



Member Update

Winter 2014

Scott County Licensed Family Child Care Association

Benefits of Building Your Business Online



The average age of women with young children is between 20 and 34. For parents in this age group, the Internet is part of their everyday lives. They use it for everything from ordering pizza to finding reliable childcare for their tykes. If you want your childcare business to stay competitive in today's marketplace, build it online. There are certainly advantages to doing this.

Parents can take virtual tours. If a parent doesn't have time to stop by your center for a tour, you can still give her a taste of what you have to offer via a virtual tour. You can upload pictures and video of your [daycare program](#) on [your website](#) for parents to see. If mom and dad are interested, they can follow up with a visit.

Parents get answers to common questions without picking up the phone. How many hours have you spent on the phone answering the same questions over and over again? How much do you charge? Do you have any [openings](#)? What time do you open? What type of curriculum do you use? When your business is online, parents can get answers to these common questions just by visiting your website.

Using the Internet streamlines communication with parents. Efforts to communicate with families aren't always successful. Letters get misplaced, [bulletin boards](#) get overlooked, and phone calls never get returned. If parents are offered the option to stay informed via your [website](#), most of them will jump at the chance. This method allows families to access information whenever it's convenient for them.

The Internet serves as a 24/7 marketing tool for your business. When people use the Internet to search for local childcare [programs](#), your information may pop up. A potential client can find out all she needs to know about your center by simply viewing your website. When your business is online, your website is hard at work, even when you're not.

If you want your childcare business to stay competitive, you have to cater to the next generation of parents with young children. This means doing business in a way that blends with their busy lifestyles. New-age parents use computers and smart [phones](#) to do everything. If you haven't moved your business online, you're already behind the times.



Winter Songs and Fingerplays

Dance Like Snowflakes

Sung to: "Frere Jacques"
Dance like snowflakes
Dance like snowflakes
In the air
In the air
Whirling, twirling, snowflakes
Whirling, twirling, snowflakes
Here and there
Here and there.



I'm a Friendly Snowman

Sung to: "I'm a Little Teapot"
I'm a friendly snowman big and fat.
(stretch arms out to sides)
Here is my tummy and here is my hat.
(point to tummy, then top of head)
I'm a happy fellow, here's my nose.
(smile, then point to nose)
I'm all snow from my head to my toes.
(point to head, then to toes)
I have two bright eyes so I can see.
(point to eyes)
All the snow falling down on me.
(flutter fingers downward)
When the weather's cold I'm strong and tall.
(stand up all)
But when it's warm I get very small.
(crouch down low)



Five Little Snowman

5 little Snowman standing in a row,
Each had a hat and a big red bow.
Out came the sun and it shone all day,
one Little snowman melted away.

4 Little Snowman standing in a row,
Each had a hat and a big red bow.
Out Came the sun and it shone all day,
one Little snowman melted away.
Etc.

I Love Snow

Sung to: "Three Blind Mice"
I love snow, I love snow.
Soft, white snow; Soft, white snow.

It falls on the ground so soft and white.
Sometimes it falls all through the night.
Did you ever see such a beautiful sight
As soft white snow?



Snowflakes, Snowflakes

Sung to: "Twinkle, Twinkle Little Star"
Snowflakes, snowflakes, dance around,
Snowflakes, snowflakes, touch the ground
Snowflakes, snowflakes, in the air
Snowflakes, snowflakes, everywhere
Snowflakes, snowflakes, dance around
Snowflakes, snowflakes, touch the ground

Songs from
www.preschooleducation.com



Welcome to Winter

By Linda Schoby

Welcome to Winter! For me as an adult that thought is not so thrilling but the children that live here and walk through my door each day to be cared for are super excited for winter to come! For me it means I have to get a little creative in how we spend our days since playing and exploring outside are not always possible. We do still go out as much as we can. It is such a learning experience for them. Figuring out how to put on all the outer gear and in which order and it also occupies time that I don't have to entertain them as well. Some days I even consider it my workout! But on those days when staying inside is your only option what can you do to make the day fun? Find a book and make it come to life. Maybe the children can act it out or do an activity like those in the book did. Every book carries such possibilities. A great winter book that we love is *Snow-men At Night*.



This book can be acted outside or inside. Is your mind already full of possibilities. How about finding craft materials to make a snowman inside, painting, stamping circles, thin your paint and blow on it with a straw to make a "snow storm". A few sensory projects that we like to try are making "ooblick" or a mix of cornstarch and water in equal parts. This makes a suspension which is super fun to play in. Last year we also made indoor snow by mixing the water and cornstarch but using much less water so it would stick together but still be a bit flaky. You can also try this mixture with baby oil to give it a scent.



(Ooblick)

This winter don't get stuck in a grind, try new things. Who knows what you might create!

Credit: Family Child Care Providers of South Dakota

New Years Resolution? Clean up Clutter?

By Susan Dotson a South Dakota Provider

It's that time of year when we start to think about all of the clutter in our homes and day care areas. I personally struggle trying to keep all of the clutter that a day care creates in order! I have a problem throwing stuff away! OR, I throw stuff away and then a couple months later I wish I still had it, so I end up buying it AGAIN!! Something that I am trying to alleviate this problem: I am putting the things that I think I want to sell/throw away into a large Rubbermaid Tote. I put a label on the tote. If I don't open the tote with-in one year, then I will reassess the items in the tote. At that point, I will either sell it or throw it away. I am going to share a few of the ways that I have found to organize my day care area. I have tried a number of different ways and this is working for now!

Three Drawer System

For my art supplies, I found these 3 drawer systems to keep all of my paint brushes and paint accessories. I found them at Walmart. Note the labels on the clear plastic boxes. This helps the children recognize letters make words!



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Pencil Caddy

I also keep art supplies readily accessible for my day care kids. This is a lazy Susan with 6 magnets glued onto it. Then, I store crayons, scissors, markers, glue sticks, colored pencils in metal pails (Target Dollar Spot).

I also took all of my individual items such as popsicle sticks, googly eyes, pipe cleaners, clothespin, buttons, etc. in various sized storage containers I found at Walmart. Of course, buying all of these containers started costing a lot of money, so I would buy 3 containers each time I went to Walmart. This collection took me months to complete. I still find that I am buying more containers every once in awhile! I also bought a label maker at Walmart to label all of my containers!



Peanut Butter Jars

My newest organization tool that I have found and love the price of, is using empty peanut butter jars. They are great for storing all of my small pieces to my sensory tables. The best thing about using peanut butter jars is they stack very nicely.



Member Update



Are Electronics Eliminating Children's Eye Contacts?



Eye Contact

I was listening to the radio the other day and they were talking about the lack of eye contact these days. Whether at a dinner table, a meeting or a party, instead of focusing on who we're with, we glance at our phone, check out the television or just gawk around the room at anything. Reflecting on the discussion I wondered if I was giving my child care children the opportunity for interactions that utilize eye contact.



What Is Eye Contact

Eye contact occurs when two people look at each other's eyes at the same time. In order to make an emotional connection, experts say we should be looking at each other sixty to seventy percent of the time during a conversation. Instead we are averaging about thirty-five percent.

How Long

Professionals also tell us we should be holding eye-contact for between seven to ten seconds at a time but when we don't, or avoid eye-contact altogether, we are perceived as untrustworthy, nervous, insecure or even unknowledgeable.

Eye contact is a skill we can model for our children. Eye contact is a precious form of body language that can convey confidence and respect between friends or can point out you are standing your ground in a disagreement.

Cell Phones and Smart Phones

I look forward to and enjoy face time with friends but I find I am getting less and less of it and I am going to point an accusing finger at cell phones. Even during trainings, meetings, and social functions I find my peers checking their phones. I can see if we are discussing something and one Googles it (looks it up on the internet) to get more information but texting someone else or reading Facebook when you are with a group is something I am struggling getting used to.



When at a family function, I have no qualms at all telling my nieces or nephews to put their phones away. I want them to know that someone, maybe even me, might have something important, inspirational or funny to say and I don't want them to miss out on a priceless family moment. Of course they are getting older now and pretty much ignore my suggestions but I make my feelings on the matter known. Cell phones are going to be around for the rest of their lives but the rest of us may not be.

Eye Contact Interactions (Continued)

When did our culture become so obsessed with thinking we are missing out if we are not connected to a constant stream of information? And that the info out there is so much more interesting than what is going on right in front of our eyes in real time?

Eye contact is a precious form of body language that can convey confidence and respect between friends or can point out you are standing your ground in a disagreement.

It Starts Early

Of course, we should have all learned the importance of eye contact as children. From the days when whoever raised us would turn their loving eyes on us with a look that said, "I love you, I see you." The developmental experts say that eye-to-eye validation fires up our baby-brain and even shapes some of our genes. Those who missed out on regular doses of it or never got it at all didn't get the opportunity to grow up knowing what that experience feels like.



As a professional family childcare provider, my heart compels me to do everything I can for my little ones every day. That includes some serious eye contact. I make a conscious effort to give them each, as individuals, my complete attention whenever I can. They need to know they are each more important to me than my cell phone, the dishes, the newspaper or anything else. Addressing the child you are speaking with by name can initiate eye contact. Reading a story and talking about the content of the story and pictures can also be a time for eye contact and smiles!

So why is it so many walk the streets of our adulthood with our eyes cast down, barely cutting a glance when we meet? Do we think it's of no importance to hold each other in our view because we're all grown-up and sophisticated? Or are we afraid of the vulnerability that lurks within?

Philosophers say the eyes are the window to the soul.

The gate is closed but we can open that window, don't keep the curtains drawn, Today and everyday sit across the table from family and keep those headlights on!

Adapted from Family Child Care Professionals of South Dakota, Inc.

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Community Support Representatives

Call these providers for information about your community or to share information about your community.

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cspeikers@frontiernet.net

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E-Mail Etiquette

SCLFCCA uses e-mail to communicate with our members. Many parents are using e-mail to make an initial contact with providers regarding child care openings. We as providers use e-mail daily to communicate, often replacing the traditional letter or phone call. Here are some e-mail etiquette tips we should use.

In a letter to the editor in **Harvard Business Review OnPoint** Rita Gunther McGrath shared "Rita's Golden Rules for E-mail:

- Meaningful subject lines that tell the reader what to expect.
- No e-mail should be longer than one screen of information.
- One subject per e-mail. When I've dealt with an item, I want to delete it. I can't do that if your e-mail contains 10 action items.
- E-mail is the wrong place for emotional outbursts.
- E-mail is the wrong place for communications of a personal nature.
- Assume that everything you put in an e-mail could end up on the front page of the *New York Times* and be accordingly discreet.
- Because you sent it doesn't mean I got it. Because I got it doesn't mean I read it. Because I read it doesn't mean I understood it. Because I understood it doesn't mean I agree with you.

Don't send an e-mail when a short phone call would do a better job.

6 Tips to Make Clean-Up a Breeze

The daily clean-up involved with working in an early childhood program can get old fast. The task is time consuming, repetitive and can suck the fun out of an otherwise rewarding career. If you are spending too much time keeping your home tidy, here are six tips to make this chore a breeze.

1. Turn Clean-Up Time Into a Game. Cleaning up is not at the top of any child's list of favorite things to do. What if you could change all that? If you really want to get those play things put away fast, turn clean-up time into game time. You are creative and fun, right? Well, put your imagination to work and think up some neat games to get kids to clean up without a fight. Ideas? Have a child find a certain color toy or pick up one type of toy or one section of a play area.

2. Label Shelves and Bins. How much time do you spend reminding the children where toys and materials go? How much time do you spend re-organizing things that have been put in the wrong place? Clean-up is a lot easier for children when they know where to put things. When you label shelves and storage bins with both words and pictures children have an easier time putting toys and materials back in the proper place. Using clear plastic bins also helps as the children can see what might be left in the bin. (See article on pp. 4)

3. Use the Dishwasher to Wash Toys. Washing commonly mouthed infant and toddler toys is an important part of the daily cleaning routine. Here is an easy breezy way to tackle this task. At the end of the day, toss teething rings, rattles and other plastic toys in the dishwasher and turn it on. When you work the next day the toys will be clean and ready to use. Do this task after the children go home and you can count the time the dishwasher runs while you do other cleaning and preparation tasks.

4. Use Disposable Cups and Plates. Use disposable plates and cups during lunchtime or snack. When the children are done eating, all you or the children have to do is toss the paper products in the trash. Even if you only do this a couple times a week, it will reduce the time in your kitchen and give you a break from dishpan hands,. Maybe use this idea when the dishwasher is full. You will need to determine the ecological issues with washing dishes versus using disposables.

5. Do Messy Activities Near a Sink. Wet activities such as painting and paper mache can have you putting in some serious cleaning time. Not only will the children's hands be a mess, the brushes, containers and tables you use will need extra cleaning. You will need lots of water to tackle clean-up jobs of this magnitude. The closer you are to a sink, the better.

6. The Five-Minute Guide. If it takes longer than five (5) minutes for the children (and you) to pick-up toys, you probably have too many toys out for the children to play with. Scale down what is available for the children and rotate toys more often.

If your daily cleaning routine is taking too much time away from other activities, try one of these suggestions for 21 days to see if it makes a difference. It takes 21 days and lots of repeating for children to learn a new procedure and to have it ingrain in their memory system as a habit.

Next time you are at an SCLFCCA training, share a clean-up procedure you use with someone sitting in front or behind you! The value of networking and sharing is priceless!!!!



MLFCCA Requests your Membership Support

MLFCCA has been supporting providers for 41 years. Their tag line of "Providers Working for Providers" is the focus of their 2014 membership drive. Our vision is that the current board is returning to focus on what we as providers need in 2014. **This past year (2013) it has been providers just like you and I who have been at the Capitol lobbying for changes and talking with DHS (Department of Human Services) to ensure that legislative changes are reasonable to implement into our business and child care settings. Providers are working for providers!!!**

MLFCCA needs your support now as we transition from an agency directed board back to a provider directed board. Please join as an individual member for just \$35.00 in early January before the dues go up mid January. Send in the form on page 12 today. We challenge each of you to make Scott County providers the largest number of provider members of MLFCCA in the state.

Linda Shesso, SCLFCCA Rep. Deloris Friske, Past MLFCCA Officer

2014 Week of the Family Child Care Provider

Celebration

May 2-3, 2014

**Holiday Inn St. Paul East
Saint Paul, MN**



Consider Nominating a Peer For the Week of the Family Child Care Provider for 2015

For the past twenty one years, SCLFCCA has recognized providers nominated by parents and peers for their contributions to family child care. Providers in Scott County are most often nominated by their parents thanks to our Scott County Licensing unit sending out the nomination form with parent evaluations.

Did you know that you as a provider can nominate one of your peers for this recognition? The form is on page 14 of this newsletter.

Scott County has selects two providers each year. Nominations are accepted from January 1, 2014 until December 31, 2014 for nomination for the 2015 honoree.

Fill out the form today. Providers nominated get these forms back and a positive affirmation from a peer is always appreciated.

Lisa Boys will be completing the process of selecting the 2014 honorees in early January. If you receive information from Lisa and want to be considered for the 2014 recognition, please return the paperwork to Lisa when you receive it.



Family Child Care Pathways to Success Fall 2013 Congratulations and Welcome to Family Child Care



Tanya Cunningham & Camila Gardner
Prior Lake



Jessica Felten
Jordan



**Sokim Lach
Savage**



Darcy Donnay & Stephanie Schulte
Gaylord
Sibley County



Jennifer Goettsch & Sanjukta Swain
Maggie Swanson (No Picture)
Shakopee



Mandy McWilliams
New Prague



Teri Drewitz (Montgomery), Pamela Steffen
(LeCenter), Angelia Broeckert (LeSueur)
LeSueur County



Melissa Peterson
Carver

Katie Salomonsen
(No Picture)
Prior Lake



Scott County Licensed Family Child Care Association's Provider of the Year Nomination Form for 2015

Please fill out the form and send it to the address below if you wish to nominate a child care professional.

**“Provider of the Year” recipients must meet the following requirements:
Be licensed for a minimum of 3 years, have not previously received this award within the past 10 years and must be in good licensing standing.**

Child Care Provider's Name _____

Address _____

City _____ MN Zip _____

Telephone Number _____

What is your relationship with this provider? (Please circle one) Children in Care Family Member Other

Submitted by: _____

Please list and check off this provider's strengths and contributions to the child care profession.

1. _____
2. _____
3. _____
4. _____

Please attach a separate sheet if necessary.

- | | |
|---------------------------------------|---|
| 5. _____ Preschool curriculum offered | _____ Available for emergency care |
| _____ Spanish offered | _____ Substitute offered when provider is unavailable |
| _____ Sign Language offered | _____ Field Trips offered |
| _____ Arts/ Craft Time | _____ Promotes in home childcare in the community |
| _____ Cooking with children | _____ Other |

The Scott County Provider of the Year nomination search is being sponsored by the Scott County Licensed Family Child Care Association.

Two provider's will be chosen from Scott County and attend a banquet in their honor with other provider's from the State. All nominated providers will be recognized by the SCLFCCA.

Questions may be addressed to Lisa at 952-445-0632. Nominations are accepted year-round. Nominations submitted after December 31st are eligible for selection process the next calendar year.

Thank you for nominating your peer!



Kwik Trip
16260 KENRICK
LAKEVILLE, MN 55044
(952) 898-3633

Kwik Trip
2201 WEST 78TH STREET
CHANHASSEN, MN 55317
(952) 470-4584

8921 CROSSROADS BLVD
CHANHASSEN, MN 55317
(952) 937-6915

Kwik Trip
2900 NORTH CHESTNUT STREET
CHASKA, MN 55318
(952) 368-1942

Kwik Trip
104 ASPEN LANE
BELLE PLAINE, MN 56011
(952) 873-2644

Kwik Trip
1522 VIERLING DRIVE EAST
SHAKOPEE, MN 55379
(952) 496-1081

Kwik Trip
8225 CROSSINGS BLVD
SHAKOPEE, MN 55379
(952) 233-1209

Kwik Trip
14175 VERNON AVE S
SAVAGE, MN 55378
(952) 440-6030

**K
W
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K

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P**

Products that Qualify:
Milk – bags, gallons, half gallons
Orange Juice – bags, gallons, half gallons, quarts, pint
Egg Nog Flavored Water
Kwik Quencher Fruit Drinks
Glazer Donuts
Kwik Trip Ice Cream

Milk Moola Helps Fund Scholarships For Training

If you purchase Kwik Trip Milk or products and you have no one to give the 5 and 10 cent refunds to...consider collecting them for scholarships for your peers who might need a helping hand in these challenging economic times.

Our organization can earn 5¢ for every cap or bag top collected from Kwik Trip or Kwik Star's Nature's Touch™, and Kwik Quencher® products. For every Glazers Dozen or Half-Dozen price oval turned in, we earn 10 cents. Just bring them to a training or the half-day conference. Thanks!



Mentors for the Scott County Licensed Family Child Care Association

The following mentors will be working with participants in the Family Child Care Pathways to Success class. They are available to help any provider in Scott County. Please give them a call if you just need to talk.

New Prague:

Karen Von Bank 952-758-2863
Jenny Bartusek 952-758-8655
(LeSueur County)

Jordan:

Carrie Speikers 952-492-3811
Michelle Herzog 952-492-2104
Kelly Elsenpeter 952-492-5205

Savage:

Virginia McLaughlin 952-440-3479
Laurie Cornelius 952-894-4284

Shakopee:

Sarah Stanko 952-445-2679
Linda Schesso 952-445-2240
Cheryl Nelson 952-403-1732
Lisa Boys 952-445-0632

Prior Lake:

Deloris Friske 952-492-3827

Elko-New Market-Webster-Lakeville:

Karen Smith 952-461-9535

Other Resource Numbers:

Marie Johnson 952-402-9824
mjohanson@capagency.org
Scott-Carver Child Care Aware of MN Contact

Training Resources at Think Small:

Phone: 651-641-0305

Scott County Licensing:

Nancy Berndt 952-496-8405 nberndt@co.scott.mn.us

Jacque Froemke 952-496-8795

jfroemke@co.scott.mn.us

Laurie Wolf 952-496-8372 lawolf@co.scott.mn.us

Tracy Kerber 952-496-8505 tkerber@co.scott.mn.us

Meena Desai 952-496-8393 mdesai@co.scott.mn.us

(Case Aid)

Happier Transitions

Are you tired of meltdowns every time your preschoolers have to switch activities? Or the trauma at drop-off and pick-up time? Work a few of these tricks into your routine and watch for some changes.

1. Give Heads Up

Experiment with the time frame. You may try one three-minute warning or a five minute heads-up followed by another a few minutes later.

2. Try a Tap

A gentle pat on her shoulder or back can be your signal that it's time to wind down.

3. Clap it Out

Create a peppy pattern for him to clap back in return.

4. Offer a Choice

Letting your child be part of the process of making decisions helps her feel empowered. Does she want to clean up her crayons before or after snack?

5. Make a Picture Chart

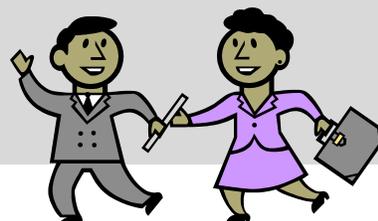
Knowing the order of the day's events can keep kids calm. Make simple drawings for them to follow along.

6. Be Positive

Try to use a calm voice if you're stressed out, the kids will be too. It's totally fine to help them through if they need it.

7 Give ample time

Everyone feels overwhelmed when they are rushed.



Reminders....

**Check the SCLFCCA web site at
www.sclfcca.com
For training opportunities.**

**2014 Calendar Keepers are available for \$12.83 (Member price
with tax included) from Deloris Friske at 952-492-3827.**



Please take the time to update your child care openings on the www.sclfcc.com web site. Marketing opportunities increase with keeping your openings current.



Creative Graphics
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