

Advancing Oregon Child Care Excellence Through FREE Intermediary Trainings



Web-Based Trainings

October 2026 – June 2027



First Children's Finance Oregon is pleased to offer professional development training designed for intermediaries, CCR&R staff, and early learning system partners supporting child care businesses across Oregon. Led by experts in child care business acumen and leadership, these sessions strengthen intermediary capacity to coach, guide, and support providers in areas such as financial sustainability, business operations, strategic planning, and long-term program success.

*All trainings are available in English, Spanish, Russian, Vietnamese, and Chinese.
Please select your language preference when registering.*

REGISTER

Business Leadership: Building the CEO Mindset for Child Care Providers

October 6 | 2-3:30 pm PST

Core Knowledge Category: Program Management (Set Level 1)

This session equips intermediaries to help providers adopt the mindset of a business owner and CEO. Participants will learn strategies to coach providers in shifting from a "caregiver-only" role to one that includes financial leadership, revenue generation, and long-term planning. The training emphasizes building sustainable businesses that diversify revenue and reduce reliance on grants or loans, positioning providers for stability and growth.

REGISTER

Business Sustainability: Boot Camp Strategies and Precision Pricing

November 3 | 2-3:30 pm PST

Core Knowledge Category: Program Management (Set Level 1)

Intermediaries will learn strategies to coach providers on pricing models, enrollment management, and sustainability planning. Participants will also explore how to use case-based "boot camp" approaches to build provider capacity in financial decision-making and prepare them for long-term success.

REGISTER

Visibility & Growth: Supporting Providers in Marketing and Enrollment Strategies

December 8 | 2-3:30 pm PST

Core Knowledge Category: Program Management (Set Level 1)

This training focuses on helping intermediaries guide providers in building visibility and enrollment. Participants will learn privacy-conscious marketing strategies, digital and community-based outreach, and ways to communicate program value. The session emphasizes how intermediaries can coach providers to balance cultural responsiveness with effective business growth.

To register for a training, click the **Register** button or log into your **MyORO** account and visit the **ORO Training Calendar**.

Contact infooregon@firstchildrensfinance.org with questions.



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Tax Readiness & Compliance: Preparing Providers for Financial Accountability

January 5 | 2–3:30 pm PST

Core Knowledge Category: Program Management (Set Level 1)

Intermediaries will learn how to help providers prepare for tax season by introducing simple recordkeeping practices, explaining allowable deductions, and clarifying the separation of business and personal finances. The session also covers strategies for connecting providers with local tax professionals and ensuring year-round compliance.

REGISTER

Financial Acumen for Child Care: Coaching Providers on Budgeting & Cash Flow

February 2 | 2–3:30 pm PST

Core Knowledge Category: Program Management (Set Level 1)

This training prepares intermediaries to guide providers through budget development, cash flow projections, and financial decision-making. Participants will learn coaching techniques to simplify complex financial concepts, apply case examples, and connect budgeting to program goals and sustainability.

REGISTER

Supporting Child Care Programs Through Enrollment Planning and Business Sustainability

March 2 | 2–3:30pm PST

Core Knowledge Category: Program Management (Set Level 1)

Participants will explore how enrollment impacts child care business sustainability and program operations. Through discussion and provider-based scenarios, participants will examine common enrollment challenges, including vacancy management, enrollment retention, family engagement, and future enrollment planning. Participants will also explore strategies for supporting providers through reflective technical assistance conversations and appropriate referrals.

REGISTER

Navigating Funding Conversations: Supporting Child Care Businesses Through Blended and Braided Funding Strategies

April 6 | 2–3:30 pm PST

Core Knowledge Category: Program Management (Set Level 1)

Participants will explore how blended and braided funding approaches affect child care business sustainability and operations. Through case studies and guided discussion, participants will examine common provider questions related to funding streams, budgeting, enrollment planning, and program operations while identifying strategies to support providers through coaching conversations, resource navigation, and appropriate referrals.



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Workforce Stability in Child Care: Supporting Providers Through Retention and Workplace Culture Challenges

May 4 | 2–3:30 pm PST

Core Knowledge Category: Program Management (Set Level 1)

Participants will explore common workforce challenges affecting child care businesses, including staff retention, workplace climate, onboarding practices, and employee support systems. Through discussion and case-based activities, participants will identify strategies for supporting providers as they navigate workforce challenges and strengthen long-term business sustainability.

REGISTER

Supporting Sustainable Infant & Toddler Care: Coaching Strategies for Child Care Businesses

June 1 | 2–3:30 pm PST

Core Knowledge Category: Program Management (Set Level 1)

Participants will examine the business and operational realities associated with providing infant and toddler care in family child care programs. Through discussion and applied scenarios, participants will explore how staffing, ratios, enrollment patterns, scheduling practices, and funding streams impact sustainability while identifying strategies to support providers through reflective coaching, resource connections, and business-focused technical assistance.



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