

Dear Early Discoveries Families,

We completed our annual review of tuition rates for Early Discoveries. For the 2020-2021 school year beginning September 1, 2020, we are holding rates flat, as shown in the attached tuition rate sheet. This is the fourth year in a row we have held rates, with an overall 5-year rate increase of only 0.4%, all while maintaining a world class facility with continued enhanced programming.

2019-2020 Highlights

- New Enhanced Protocols and lower ratios during worldwide pandemic, with associated costs fully covered by Abbott and AbbVie
- New on-line enrichments during worldwide pandemic
- New sign language materials and resources for the infant program
- New children's books center wide
- Expanded curriculum in all classrooms, including enhanced materials and supplies
- Enhanced music appreciation curriculum
- Updated STEAM areas on all playgrounds
- New equipment for Infant, Toddler East, and Toddler West playgrounds
- New equipment and art stations in toddler classrooms

How Are Rates Determined?

- Rates are typically set at market average. Market average is determined annually by surveying over 20 childcare centers in the surrounding communities with capacities greater than 100 children. Both NAEYC-accredited/non-accredited and corporate-sponsored/non-corporate-sponsored centers are included in the survey, allowing us to use a wide range of rates in determining market average.
- The purpose of the market survey is to maximize affordability for families while remaining competitive in the local market. Tuition rates are not connected to employee salary increases because rates are determined by the local market and the costs needed to operate the center. Both the process to establish annual tuition rates and the final rates are reviewed and approved by Abbott and AbbVie. ***Past and current tuition rates are not a guarantee of future tuition rates.***
- In addition to supporting faculty salaries, benefits and training, rates include:
 - Care at a NAEYC-accredited center, a quality indicator only 10% of all childcare centers achieve.
 - Up to 12 hours of care -- there are no additional fees for extended hours.
 - Two breakfasts, lunch, and snack daily (some centers charge extra for breakfast).
 - All curriculum - some centers charge additional fees for special classroom projects – provided in a state-of-the-art facility, including Kindergarten Prep and STEM activities.
 - Program enrichments such as music/creative movement (all age groups), daily computer activities (preschool and K Prep), fitness, sports, yoga (all age groups)

- No annual re-registration fees, supply fees, activity fees, or enrichment fees at Early Discoveries. In many centers on our market survey, it is customary to charge parents these types of fees in addition to their monthly tuition. Abbott and AbbVie also contribute to many center costs parents normally pay for at other centers.

Your Action Required: Next Steps

Account Management

The [Family Information Center](#) is a secure web destination where parents and guardians can:

- Update family information
- Access account balance
- Print statements
- Manage online payments
 - Sign up to pay tuition through convenient, recurring ACH payments
 - The primary payer on your account can sign up for this service. You may confirm the primary payer information with a member of the leadership team.

Enrollment Forms

By September 14, 2020, please review and sign on-line these two required forms:

[Enrollment Agreement](#)
[Informed Consent](#)

With Abbott and AbbVie's assistance, we are pleased to continue providing you the highest quality care and programming, while maintaining tuition rates at market average. If you have any questions about the programs or rates at Early Discoveries, please contact us directly.

Lynnette Hayes-Thomsen – Center Director

Debbie Moore – Executive Director