



# Enterprise Health and Safety Renovation-Early Learning Facilities Grant

## Informational Webinar

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June 28, 2024



## **Informational Webinar:**

- **Review of grant goals, prioritized projects, & eligibility requirements**
- **Review of Application sections & Budget Template**
  - **Guidance and Tips**
- **Commonly asked questions**
- **Important Dates & Timelines**
- **Enterprise Program updates**
- **Q&A Time**

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***\*RFP Application will be provided during this webinar***

# GRANT GOALS

# Grant Goals

The primary goal is to improve the health and safety outcomes for children and create high quality learning environments. Priority will be given to projects that:

- Support increased social distancing requirements
- Support increased health and safety measures
- Provide increased outdoor space
- Increase or preserve early learning slots within a facility or community
- Renovate, remodel, and expand as prescribed in Washington Laws of 2023, Chapter 474, Section 7014.

# WHAT THIS GRANT FUNDS

## What this Grant Funds

- There is **approximately** up to \$7,610,770 in grant funds.
- **Up to 20 grants** are anticipated to be awarded.
- Grant awards will be a mix of:
  - Minor Renovation funds of existing facilities - \$220,389.00
  - Minor and Major Construction funding for new facilities - \$2,550,186.00



# ELIGIBILITY REQUIREMENTS



# Eligible Organizations

[RCW 43.31.575: Early learning facilities grant and loan program—Eligible organizations—Requirements. \(wa.gov\)](#)

- Licensed home-based facility
- Licensed center-based child care facility
- Facilities that intend to become licensed once operating
- Working Connections and ECEAP Providers, and providers intending to support similar subsidies
- Developers of Housing and Community Facilities - partnered with providers
- Community and Technical Colleges
- Educational Service Districts
- Local Governments
- Federally Recognized Tribes
- Religiously Affiliated Entities

# Eligibility Requirements

RCW 43.31.575: Early learning facilities grant and loan program—Eligible organizations—Requirements. (wa.gov)

- Commit to using the facility to provide child care for a minimum of ten years
- Site must either obtain a minimum ten-year term lease or demonstrate site ownership
- Projects must be licensed and in good standing or intend to become licensed through the WA State Department of Children, Youth and Families (DCYF)
- Childcare centers must be, or intend to become, active participants in good standing with Early Achievers, OR a comparable accreditation program that signals compliance with high quality standards
- Must have a WA State business license to provide early learning services
- Must be or plan to register with the Department of Revenue (DOR) - DOR Website
- Prepared to work with contractors aligning with Prevailing Wage Rates

# PRIORITY PROJECTS

# Priority Projects

Enterprise seeks grantees who improve the educational outcomes for children in vulnerable and underserved populations, including:

- Children of color;
- Children from families at or below two hundred percent of the federal poverty level;
- Children who are homeless, in the foster care system, in the child welfare system;
- Children with disabilities
- Families who identify as LGBTQ+
- Otherwise vulnerable children

# Priority Projects

Priority will be given to the following:

- **“Shovel ready”** projects. These are projects that are ready for construction start and/or an award of Enterprise's funding is the last piece of funding to complete the project.
- Co-located with affordable housing or a community development project or a multi-use facility that serves low-income households
- Programs that demonstrate:
  - Providing culturally competent care
  - A whole child approach to care-- i.e. Program that meet the needs of local community by provider any additional support
  - Providers and staff that reflect the community that they serve

# Priority Projects Continued

Priority will also be given to the following:

- Demonstrates ADA regulations & universal design principles
- Demonstrates financial and operational capacity
- Demonstrates strong project feasibility
- Projects aligned with or intend to be aligned with WCCC, ECEAP, Head Start/Early Head Start, or other local, city, county, tribal childcare subsidies
- Projects in areas with limited access to quality childcare programs and services, otherwise known as childcare deserts

# WHAT THIS GRANT DOES NOT FUND

# What this Grant Does Not Fund

- Bathtubs, any bathroom not expressly for the children being served
- Temporary facilities or costs related to moving between facilities
- Routine and/or deferred maintenance including required work to meet regulatory authority findings, stop-work orders, or the facility being closed due to health and safety violations
- Emergency funding including repair costs (fire, flood, or other costs not covered by insurance) -
- Furniture, consumables such as window treatments, bedding, linens/towels, standalone organizational systems, signage, stand-alone lighting, electronics, educational materials, toys, teaching aids, materials related to childcare operations, artwork, etc.
- Food/Snacks
- A standalone kitchen and does not expand subsidized capacity, portable kitchen appliances (microwaves, coffee makers, toasters, waffle irons, juicers, etc.) and appliances not specifically for the use of childcare
- Lease or mortgage payments, utility bills, cable/satellite, office equipment, maintenance, salaries, vehicles, or any cost associated with facility operations
- Staffing costs or other salaries and off-site consultants or grant writers
- Acquisition and Predevelopment related activities
- Vehicle Charging Stations



# ELIGIBLE COSTS

# What this Grant **Does Fund**

- Major kitchen appliances
- Playground equipment and larger fixed play equipment
- Permanently affixed cabinets and storage
- Hygienic countertops for kitchen spaces
- General construction if a new build or expansion of kitchen footprint
- Fencing, surfacing, age-appropriate or "right-sizing" play equipment, landscaping, right sized fixtures
- Any Americans with Disabilities Act (ADA accessibility modifications)
- Fire suppression system carbon monoxide detectors and smoke detection systems



# What this Grant Does Fund

- Permanently affixed storage solutions
- Mitigation/impact fees
- Public capital facility fees and permits
- Taxes on project goods and services
- Construction management (not employed by grantee)
- Demolition/site preparation/clean-up
- Erosion control
- Project Equipment/utilities
- Construction labor/materials
- Driveways/parking lots
- Equipment as a permanent part of the structure (HVAC, elevator, etc.)
- Facility-specific equipment/assets with a minimum lifespan of 13 years
- Information Technology infrastructure
- Building security and landscaping
- Project Management

# Application Link to Apply via SlideRoom

<https://enterprise.slideroom.com/#/permalink/program/78737>

# Accessing SlideRoom

## Sign up for a SlideRoom account

Already have an account? [Log in](#)

Email Address \*

Password \*

Confirm Password \*

I have read and agree to the [Terms of Service](#) and [Privacy Policy](#)

[Sign Up](#)

or [Go Back](#)

**Choose a strong password to secure your data.**

Length of 10 characters or more

Mix of uppercase and lowercase letters

Include numbers (0-9) or symbols (!@#\$\$%^&\*+,-)

Don't reuse a password that you use for other sites

# Accessing SlideRoom

<https://enterprise.slideroom.com/#/permalink/program/78737>

## 2024 Enterprise Health and Safety Renovation - Early Learning Facilities

Deadline: July 31, 2024

Enterprise is seeking Request for Proposals (RFP) for the Washington Early Learning Loan Fund (WELL) through the Washington State Department of Commerce (DOC). Funding is available to support the construction of new childcare facilities or the renovation of existing childcare facilities that support health and safety measures. All projects must be in Washington State.

Inquiries concerning this RFP should be directed to Savannah Daniels, [sdaniels@enterprisecommunity.org](mailto:sdaniels@enterprisecommunity.org) no later than Wednesday, July 24th, 2024.

[Apply Now](#)

This program contains:

- Forms (7)
- Attachments (3)



[Preview Full Application](#)

# Accessing SlideRoom Application

- To submit an application:
  - You will be prompted to create an account
  - Existing account from previous applications
- To review the application questions:
  - The RFP preview lists all of the questions. Access the RFP on our Landing Page [HERE](#)

**IMPORTANT:** SlideRoom will automatically save the Applicant's work. Please try to submit before the due date, the application can stall due to high portal traffic. Applications received outside of SlideRoom or after the deadline will not be accepted.

Questions regarding technical issues with SlideRoom may be sent to [support@slideroom.com](mailto:support@slideroom.com).

# REVIEWING KEY APPLICATION QUESTIONS



# Reviewing Application

## Total of 8 sections plus 2 required attachments

### Section 1: Organization Questions

- *32 questions; Mix of multiple choice & short answer*

### Section 2: Project Data Questions

- *10 questions; Mix of multiple choice & short answer*

### **Guidance & Tips**

**Who, What, Where, of your organization(s) & the “How many” of your project**

# Reviewing Application

## Section 3: Organizational Description And Community Impact

- 4 Questions; *Narrative questions*
- *Key topics covered:*
  - a. Mission statement
  - b. Who do you serve? Describe the communities you currently provide care for, or the communities you intend to provide care for once the project is complete.
  - c. How do you serve / provide care to infants & children? How do you currently or intend to provide culturally competent, and whole-child approach to care?
  - d. Partnerships that enhance early learning services

# Reviewing Application

## Section 3: Organizational Description And Community Impact – Continued

- Application Question #2:

- *The following questions help us understand who you serve or intend to serve in your community:*
  - *These sections will inquire about community demographic, community needs assessments, culturally relevant curriculum and culturally relevant food access*
  - *Services for unhoused, or families experiencing houselessness*
  - *Supporting multi-lingual families and navigating systemic language barriers*
  - *Complex needs*
  - *Transportation access and/or support*

### **Guidance & Tips**

**Who you serve and How you provide care to children**

# Reviewing Application

## Section 4: Project Description - Scope of Work

- 2 questions; **Narrative questions**
  - Main Scope of Work: Describe your proposed project, and describe what the grant funds will cover, include any and all project details, needs, and timelines – specifically focusing on improving health and safety

### *Questions:*

- 1. Please describe how the proposed project will improve health and safety in childcare when the project is complete.*
- 2. Scope of Work: Explain in detail the work to be done and what these funds will pay for. Describe the current state of the facility and the intended result after the project is complete. If renovation, list all the components of the facility that are being renovated. If major construction, describe what construction phase and activities these funds will pay for.*

# Reviewing Application

## Section 4: Project Description - Scope of Work - Continued

### Guidance & Tips

- ❖ Intent is to help us understand **how** the funds will be used.
- ❖ **Be as detailed as possible.** Do not assume that anyone reading this application knows anything about you, your area, or the development/construction of the project as proposed
  - ❖ "Building an additional classroom" will not suffice.
- ❖ *Write in N/A or Not Applicable in the categorizes that do not pertain to your project\**

# Reviewing Application

## Section 5: Project Feasibility and Milestones

- 3 questions; **Narrative**

**If any milestone does not pertain to your project, write "N/A or Not Applicable"**

- **Question #1:** *Please provide the dates of completed project milestones, if not yet completed please provide expected timeline. Activities:*

- *Feasibility Study*
- *Market Study*
- *Knowledge of LEED, WSSP or ESDS requirements*
- *Knowledge of Prevailing Wage requirements*
- *Lease agreement executed, if you do not own the property*
- *Architectural design*
- *Permitting and zoning review*
- *Bid process for General Contractor*
- *Construction cost estimates and budget*
- *Equipment budget*
- *Site preparation (demolition or other) to break ground or begin renovations*
- *Projected renovation or major construction start date*
- *Licensure for ECEAP slots and/or completed requirements for new WCCC subsidized families.*
- *Participation in Early Achievers program*
- *Projected completion date of new construction or renovation*
- *Projected first date of operation of the early learning facility*

# Reviewing Application

## Section 5: Project Feasibility and Milestones - Continued

If any role does not pertain to your project, write "N/A or Not Applicable"

**Question #3:** *Who will be doing the work to implement grant funding and ensure project success? Describe project team member roles:*

- *Early Learning Provider: What is their role?*
- *Project Consultant: How are they supporting the project?*
- *Architect: Define their contribution to the project phase*
- *General Contractor: Define their contribution to the project phase*
- *Affordable Housing Developer, if this project is a partnership:*
- *Name other organizations or individual and their role(s) here:*
- *Name other organizations or individual and their role(s) here:*

# Reviewing Application

## Section 5: Project Feasibility and Milestones - Continued

### Guidance & Tips

- This section is designed to determine the feasibility and readiness of your project
  - If items have not been completed, describe your plan of completion
  - Options listed are including but not limited to
  - Describe your team, roles and responsibilities
- Do not assume that anyone reading this application knows anything about you, your area, or the development/construction of the project as proposed
- Write in N/A or Not Applicable in the categories that do not pertain to your project\*



# Reviewing Application

## Section 7: Funding Requests and Project Budget

- *3 questions; mix of multiple choice and short answer*

### Guidance & Tips:

- Review the amount of funding you are requesting
  - Up to \$7,610,770 is available
  - Renovation of an existing facility (\$10,000 minimum - \$220,389.00 max)
  - Major Construction of a new facility (\$10,000 minimum - \$2,550,186.00 max)

# Reviewing Application

## Section 7: Funding Requests and Project Budget - Continued

- *3 questions; mix of multiple choice and short answer*

### Guidance & Tips:

- We intend to provide up to 20 grants, meaning you may not receive your full request, this sections helps us understand your funding needs and other secured funding sources within your project
- Note: No match percentage is required for your other funding sources
- Other- To cover additional narrative descriptions, or project related activities that you would like to mention for review \*not required

# PROJECT BUDGET & ATTACHMENTS

# Project Budget & Attachments

What are the required attachments?

- Project budget – required\*
- Pictures of the project or intended project, i.e. pictures of buildings, classrooms, drawings/renderings - required\*
- Other – this is an optional attachment\*\*

Project Budget must include:

- Uses of Enterprise Health and Safety Renovation grant funds
- Other (external) committed or expected funding sources, and
- Total project costs

**[Budget Template Embedded & Located on Webpage](#)\*\***

**Example Budget**

**Enterprise Community Partners- Health and Safety Grant 2024**

<b>Applicant / Provider Name</b>	Early Learning 123 Example
<b>Project Name</b>	Child Care Expansion 2024

Please complete the budget lines below, see instructions tab for details. Budget forms should reflect the total estimated program budget for your proposed project

Item Description (items are examples, if applicable)	Estimated Cost	Enterprise Funding Request	Other Funding Source: 123 Funding	Other Funding Source: SBA Loan	Other Funding Source: Personal Capital	Other Funding Source: name the source here	Other Funding Source: name the source here	Other Funding Source: name the source here
Contractor	\$ 50,000.00	\$ 50,000.00						
Engineer	\$ 60,000.00		\$ 60,000.00					
Renovation Costs	\$ 232,000.00	\$ 220,000.00			\$ 12,000.00			
Equipment	\$ 198,000.00		\$ 48,000.00	\$ 150,000.00				
Construction Costs	\$ 25,000.00		\$ 25,000.00					
Project Management	\$ 30,000.00		\$ 30,000.00					
Soft Cost Contingency	\$ 8,000.00	\$ 8,000.00						
Hard Cost Contingency	\$ 18,989.00	\$ 18,989.00						
Other:	\$ -							
Other:	\$ -							
Other:	\$ -							
Other:	\$ -							
Other:	\$ -							
Other:	\$ -							
<b>Total Project Cost</b>	<b>\$ 621,989.00</b>	<b>\$ 296,989.00</b>	<b>\$ 163,000.00</b>	<b>\$ 150,000.00</b>	<b>\$ 12,000.00</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>
Maximum Funding for Minor Renovations:	\$ 220,000.00							
Maximum Funding for Construction:	\$ 2,550,186.00							

**Budget Narrative (Required)**

Budget Sheet will auto-calculate the “Total Project Cost”.

The “Estimated Project Cost” will auto-calculate via “Other Funding Source” and “Enterprise Funding Request”

**Example Budget**

Sources of Funds				
Applicant / Provider Name		Early Learning 123 Example		
Project Name		Child Care Expansion 2024		
<i>Please complete the Sources of Funds below * Please identify the status of your application(s) from the following choices: 1) Committed, 2) Pending (application has been submitted), or 3) Will be applied for.</i>				
Funding Source Name (Please list all)	Total Funds Requested	Status*	Timeline (if pending or future funding source)	Notes (if applicable)
<i>Enterprise State Renovation &amp; Safety Grant</i>	\$ 296,989.00		Being Applied For	
<i>Other Funding Source: 123 Funding</i>	\$ 163,000.00	Pending	Award Announcement Fall 2024	Must spend down before 2027
<i>Other Funding Source: SBA Loan</i>	\$ 150,000.00	Committed	Available Now	
<i>Other Funding Source: Personal Capital</i>	\$ 12,000.00	Committed	Available Now	
<i>Other Funding Source: name the source here</i>				
<i>Other Funding Source: name the source here</i>				
<i>Other Funding Source: name the source here</i>				
<i>Other Funding Source: name the source here</i>				
<b>Total Funds Requested or Secured</b>	<b>\$ 621,989.00</b>			

Budget Sheet will auto-calculate the “Total Funds Requested or Secured”

# COMMONLY ASKED QUESTIONS

# Commonly asked questions:

1. If awarded, how do funding disbursements work?

- Standard Disbursement - Organization pays for costs upfront, then submits for reimbursement after initial payment + receipts incurred
- Invoice Based – Organizations receive their invoices for project costs, immediately send to Enterprise for disbursement, and follow up with Enterprise providing proof of payment receipt\*

2. What is the maximum amount I can apply for?

- Maximum Funding for Minor Renovations: \$220,389.00
- Maximum Funding for Construction: \$2,550,186.00
- **There is no guarantee that you will be awarded your full/100% grant request.**

3. How long do I have to spend down the grant funds?

- Spend down funds estimated through June 1, 2026
- Negotiable: project delays may occur due to permitting wait times, supply chain issues, etc.



# Commonly asked questions:

4. Am I required to work with the Washington Early Learning Load (WELL) Fund?

- No

5. What kind of reporting will be required for grantees?

Funded projects will be required to submit reporting requirements during grant period of performance & upon completion of grant period of performance, including but not limited to:

- Total childcare slots & classrooms created;
- Community impacts
- Development progress & next steps;
- Pictures, plans or other documentation noting the progress and completion of project
- Enterprise staff conducting site visits
- Grantees will also be required to attend orientation after award announcements\*

6. Technical Assistance will be provided for awarded grantees and will be delivered throughout the grant process\*

# Commonly asked questions: Contracting

If awarded, what contracting documents will be required in order to receive funding?

- Department of Archaeology & Historic Preservation (DAHP) Review and Tribal Consultation (Also known as: “21-02”)
- Site Security Documents including deed or lease, Renters: Lease, County Assessor’s property report and Property Owners: Deed, County Assessor’s property report
- Copy of Daycare License or Equivalent
- Leadership In Environment And Energy (LEED) Certification or meet the criteria for an exemption
- Property, Liability, and Fidelity Insurance
- Prevailing Wage Compliance Certificate

Funds cannot be access until contracting is complete, please plan accordingly

# IMPORTANT DATES & TIMELINE

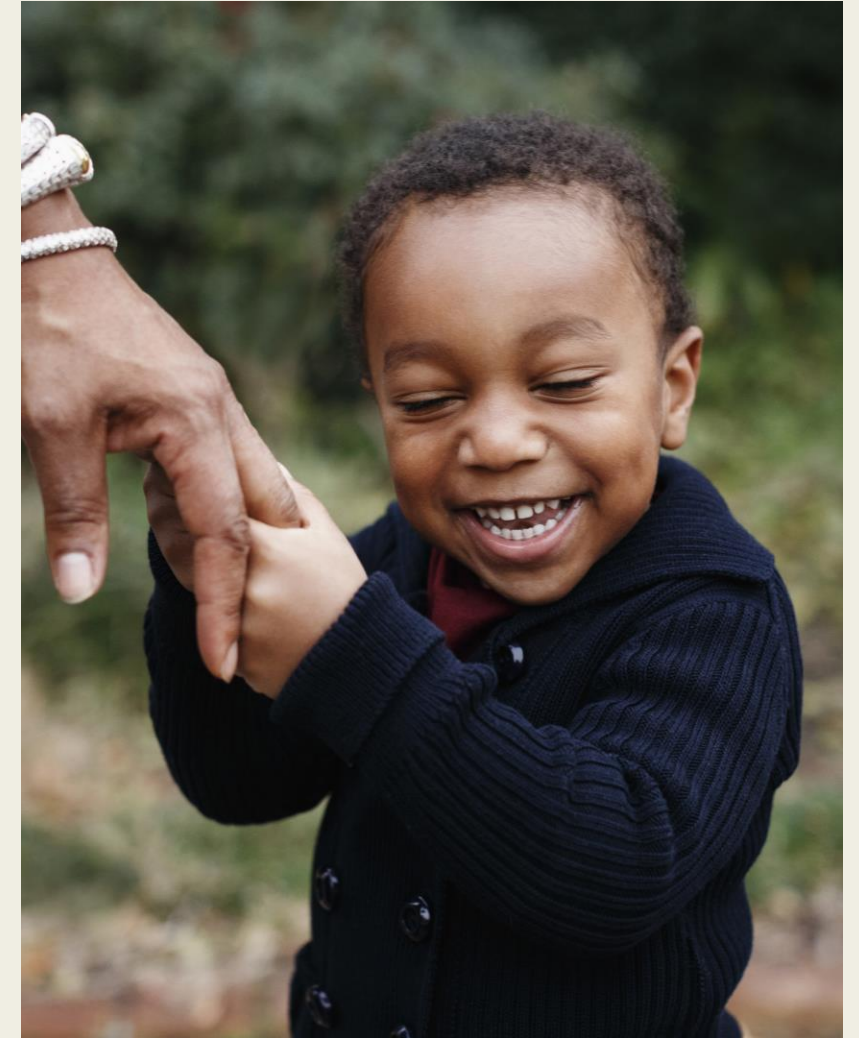
# Important Dates for Technical Assistance & Holiday

- Technical Assistance times listed below, schedule TA [by clicking this link](#)
  - Monday, July 1 from 7AM – 2PM
  - Tuesday, July 2 from 9AM – 4PM
  - Monday, July 8 from 7AM – 2PM
  - Tuesday, July 9 from 9AM-4PM
- **Email questions** about the RFP **no later than [Wednesday, July 24th, 2024, 5:00pm](#)**. This is the last day you can ask questions. Email [sdaniels@enterprisecommunity.org](mailto:sdaniels@enterprisecommunity.org)
- Applications are **due Wednesday, July 31, 2024, at 8:59PM PST, [in the SlideRoom portal](#)**.

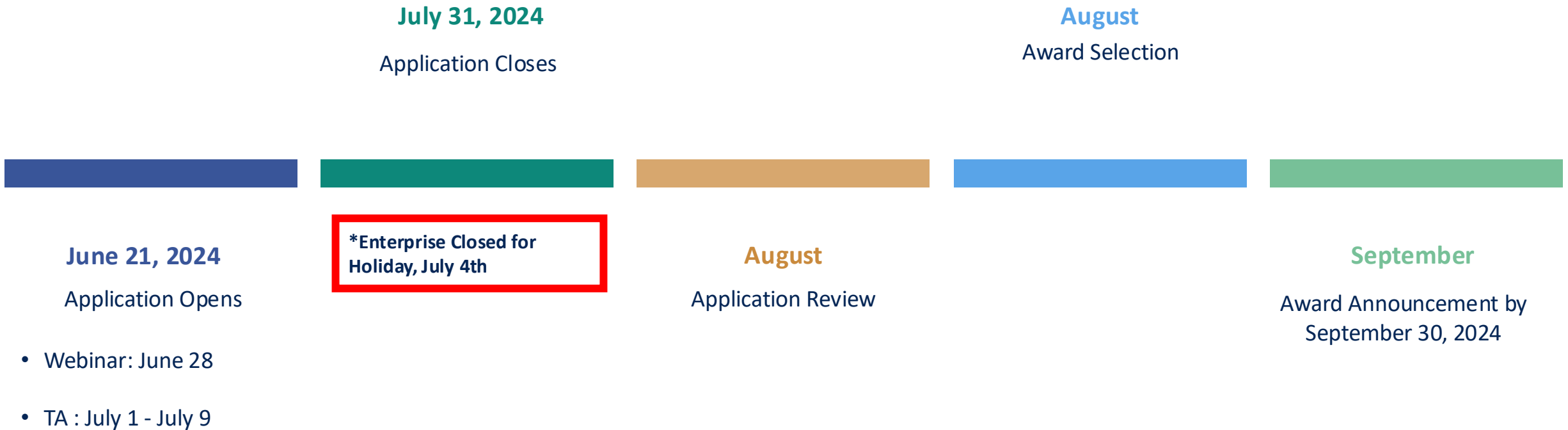
**\*Please note that our offices will be closed due to July 4<sup>th</sup>\***

# Application Review Timeline

- A team of reviewers will score applications: Enterprise, Department of Commerce, other local funders, and community advocates.
- We will not be reviewing applications prior to the application due date.
- This is not a first come first serve process.
- We will not be accepting applications after the close date.



# Application Review Estimated Timeline



# SCORING CRITERIA

# Scoring Criteria

- Applications will be reviewed by a panel which will include:
  - Enterprise Staff
  - Dep. Of Commerce Staff
  - Early Learning Facilities advocates and leaders
  - Mix of geographic understanding and perspectives
- All applications will be scored by:
  - A numerical value system
  - Panel discussions and deliberations
  - **Note: High Scores do not automatically determine awards-panel discussions and deliberations are taken into consideration as well\***



## Scoring Criteria – Continued

- The review team will score each application based on the following criteria's:
  - Serving prioritized populations (refer to Slides 11-14)
  - Scope of Work & Priority projects (refer to Slides 18-19 & Slides 28-29)
  - Services that have culturally competent care
  - Community impact & serving high needs geographic area
  - Project feasibility & Organization's operational capacity
  - Project budget
- Applications will be assessed via scoring and panel deliberations

# ENTERPRISE PROGRAM UPDATES

# Enterprise Programming Updates:

- Washington Early Learning Loan (WELL) Fund
  - Grant Funding & Financing options with our partner lenders-WCRA & Craft3
  - Ongoing TA and project Supports for projects in our pipeline
  
- Next Funding Opportunity
  - Fall 2024 PSTAA Funding Round #3 for King County Projects

# Enterprise Program Updates

Emerging Provider Cohorts: Launched Spring 2024

- 2 Cohorts: King County & Snohomish Count!
- Existing family childcare providers who are planning on opening their first center based facility in King County & Snohomish County
- Organizations opening their first early learning center

Participants will receive a series of trainings:

- Project development and real estate development
- Financial development support
- Intentional supports to become grant applicant ready
- Leveraging funding opportunities

**If interested in joining cohorts, please complete the survey! There is still space!**

Emerging Provider Cohort Survey  
of Interest



<https://forms.office.com/r/fnXWrXHiVk>

# Last Key Reminders - Continued

- All Webinar attendees will receive:
  - A copy of slideshow
  - Webinar recording will also be available

**All application resources & materials can be found on our webpage**

<https://www.enterprisecommunity.org/news/enterprise-initiates-request-proposals-rfp-increase-health-and-safety-measures-early-learning>

## Enterprise Initiates Request for Proposals (RFP) to Increase Health and Safety Measures in Early Learning Facilities

By Enterprise Community Partners

JUNE 21, 2024

SHARE  



About Impact Areas Capabilities Connect

HOME NEWS LOGIN

aimed at increasing health and safety measures in early learning facilities across Washington State by providing renovation and construction grants to home and center-based early learning providers and organizations.

Funding is available to support the construction of new childcare facilities or the renovation of existing childcare facilities. All projects must be located within Washington State and capital projects must address health and safety measures within facilities.

### Important Dates

- Informational Webinar: Friday, June 28, 2024, at 12 PM - 1:30PM PT- [Register for the webinar](#)
- Proposals Due: July 31st, 2024, at 8:59 PM PT
- Award Notification: estimated by September 30th, 2024
- Period of Performance: estimated through June 1, 2026

### How to Apply

- [Review the RFP document](#) and [Budget Template](#)
- [Submit proposal](#) via SlideRoom

IMPORTANT: SlideRoom will automatically save the Applicant's work. That means that even if the Applicant loses internet connection or has computer problems, the work will still be saved. Applicants can also log in and out as many times as they need to complete their application. However, once an Applicant submits their proposal, they cannot go back to make any edits. Applications received outside of SlideRoom or after the deadline will not be accepted. Questions regarding technical issues with SlideRoom may be sent to [support@slideroom.com](mailto:support@slideroom.com)

- Inquiries concerning this RFP should be directed to Savannah Daniels, Program Officer at [sdaniels@enterprisecommunity.org](mailto:sdaniels@enterprisecommunity.org), no later than Wednesday, July 24th, 2024. Technical Assistance hours will be held on the following dates via ZOOM:

- [Book time with Savannah](#) Enterprise State Grant Technical Assistance Q&A
  - Monday, July 1 from 7AM - 2PM PT
  - Tuesday, July 2 from 9AM - 4PM PT
  - Monday, July 8 from 7AM - 2PM PT
  - Tuesday, July 9 from 9AM - 4PM PT

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# Q & A TIME

# Thank You!

Email us with  
questions at:

Savannah Daniels

[sdaniels@enterprisecommunity.org](mailto:sdaniels@enterprisecommunity.org)

