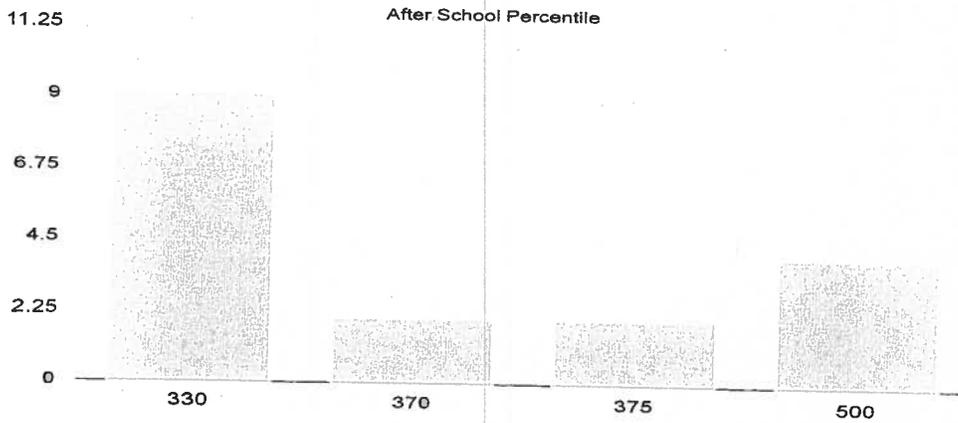
Fees for Toddler/Preschool Part Time are mostly found within the first two percentiles, the most common at \$380 and the next common at \$350.00



The fees for full time toddler and preschool are found mostly in the 25th and 50th percentiles - hovers around \$400.00. The least number is found in the high range of \$600 which composes the 100th percentile.



After school fees mainly fall within the first 25th percentile around \$330.00. While each elementary school offers after school programs, that data count was counted as 1. That was done to ensure that the data wasn't skewed – mostly because the program is, in part, federally funded.



Across 70% of licensed care center, there is an average of 4 infants, 8 toddlers, 13 between the ages of 2 and 3 years, an average of 11 between the ages of 3-4, and an average of 10 older than 4 years of age. The 2-3 year old and older ranges have the most students. The youngest age group of infants 12 months and below has the least total. The Center with the most children is Mercy Heights and the lowest is the newly opened PNG at Leo's Palace.

Age	Mean	Median	Mode
12 months & Younger - 129	4	4	4
1-2 Years - 234	8	13	6
2-3 Years- 382	13	8	6
3-4 Years- 320	11	9	5
4 & Older- 288	10	14	10

The range of children participating in the DPHSS Child Care Subsidy Program ranges from 0 to 52. Throughout 30 of the 43 licensed centers, there is an average of 13 children being supported by the assistance program. While the mode is zero – the most frequent response of participating children, the median for those who are is at 10. To respect confidentiality issues, individual numbers for centers are not listed per center.

DPHSS CHILD SUBSIDY RATES

	Mean	Median	Mode
70% Response Rate	13	10	0
Range - 0 - 52			

Summary

A survey asking for the data specified in the Request for Proposal was sent out via electronic messages to every center with an email address listed in the data base provided by the Early Learning Council, which was actually provided by DPHSS Bureau of Social Services Administration. The July 23, 2015 updated list from BOSSA has a high reliability measure, mostly because BOSSA is the licensing arm, and as such, centers will want to make sure contact information is accurate. In addition to email addresses, phone numbers are listed.

As required, site visits were randomly carried out. The face to face fact gathering occurred for Dominican Child Care, Tender Shepherd Preschool, Anigua Learning Ladder, Amazing Kids Child Development Center, PNG, PNG@Leos, Tamuning Day Care and Learning Center, Bambini Montessori

School, Maria Artero Preschool & Kindergarten, Guam Leadership Academy, Adventures in Learning. Staff was pleasant and happy to provide requested information.

The gathering of data through phone conversations was just as pleasant. Many of the care directors recognize me as an early childhood advocate and trusted the exchange.

As a result, the 80% response rate – 29% site visits and 51% telephone conversations, provide a high reliability and validity measurement of fees charged.

After a meeting with Administrator Rowena Perez, a second survey was electronically sent out asking for participation rates in the DPHSS Child Care Subsidy Program and other data points not specified in the Request for Proposal. Telephone interviews and electronic responses occurred with 70% of the centers. The 70% or 30 sample size provides reliable information.

Combined survey response rates provide a 75% rate.

As displayed in the Mean, Mode, Median table, our families pay an average of \$400.00 for child care services in all age groups. The Cumulative Frequency Tables for the individual ages reinforce this amount.

As displayed in the Percentile Tables, most businesses charge in the 25th and 50th percentiles of overall fees. While they need to cover costs, these businesses do their best to make their programs affordable.

Fees for infant care are higher than the fees for the older child. The highest fees are those for full time infant care. This may be interpreted as the need to have more caregivers for the babies, as the required ratios are higher.

No center charges fees based on family income. Interestingly, military child care fees are based on Total Family Income. Also, their rates are about half of what we charge outside the fence. Of course, their fee structure is a national standard determined for all military posts.

Most centers do not provide discounts or lower rates to families with more than one child enrolled. Five centers, however, provide a 10% discount for more than one child enrolled. A couple of businesses offer a registration discount. Most do not provide any other type of discounts.

Forty percent of the centers do not provide part time programs. Sixty percent define their part time program as 5 hours a day or 25 hours a week.

– Forty-eight percent of the centers define their full time programs as 10 hours a day or 50 hours a week. The next common schedule, at 20%, is 6 hours a day or 30 hours a week.

Higher numbers of children ages 2-3 are found in care centers, followed by children ages 3-4. Lowest numbers are infants 12 months and younger with the next lowest from ages 1 – 2 years.

Most centers charges a late fee. These range from \$1 a minute to \$35.00 a minute. Seven programs don't charge for extended hours. One center provides evening care until midnight at a charge of \$60.00 for infants and \$48.00 preschoolers and older children.

Recommendations

To fully understand the cost of providing high quality child care as a small business on Guam, it would be informative to review each center's Business Plan. This review could provide a summary of their cost factors and their profit margins, if any.

As the main principle in the piloting of the Guam Quality Rating Improvement System Program, it is established that within the first 11 centers to employ the GQRIS, a majority of the centers do not have a Business Plan. One did and a couple were working on it. While the remaining 22 small businesses may have a business plan, it would be useful to determine.

As well, to help this industry, the Early Learning Council or the Child Care Association could offer training modules on how to develop a Business Plan. Certainly, this professional development activity could occur through the GCC Continuing Education Office.

APPENDIX A

Survey (Specific Items as Detailed in the RFP)

Hafa Adai!

Your help is needed to develop a market analysis of the costs associated with providing child care services. This work is being done by GCC as requested by DPHSS.

Please list the fees you charge for:

Infants – birth – 1 year, 11 months

Part Time Fee: \$ _____

Full Day Fee: \$ _____

Evening Fee: \$ _____

Toddlers/Preschoolers – 2 years – 5 years, 11 months

Part Time Fee: \$ _____

Full Day Fee: \$ _____

Evening Fee: \$ _____

School Age Children – 6 years – 12 years, 11 months

Fee per hour after school: \$ _____

The name of your child care center: _____

Please provide a contact number and the best time for me to call to verify the information. Thank you very much for your help.

Most especially, thank you for taking care of our children, our future!

ALINE A. YAMASHITA, PhD

August 10, 2015

Hafa Adai!

Thank you for responding to my first request for information regarding fees. I am most pleased to share that 80% of our programs responded. That's a wonderful response rate. Thank you!

I've been just asked to report on additional information. I humbly ask that you take a few minutes to respond to the following. (This data was specified during a meeting on August 10 by GCC)

1. Do any of the children receive certificates from the DPHSS Child Care Subsidy Program"
If yes, how many?
2. Do you have sliding fees or charge different rates for children based on family income?
3. Do you provide discounts or lower rates to families with more than one child enrolled in your program? If yes, please describe
4. Do you provide any other types of discounts or lower rates for you program?
5. What is the maximum number of hours a child can be in your care and be considered part-time?
 - a. Up to _____ hours per day is considered part-time
 - b. Up to _____ hours per week is considered part-time
6. What is the maximum number of hours a child can be in your care and be considered full time?
 - a. Up to _____ hours per day is considered full time
 - b. Up to _____ hours per week is considered full time
7. What is the maximum number of hours a child can be in your care on a regular basis and not charged for additional hours?
 - a. Up to _____ hours per day
 - b. Up to _____ hours per week
8. Not including charges for late pickup, how do you charge families for children that are in care for more than full-time on a regular basis?
 - I do not charge families more for the additional hours
 - I charge a higher daily rate for the additional hours
 - I charge a higher weekly rate for the additional hours
 - I do not allow children to remain in care beyond the maximum full-time hours
9. On average, how many children ages 12 months and below do you usually care for each week?
10. On average, how many children ages 13 months to 2 years do you usually care for each week?

11. On average, how many children ages 25 months through 3 years do you usually care for each week?
12. On average, how many children ages 37 months through 4 years do you usually care for each week?
13. On average, how many children ages 4 and older do you usually care for each week?

I will add this information to the fee rates you already provided. Thank you for the extra time and attention. You may reply via email.

Thank you,
Aline A. Yamashita, Ph.D.

APPENDIX B

Data Collected in August, 2015: 80% Response Rate: 29% Site Visits - Blue, 51% Phone - Red

Center	Infant	Infant	Evening	Toddler	Toddler	Evening	After School
	Part Time	Full Time		Preschooler Part Time	Preschooler Full Time		
PRECIOUS ONE'S CHILD CARE & LEARNING CENTER	450.00	510.00		450.00	510.00		
ASPIRE: ALL ELEMENTARY SCHOOLS							100.00/3 MONTHS
AGANA HEIGHTS MAYOR'S OFFICE							85.00/MONTH
LITTLE EINSTEINS	420.00	500.00		400.00	500.00		12/HOUR 50/DAY
				380.00	480.00		
				360.00	460.00		
DEDEDO CHILD CARE & LEARNING CENTER	450.00	500.00		400.00			
				380.00			
POETRY LANE		500.00		350.00	475.00		200.00
		475.00			450.00		
					425.00		
					400.00		
NENE CARE CENTER	450.00	650.00		380.00	450.00		380.00
	500.00	500.00					50/DAY
LOTS OF LEARNING CHILD CARE CENTER	400.00	525.00		375.00	400.00		

FIRST STEP EARLY LEARNING CENTER	390.00	525.00		390.00	500.00 485.00		400.00 75/DAY
GIGGLES & SCRIBBLES	450.00	500.00		400.00	500.00		225.00 10/HOUR
MERCY HEIGHTS	340.00	385.00			340.00		
INFANT OF PRAGUE		385.00			350.00		
TENDER SHEPHERD PRESCHOOL	330.00	450.00		330.00	450.00		200.00
ANIGUA LEARNING LADDER		500.00			480.00		
AMAZING KIDS CHILD DEVELOPMENT CENTER	385.00	485.00		335.00	435.00		
PNG	400.00	575.00	60.00	375.00	475.00	48.00	5.00/Hour
PNG@ LEOS		600			550.00 500.00		
TAMUNING DAY CARE & LEARNING CENTER		400.00			375.00		
BAMBINI MONTESORRI SCHOOL	300.00	400.00 455.00		280.00 275.00	435.00 430.00 375.00 380.00		
MARIA ARTERO PRESCHOOL & KINDERGARTEN				290.00	330.00		
GUAM LEADERSHIP ACADEMY		500.00			475.00 450.00		

					450.00		
DOMINICAN CHILD CARE		420.00			380.00		
ADVENTURES IN LEARNING		575.00			475.00		400.00
TINAS LEARNING CENTER	497.00	625.00		480.00 462.00 410.00	600.00 575.00 500.00		8.00/HOUR 50.00/DAY
LITTLE ONES CHILD CARE CENTER	425.00	550.00		350.00	450.00		330.00
ABC123 LEARNING & DEVELOPMENT CENTER	350.00	575.00		350.00	450.00		10.00/HOUR
SAGAN FINA'NA'GUEN FINO CHAMORU	425.00	575.00		375.00	525.00		375.00
THE YOUNG LEARNER		525.00			450.00		325.00
GUAM'S LITTLE TREASURES		500.00			425.00 400.00 325.00		325.00
PALOMARES CHID CARE CENTER	400.00	500.00		450.00	475.00		350.00
ANANDA MARGA PRESCHOOL CENTRE					390.00 325.00 300.00		500.00
MY SCHOOL	375.00	525.00		375.00	475.00		375.00
HARMONY KIDS CHILD CARE		545.00			545.00		370.00
NOAHS ARK DAY CARE	375.00	450.00		350.00	400.00		

				325.00	375.00		
REACH FOR THE STARS		550.00			550.00		
SMALL WORLD PLAY & LEARN CENTER	410.00	535.00		385.00	480.00		300.00
				350.00	450.00		

RESPONSES TO SURVEY 2 ; EMAIL AND TELEPHONIC – 30 OUT OF 43 – 70% RESPONSE RATE

D – DISCOUNT PT-PART TIME DEFINITION FT – FULL TIME DEFINITION # IN AGE RANGE

CTR	D	PT	FT	INFANT	1-2	2-3	3-4	4+
NENE		4/20	8/40	4	5	8	6	4
YOUNG LNRS		5/25	10/50	4	6	9	9	9
SMALL WORLD	20%	5/25	9/45	4	6	10	13	3
REACH STARS	25%	2/25	10/50	2	2	2	0	0
PALOMORES	10%	6/30	8/40	4	7	10	5	3
DEDEDO	10%	5/25	6/30	3	6	9	10	10
HARMONY			8/45	14		13	11	
DOMINICAN	R F		10/50		15	44	47	49
TREASURES			10/50	4	7	11	3	10
SAGAN		5/25	7/45	4	4	8	5	3
LITTLE ONES	10 - 15%	5/25	9/45	4	12	15	13	2
LOL	\$25	5/25	10/50	7	6	5	8	8
TINAS		5/25	6/30	3	10	12		8
MERCY	\$10-25		11/55		13	55	70	54
GIGGLES SCRIBBLES	\$25	25	10/50	7	12	8	6	10
TAMUNING	\$75		7/35		18	45		4
ADVENTURES			6/30	4	12	13	13	14
PNG	10%	5/25	10/50	10	18	12	10	12
PNG LEO	10%	6/30	10/50	1	1	1	2	2
ABC123	\$50	30	10/50	3	6	6	5	4
AMAZING KIDS		5/25	11/55	3	5	8	6	10
FIRST STEP		6/30	7/35	4	11	7	5	9
LITTLE EINSTEINS	10%	4/20	8/80	8	10	16	9	3
A LEARNING LADDER		5/20	6/30	4	9	9	3	
BAMBINI	R		11/55		2	17		16

	F							
ANANDA MARGA	10 %	5/ 25	6/30			7	10	5
MARIA ARTERO	\$ 40	5/ 25	10.5/52 .5				20	20
MY SCHOOL		25	7/35	14	6	10	11	6
PRECIU SONES		5/ 25	11/55	14	20	10	12	
POETRY		25	11		5	2	8	5
				129	234	382	320	283

CCDF Market Analysis

Q1 Do any of the children receive certificates from the DPHSS Child Care Subsidy Program" If yes, how many?

Number of responses: 31 Number of questions: 0

#	Responses	Date
1	25	11/4/2015 4:06 PM
2	yes, 3	11/4/2015 4:02 PM
3	14	11/4/2015 3:44 PM
4	7	11/4/2015 3:33 PM
5	No	11/4/2015 3:13 PM
6	yes, 37	11/4/2015 2:44 PM
7	yes, 18 children	11/4/2015 2:42 PM
8	29	11/4/2015 2:39 PM
9	10	11/4/2015 2:38 PM
10	0-21/2 16 , 21/2 -5 13 5-11	11/4/2015 2:36 PM
11	52	11/4/2015 2:33 PM
12	16	11/4/2015 2:26 PM
13	10	10/30/2015 1:52 PM
14	Not sure about this questions, but we have 5 children under Federal Block Grant	10/30/2015 1:50 PM
15	yes,20	10/30/2015 1:48 PM
16	Yes	10/30/2015 1:42 PM
17	90% 29	10/30/2015 1:39 PM
18	Yes, 14	10/30/2015 1:39 PM
19	30	10/30/2015 1:37 PM
20	3	10/30/2015 1:36 PM
21	No	10/30/2015 1:34 PM
22	23	10/30/2015 1:33 PM
23	6	10/30/2015 1:31 PM
24	No	10/30/2015 1:29 PM
25	5	10/30/2015 1:28 PM
26	9	10/30/2015 1:25 PM
27	15	10/30/2015 1:23 PM
28	4	10/30/2015 1:21 PM
29	15	10/30/2015 1:20 PM
30	6 Families -8-	10/30/2015 1:16 PM
31	6 Families -8-	10/30/2015 1:13 PM

CCDF Market Analysis

Q: Do you have sliding fees or charge different rates for children based on family income?

Answers: 29 Skip: 2

#	Responses	Date
1	NO	11/4/2015 4:06 PM
2	NO	11/4/2015 4:02 PM
3	No	11/4/2015 3:44 PM
4	No	11/4/2015 3:33 PM
5	No	11/4/2015 3:13 PM
6	No	11/4/2015 2:44 PM
7	NO	11/4/2015 2:42 PM
8	No	11/4/2015 2:39 PM
9	No	11/4/2015 2:38 PM
10	No	11/4/2015 2:36 PM
11	No	11/4/2015 2:33 PM
12	No	11/4/2015 2:26 PM
13	No	10/30/2015 1:52 PM
14	No	10/30/2015 1:50 PM
15	No	10/30/2015 1:48 PM
16	N	10/30/2015 1:42 PM
17	No	10/30/2015 1:39 PM
18	No	10/30/2015 1:39 PM
19	30	10/30/2015 1:37 PM
20	no	10/30/2015 1:36 PM
21	No	10/30/2015 1:34 PM
22	No	10/30/2015 1:31 PM
23	No	10/30/2015 1:29 PM
24	No	10/30/2015 1:28 PM
25	no	10/30/2015 1:25 PM
26	No	10/30/2015 1:23 PM
27	No	10/30/2015 1:20 PM
28	No	10/30/2015 1:16 PM
29	No	10/30/2015 1:13 PM

CCDF Market Analysis

Q3 Do you provide discounts or lower rates to families with more than one child enrolled in your program? If yes, please describe

n r b: l: 1

#	Responses	Date
1	NO	11/4/2015 4:06 PM
2	NO	11/4/2015 4:02 PM
3	2nd Child \$25 discount on monthly tuition	11/4/2015 3:44 PM
4	No	11/4/2015 3:33 PM
5	yes, 10% off overall tuition	11/4/2015 3:13 PM
6	No	11/4/2015 2:44 PM
7	NO	11/4/2015 2:42 PM
8	Yes, Family packet is a special rate	11/4/2015 2:39 PM
9	yes 50 off	11/4/2015 2:38 PM
10	Yes	11/4/2015 2:36 PM
11	No	11/4/2015 2:33 PM
12	2-775-700 75 Off	11/4/2015 2:26 PM
13	yes. \$25 Discount for older child's monthly tuition fee	10/30/2015 1:52 PM
14	yes, \$10.00 off 2 Children \$ \$25.00 off 3 or more	10/30/2015 1:50 PM
15	No	10/30/2015 1:48 PM
16	Yes, 10% OFF FOR 2 CHILDREN AND 15% FOR 3 CHILDREN. THE DISCOUNT WILL APPLY TO THE OLDEST CHILD.	10/30/2015 1:42 PM
17	No	10/30/2015 1:39 PM
18	No	10/30/2015 1:39 PM
19	Not	10/30/2015 1:37 PM
20	Discount- registrations	10/30/2015 1:36 PM
21	no	10/30/2015 1:34 PM
22	5-10%	10/30/2015 1:33 PM
23	10%	10/30/2015 1:31 PM
24	25% 25	10/30/2015 1:29 PM
25	20%	10/30/2015 1:28 PM
26	Only one	10/30/2015 1:25 PM
27	10%	10/30/2015 1:23 PM
28	Yes, second child has reduced monthly tuition \$40 less	10/30/2015 1:21 PM
29	No uniform rates for all our students weather they are paying cash or block grant	10/30/2015 1:20 PM
30	No	10/30/2015 1:16 PM

CCDF Market Analysis

Do you provide any other types of discounts or lower rates for you program?

Answered: 14 Skipped: 17

#	Responses	Date
1	We have a Temp hardship rate (case to case) Basis for death in immediate family, medical immediate family, etc.	11/4/2015 4:06 PM
2	NO	11/4/2015 4:02 PM
3	Yes- Applied to employee benefits	11/4/2015 3:44 PM
4	No	11/4/2015 3:13 PM
5	No	11/4/2015 2:44 PM
6	NO	11/4/2015 2:42 PM
7	Early bird Special	11/4/2015 2:39 PM
8	yes, but not at this time	10/30/2015 1:52 PM
9	No	10/30/2015 1:50 PM
10	No	10/30/2015 1:48 PM
11	No	10/30/2015 1:42 PM
12	No	10/30/2015 1:39 PM
13	No	10/30/2015 1:21 PM
14	part time is 5 hours or less a day or 25 hours a week	10/30/2015 1:20 PM

CCDF Market Analysis

5 What is the maximum hours a child can be in your care and be considered part-time?

Answered: 26 Skipped: 5

Answer Choices

Up to ___ hours per day is considered part-time

Up to ___ hours per week is considered part-time

Responses

92.31% 24
80.77% 21

#	Up to ___ hours per day is considered part-time	Date
1	(If we accept a child part-time it is mainly for parents on jobs and long time clients needing after school care Morning part time 7-12, afternoon partime 1-5. afterschool 230-530 we are not flexible on the hours	11/4/2015 4:06 PM
2	5	11/4/2015 3:44 PM
3	<5	11/4/2015 3:33 PM
4	4	11/4/2015 3:13 PM
5	5	11/4/2015 2:44 PM
6	5	11/4/2015 2:42 PM
7	6	11/4/2015 2:39 PM
8	3 days	11/4/2015 2:38 PM
9	5	11/4/2015 2:36 PM
10	No	11/4/2015 2:33 PM
11	n/a	10/30/2015 1:52 PM
12	NA	10/30/2015 1:50 PM
13	5	10/30/2015 1:48 PM
14	5	10/30/2015 1:42 PM
15	5	10/30/2015 1:39 PM
16	3	10/30/2015 1:39 PM
17	8-7	10/30/2015 1:34 PM
18	4-5	10/30/2015 1:33 PM
19	6	10/30/2015 1:31 PM
20	5	10/30/2015 1:29 PM
21	5	10/30/2015 1:28 PM
22	5	10/30/2015 1:23 PM
23	5	10/30/2015 1:21 PM
24	10	10/30/2015 1:20 PM
#	Up to ___ hours per week is considered part-time	Date
1	25	11/4/2015 4:02 PM
2	25	11/4/2015 3:44 PM
3	<20	11/4/2015 3:33 PM
4	20	11/4/2015 3:13 PM
5	25	11/4/2015 2:42 PM

CCDF Market Analysis

6	30
7	7-5:30
8	25
9	No
10	25
11	25
12	25
13	25
14	15
15	16-20
16	30
17	25
18	25
19	30
20	25
21	25

11/4/2015 2:39 PM
11/4/2015 2:38 PM
11/4/2015 2:36 PM
11/4/2015 2:33 PM
10/30/2015 1:52 PM
10/30/2015 1:48 PM
10/30/2015 1:42 PM
10/30/2015 1:39 PM
10/30/2015 1:39 PM
10/30/2015 1:33 PM
10/30/2015 1:31 PM
10/30/2015 1:29 PM
10/30/2015 1:28 PM
10/30/2015 1:23 PM
10/30/2015 1:21 PM
10/30/2015 1:16 PM

CCDF Market Analysis

What is the maximum number of hours a child can be in your care and be considered full time?

Answered: 25 6

Answer Choices

Up to ___ hours per day is considered full time

Up to ___ hours per week is considered full time

Responses

92.00% 23

64.00% 16

#	Up to ___ hours per day is considered full time	Date
1	Due to limited enrollment we have only full time rates even for parents who want part time	11/4/2015 4:06 PM
2	10	11/4/2015 3:44 PM
3	>5	11/4/2015 3:33 PM
4	8-10	11/4/2015 3:13 PM
5	11.5	11/4/2015 2:44 PM
6	11	11/4/2015 2:42 PM
7	7	11/4/2015 2:39 PM
8	7-5:30	11/4/2015 2:38 PM
9	10	11/4/2015 2:36 PM
10	9	11/4/2015 2:33 PM
11	7-6	11/4/2015 2:26 PM
12	10	10/30/2015 1:52 PM
13	5	10/30/2015 1:48 PM
14	11	10/30/2015 1:42 PM
15	7	10/30/2015 1:39 PM
16	4	10/30/2015 1:39 PM
17	7-5:30	10/30/2015 1:36 PM
18	>6	10/30/2015 1:33 PM
19	8	10/30/2015 1:31 PM
20	10	10/30/2015 1:29 PM
21	9	10/30/2015 1:28 PM
22	7-6	10/30/2015 1:23 PM
23	10.5	10/30/2015 1:21 PM
#	Up to ___ hours per week is considered full time	Date
1	>20	11/4/2015 3:33 PM
2	80	11/4/2015 3:13 PM
3	55	11/4/2015 2:42 PM
4	35	11/4/2015 2:39 PM
5	50	11/4/2015 2:36 PM
6	30	11/4/2015 2:33 PM

CCDF Market Analysis

7	50
8	25
9	11
10	20
11	40
12	50
13	45
14	11
15	32.5
16	7-6

10/30/2015 1:52 PM
10/30/2015 1:48 PM
10/30/2015 1:39 PM
10/30/2015 1:39 PM
10/30/2015 1:31 PM
10/30/2015 1:29 PM
10/30/2015 1:28 PM
10/30/2015 1:25 PM
10/30/2015 1:21 PM
10/30/2015 1:16 PM

CCDF Market Analysis

Q7 What is the maximum number of hours a child can be in your care on a regular basis and not charged for additional hours?

Answered: 16 Skipped: 15

Answer Choices

Responses

Up to ___ hours per day

100.00%

16

Up to ___ hours per week

56.25%

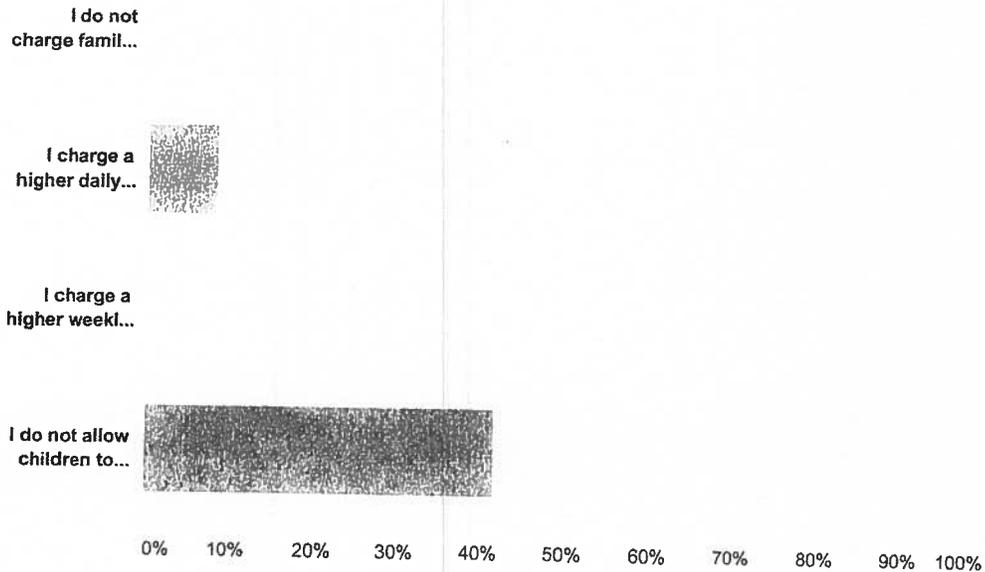
9

#	Up to ___ hours per day	Date
1	Full time students do not get charged extra, part time student who exceed their limit of 25 hours per week get charged.	11/4/2015 4:02 PM
2	10	11/4/2015 3:44 PM
3	7-6	11/4/2015 3:33 PM
4	8-10	11/4/2015 3:13 PM
5	5 for PT 11 for FT	11/4/2015 2:42 PM
6	11.5	11/4/2015 2:39 PM
7	10	11/4/2015 2:36 PM
8	10	10/30/2015 1:52 PM
9	11	10/30/2015 1:50 PM
10	8	10/30/2015 1:39 PM
11	Not more than 10	10/30/2015 1:37 PM
12	10	10/30/2015 1:31 PM
13	7-6	10/30/2015 1:25 PM
14	0	10/30/2015 1:21 PM
15	14 Minutes \$35 for first 15 minutes and \$1 charge per minutes	10/30/2015 1:20 PM
16	25	10/30/2015 1:16 PM
#	Up to ___ hours per week	Date
1	80	11/4/2015 3:13 PM
2	25 for PT, 55 for FT	11/4/2015 2:42 PM
3	57.5	11/4/2015 2:39 PM
4	50	11/4/2015 2:36 PM
5	50	10/30/2015 1:52 PM
6	55	10/30/2015 1:50 PM
7	40	10/30/2015 1:39 PM
8	0	10/30/2015 1:21 PM
9	30	10/30/2015 1:16 PM

CCDF Market Analysis

20 Not including charges for late pickup, how do you charge families for children that are in care for more than full-time on a regular basis?

Ans: 12 pp d: 19



Answer Choices

- I do not charge families more for the additional hours
- I charge a higher daily rate for the additional hours
- I charge a higher weekly rate for the additional hours
- I do not allow children to remain in care beyond the maximum full-time hours

Responses

50.00%	6
8.33%	1
0.00%	0
41.67%	5
Total	12

#	Other (please specify)
1	Any child that goes beyond the ten hr rules, late charges apply
2	Late - 5 per 15 min.
3	N/A
4	Latefee 5
5	1/ Minute
6	50 cents per minute
7	However, we will begin to charge if there is a need to do so.
8	Monthly
9	We open @ 7:00 a.m. to 6 p.m. if they are Full Time no additional charge, no maximum use limitation, as long as pickup if 6:00 pm
10	Don't

Date
11/4/2015 3:44 PM
11/4/2015 3:33 PM
11/4/2015 2:44 PM
11/4/2015 2:36 PM
11/4/2015 2:33 PM
11/4/2015 2:26 PM
10/30/2015 1:52 PM
10/30/2015 1:50 PM
10/30/2015 1:48 PM
10/30/2015 1:39 PM

CCDF Market Analysis

11	10/hr	10/30/2015 1:37 PM
12	5/30 Minutes	10/30/2015 1:36 PM
13	1/Minute	10/30/2015 1:34 PM
14	5:30- 5/hrs. 10 each15 mins	10/30/2015 1:33 PM
15	late -15	10/30/2015 1:31 PM
16	15	10/30/2015 1:29 PM
17	1.25/ Minute	10/30/2015 1:28 PM

CCDF Market Analysis

Q2 On average, how many children ages 12 months and below do you usually care for each week?

Answers: 29 Total: 2

#	Responses	Date
1	4	11/4/2015 4:06 PM
2	0	11/4/2015 4:02 PM
3	7	11/4/2015 3:44 PM
4	7	11/4/2015 3:33 PM
5	8	11/4/2015 3:13 PM
6	14	11/4/2015 2:44 PM
7	2 to 3 Children	11/4/2015 2:42 PM
8	4	11/4/2015 2:39 PM
9	3	11/4/2015 2:38 PM
10	10	11/4/2015 2:36 PM
11	4	11/4/2015 2:33 PM
12	0	11/4/2015 2:26 PM
13	7	10/30/2015 1:52 PM
14	n/a	10/30/2015 1:50 PM
15	4 infants. right now we have 3	10/30/2015 1:48 PM
16	4	10/30/2015 1:42 PM
17	4	10/30/2015 1:39 PM
18	4	10/30/2015 1:39 PM
19	4	10/30/2015 1:37 PM
20	none	10/30/2015 1:36 PM
21	3	10/30/2015 1:33 PM
22	4	10/30/2015 1:31 PM
23	2	10/30/2015 1:29 PM
24	4	10/30/2015 1:28 PM
25	0	10/30/2015 1:25 PM
26	None accepted-0	10/30/2015 1:23 PM
27	0	10/30/2015 1:21 PM
28	4	10/30/2015 1:20 PM
29	14	10/30/2015 1:16 PM

CCDF Market Analysis

Q11 On average, how many children ages 13 months to 2 years do you usually care for each week?

Asked: 29 Answered: 2

#	Responses	Date
1	12	11/4/2015 4:06 PM
2	5	11/4/2015 4:02 PM
3	6	11/4/2015 3:44 PM
4	9	11/4/2015 3:33 PM
5	10	11/4/2015 3:13 PM
6	20	11/4/2015 2:44 PM
7	5	11/4/2015 2:42 PM
8	11	11/4/2015 2:39 PM
9	6	11/4/2015 2:38 PM
10	18	11/4/2015 2:36 PM
11	12	11/4/2015 2:33 PM
12	18	11/4/2015 2:26 PM
13	12	10/30/2015 1:52 PM
14	13	10/30/2015 1:50 PM
15	14 Toddlers. right now we have 10	10/30/2015 1:48 PM
16	12	10/30/2015 1:42 PM
17	3-5	10/30/2015 1:39 PM
18	5	10/30/2015 1:39 PM
19	17	10/30/2015 1:37 PM
20	15	10/30/2015 1:36 PM
21	14	10/30/2015 1:34 PM
22	6	10/30/2015 1:33 PM
23	7	10/30/2015 1:31 PM
24	2	10/30/2015 1:29 PM
25	6	10/30/2015 1:28 PM
26	2	10/30/2015 1:25 PM
27	0	10/30/2015 1:23 PM
28	0	10/30/2015 1:21 PM
29	6	10/30/2015 1:20 PM

CCDF Market Analysis

Q11 On average, how many children ages 25 months through 3 years do you usually care for each week?

Answer 28 of 3

#	Responses	Date
1	12	11/4/2015 4:06 PM
2	2	11/4/2015 4:02 PM
3	5	11/4/2015 3:44 PM
4	9	11/4/2015 3:33 PM
5	16	11/4/2015 3:13 PM
6	10	11/4/2015 2:44 PM
7	8	11/4/2015 2:42 PM
8	7	11/4/2015 2:39 PM
9	6	11/4/2015 2:38 PM
10	12	11/4/2015 2:36 PM
11	13	11/4/2015 2:33 PM
12	45 including question below	11/4/2015 2:26 PM
13	8	10/30/2015 1:52 PM
14	55	10/30/2015 1:50 PM
15	15	10/30/2015 1:42 PM
16	7-9	10/30/2015 1:39 PM
17	8	10/30/2015 1:39 PM
18	11	10/30/2015 1:37 PM
19	44	10/30/2015 1:36 PM
20	13	10/30/2015 1:34 PM
21	9	10/30/2015 1:33 PM
22	10	10/30/2015 1:31 PM
23	None	10/30/2015 1:29 PM
24	10	10/30/2015 1:28 PM
25	17	10/30/2015 1:25 PM
26	7	10/30/2015 1:23 PM
27	0	10/30/2015 1:21 PM
28	9	10/30/2015 1:20 PM

CCDF Market Analysis

Q12 On average, how many children ages 37 months through 4 years do you usually care for each week?

Answers: 29 Page: 2

#	Responses	Date
1	15	11/4/2015 4:06 PM
2	8	11/4/2015 4:02 PM
3	8	11/4/2015 3:44 PM
4	2-3	11/4/2015 3:33 PM
5	9	11/4/2015 3:13 PM
6	12	11/4/2015 2:44 PM
7	4 - 6	11/4/2015 2:42 PM
8	5	11/4/2015 2:39 PM
9	5	11/4/2015 2:38 PM
10	10	11/4/2015 2:36 PM
11	13	11/4/2015 2:33 PM
12	6	10/30/2015 1:52 PM
13	70	10/30/2015 1:50 PM
14	15 Pre-K. right now we have 10	10/30/2015 1:48 PM
15	13	10/30/2015 1:42 PM
16	4-6	10/30/2015 1:39 PM
17	6	10/30/2015 1:39 PM
18	3	10/30/2015 1:37 PM
19	47	10/30/2015 1:36 PM
20	11	10/30/2015 1:34 PM
21	10	10/30/2015 1:33 PM
22	5	10/30/2015 1:31 PM
23	None	10/30/2015 1:29 PM
24	13	10/30/2015 1:28 PM
25	With above ^	10/30/2015 1:25 PM
26	10	10/30/2015 1:23 PM
27	20	10/30/2015 1:21 PM
28	9	10/30/2015 1:20 PM
29	25	10/30/2015 1:16 PM

CCDF Market Analysis

Q13 On average, how many children ages 4 and older do you usually care for each week?

Ar : ped: 2

#	Responses	Date
1	7	11/4/2015 4:06 PM
2	5	11/4/2015 4:02 PM
3	8	11/4/2015 3:44 PM
4	0	11/4/2015 3:33 PM
5	We Currently only service 3 four year olds. We are only licensed up to 5 years old.	11/4/2015 3:13 PM
6	8	11/4/2015 2:44 PM
7	10	11/4/2015 2:42 PM
8	9	11/4/2015 2:39 PM
9	4	11/4/2015 2:38 PM
10	12	11/4/2015 2:36 PM
11	14	11/4/2015 2:33 PM
12	3-4	11/4/2015 2:26 PM
13	10	10/30/2015 1:52 PM
14	54	10/30/2015 1:50 PM
15	15 4 and up. right now we have 8	10/30/2015 1:48 PM
16	2	10/30/2015 1:42 PM
17	3	10/30/2015 1:39 PM
18	4	10/30/2015 1:39 PM
19	10	10/30/2015 1:37 PM
20	49	10/30/2015 1:36 PM
21	With ^	10/30/2015 1:34 PM
22	10	10/30/2015 1:33 PM
23	3	10/30/2015 1:31 PM
24	3	10/30/2015 1:28 PM
25	16	10/30/2015 1:25 PM
26	5	10/30/2015 1:23 PM
27	20	10/30/2015 1:21 PM
28	9	10/30/2015 1:20 PM
29	6	10/30/2015 1:16 PM

CCDF Market Analysis

Daycare Center:

Page 1 of 1

#	Responses	Date
1	Guam Leadership	11/4/2015 4:06 PM
2	Poetry Lane Child Development Center	11/4/2015 4:02 PM
3	Lots of Learning Child Care Center	11/4/2015 3:44 PM
4	Anigua Learning Ladder	11/4/2015 3:33 PM
5	Little Eniesten	11/4/2015 3:13 PM
6	Precious One's Child Care and Learning Center	11/4/2015 2:44 PM
7	Amazing Kids Child Development Center	11/4/2015 2:42 PM
8	First Step	11/4/2015 2:39 PM
9	ABC123	11/4/2015 2:38 PM
10	PNG	11/4/2015 2:36 PM
11	Adventures in Learning	11/4/2015 2:33 PM
12	Tamuning Day Care	11/4/2015 2:26 PM
13	Giggles and Scribbles Child Care Center	10/30/2015 1:52 PM
14	Mercy heights	10/30/2015 1:50 PM
15	Tina's Learning Center	10/30/2015 1:48 PM
16	Little One's	10/30/2015 1:42 PM
17	Sagan	10/30/2015 1:39 PM
18	Nene	10/30/2015 1:39 PM
19	Guam's little Treasures	10/30/2015 1:37 PM
20	Dominican	10/30/2015 1:36 PM
21	Harmony	10/30/2015 1:34 PM
22	Dededo	10/30/2015 1:33 PM
23	Palomares	10/30/2015 1:31 PM
24	Reach for the stars	10/30/2015 1:29 PM
25	Small World	10/30/2015 1:28 PM
26	Bambini M.	10/30/2015 1:25 PM
27	Ananda Marga	10/30/2015 1:23 PM
28	Young Learner	10/30/2015 1:20 PM
29	My School	10/30/2015 1:16 PM
30	My School	10/30/2015 1:13 PM

Thank you for responding to my first request for information regarding fees. I am most pleased to share that 80% of our programs responded. That's a wonderful response rate. Thank you!

I've been just asked to report on additional information. I humbly ask that you take a few minutes to respond to the following.

1. Do any of the children receive certificates from the DPHSS Child Care Subsidy Program?
if yes, how many? 4
2. Do you have sliding fees or charge different rates for children based on family income? Yes
3. Do you provide discounts or lower rates to families with more than one child enrolled in your program? if yes, please describe Yes
4. Do you provide any other types of discounts or lower rates for your program?
5. What is the maximum hours a child can be in your care and be considered part-time?
 - a. Up to 5 hours per day is considered part-time
 - b. Up to 20 hours per week is considered part-time
6. What is the maximum number of hours a child can be in your care and be considered full time?
 - a. Up to 8 hours per day is considered full time
 - b. Up to 20 hours per week is considered full time
1. What is the maximum number of hours a child can be in your care on a regular basis and not charged for additional hours?
 - a. Up to 8 hours per day
 - b. Up to 20 hours per week
2. Not including charges for late pickup, how do you charge families for children that are in care for more than full-time on a regular basis?
 1. I do not charge families more for the additional hours
 2. I charge a higher daily rate for the additional hours
 3. I charge a higher weekly rate for the additional hours
 4. I do not allow children to remain in care beyond the maximum full-time hours
3. On average, how many children ages 12 months and below do you usually care for each week? 10
4. On average, how many children ages 13 months to 2 years do you usually care for each week? 10
5. On average, how many children ages 25 months through 3 years do you usually care for each week? 10
6. On average, how many children ages 37 months through 4 years do you usually care for each week? 10
7. On average, how many children ages 4 and older do you usually care for each week? 10

I will add this information to the fee rates you already provided. Thank you for the extra time and attention. You may reply via email!



Aline Yamashita <ayamashitatlc@gmail.com>

Rates

Valene Taimanglo <lolccc09@gmail.com>
 To: Aline Yamashita <ayamashitatlc@gmail.com>

Wed, Aug 12, 2015 at 10:35 AM

So sorry for the late response. Had a death in the family.

1. Do any of the children receive certificates from the DPHSS Child Care Subsidy Program?

If yes, how many? **14**

2. Do you have sliding fees or charge different rates for children based on family income?

No

3. Do you provide discounts or lower rates to families with more than one child enrolled in your program? If yes, please describe. **2nd child \$25 discount on monthly tuition.**

4. Do you provide any other types of discounts or lower rates for you program? **yes- applied to employee benefits**

1. What is the maximum hours a child can be in your care and be considered part-time?

a. Up to _____ hours per day is considered part-time **5**

b. Up to _____ hours per week is considered part-time **25**

2. What is the maximum number of hours a child can be in your care and be considered full time? **10 Hrs max**

a. Up to _____ hours per day is considered full time

b. Up to _____ hours per week is considered full time

1. What is the maximum number of hours a child can be in your care on a regular basis and not charged for additional hours?

a. Up to _____ hours per day **10**

b. Up to _____ hours per week

2. Not including charges for late pickup, how do you charge families for children that are in care for more than full-time on a regular basis?

I do not charge families more for the additional hours

I charge a higher daily rate for the additional hours

I charge a higher weekly rate for the additional hours

I do not allow children to remain in care beyond the maximum full-time hours

any child that goes beyond the ten hr
rules, late charges apply

3. On average, how many children ages 12 months and below do you usually care for each week? **7**
4. On average, how many children ages 13 months to 2 years do you usually care for each week? **6**
5. On average, how many children ages 25 months through 3 years do you usually care for each week? **5**
6. On average, how many children ages 37 months through 4 years do you usually care for each week? **8**
7. On average, how many children ages 4 and older do you usually care for each week? **8**

15

2.No

3. No We uniform rates for all our students weather they are paying cash or block grant!

4. Part time is 5 hours or less a day or 25 hours a week

5. Ten hours a day or 50 hours a week, we are open eleven hours a day

6. Yes the child can stay more than ten hours we do not charge extra unless they are picked up after closing time which is 6:00 P.M.

7 late pick up is for the first time we do not charge, if its habitual we charge \$35.00 for the first 15 Minutes and \$1.00 charge per minute.

8. At this time we have a total of 37 students, 4 infant 01 month to 14 months, 6 one year old 23 months, 9 two years old 35 months, 9 3 years old, and 9 4-5 years old.

August 10, 2015

Hafa Adail

Thank you for responding to my first request for information regarding fees. I am most pleased to share that 80% of our programs responded. That's a wonderful response rate. Thank you!

I've been just asked to report on additional information. I humbly ask that you take a few minutes to respond to the following.

1. Do any of the children receive certificates from the DPHSS Child Care Subsidy Program?
If yes, how many? Yes - 8 via
2. Do you have sliding fees or charge different rates for children based on family income?
3. Do you provide discounts or lower rates to families with more than one child enrolled in your program? If yes, please describe 6
4. Do you provide any other types of discounts or lower rates for you program?
5. What is the maximum hours a child can be in your care and be considered part-time?
a. Up to 24 hours per day is considered part-time
b. Up to 25 hours per week is considered part-time
6. What is the maximum number of hours a child can be in your care and be considered full time?
a. Up to 10 hours per day is considered full time
b. Up to 20 hours per week is considered full time via
7. What is the maximum number of hours a child can be in your care on a regular basis and not charged for additional hours?
a. Up to 24 hours per day
b. Up to 20 hours per week via
8. Not including charges for late pickup, how do you charge families for children that are in care for more than full-time on a regular basis?
 I do not charge families more for the additional hours
 I charge a higher daily rate for the additional hours
 I charge a higher weekly rate for the additional hours
 I do not allow children to remain in care beyond the maximum full-time hours

9. On average, how many children ages 12 months and below do you usually care for each week? 14

10. On average, how many children ages 13 months to 2 years do you usually care for each week? 1

11. On average, how many children ages 25 months through 3 years do you usually care for each week? 1

12. On average, how many children ages 37 months through 4 years do you usually care for each week? 1

13. On average, how many children ages 4 and older do you usually care for each week? 6

I will add this information to the fee rates you already provided. Thank you for the extra time and attention. You may reply via email.

Thank you,
Aline A. Yamashita, Ph.D.

August 10, 2015

Hafa Adail

Thank you for responding to my first request for information regarding fees. I am most pleased to share that 80% of our programs responded. That's a wonderful response rate. Thank you!

I've been just asked to report on additional information. I humbly ask that you take a few minutes to respond to the following.

1. Do any of the children receive certificates from the DPHSS Child Care Subsidy Program? If yes, how many? 15
2. Do you have sliding fees or charge different rates for children based on family income? no
3. Do you provide discounts or lower rates to families with more than one child enrolled in your program? if yes, please describe 10%
4. Do you provide any other types of discounts or lower rates for you program?
 - a. Up to 7 hours per day is considered part-time
 - b. Up to 24 hours per week is considered part-time
6. What is the maximum number of hours a child can be in your care and be considered full time?
 - a. Up to 10 hours per day is considered full time
 - b. Up to 30 hours per week is considered full time
7. What is the maximum number of hours a child can be in your care on a regular basis and not charged for additional hours?
 - a. Up to 7-10 hours per day
 - b. Up to hours per week
8. Not including charges for late pickup, how do you charge families for children that are in care for more than full-time on a regular basis?
 - I do not charge families more for the additional hours
 - I charge a higher daily rate for the additional hours
 - I charge a higher weekly rate for the additional hours
 - I do not allow children to remain in care beyond the maximum full-time hours

9. On average, how many children ages 12 months and below do you usually care for each week? 4-10

10. On average, how many children ages 13 months to 2 years do you usually care for each week? 0

11. On average, how many children ages 25 months through 3 years do you usually care for each week? 0

12. On average, how many children ages 37 months through 4 years do you usually care for each week? 10

13. On average, how many children ages 4 and older do you usually care for each week? 0

I will add this information to the fee rates you already provided. Thank you for the extra time and attention. You may reply via email.

Thank you,

Ahne A. Yamashita, Ph.D.

August 10, 2015

Hafa Adai

Handwritten signature

Thank you for responding to my first request for information regarding fees. I am most pleased to share that 80% of our programs responded. That's a wonderful response rate. Thank you! I've been just asked to report on additional information. I humbly ask that you take a few minutes to respond to the following:

- 1. Do any of the children receive certificates from the DPHSS Child Care Subsidy Program? If yes, how many? *9*
- 2. Do you have sliding fees or charge different rates for children based on family income? *NO*
- 3. Do you provide discounts or lower rates to families with more than one child enrolled in your program? If yes, please describe *Programs for 1st child*
- 4. Do you provide any other types of discounts or lower rates for you program?
 - a. Up to 1 hours per day is considered part-time
 - b. Up to 1 hours per week is considered full time
- 7. What is the maximum number of hours a child can be in your care on a regular basis and not charged for additional hours?
 - a. Up to 1 hours per day
 - b. Up to 1 hours per week
- 8. Not including charges for late pickup, how do you charge families for children that are in care for more than full-time on a regular basis?
 - I do not charge families more for the additional hours
 - I charge a higher daily rate for the additional hours
 - I charge a higher weekly rate for the additional hours
 - I do not allow children to remain in care beyond the maximum full-time hours

- 9. On average, how many children ages 12 months and below do you usually care for each week? *up to 3*
- 10. On average, how many children ages 13 months to 2 years do you usually care for each week?
- 11. On average, how many children ages 25 months through 3 years do you usually care for each week?
- 12. On average, how many children ages 37 months through 4 years do you usually care for each week? *16*
- 13. On average, how many children ages 4 and older do you usually care for each week? *17*

Thank you,
Aline A. Yamashta, Ph.D.

August 10, 2015

Hefa Adali

Hefa Adali

Thank you for responding to my first request for information regarding fees. I am most pleased to share that 80% of our programs responded. That's a wonderful response rate. Thank you! I've been just asked to report on additional information. I humbly ask that you take a few minutes to respond to the following.

1. Do any of the children receive certificates from the DPHSS Child Care Subsidy Program? If yes, how many? *20%*
2. Do you have sliding fees or charge different rates for children based on family income? *No*
3. Do you provide discounts or lower rates to families with more than one child enrolled in your program? If yes, please describe *20%*
4. Do you provide any other types of discounts or lower rates for your program?
 - a. Up to *5* hours per day is considered full-time
 - b. Up to *25* hours per week is considered part-time
5. What is the maximum number of hours a child can be in your care and be considered part-time?
 - a. Up to *5* hours per day is considered full-time
 - b. Up to *25* hours per week is considered part-time
6. What is the maximum number of hours a child can be in your care and be considered full-time?
 - a. Up to *9* hours per day is considered full-time
 - b. Up to *45* hours per week is considered full-time
7. What is the maximum number of hours a child can be in your care on a regular basis and not charged for additional hours?
 - a. Up to *5* hours per day
 - b. Up to *25* hours per week
8. Not including charges for late pickup, how do you charge families for children that are in care for more than full-time on a regular basis?
 - I do not charge families more for the additional hours
 - I charge a higher daily rate for the additional hours
 - I charge a higher weekly rate for the additional hours
 - I do not allow children to remain in care beyond the maximum full-time hours

1:25 mile

9. On average, how many children ages 12 months and below do you usually care for each week? *4*
10. On average, how many children ages 13 months to 2 years do you usually care for each week? *6*
11. On average, how many children ages 25 months through 3 years do you usually care for each week? *10*
12. On average, how many children ages 37 months through 4 years do you usually care for each week? *13*
13. On average, how many children ages 4 and older do you usually care for each week? *3*

I will add this information to the fee rates you already provided. Thank you for the extra time and attention. You may reply via email.

Thank you,
Aline A. Yamashita, Ph.D.

August 10, 2015

Hafa Adali

Handwritten signature: Hafa Adali

Thank you for responding to my first request for information regarding fees. I am most pleased to share that 80% of our programs responded. That's a wonderful response rate. Thank you!

I've been just asked to report on additional information. I humbly ask that you take a few minutes to respond to the following.

1. Do any of the children receive certificates from the DPHSS Child Care Subsidy Program?
If yes, how many? *15*
2. Do you have sliding fees or charge different rates for children based on family income? *No*
3. Do you provide discounts or lower rates to families with more than one child enrolled in your program? If yes, please describe *25% off \$25*
4. Do you provide any other types of discounts or lower rates for you program?
5. What is the maximum hours a child can be in your care and be considered part-time?
a. Up to *5* hours per day is considered part-time
b. Up to *25* hours per week is considered part-time
6. What is the maximum number of hours a child can be in your care and be considered full time?
a. Up to *10* hours per day is considered full time
b. Up to *50* hours per week is considered full time
7. What is the maximum number of hours a child can be in your care on a regular basis and not charged for additional hours?
a. Up to *5* hours per day
b. Up to *10* hours per week
8. Not including charges for late pickup, how do you charge families for children that are in care for more than full-time on a regular basis?
 I do not charge families more for the additional hours
 I charge a higher daily rate for the additional hours *5 extra*
 I charge a higher weekly rate for the additional hours
 I do not allow children to remain in care beyond the maximum full-time hours

Handwritten notes:
10
20 - 10 w
1

9. On average, how many children ages 12 months and below do you usually care for each week? *2*
10. On average, how many children ages 13 months to 2 years do you usually care for each week? *2*
11. On average, how many children ages 25 months through 3 years do you usually care for each week? *2*
12. On average, how many children ages 37 months through 4 years do you usually care for each week? *None*
13. On average, how many children ages 4 and older do you usually care for each week? *None*

I will add this information to the fee rates you already provided. Thank you for the extra time and attention. You may reply via email.

Thank you,
Ailne A. Yamashita, Ph.D.

August 10, 2015

Hafa Adali

DPHSS

Thank you for responding to my first request for information regarding fees. I am most pleased to share that 80% of our programs responded. That's a wonderful response rate. Thank you!
I've been just asked to report on additional information. I humbly ask that you take a few minutes to respond to the following:

1. Do any of the children receive certificates from the DPHSS Child Care Subsidy Program?
If yes, how many? *10*
2. Do you have sliding fees or charge different rates for children based on family income? *no*
3. Do you provide discounts or lower rates to families with more than one child enrolled in your program? If yes, please describe *1. 2. 3.*
4. Do you provide any other types of discounts or lower rates for your program?
a. Up to *10* hours per day is considered part-time
b. Up to *20* hours per week is considered part-time
5. What is the maximum hours a child can be in your care and be considered part-time?
a. Up to *10* hours per day is considered full time *10*
b. Up to *40* hours per week is considered full time
6. What is the maximum number of hours a child can be in your care and be considered full time?
a. Up to *10* hours per day is considered full time
b. Up to *40* hours per week is considered full time
7. What is the maximum number of hours a child can be in your care on a regular basis and not charged for additional hours?
a. Up to *10* hours per day
b. Up to *40* hours per week
8. Not including charges for late pickup, how do you charge families for children that are in care for more than full-time on a regular basis?
 I do not charge families more for the additional hours
 I charge a higher daily rate for the additional hours *yes*
 I charge a higher weekly rate for the additional hours
 I do not allow children to remain in care beyond the maximum full-time hours *15*

9. On average, how many children ages 12 months and below do you usually care for each week? *4*
10. On average, how many children ages 13 months to 2 years do you usually care for each week? *7*
11. On average, how many children ages 25 months through 3 years do you usually care for each week? *10*
12. On average, how many children ages 37 months through 4 years do you usually care for each week? *5*
13. On average, how many children ages 4 and older do you usually care for each week? *3*

I will add this information to the fee rates you already provided. Thank you for the extra time and attention. You may reply via email.

Thank you,
Ailne A. Yamashita, Ph.D.

August 10, 2015

Hafa Adali

Hafa Adali

Thank you for responding to my first request for information regarding fees. I am most pleased to share that 80% of our programs responded. That's a wonderful response rate. Thank you!
I've been just asked to report on additional information. I humbly ask that you take a few minutes to respond to the following.

1. Do any of the children receive certificates from the DPHSS Child Care Subsidy Program?
if yes, how many? *25*
2. Do you have sliding fees or charge different rates for children based on family income?
3. Do you provide discounts or lower rates to families with more than one child enrolled in your program? If yes, please describe. *5-11-12*
4. Do you provide any other types of discounts or lower rates for your program?
 - a. Up to *45* hours per day is considered part-time
 - b. Up to *20* hours per week is considered part-time
6. What is the maximum number of hours a child can be in your care and be considered full time?
 - a. Up to *10* hours per day is considered full time
 - b. Up to *20* hours per week is considered full time
7. What is the maximum number of hours a child can be in your care on a regular basis and not charged for additional hours?
 - a. Up to *10* hours per day
 - b. Up to *20* hours per week
8. Not including charges for late pickup, how do you charge families for children that are in care for more than full-time on a regular basis?
 - I do not charge families more for the additional hours
 - I charge a higher daily rate for the additional hours *5.00*
 - I charge a higher weekly rate for the additional hours
 - I do not allow children to remain in care beyond the maximum full-time hours

*5 hrs
10 e wk
15 weeks*

9. On average, how many children ages 12 months and below do you usually care for each week
10. On average, how many children ages 13 months to 2 years do you usually care for each week
11. On average, how many children ages 25 months through 3 years do you usually care for each week? *29*
12. On average, how many children ages 37 months through 4 years do you usually care for each week? *1*
13. On average, how many children ages 4 and older do you usually care for each week? *12*

I will add this information to the fee rates you already provided. Thank you for the extra time and attention. You may reply via email.
Thank you,
Aline A. Yamashita, Ph.D.

August 10, 2015

Hafa Adali

Hafa Adali

Thank you for responding to my first request for information regarding fees. I am most pleased to share that 80% of our programs responded. That's a wonderful response rate. Thank you!

I've been just asked to report on additional information. I humbly ask that you take a few minutes to respond to the following:

1. Do any of the children receive certificates from the DPHSS Child Care Subsidy Program?
If yes, how many? *no*
2. Do you have sliding fees or charge different rates for children based on family income? *no*
3. Do you provide discounts or lower rates to families with more than one child enrolled in your program? If yes, please describe *no*
4. Do you provide any other types of discounts or lower rates for you program?
5. What is the maximum hours a child can be in your care and be considered part-time?
a. Up to _____ hours per day is considered part-time
b. Up to _____ hours per week is considered part-time *None*
6. What is the maximum number of hours a child can be in your care and be considered full time?
a. Up to _____ hours per day is considered full time *8-7*
b. Up to _____ hours per week is considered full time
7. What is the maximum number of hours a child can be in your care on a regular basis and not charged for additional hours?
a. Up to _____ hours per day
b. Up to _____ hours per week
8. Not including charges for late pickup, how do you charge families for children that are in care for more than full-time on a regular basis?
 I do not charge families more for the additional hours
 I charge a higher daily rate for the additional hours
 I charge a higher weekly rate for the additional hours
 I do not allow children to remain in care beyond the maximum full-time hours *1/None*

9. On average, how many children ages 12 months and below do you usually care for each week
10. On average, how many children ages 13 months to 2 years do you usually care for each week?
11. On average, how many children ages 25 months through 3 years do you usually care for each week?
12. On average, how many children ages 37 months through 4 years do you usually care for each week?
13. On average, how many children ages 4 and older do you usually care for each week?

I will add this information to the fee rates you already provided. Thank you for the extra time and attention. You may reply via email.

Thank you,
Ailne A. Yamashita, Ph.D.

1 1/2 - 2 1/2 14
2 1/2 - 3 1/2 13
3 1/2 - 5 - 11

August 10, 2015

Hafa Adali

Handwritten signature

Thank you for responding to my first request for information regarding fees. I am most pleased to share that 80% of our programs responded. That's a wonderful response rate. Thank you!

I've been just asked to report on additional information. I humbly ask that you take a few minutes to respond to the following:

1. Do any of the children receive certificates from the DPHSS Child Care Subsidy Program? If yes, how many? *3*
2. Do you have sliding fees or charge different rates for children based on family income? *no*
3. Do you provide discounts or lower rates to families with more than one child enrolled in your program? If yes, please describe *brother - kindergarten*
4. Do you provide any other types of discounts or lower rates for you program?
 - a. Up to *7-8:30* hours per day is considered full time
 - b. Up to *7-8:30* hours per week is considered full time
7. What is the maximum number of hours a child can be in your care on a regular basis and not charged for additional hours?
 - a. Up to *7-8:30* hours per day
 - b. Up to *7-8:30* hours per week
8. Not including charges for late pickup, how do you charge families for children that are in care for more than full-time on a regular basis?
 - I do not charge families more for the additional hours
 - I charge a higher daily rate for the additional hours *5 \$0 minutes*
 - I charge a higher weekly rate for the additional hours
 - I do not allow children to remain in care beyond the maximum full-time hours

9. On average, how many children ages 12 months and below do you usually care for each week? *none*
10. On average, how many children ages 13 months to 2 years do you usually care for each week?
11. On average, how many children ages 25 months through 3 years do you usually care for each week? *15*
12. On average, how many children ages 37 months through 4 years do you usually care for each week? *47*
13. On average, how many children ages 4 and older do you usually care for each week? *44*

I will add this information to the fee rates you already provided. Thank you for the extra time and attention. You may reply via email.

Thank you,
Ailne A. Yamashita, Ph.D.

Handwritten numbers:
18-2
3-4
5
49

August 10, 2015

Hafa Adail

Handwritten signature

Thank you for responding to my first request for information regarding fees. I am most pleased to share that 80% of our programs responded. That's a wonderful response rate. Thank you!

I've been just asked to report on additional information. I humbly ask that you take a few minutes to respond to the following:

- 1. Do any of the children receive certificates from the DPHSS Child Care Subsidy Program?
If yes, how many? 30
- 2. Do you have sliding fees or charge different rates for children based on family income? No
- 3. Do you provide discounts or lower rates to families with more than one child enrolled in your program? If yes, please describe not
- 4. Do you provide any other types of discounts or lower rates for you program?
- 5. What is the maximum hours a child can be in your care and be considered part-time?
a. Up to hours per day is considered part-time
b. Up to hours per week is considered part-time none
- 6. What is the maximum number of hours a child can be in your care and be considered full time?
a. Up to hours per day is considered full time
b. Up to hours per week is considered full time
- 7. What is the maximum number of hours a child can be in your care on a regular basis and not charged for additional hours?
a. Up to hours per day not more than 11
b. Up to hours per week
- 8. Not including charges for late pickup, how do you charge families for children that are in care for more than full-time on a regular basis?
 I do not charge families more for the additional hours
 I charge a higher daily rate for the additional hours
 I charge a higher weekly rate for the additional hours
 I do not allow children to remain in care beyond the maximum full-time hours no

9. On average, how many children ages 12 months and below do you usually care for each week? 4

10. On average, how many children ages 13 months to 2 years do you usually care for each week? 7

11. On average, how many children ages 25 months through 3 years do you usually care for each week? 11

12. On average, how many children ages 37 months through 4 years do you usually care for each week? 3

13. On average, how many children ages 4 and older do you usually care for each week? 10

I will add this information to the fee rates you already provided. Thank you for the extra time and attention. You may reply via email.

Thank you,
Aline A. Yamashita, Ph.D.

August 10, 2015

Hefa Adaj

Sarvam Family

Thank you for responding to my first request for information regarding fees. I am most pleased to share that 80% of our programs responded. That's a wonderful response rate. Thank you!

I've been just asked to report on additional information. I humbly ask that you take a few minutes to respond to the following.

1. Do any of the children receive certificates from the DPSS Child Care Subsidy Program?
If yes, how many? *90%* *29*
2. Do you have sliding fees or charge different rates for children based on family income? *no*
3. Do you provide discounts or lower rates to families with more than one child enrolled in your program? if yes, please describe *no*
4. Do you provide any other types of discounts or lower rates for you program?
5. What is the maximum hours a child can be in your care and be considered part-time?
a. Up to *5* hours per day is considered part-time
b. Up to *15* hours per week is considered part-time
6. What is the maximum number of hours a child can be in your care and be considered full time?
a. Up to *15* hours per day is considered full time
b. Up to *11* hours per week is considered full time
7. What is the maximum number of hours a child can be in your care on a regular basis and not charged for additional hours?
a. Up to *11* hours per day
b. Up to *11* hours per week
8. Not including charges for late pickup, how do you charge families for children that are in care for more than full-time on a regular basis?
 I do not charge families more for the additional hours
 I charge a higher daily rate for the additional hours
 I charge a higher weekly rate for the additional hours
 I do not allow children to remain in care beyond the maximum full-time hours *AMT*

9. On average, how many children ages 12 months and below do you usually care for each week? *14*
10. On average, how many children ages 13 months to 2 years do you usually care for each week? *3-5*
11. On average, how many children ages 25 months through 3 years do you usually care for each week? *7-9*
12. On average, how many children ages 37 months through 4 years do you usually care for each week? *4-6*
13. On average, how many children ages 4 and older do you usually care for each week? *3*

I will add this information to the fee rates you already provided. Thank you for the extra time and attention. You may reply via email.

Thank you,

Aline A. Yamashita, Ph.D.

TO: Aline Yamashita

Fr: Joseph Soriano, NENE CHILD CARE CENTER

I've been just asked to report on additional information. I humbly ask that you take a few minutes to respond to the following.

1. Do any of the children receive certificates from the DPHSS Child Care Subsidy Program" YES
If yes, how many? 14 Children
2. Do you have sliding fees or charge different rates for children based on family income? No
3. Do you provide discounts or lower rates to families with more than one child enrolled in your program? No If yes, please describe.
4. Do you provide any other types of discounts or lower rates for you program? No
5. What is the maximum hours a child can be in your care and be considered part-time?
 - a. Up to 3 hours per day is considered part-time
 - b. Up to 15 hours per week is considered part-time
6. What is the maximum number of hours a child can be in your care and be considered full time?
 - a. Up to 4 hours per day is considered full time
 - b. Up to 20 hours per week is considered full time
1. What is the maximum number of hours a child can be in your care on a regular basis and not charged for additional hours?
 - a. Up to 8 hours per day
 - b. Up to 40 hours per week
2. Not including charges for late pickup, how do you charge families for children that are in care for more than full-time on a regular basis?
 - I do not charge families more for the additional hours
 - I charge a higher daily rate for the additional hours
 - I charge a higher weekly rate for the additional hours
 - I do not allow children to remain in care beyond the maximum full-time hours
3. On average, how many children ages 12 months and below do you usually care for each week? 4
4. On average, how many children ages 13 months to 2 years do you usually care for each week? 5
5. On average, how many children ages 25 months through 3 years do you usually care for each week? 8
6. On average, how many children ages 37 months through 4 years do you usually care for each week? 6
7. On average, how many children ages 4 and older do you usually care for each week? 4

I will add this information to the fee rates you already provided. Thank you for the extra time and attention. You may reply via email.

Thank you,

Aline A. Yamashita, Ph.D.

Little One

1. Do any of the children receive certificates from the DPHSS Child Care Subsidy Program"
If yes, how many? YES
2. Do you have sliding fees or charge different rates for children based on family income? NO
3. Do you provide discounts or lower rates to families with more than one child enrolled in your program? If yes, please describe.. YES, 10% OFF FOR 2 CHILDREN & 15% FOR 3 CHILDREN. THE DISCOUNT WILL APPLY TO THE OLDEST CHILD.
4. Do you provide any other types of discounts or lower rates for you program? NO
5. What is the maximum hours a child can be in your care and be considered part-time?
 - a. Up to 5 hours per day is considered part-time
 - b. Up to 25 hours per week is considered part-time
6. What is the maximum number of hours a child can be in your care and be considered full time? 6-9 HOURS PER DAY
 - a. Up to _____ hours per day is considered full time
 - b. Up to _____ hours per week is considered full time
1. What is the maximum number of hours a child can be in your care on a regular basis and not charged for additional hours?
 - a. Up to 11 hours per day
 - b. Up to _____ hours per week
2. Not including charges for late pickup, how do you charge families for children that are in care for more than full-time on a regular basis?
 - I do not charge families more for the additional hours
 - I charge a higher daily rate for the additional hours
 - I charge a higher weekly rate for the additional hours
 - I do not allow children to remain in care beyond the maximum full-time hours
3. On average, how many children ages 12 months and below do you usually care for each week? 4
4. On average, how many children ages 13 months to 2 years do you usually care for each week? 12
5. On average, how many children ages 25 months through 3 years do you usually care for each week? 15
6. On average, how many children ages 37 months through 4 years do you usually care for each week? 13
7. On average, how many children ages 4 and older do you usually care for each week? 2

Tina's Learning Center

1. Yes, 20
2. NO
3. No
4. No
5. 5 hours daily Part Time ...25 hours weekly Part Time
6. Over 5 hours daily Full Time....Over 25 hours weekly Full Time
7. After 6 p.m. either \$1 minute or the \$8 hourly rate.
8. We open 7:00 a.m to 6:00 p.m. If they are Full Time no additional charge , no maximum use limitation, as long as pickup is 6:00 p.m.
9. 4 Infants...right now we have 3
10. 14 Toddlers..right now we have 10
11. 15 Pre-k..right now we have 12
12. 15 4 and up..right now we have 8

Note: This past year parents opt to do part time. Majority of my Full Time children are under the Block Grant program.

Thank You! Have A Great Day!!

Si' Tina

August 10, 2015

Henry Hegarty

Hafa Adai!

Thank you for responding to my first request for information regarding fees. I am most pleased to share that 80% of our programs responded. That's a wonderful response rate. Thank you!

I've been just asked to report on additional information. I humbly ask that you take a few minutes to respond to the following.

1. Do any of the children receive certificates from the DPHSS Child Care Subsidy Program"
If yes, how many? **Not sure about this question, but we have 5 children under Federal Block Grant**
2. Do you have sliding fees or charge different rates for children based on family income? **No**
3. Do you provide discounts or lower rates to families with more than one child enrolled in your program? If yes, please describe
Yes, \$10.00 off for 2 children & \$25.00 off for 3 or more
4. Do you provide any other types of discounts or lower rates for you program? **No**
5. What is the maximum hours a child can be in your care and be considered part-time? **NA**
6. a. Up to _____ hours per day is considered part-time
b. Up to _____ hours per week is considered part-time
7. What is the maximum number of hours a child can be in your care and be considered full time?
a. Up to **11** hours per day is considered full time
b. Up to **55** hours per week is considered full time
1. What is the maximum number of hours a child can be in your care on a regular basis and not charged for additional hours?
a. Up to **11** hours per day b. Up to **55** hours per week
2. Not including charges for late pickup, how do you charge families for children that are in care for more than full-time on a regular basis? **Monthly**

I do not charge families more for the additional hours

I charge a higher daily rate for the additional hours

I charge a higher weekly rate for the additional hours

I do not allow children to remain in care beyond the maximum full-time hours

3. On average, how many children ages 12 months and below do you usually care for each week? **N/A**
4. On average, how many children ages 13 months to 2 years do you usually care for each week? **13**
5. On average, how many children ages 25 months through 3 years do you usually care for each week? **55**
6. On average, how many children ages 37 months through 4 years do you usually care for each week? **70**
7. On average, how many children ages 4 and older do you usually care for each week? **54**

The following is a response to your questionnaire from Giggles & Scribbles Child Care Center

1. Do any of the children receive certificates from the DPHSS Child Care Subsidy Program?

If yes, how many? 10

2. Do you have sliding fees or charge different rates for children based on family income? No

3. Do you provide discounts or lower rates to families with more than one child enrolled in your program? If yes, please describe Yes. \$25 discount for older child's monthly tuition fee.

4. Do you provide any other types of discounts or lower rates for your program? Yes but not at this time.

5. What is the maximum hours a child can be in your care and be considered part-time?

a. Up to n/a hours per day is considered part-time **Child must not exceed 25 hrs/wk.**

b. Up to 25 hours per week is considered part-time

6. What is the maximum number of hours a child can be in your care and be considered full time?

a. Up to 10 hours per day is considered full time

b. Up to 50 hours per week is considered full time

1. What is the maximum number of hours a child can be in your care on a regular basis and not charged for additional hours?

a. Up to 10 hours per day

b. Up to 50 hours per week

2. Not including charges for late pickup, how do you charge families for children that are in care for more than full-time on a regular basis?

I do not charge families more for the additional hours. However, we will begin to charge if there is a need to do so.

I charge a higher daily rate for the additional hours

I charge a higher weekly rate for the additional hours

I do not allow children to remain in care beyond the maximum full-time hours

3. On average, how many children ages 12 months and below do you usually care for each week? 7

4. On average, how many children ages 13 months to 2 years do you usually care for each week? 12

5. On average, how many children ages 25 months through 3 years do you usually care for each week? 8

6. On average, how many children ages 37 months through 4 years do you usually care for each week? 6

7. On average, how many children ages 4 and older do you usually care for each week? 10

Should you have any further questions please feel free to contact us. We are located at 135 Pale Leon Murphy St. Tamuning, near Great National Insurance.

Have a great day!

August 10, 2015

Hafa Adail

- family care

4:15

Thank you for responding to my first request for information regarding fees. I am most pleased to share that 80% of our programs responded. That's a wonderful response rate. Thank you!

I've been just asked to report on additional information. I humbly ask that you take a few minutes to respond to the following.

1. Do any of the children receive certificates from the DPHSS Child Care Subsidy Program?"
If yes, how many? 16
2. Do you have sliding fees or charge different rates for children based on family income? no
3. Do you provide discounts or lower rates to families with more than one child enrolled in your program? If yes, please describe 2-775-770
4. Do you provide any other types of discounts or lower rates for you program? 75% off
 - a. Up to hours per day is considered part-time
 - b. Up to hours per week is considered part-time
5. What is the maximum number of hours a child can be in your care and be considered part-time?
 - a. Up to hours per day
 - b. Up to hours per week
6. What is the maximum number of hours a child can be in your care and be considered full time?
 - a. Up to hours per day is considered full time 7-10
 - b. Up to hours per week is considered full time
7. What is the maximum number of hours a child can be in your care on a regular basis and not charged for additional hours?
 - a. Up to hours per day
 - b. Up to hours per week
8. Not including charges for late pickup, how do you charge families for children that are in care for more than full-time on a regular basis?
 - I do not charge families more for the additional hours
 - I charge a higher daily rate for the additional hours
 - I charge a higher weekly rate for the additional hours
 - I do not allow children to remain in care beyond the maximum full-time hours

50/minute

9. On average, how many children ages 12 months and below do you usually care for each week? 0
10. On average, how many children ages 13 months to 2 years do you usually care for each week? 18
11. On average, how many children ages 25 months through 3 years do you usually care for each week? 18
12. On average, how many children ages 37 months through 4 years do you usually care for each week? 45
13. On average, how many children ages 4 and older do you usually care for each week? 3-4

I will add this information to the fee rates you already provided. Thank you for the extra time and attention. You may reply via email.

Thank you,
Aline A. Yamashita, Ph.D.

August 10, 2015

Hafa Adail

Hafa Adail

Thank you for responding to my first request for information regarding fees. I am most pleased to share that 80% of our programs responded. That's a wonderful response rate. Thank you!

I've been just asked to report on additional information. I humbly ask that you take a few minutes to respond to the following.

1. Do any of the children receive certificates from the DPHSS Child Care Subsidy Program?
If yes, how many? *52*
2. Do you have sliding fees or charge different rates for children based on family income? *no*
3. Do you provide discounts or lower rates to families with more than one child enrolled in your program? If yes, please describe *no*
4. Do you provide any other types of discounts or lower rates for you program?
5. What is the maximum hours a child can be in your care and be considered part-time?
a. Up to *5* hours per day is considered part-time
b. Up to *2.5* hours per week is considered part-time *no pm*
6. What is the maximum number of hours a child can be in your care and be considered full time?
a. Up to *10* hours per day is considered full time
b. Up to *30* hours per week is considered full time
7. What is the maximum number of hours a child can be in your care on a regular basis and not charged for additional hours?
a. Up to _____ hours per day
b. Up to _____ hours per week
8. Not including charges for late pickup, how do you charge families for children that are in care for more than full-time on a regular basis?
 I do not charge families more for the additional hours
 I charge a higher daily rate for the additional hours *1/minute*
 I charge a higher weekly rate for the additional hours
 I do not allow children to remain in care beyond the maximum full-time hours

9. On average, how many children ages 12 months and below do you usually care for each week? *4*
10. On average, how many children ages 13 months to 2 years do you usually care for each week? *12*
11. On average, how many children ages 25 months through 3 years do you usually care for each week? *13*
12. On average, how many children ages 37 months through 4 years do you usually care for each week? *13*
13. On average, how many children ages 4 and older do you usually care for each week? *14*

I will add this information to the fee rates you already provided. Thank you for the extra time and attention. You may reply via email.

Thank you,
Aline A. Yamashita, Ph.D.

August 10, 2015

Hafa Adali

Thank you for responding to my first request for information regarding fees. I am most pleased to share that 80% of our programs responded. That's a wonderful response rate. Thank you!

I've been just asked to report on additional information. I humbly ask that you take a few minutes to respond to the following:

1. Do any of the children receive certificates from the DPHSS Child Care Subsidy Program? If yes, how many? 1
2. Do you have sliding fees or charge different rates for children based on family income? NO
3. Do you provide discounts or lower rates to families with more than one child enrolled in your program? If yes, please describe Yes: 3, 4
4. Do you provide any other types of discounts or lower rates for you program?
 - a. Up to 7 hours per day is considered part-time
 - b. Up to 7 hours per week is considered part-time
5. What is the maximum number of hours a child can be in your care and be considered part-time?
 - a. Up to 7 hours per day is considered full time
 - b. Up to 5 hours per week is considered full time
6. What is the maximum number of hours a child can be in your care and be considered full time?
 - a. Up to 7 hours per day is considered full time
 - b. Up to 5 hours per week is considered full time
7. What is the maximum number of hours a child can be in your care on a regular basis and not charged for additional hours?
 - a. Up to 7 hours per day
 - b. Up to 5 hours per week
8. Not including charges for late pickup, how do you charge families for children that are in care for more than full-time on a regular basis?
 - I do not charge families more for the additional hours
 - I charge a higher daily rate for the additional hours
 - I charge a higher weekly rate for the additional hours
 - I do not allow children to remain in care beyond the maximum full-time hours

9. On average, how many children ages 12 months and below do you usually care for each week? 2

10. On average, how many children ages 13 months to 2 years do you usually care for each week? 1

11. On average, how many children ages 25 months through 3 years do you usually care for each week? 6

12. On average, how many children ages 37 months through 4 years do you usually care for each week? 4

13. On average, how many children ages 4 and older do you usually care for each week? 4

I will add this information to the fee rates you already provided. Thank you for the extra time and attention. You may reply via email.

Thank you,
Aline A. Yamashita, Ph.D.



Market Analysis

2 messages

First Step <firststepguam@yahoo.com>
Reply-To: First Step <firststepguam@yahoo.com>
To: Aline Yamashita <ayamashitatic@gmail.com>

Mon, Aug 10, 2015 at 1:14 PM

- 1. 29 children
 - 2. No
 - 3. Yes, Family packet is a special rate.
 - 4. Early bird special
 - 5. 6 hours
 - a. 6 hours
 - b. 30 hours
 - 6. 11.5 hours
 - a. 7 hours
 - b. 35 hours
-
- 1. 11.5
57.5
 - 2. I do not charge families more for the additional hours.
 - 3. 4
 - 4. 11
 - 5. 7
 - 6. 5
 - 7. 9

Aline Yamashita <ayamashitatic@gmail.com>
To: First Step <firststepguam@yahoo.com>

Mon, Aug 10, 2015 at 5:20 PM

Thank you so much!

msd

AMAZING KIDS CHILD DEVELOPMENT CENTER

1. Do any of the children receive certificates from the DPHSS Child Care Subsidy Program?
If yes, how many? **YES, 18 children**
2. Do you have sliding fees or charge different rates for children based on family income? **NO**
3. Do you provide discounts or lower rates to families with more than one child enrolled in your program? If yes, please describe. **NO**
4. Do you provide any other types of discounts or lower rates for you program? **NO**
5. What is the maximum hours a child can be in your care and be considered part-time?
 - a. Up to 5 hours per day is considered part-time
 - b. Up to 25 hours per week is considered part-time
6. What is the maximum number of hours a child can be in your care and be considered full time?
 - a. Up to 11 hours per day is considered full time
 - b. Up to 55 hours per week is considered full time
1. What is the maximum number of hours a child can be in your care on a regular basis and not charged for additional hours?
 - a. Up to 5 for PT, 11 for FT hours per day
 - b. Up to 25 for PT, 55 for FT hours per week
2. Not including charges for late pickup, how do you charge families for children that are in care for more than full-time on a regular basis?
 - I do not charge families more for the additional hours**
 - I charge a higher daily rate for the additional hours
 - I charge a higher weekly rate for the additional hours
 - I do not allow children to remain in care beyond the maximum full-time hours
3. On average, how many children ages 12 months and below do you usually care for each week?
2 to 3 children
4. On average, how many children ages 13 months to 2 years do you usually care for each week? **5**
5. On average, how many children ages 25 months through 3 years do you usually care for each week? **8**
6. On average, how many children ages 37 months through 4 years do you usually care for each week? **4 to 6**
7. On average, how many children ages 4 and older do you usually care for each week? **10**

August 10, 2015

Hafsa Adaji

Thank you for responding to my first request for information regarding fees. I am most pleased to share that 80% of our programs responded. That's a wonderful response rate. Thank you!

I've been just asked to report on additional information. I humbly ask that you take a few minutes to respond to the following.

1. Do any of the children receive certificates from the DPHSS Child Care Subsidy Program? if yes, how many? 7
2. Do you have sliding fees or charge different rates for children based on family income? 1
3. Do you provide discounts or lower rates to families with more than one child enrolled in your program? If yes, please describe 1, 1, 7
4. Do you provide any other types of discounts or lower rates for your program?
 - a. Up to 6 hours per day is considered full-time
 - b. Up to 6 hours per day is considered part-time
5. What is the maximum number of hours a child can be in your care and be considered part-time?
 - a. Up to 6 hours per day is considered part-time
 - b. Up to 6 hours per week is considered part-time
6. What is the maximum number of hours a child can be in your care and be considered full time?
 - a. Up to 6 hours per day is considered full time
 - b. Up to 6 hours per week is considered full time
7. What is the maximum number of hours a child can be in your care on a regular basis and not charged for additional hours?
 - a. Up to 1 hours per day
 - b. Up to 1 hours per week
8. Not including charges for late pickup, how do you charge families for children that are in care for more than full-time on a regular basis?
 - I do not charge families more for the additional hours
 - I charge a higher daily rate for the additional hours
 - I charge a higher weekly rate for the additional hours
 - I do not allow children to remain in care beyond the maximum full-time hours

9. On average, how many children ages 12 months and below do you usually care for each week? 4
10. On average, how many children ages 13 months to 2 years do you usually care for each week? 4
11. On average, how many children ages 25 months through 3 years do you usually care for each week? 3
12. On average, how many children ages 37 months through 4 years do you usually care for each week? 3
13. On average, how many children ages 4 and older do you usually care for each week? 3

I will add this information to the fee rates you already provided. Thank you for the extra time and attention. You may reply via email.
Thank you,
Aline A. Yamashita, Ph.D.

Hi Ms. Aline,

Children enrolled at Precious One's Child Care & Learning Center as of August 12, 2015.

1. Do any of the children receive certificates from the DPHSS Child Care Subsidy Program?
If yes, how many?
Yes, 37
 2. Do you have sliding fees or charge different rates for children based on family income?
No
 3. Do you provide discounts or lower rates to families with more than one child enrolled in your program? If yes, please describe
No
 4. Do you provide any other types of discounts or lower rates for you program? No
 5. What is the maximum hours a child can be in your care and be considered part-time?
 - a. Up to 5 hours per day is considered part-time
 - b. Up to _____ hours per week is considered part-time
 6. What is the maximum number of hours a child can be in your care and be considered full time?
 - a. Up to 11.5 hours per day is considered full time
 - b. Up to _____ hours per week is considered full time
 1. What is the maximum number of hours a child can be in your care on a regular basis and not charged for additional hours?
 - a. Up to 11.5 hours per day
 - b. Up to _____ hours per week
 2. Not including charges for late pickup, how do you charge families for children that are in care for more than full-time on a regular basis?
 - I do not charge families more for the additional hours
 - I charge a higher daily rate for the additional hours
 - I charge a higher weekly rate for the additional hours
 - I do not allow children to remain in care beyond the maximum full-time hours
- N/A
3. On average, how many children ages 12 months and below do you usually care for each week?
14
 4. On average, how many children ages 13 months to 2 years do you usually care for each week?
20
 5. On average, how many children ages 25 months through 3 years do you usually care for each week?
10
 6. On average, how many children ages 37 months through 4 years do you usually care for each week?
12
 7. On average, how many children ages 4 and older do you usually care for each week?
8

The Carstem

1. Do any of the children receive certificates from the DPHSS Child Care Subsidy Program?
If yes, how many? **No**
2. Do you have sliding fees or charge different rates for children based on family income? **No**
3. Do you provide discounts or lower rates to families with more than one child enrolled in your program? If yes, please describe. **Yes, 10% off overall tuition.**
4. Do you provide any other types of discounts or lower rates for you program? **No**
5. What is the maximum hours a child can be in your care and be considered part-time?
 - a. Up to **four** hours per day is considered part-time
 - b. Up to **20** hours per week is considered part-time
6. What is the maximum number of hours a child can be in your care and be considered full time?
 - a. Up to **8 to 10** hours per day is considered full time
 - b. Up to **80** hours per week is considered full time
1. What is the maximum number of hours a child can be in your care on a regular basis and not charged for additional hours?
 - a. Up to **8 to 10** hours per day
 - b. Up to **80** hours per week
2. Not including charges for late pickup, how do you charge families for children that are in care for more than full-time on a regular basis?
 - I do not charge families more for the additional hours
 - I charge a higher daily rate for the additional hours
 - I charge a higher weekly rate for the additional hours
 - I do not allow children to remain in care beyond the maximum full-time hours
3. On average, how many children ages 12 months and below do you usually care for each week? **Eight**
4. On average, how many children ages 13 months to 2 years do you usually care for each week? **Ten**
5. On average, how many children ages 25 months through 3 years do you usually care for each week? **sixteen**
6. On average, how many children ages 37 months through 4 years do you usually care for each week? **Nine**
7. On average, how many children ages 4 and older do you usually care for each week? **We currently only service 3 four year olds. We are only licensed up to 5 years old.**

CCDF Market Analysis - Cost Survey

Q1 The name of your child care center:

Answers: 17 Skipped: 0

#	Responses	Date
1	ABC123 Learning Center	11/4/2015 3:53 PM
2	Guam Leadership Academy	11/4/2015 3:31 PM
3	My School	11/4/2015 3:29 PM
4	First Step Care Center	11/4/2015 3:28 PM
5	Poetry Lane Children's Center	11/4/2015 3:25 PM
6	Nene Child Care center	11/4/2015 3:23 PM
7	Tender Shepherd	10/28/2015 5:47 PM
8	Tamuning Day Care & Learning Center	10/28/2015 5:44 PM
9	Infant of prague Nursery & Kindergarten	10/28/2015 5:43 PM
10	Amazing Kids CDC	10/28/2015 5:41 PM
11	Precious one's Child Care & Learning center	10/28/2015 5:40 PM
12	Anigua Learning Ladder	10/28/2015 5:40 PM
13	PNG	10/28/2015 5:39 PM
14	M.G. Huffer Adventures in Learning Child Development Center	10/28/2015 5:37 PM
15	Dominican Child Development Center	10/28/2015 5:35 PM
16	Bambini Montessori School	10/28/2015 5:32 PM
17	Guam Leadership Academy	10/28/2015 5:31 PM

CCDF Market Analysis - Cost Survey

Q2 Please list the fees you charge for Infants: birth - 1 year, 11 months

Answered: 16 | Liked: 1

Answer Choices

Responses

Part Time Fee

56.25%

9

Full Day Fee

100.00%

16

Evening Fee

25.00%

4

#	Part Time Fee	Date
1	350	11/4/2015 3:53 PM
2	n/a	11/4/2015 3:31 PM
3	375	11/4/2015 3:29 PM
4	390	11/4/2015 3:28 PM
5	450	11/4/2015 3:23 PM
6	385	10/28/2015 5:41 PM
7	450	10/28/2015 5:40 PM
8	400	10/28/2015 5:39 PM
9	300	10/28/2015 5:32 PM
#	Full Day Fee	Date
1	575	11/4/2015 3:53 PM
2	500	11/4/2015 3:31 PM
3	525	11/4/2015 3:29 PM
4	525	11/4/2015 3:28 PM
5	500	11/4/2015 3:25 PM
6	650	11/4/2015 3:23 PM
7	400	10/28/2015 5:44 PM
8	385	10/28/2015 5:43 PM
9	485	10/28/2015 5:41 PM
10	510	10/28/2015 5:40 PM
11	500	10/28/2015 5:40 PM
12	100	10/28/2015 5:39 PM
13	575	10/28/2015 5:37 PM
14	420	10/28/2015 5:35 PM
15	455	10/28/2015 5:32 PM
16	500	10/28/2015 5:31 PM
#	Evening Fee	Date
1	n/a	11/4/2015 3:31 PM
2	0	11/4/2015 3:29 PM
3	none	10/28/2015 5:40 PM

CCDF Market Analysis - Cost Survey

**03 Please list the fees you charge
for Toddlers/ Preschoolers: 2 year - 5 years,
11 months**

Answered: 1

Answer Choices

Responses

Part Time Fee

75.00%

12

Full Day Fee

93.75%

15

Evening Fee

31.25%

5

#	Part Time Fee	Date
1	350	11/4/2015 3:53 PM
2	n/a	11/4/2015 3:31 PM
3	375	11/4/2015 3:29 PM
4	Toddlers-390 Preschoolers-390	11/4/2015 3:28 PM
5	350 (25 hrs limited each week with a set schedule)	11/4/2015 3:25 PM
6	1-2 yrs. \$400 & 3 years + 380	11/4/2015 3:23 PM
7	330-385	10/28/2015 5:47 PM
8	335	10/28/2015 5:41 PM
9	450	10/28/2015 5:40 PM
10	480	10/28/2015 5:40 PM
11	375	10/28/2015 5:39 PM
12	280	10/28/2015 5:32 PM
#	Full Day Fee	Date
1	450	11/4/2015 3:53 PM
2	450/452	11/4/2015 3:31 PM
3	475	11/4/2015 3:29 PM
4	Toddlers-500 Preschoolers- 485	11/4/2015 3:28 PM
5	475.00- 1 yr. old, 450-2 yr. old, 400- 4/5 yr old	11/4/2015 3:25 PM
6	1-2 yrs. \$500 & 3 years + 450	11/4/2015 3:23 PM
7	450	10/28/2015 5:47 PM
8	375	10/28/2015 5:44 PM
9	435	10/28/2015 5:41 PM
10	510	10/28/2015 5:40 PM
11	80	10/28/2015 5:39 PM
12	475	10/28/2015 5:37 PM
13	380	10/28/2015 5:35 PM
14	435	10/28/2015 5:32 PM
15	425	10/28/2015 5:31 PM
#	Evening Fee	Date

CCDF Market Analysis - Cost Survey

**Please list the fees you charge
for School Age Children: 6 years - 12 years,
11 months**

Ar. 11 : 6

Answer Choices

Responses

Fee per hour after school

100.00%

11

#	Fee per hour after school	Date
1	10	11/4/2015 3:53 PM
2	250	11/4/2015 3:31 PM
3	375	11/4/2015 3:29 PM
4	400	11/4/2015 3:28 PM
5	200(time:1300-1800, age:4/5 yrs old to 10 yrs old)	11/4/2015 3:25 PM
6	380	11/4/2015 3:23 PM
7	207	10/28/2015 5:47 PM
8	hourly rate not offered only part time	10/28/2015 5:40 PM
9	\$5/hour/child	10/28/2015 5:39 PM
10	400	10/28/2015 5:37 PM
11	250	10/28/2015 5:31 PM

CCDF Market Analysis - Cost Survey

Please provide a contact number and the best time for me to call to verify the information.

Answered: 5 Sent: 12

#	Responses	Date
1	646-2912	11/4/2015 3:29 PM
2	Tricia Henriksen- Owner Rayanna Pabroa- Director 671-632-2839	11/4/2015 3:28 PM
3	734-8368 - Doris Soriano, Joseph Soriano or Sandra San Nicolas	11/4/2015 3:23 PM
4	6465414	10/28/2015 5:44 PM
5	Reina 6494220 3:15	10/28/2015 5:39 PM

Hafa Adali

Your help is needed to develop a market analysis of the costs associated with providing child care services. This work is being done by GCC as requested by DPHSS.

Please list the fees you charge for:

Infants - birth - 1 year, 11 months

Part Time Fee: \$ _____

Full Day Fee: \$ _____

Evening Fee: \$ _____

Toddlers/Preschoolers - 2 years - 5 years, 11 months

Part Time Fee: \$ _____

Full Day Fee: \$ _____

Evening Fee: \$ _____

School Age Children - 6 years - 12 years, 11 months

Fee per hour after school: \$ _____

The name of your child care center: _____

Please provide a contact number and the best time for me to call to verify the information. Thank you very much for your help.

Most especially, thank you for taking care of our children, our future!

ALINE A. YAMASHITA, PhD

Imports/Hotel
375

3 - Kindergarten

350,

Per

Hafa Adali

Your help is needed to develop a market analysis of the costs associated with providing child care services. This work is being done by GCC as requested by DPHSS.

Please list the fees you charge for:

Infants - birth - 1 year, 11 months

Part Time Fee: \$ _____

Full Day Fee: \$ _____

Evening Fee: \$ _____

Toddlers/Preschoolers - 2 years - 5 years, 11 months

Part Time Fee: \$ _____

Full Day Fee: \$ _____

Evening Fee: \$ _____

School Age Children - 6 years - 12 years, 11 months

Fee per hour after school: \$ _____

The name of your child care center: _____

Please provide a contact number and the best time for me to call to verify the information. Thank you very much for your help.

Most especially, thank you for taking care of our children, our future!

ALINE A. YAMASHITA, PhD

2-8

7-12 330

7-2 385

7-6 450

After school 20
205

Tender Shepherd

Pearland

Hafsa Adaji

Your help is needed to develop a market analysis of the costs associated with providing child care services. This work is being done by GCC as requested by DPHSS.

Please list the fees you charge for:

Infants - birth - 1 year, 11 months

Part Time Fee: \$ _____

Full Day Fee: \$ _____

Evening Fee: \$ _____

Toddlers/Preschoolers - 2 years - 5 years, 11 months

Part Time Fee: \$ _____

Full Day Fee: \$ _____

Evening Fee: \$ _____

School Age Children - 6 years - 12 years, 11 months

Fee per hour after school: \$ _____

The name of your child care center: _____

Please provide a contact number and the best time for me to call to verify the information. Thank you very much for your help.

Most especially, thank you for taking care of our children, our future!

ALINE A. YAMASHITA, PhD

PNY

5 weekdays
575 5 days
600 6 days
Part 400

16 hours - 5 yrs Part 375
475
550

6-12 yrs Part 350
455

PNY at LEADS

0-1 - 600

BMW - 35 550

36.5 500

Hafsa Adaji

Your help is needed to develop a market analysis of the costs associated with providing child care services. This work is being done by GCC as requested by DPHSS.

Please list the fees you charge for:

Infants - birth - 1 year, 11 months

Part Time Fee: \$ _____

Full Day Fee: \$ _____

Evening Fee: \$ _____

Toddlers/Preschoolers - 2 years - 5 years, 11 months

Part Time Fee: \$ _____

Full Day Fee: \$ _____

Evening Fee: \$ _____

School Age Children - 6 years - 12 years, 11 months

Fee per hour after school: \$ _____

The name of your child care center: _____

Please provide a contact number and the best time for me to call to verify the information. Thank you very much for your help.

Most especially, thank you for taking care of our children, our future!

ALINE A. YAMASHITA, PhD

Timmy Day Care

hourly

600 625 1

Little Winn

625/15

the center

Hafa Adall

Your help is needed to develop a market analysis of the costs associated with providing child care services. This work is being done by GCC as requested by DPHSS.

Please list the fees you charge for:

Infants - birth - 1 year, 11 months

Part Time Fee: \$ 500

Full Day Fee: \$ 500

Evening Fee: \$

Toddlers/Preschoolers - 2 years - 5 years, 11 months

Part Time Fee: \$

Full Day Fee: \$ 425

Evening Fee: \$

School Age Children - 6 years - 12 years, 11 months

Fee per hour after school: \$ 250

The name of your child care center: _____

Please provide a contact number and the best time for me to call to verify the information. Thank you very much for your help.

Most especially, thank you for taking care of our children, our future!

ALINE A. YAMASHITA, PHD

Juan Fernandez

Hafa Adall

Your help is needed to develop a market analysis of the costs associated with providing child care services. This work is being done by GCC as requested by DPHSS.

Please list the fees you charge for:

Infants - birth - 1 year, 11 months

Part Time Fee: \$ 300

Full Day Fee: \$ 455

Evening Fee: \$

Toddlers/Preschoolers - 2 years - 5 years, 11 months

Part Time Fee: \$ 280, 2-3

Full Day Fee: \$ 435

Evening Fee: \$

School Age Children - 6 years - 12 years, 11 months

Fee per hour after school: \$

The name of your child care center: _____

Please provide a contact number and the best time for me to call to verify the information. Thank you very much for your help.

Most especially, thank you for taking care of our children, our future!

ALINE A. YAMASHITA, PHD

Pamela Montes-Divi Sr

*3-4 hr
280
435
3-4 hr
275 - 8 hrs
430*

*4 11 455
8 400
4 300*

*2 43
11 435
8 380
4 280
3 4
11 430
8 375
4 275*

Aline Yamashita, PhD

On Sun, Aug 2, 2015 at 6:44 AM, Aline Yamashita <ayamashita@gmail.com> wrote:
Hafa Adail

Your help is needed to develop a market analysis of the costs associated with providing child care services. This work is being done by GCC as requested by DPHSS.
Please list the fees you charge for:

Infants - birth - 1 year, 11 months

Part Time Fee: \$ 450

Full Day Fee: \$ 650

Evening Fee: \$ NONE

Toddlers/Preschoolers - 2 years - 5 years, 11 months

1 YEAR OLD TO 2 YEARS OLD

Part Time Fee: \$ 400

Full Day Fee: \$ 500

Evening Fee: \$ 0

School Age Children - 6 years - 12 years, 11 months

Fee per hour after school: \$ 380

DAILY RATE: \$50.00 (ANY AGE)



The name of your child care center: NENE CHILD CARE CENTER

CONTACT: 734 8368

ASK FOR DORIS SORIANO, JOSEPH SORIANO, OR SANDRA SAN NICOLAS.

CALL AROUND 8:00AM TO 4:00PM

Please provide a contact number and the best time for me to call to verify the information.
Thank you very much for your help.

Most especially, thank you for taking care of our children, our future!

Hafa Adail Hope all is fantastic at Poetry Lane Children's Center!

Your help is needed to develop a market analysis of the costs associated with providing child care services. This work is being done by GCC as requested by DPHSS.

Please list the fees you charge for:

Infants - birth - 1 year, 11 months

Part Time Fee: \$ _____

Full Day Fee: \$ _____

Evening Fee: \$ _____

Toddlers/Preschoolers - 2 years - 5 years, 11 months

Part Time Fee: \$ _____

Full Day Fee: \$ _____

Evening Fee: \$ _____

School Age Children - 6 years - 12 years, 11 months

Fee per hour after school: \$:00 _____

The name of your child care center: _____

Please provide a contact number and the best time for me to call to verify the information.
Thank you very much for your help.

Most especially, thank you for taking care of our children, our future! Thank you, Jean.

ALINE A. YAMASHITA, PHD

FIRST STEP CARE CENTER
Infants-birth-1year/ 18months

part-time: \$390.00
full day: \$525.00
evening fee N/A

Toddlers (2 YEAR OLDS)

part-time: \$390.00
full day: \$500.00
evening fee N/A

Preschool (3-5 YEAR OLDS)

part-time: \$390.00
full day: \$485.00
evening fee N/A

School Age Children 6yrs-12yrs 11 months(after school to include holidays and half days)
\$400.00

DAILY DROP IN FOR ALL AGES \$75.00 PER DAY.

Tricia Henriksen
Owner

Rayanna Pabroa
Director

(671)632-2839
MY SCHOOL

Please list the fees you charge for:

Infants - birth - 1 year, 11 months

Part Time Fee: \$ 375

Full Day Fee: \$ 525

Evening Fee: \$ 0

Toddlers/Preschoolers - 2 years - 5 years, 11 months

Part Time Fee: \$375 (no hourly rate)

Full Day Fee: \$ 475

Evening Fee: \$ 0

School Age Children - 6 years - 12 years, 11 months

Fee per hour after school: \$ 375

The name of your child care center: My School CDC

Please respond by replying to this email. Please provide a contact number and the best time for me to call....

You may call 646-2912 anytime. If I'm not in, Janet Camacho or Rosa Cruz can help you to verify...the fees listed are in the Registration Packet.

Julie Rivera

Infants - birth - 1 year

Part Time Fee: N/A

Full Day Fee: \$ 500.00

Evening Fee: N/A

Toddlers - 2 years - 3 years

Part Time Fee: N/A

Full Day Fee: \$450.00

Evening Fee: N/A

Preschoolers - 4 - 5 years

Part Time Fee: N/A

Full Day Fee: \$425.00

Evening Fee: N/A

School Age Children - 6 years - 12 years

Fee for after school: \$250.00

The name of your childcare center: Guam Leadership Academy

LITTLE EINSTEINS

1. Do any of the children receive certificates from the DPHSS Child Care Subsidy Program?
If yes, how many? No
2. Do you have sliding fees or charge different rates for children based on family income? No
3. Do you provide discounts or lower rates to families with more than one child enrolled in your program? If yes, please describe. Yes, 10% off overall tuition.
4. Do you provide any other types of discounts or lower rates for you program? No
5. What is the maximum hours a child can be in your care and be considered part-time?
 - a. Up to four hours per day is considered part-time
 - b. Up to 20 hours per week is considered part-time
6. What is the maximum number of hours a child can be in your care and be considered full time?
 - a. Up to 8 to 10 hours per day is considered full time
 - b. Up to 80 hours per week is considered full time
1. What is the maximum number of hours a child can be in your care on a regular basis and not charged for additional hours?

5

- a. Up to 8 to 10 hours per day
- b. Up to 80 hours per week

2. Not including charges for late pickup, how do you charge families for children that are in care for more than full-time on a regular basis?
 - I do not charge families more for the additional hours
 - I charge a higher daily rate for the additional hours
 - I charge a higher weekly rate for the additional hours
 - I do not allow children to remain in care beyond the maximum full-time hours

3. On average, how many children ages 12 months and below do you usually care for each week? Eight
4. On average, how many children ages 13 months to 2 years do you usually care for each week? Ten
5. On average, how many children ages 25 months through 3 years do you usually care for each week? sixteen
6. On average, how many children ages 37 months through 4 years do you usually care for each week? Nine
7. On average, how many children ages 4 and older do you usually care for each week? We currently only service 3 four year olds. We are only licensed up to 5 years old.

FIRST STEP

1. 29 children
2. No
3. Yes, Family packet is a special rate.
4. Early bird special
5. 6 hours
- a. 6 hours

6

b. 30 hours

6. 11.5 hours

You're very welcome!

Yes, PNG@LeoPalace currently has two children under Block Grant and four pending due to change reports being processed. I am uncertain of the ages, but you may call Maureen Lujan at 686-4326 for the specifics. Thank you!

a. 7 hours

b. 35 hours

1. 11.5

57.5

2. I do not charge families more for the additional hours.

3. 4

4. 11

5. 7

6. 5

8. 9

PNG

I was informed by Estela that you need this information ASAP. The number of children under the Block Grant in our center is 40. The age breakdown are as follows:

Zero to 30 months = 16

31 months to 5 years old = 13

6 years to 12 years old = 11

Please feel free to contact me at either numbers in my signature. Thank you!

MERCY HEIGHTS

August 10, 2015

Hafá Adali

Thank you for responding to my first request for information regarding fees. I am most pleased to share that 80% of our programs responded. That's a wonderful response rate. Thank you! I've been just asked to report on additional information. I humbly ask that you take a few minutes to respond to the following.

1. Do any of the children receive certificates from the DPHSS Child Care Subsidy Program?
If yes, how many? **Not sure about this question, but we have 5 children under Federal Block Grant**

2. Do you have sliding fees or charge different rates for children based on family income?
No

3. Do you provide discounts or lower rates to families with more than one child enrolled in your program? If yes, please describe
Yes, \$10.00 off for 2 children & \$25.00 off for 3 or more

4. Do you provide any other types of discounts or lower rates for your program? No

5. What is the maximum hours a child can be in your care and be considered part-time?
NA

6. a. Up to _____ hours per day is considered part-time
b. Up to _____ hours per week is considered part-time

7. What is the maximum number of hours a child can be in your care and be considered full time?
 - a. Up to 11 hours per day is considered full time
 - b. Up to 55 hours per week is considered full time
1. What is the maximum number of hours a child can be in your care on a regular basis and not charged for additional hours?
 - a. Up to 11 hours per day
 - b. Up to 55 hours per week
2. Not including charges for late pickup, how do you charge families for children that are in care for more than full-time on a regular basis? Monthly

I do not charge families more for the additional hours
 I charge a higher daily rate for the additional hours
 I charge a higher weekly rate for the additional hours
 I do not allow children to remain in care beyond the maximum full-time hours
3. On average, how many children ages 12 months and below do you usually care for each week? N/A
4. On average, how many children ages 13 months to 2 years do you usually care for each week? 13
5. On average, how many children ages 25 months through 3 years do you usually care for each week? 55
6. On average, how many children ages 37 months through 4 years do you usually care for each week? 70
7. On average, how many children ages 4 and older do you usually care for each week? 54

LOTS OF LEARNING CHILD DEVELOPMENT CENTER

So sorry for the late response. Had a death in the family.

1. Do any of the children receive certificates from the DPHSS Child Care Subsidy Program?"
 If yes, how many? 14
2. Do you have sliding fees or charge different rates for children based on family income? NO

3. Do you provide discounts or lower rates to families with more than one child enrolled in your program? If yes, please describe. 2nd child \$25 discount on monthly tuition.

4. Do you provide any other types of discounts or lower rates for your program? Yes- applied to employee benefits

1. What is the maximum hours a child can be in your care and be considered part-time?
 - a. Up to 5 hours per day is considered part-time
 - b. Up to 25 hours per week is considered part-time

2. What is the maximum number of hours a child can be in your care and be considered full time? 10 Hrs max

1. What is the maximum number of hours a child can be in your care on a regular basis and not charged for additional hours?
 - a. Up to 10 hours per day
 - b. Up to 10 hours per week

2. Not including charges for late pickup, how do you charge families for children that are in care for more than full-time on a regular basis?
 I do not charge families more for the additional hours
 I charge a higher daily rate for the additional hours
 I charge a higher weekly rate for the additional hours
 I do not allow children to remain in care beyond the maximum full-time hours
any child that goes beyond the ten hr rules, late charges apply

3. On average, how many children ages 12 months and below do you usually care for each week? 7

4. On average, how many children ages 13 months to 2 years do you usually care for each week? **6**

5. On average, how many children ages 25 months through 3 years do you usually care for each week? **5**

6. On average, how many children ages 37 months through 4 years do you usually care for each week? **8**

7. On average, how many children ages 4 and older do you usually care for each week? **8**

THE YOUNG LEARNER CENTER

Hello Aline,

I have about 15 students who are under the ccdf program and may be when the school open we will have more.

. No

2.No

3. No We uniform rates for all our students weather they are paying cash or block grant!

4. Part time is 5 hours or less a day or 25 hours a week

5. Ten hours a day or 50 hours a week, we are open eleven hours a day

6. Yes the child can stay more than ten hours we do not charge extra unless they are picked up after closing time which is 6:00 P.M.

7. Late pick up is for the first time we do not charge, if its habitual we charge \$35.00 for the first 15 Minutes and \$1.00 charge per minute.

8. At this time we have a total of 37 students, 4 infant 01 month to 14 months, 6 one year old 23 months, 9 two years old 35 months, 9 3 years old, and 9 4-5 years old.

11

Thank You,

I hope this will help you.

Sincerely,

Ms. Cora San Nicolas

TO: Aline Yamashita

Fr: Joseph Soriano, NENE CHILD CARE CENTER

I've been just asked to report on additional information. I humbly ask that you take a few minutes to respond to the following.

1. Do any of the children receive certificates from the DPHSS Child Care Subsidy Program? YES
If yes, how many? 14 Children

2. Do you have sliding fees or charge different rates for children based on family income?
No

3. Do you provide discounts or lower rates to families with more than one child enrolled in your program? No If yes, please describe.

4. Do you provide any other types of discounts or lower rates for you program? No

5. What is the maximum hours a child can be in your care and be considered part-time?
a. Up to 3 hours per day is considered part-time

b. Up to 15 hours per week is considered part-time

6. What is the maximum number of hours a child can be in your care and be considered full time?

a. Up to 4 hours per day is considered full time

b. Up to 20 hours per week is considered full time

1. What is the maximum number of hours a child can be in your care on a regular basis and not charged for additional hours?
a. Up to 8 hours per day

b. Up to 40 hours per week

12

2. Not including charges for late pickup, how do you charge families for children that are in care for more than full-time on a regular basis?
 - I do not charge families more for the additional hours
 - I charge a higher daily rate for the additional hours
 - I charge a higher weekly rate for the additional hours
 - I do not allow children to remain in care beyond the maximum full-time hours

3. On average, how many children ages 12 months and below do you usually care for each week? 4
 4. On average, how many children ages 13 months to 2 years do you usually care for each week? 5
 5. On average, how many children ages 25 months through 3 years do you usually care for each week? 8
 6. On average, how many children ages 37 months through 4 years do you usually care for each week? 6
 7. On average, how many children ages 4 and older do you usually care for each week? 4
- I will add this information to the fee rates you already provided. Thank you for the extra time and attention. You may reply via email.

Thank you,

Aline A. Yamashita, Ph.D.

POETRY LANE CHILD DEVELOPMENT CENTER

Thank you for responding to my first request for information regarding fees. I am most pleased to share that 80% of our programs responded. That's a wonderful response rate. Thank you! I've been just asked to report on additional information. I humbly ask that you take a few minutes to respond to the following.

1. Do any of the children receive certificates from the DPHSS Child Care Subsidy Program? If yes, how many?
2. Do you have sliding fees or charge different rates for children based on family income?

3. Do you provide discounts or lower rates to families with more than one child enrolled in your program? If yes, please describe

4. Do you provide any other types of discounts or lower rates for you program?
5. What is the maximum hours a child can be in your care and be considered part-time?
 - a. Up to _____ hours per day is considered part-time
 - b. Up to _____ hours per week is considered part-time

6. What is the maximum number of hours a child can be in your care and be considered full time?
 - a. Up to _____ hours per day is considered full time
 - b. Up to _____ hours per week is considered full time
7. What is the maximum number of hours a child can be in your care on a regular basis and not charged for additional hours?
 - a. Up to _____ hours per day
 - b. Up to _____ hours per week

3. Not including charges for late pickup, how do you charge families for children that are in care for more than full-time on a regular basis?
 - I do not charge families more for the additional hours
 - I charge a higher daily rate for the additional hours
 - I charge a higher weekly rate for the additional hours

4. On average, how many children ages 12 months and below do you usually care for each week?
5. On average, how many children ages 13 months to 2 years do you usually care for each week?
6. On average, how many children ages 25 months through 3 years do you usually care for each week?
7. On average, how many children ages 37 months through 4 years do you usually care for each week?
8. On average, how many children ages 4 and older do you usually care for each week?
9. I will add this information to the fee rates you already provided. Thank you for the extra time and attention. You may reply via email.

Thank you,

Aline A. Yamashita, Ph.D.

Tina's Learning Center

1. Yes, 20
2. NO
3. NO
4. No

5. 5 hours daily Part Time ...25 hours weekly Part Time
6. Over 5 hours daily Full Time....Over 25 hours weekly Full Time
7. After 6 p.m. either \$1 minute or the \$8 hourly rate.
8. We open 7:00 a.m to 6:00 p.m. If they are Full Time no additional charge , no maximum use limitation, as long as pickup is 6:00 p.m.
9. 4 Infants...right now we have 3
10. 14 Toddlers..right now we have 10
11. 15 Pre-k..right now we have 12
12. 15 4 and up..right now we have 8

Note: This past year parents opt to do part time. Majority of my Full Time children are under the Block Grant program.

Thank You! Have A Great Day!!

S/ Tina

GUAM LEADERSHIP COMPANY

Do any of the children receive certificates from the DPHSS Child Care Subsidy Program? * YES
If yes, how many? TWENTY FIVE

Do you have sliding fees or charge different rates for children based on family income? *NO
Do you provide discounts or lower rates to families with more than one child enrolled in your program? *NO
If yes ,please describe

Do you provide any other types of discounts or lower rates for you program?
*WE HAVE A TEMP HANDSHIP RATE (CASE TO CASE) BASIS FOR DEATH IN IMMEDIATE FAMILY, MEDICAL IMMEDIATE FAMILY, ETC.

What is the maximum hours a child can be in your care and be considered part-time?
a. Up to _____ hours per day is considered part-time.
Up to _____ hours per week is considered part-time

15

(IF WE ACCEPT A CHILD PART TIME IT IS MAINLY FOR PARENTS ON JOBS AND LONG TIME CLIENTS NEEDING AFTER SCHOOL CARE)

MORNING PART TIME 7:00 -12:00

AFTERNOON PARTIME 1:00-5:00

AFTERSCHOOL 2:30-5:30

WE ARE NOT FLEXIBLE ON THE HOURS

What is the maximum number of hours a child can be in your care and be considered full time?

DUE TO LIMITED ENROLLMENT WE HAVE ONLY FULL TIME RATES EVEN FOR PARENTS WHO WANT PART TIME

What is the maximum number of hours a child can be in your care on a regular basis and not charged for additional hours?

- a. Up to _____ hours per day
- b. Up to _____ hours per week

Not including charges for late pickup, how do you charge families for children that are in care for more than full-time on a regular basis?

I do not charge families more for the additional hours

I charge a higher daily rate for the additional hours

I charge a higher weekly rate for the additional hours

I do not allow children to remain in care beyond the maximum full-time hours

I DO NOT ALLOW CHILDREN TO REMAIN IN CARE BEYOND THE MAXIMUM FULL-TIME HOURS

16

On average, how many children ages 12 months and below do you usually care for each week? FOUR

On average, how many children ages 13 months to 2 years do you usually care for each week? TWELVE

On average, how many children ages 25 months through 3 years do you usually care for each week? TWELVE

On average, how many children ages 37 months through 4 years do you usually care for each week? FIFTEEN

On average, how many children ages 4 and older do you usually care for each week? SEVEN

Fee per hour after school: \$ 10.00 _____
The name of your child care center: ABC123 LEARNING & DEVELOPMENT CENTER

ABC123 LEARNING CENTER

Hi! Hope all is going well. Please provide the fees you charge for your children. This is for a Market Analysis that GCC is doing for DPSS.

Please list the fees you charge for:

Infants – birth – 1 AYear, 11 months

Part Time Fee: \$ 350.00 _____

Full Day Fee: \$ 575.00 _____

Evening Fee: \$ N/A _____

Toddlers/Preschoolers – 2 years – 5 years, 11 months

Part Time Fee: \$ 350.00 _____

Full Day Fee: \$ 450.00 _____

Evening Fee: \$ N/A _____

School Age Children – 6 years – 12 years, 11 months

Infants – birth – 1 year, 11 months

Part Time Fee: \$450.00

Full Day Fee: \$ 510.00

Evening Fee: \$ None Offered

Toddlers/Preschoolers – 2 years – 5 years, 11 months

Part Time Fee: \$450.00

Full Day Fee: \$ 510.00

Evening Fee: \$ None Offered

School Age Children – 6 years – 12 years, 11 months

Fee per hour after school: \$Hourly Rate Not Offered Only Part Time

The name of your child care center: Precious One's Child Care & Learning center

Please provide a contact number and the best time for me to call to verify the information.
Thank you very much for your help.

Most especially, thank you for taking care of our children, our future!

ALINE A. YAMASHITA, PhD



TUITION FEES AND OTHER INFORMATION

Tuition

- Nursery and Kindergarten (Full-Day Program) ----- \$350.00
- Two Years Old ----- \$385.00
- Kindergarten (Half-Day Program, 7:00 a.m. to 2:45 p.m.) ----- \$340.00
- Two, Three & Four Years Old (Half-Day Program, 7:00 a.m. to 1:00 p.m.) ----- \$340.00

***** Note: Full monthly tuition payment is required when space is retained due to absences of two or more weeks.*****

Fees

(Annually – Payable at Registration)

- Registration Fee (All Classes, Non-Refundable) ----- \$165.00
- Supplies for Kindergarten ----- \$190.00
- Supplies for Three & Four Years Old ----- \$165.00
- Supplies for Two Years Old ----- \$125.00
- Lunch Program (Per Month) ----- \$ 30.00
- Pizza Program (June to May – First Monday of the Month) ----- \$ 60.00

Other Fees

- Late Fees:
Tuition payments made after the 10th of each month ----- 10% of Tuition
Late Pick Up ----- \$25.00*
(10 minutes after designated time [1:00p.m., 2:45 p.m. or 6:00p.m.]
*Additional \$5.00 for every 5 minutes thereafter
*PAYMENT DUE AT PICK UP
- Bank Fees (Returned checks from the bank) ----- \$30.00

Other Requirements

- Birth Certificate
- Physical Examination Form and Copy of Immunization Record
(Important: Registration will NOT be considered complete until Physical Examination Form is returned completed and signed by a physician.)

Lunch & Snack Information

- Each child is expected to bring lunch.
- The nursery provides the morning snack.
- Full-Day children are expected to bring an afternoon snack.

Special Needs

- Children are expected to bring a set of clothes and a light blanket.
- Please label all your child's belongings with his/her name.

PLEASE DO NOT ALLOW YOUR CHILDREN TO BRING TOYS TO SCHOOL.

Handwritten notes in the top left corner, possibly including a date or initials.



dba: PNG CHILD CARE & LEARNING CENTER

Faint, illegible text located below the main title, possibly a logo or address.

Parents - birth to 12 months

12 months to 2 years

2 years to 3 years

3 years to 4 years

4 years to 5 years

5 years to 6 years

6 years to 7 years

7 years to 8 years

8 years to 9 years

9 years to 10 years

**MARKET RATE SURVEY
SUMMARY**

Rate by Age Group

Age Group (By Month)	Part-Time			Full-Time		
	Mode	Median	Mean	Mode	Median	Mean
0 - 12	\$400	\$400	\$397.61	\$500	\$500	\$466.28
13 - 24	\$400	\$400	\$397.61	\$500	\$500	\$466.28
25 - 36	\$375	\$385	\$372.48	\$450	\$450	\$441.34
37 - 48	\$375	\$385	\$372.48	\$450	\$450	\$441.34
49 & Up	\$375	\$385	\$372.48	\$450	\$450	\$441.34
After-School	\$325-\$375	\$370	\$304	\$325-\$375	\$370	\$304

Note:

The above age groups as indicated were not as written in the Child Care Development Fund (CCDF) contract with the Guam Community College which expired in FY15 as indicated but was requested by months as shown below.

- Infant (0 – 11);
- Toddler (2 – 5.11.11);
- School Age (6 – 12.11);
- Part/Full Time;
- After-School;
- Mayors & Sectarians; and
- Evening Care

The amounts stated in the Market Rate Survey were per the child's age and eleven months. The part-time service was defined by child care providers as four to five (4 – 5) hours per day with Full-Time being at ten (10) hours per day and also identified part-time as covering up to six (6) hours per day at thirty (30) hours per week which was inconsistent with what was reported in the market rate survey.

The new contract for the Child Care Development Fund (CCDF) program will use the above Rate by Age Group format which aligns with the PH Pro system used by the Department of Public Health & Social Services (DPHSS) CCDF program office when calculating subsidy and paying for services.

After the completion of the Quality Rating Improvement System requirement of the initial eleven (11) child care centers selected for the pilot program, it was revealed that the majority of the child care centers did not have a business plan. Although one (1) child care center claim to have a business plan, it was never made available to the CCDF program office.

