



Continuous Quality Improvement With Maryland EXCELS

Maryland State Department of Education

Presented By | Division of Early Childhood/Office of Child Care

8.17.2023

Presentation Outline

1. Overview of Maryland EXCELS
2. FY24 Bonus Amounts and Eligibility
3. Increasing Your Program's Quality Rating
4. Changes to Licensing Standards
5. Contact Information



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Overview of Maryland EXCELS

An overview of our Quality Rating and Improvement System.

What is Maryland EXCELS?

Maryland's Quality Rating and Improvement System

Our team provides support to child care and public school programs as they grow and increase their quality.

Support includes:

- User-friendly Standards and online system providing a roadmap for improvement
- Guidance from experienced Quality Assurance Specialists
- Financial incentives like Child Care Scholarship reimbursement, bonuses, and EXCELS payments
- Vendor discounts and Accreditation Support Funds to help programs purchase new materials

Benefits



EXCELS Payments

Programs must participate in Maryland EXCELS to accept Child Care Scholarships.

EXCELS payments are made to providers who accept a [Child Care Scholarship](#) and have a Maryland EXCELS published Quality Rating of level 3, 4, or 5.

EXCELS Payments	Quality Rating		
	QR 3	QR 4	QR 5
Family child care			
Under 2 years of age	11%	22%	29%
2 years of age and over	10%	21%	28%
Child care center			
Under 2 years of age	22%	37%	44%
2 years of age and over	10%	19%	26%

Ready to begin?

Apply to participate at

<https://tinyurl.com/startexcels>





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FY24 Bonus Amounts and Eligibility

FY24 Bonuses are better than ever!

EXCELS Bonus Eligibility

Currently, programs receive a bonus for the following:

- Publishing a rating for the first time
- Re-publishing a Quality Rating 5

Additional eligibility for FY24:

- Re-publishing a Quality Rating 4.
- Family child care programs published at a Quality Rating 3 and pursuing accreditation may access the Accreditation Support Fund to cover fees of up to \$1,500.
- Family child care programs may also apply for a Program Improvement Grant of up to \$4,000. Grant funding would assist with these things:
 - Curriculum development
 - Instructional materials
 - Infant-toddler improvements
 - Indoor and outdoor equipment

FY 23 vs. FY 24: Centers

Quality Rating	Child Care Center Capacity 1-50			Child Care Center Capacity 51-100			Child Care Center Capacity 101+		
	COMAR	FY23	FY24	COMAR	FY23	FY24	COMAR	FY23	FY24
1	\$50	\$150	\$1,000	\$100	\$300	\$1,000	\$150	\$450	\$1,000
2	\$250	\$750	\$2,000	\$500	\$1,500	\$2,500	\$750	\$2,250	\$3,000
3	\$400	\$1,200	\$3,000	\$800	\$2,400	\$3,500	\$1,200	\$3,600	\$4,000
4	\$1,000	\$3,000	\$4,000	\$2,000	\$6,000	\$6,000	\$3,000	\$9,000	\$9,000
5	\$1,500	\$4,500	\$4,500	\$3,000	\$9,000	\$9,000	\$4,500	\$13,500	\$13,500

- Bonuses for Quality Rating 1 programs begin at \$1,000
- Capacity has less impact on bonus amounts for Quality Ratings 1-3

FY 23 vs. FY 24: Family Child Care

Quality Rating	Family Child Care			Large Family Home		
	COMAR	FY23	FY24	COMAR	FY23	FY24
1	\$50	\$150	\$1,000	\$50	\$150	\$1,000
2	\$150	\$450	\$1,800	\$200	\$600	\$2,000
3	\$300	\$900	\$2,800	\$400	\$1,200	\$3,000
4	\$500	\$1,500	\$3,800	\$800	\$2,400	\$4,000
5	\$800	\$2,400	\$4,300	\$1,000	\$3,000	\$4,500

- Bonuses for Quality Rating 1 programs begin at \$1,000
- Capacity has less impact on bonus amounts for all quality ratings

FY24 Side-by-side Comparison

Quality Rating	Family Child Care	Large Family Child Care Homes
1	\$1,000	\$1,000
2	\$1,800	\$2,000
3	\$2,800	\$3,000
4	\$3,800	\$4,000
5	\$4,300	\$4,500

Quality Rating	Child Care Center Capacity 1-50	Child Care Center Capacity 51-100	Child Care Center Capacity 101+
1	\$1,000	\$1,000	\$1,000
2	\$2,000	\$2,500	\$3,000
3	\$3,000	\$3,500	\$4,000
4	\$4,000	\$6,000	\$9,000
5	\$4,500	\$9,000	\$13,500

- Similar amounts for Family Child Care, Large Family Child Care Homes, and Child Care Centers with a capacity of 1-50.



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Increasing Your Program's Quality Rating

Training, resources, and support are always available to assist you.

Increasing Quality Ratings

Ready to increase
your quality rating?
We're here to help!



Maryland EXCELS Account Checklist

Find your personalized checklist of next steps and required documentation in your Maryland EXCELS account.

Don't forget to check back every 30 days to review new feedback.

3/3/22, 3:08 PM Maryland EXCELS Program

Maryland EXCELS Rating Checklist for Level 2

Provider Name:
License: 123456

Program Ratings

Published rating: Level 1 (✓✓✓✓✓)
Draft rating: Level 1 (✓✓✓✓✓)
Next level: Level 2 (✓✓✓✓✓)

Checklist items

This checklist is each piece of evidence required for the next highest rating: Level 2 (✓✓✓✓✓)
This list generated at March 3, 2022 3:07 PM

Content Area: Staff Qualifications and Professional Development (STF)

Current Content Area Rating Level:
Level 1 (✓✓✓✓✓)

STF 1: Education / Experience
Documentation required: Current Maryland Child Care Credential certificate(s) or letter or equivalent training (levels 2 and 3, only)

Content Area: Accreditation and Rating Scales (ACR)

Current Content Area Rating Level:
Level 1 (✓✓✓✓✓)

ACR 1: Accreditation
Documentation required: Accreditation Reflection and Planning form; Accreditation Interview Verification form; Documentation from accrediting organization showing Validation Visit has been requested; Letter or certificate of accreditation award; Documentation from accrediting organization that annual or other required report has been received

Content Area: Developmentally Appropriate Learning and Practice (DAP)

Current Content Area Rating Level:
Level 1 (✓✓✓✓✓)

DAP 1: Environment
Documentation required: Daily schedule; Philosophy statement

DAP 2: Learning Materials
Documentation required: Statement describing selection and use of learning materials

DAP 3: Positive Guidance
Documentation required: Positive behavioral practices policy (discipline policy) shared with families and/or staff

DAP 4: Planning
Documentation required: Statement describing lesson planning process (SAO)

DAP 5: Implementation
Documentation required: Daily schedule; Recent weekly or daily lesson plan (SAO)

DAP 6: Screen Time
Documentation required: Screen time policy shared with families and/or staff (SAO)

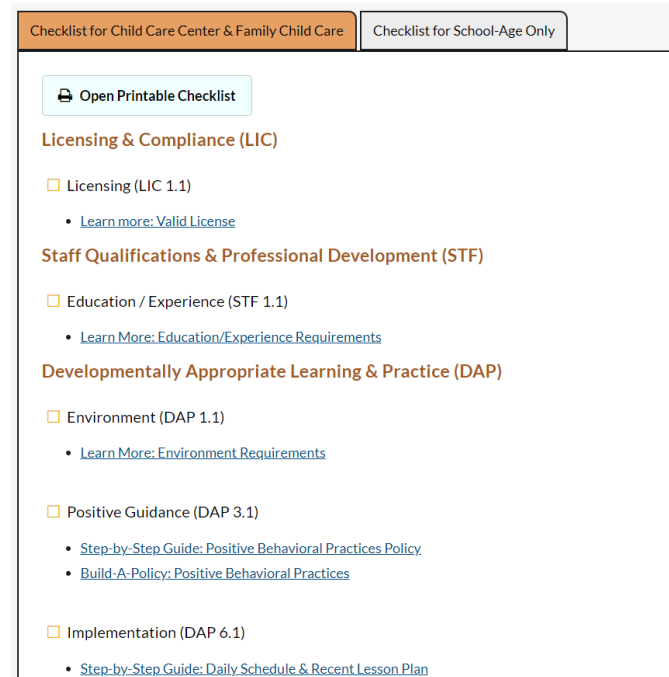
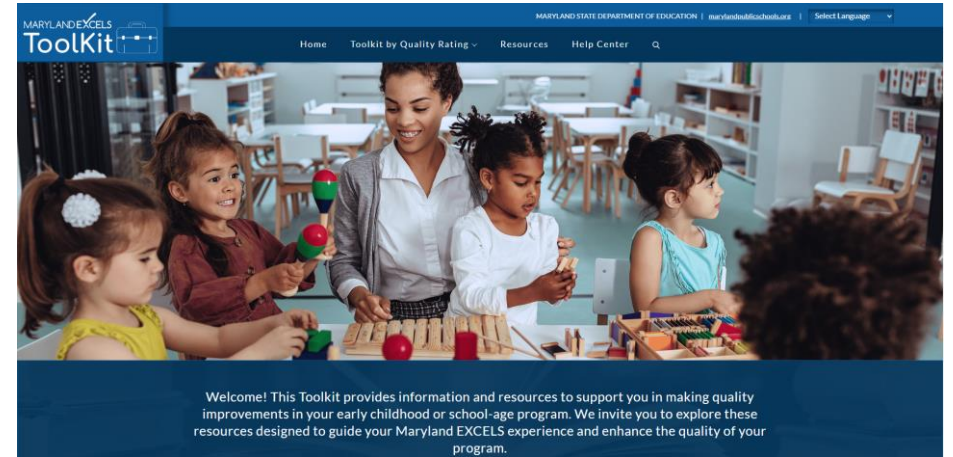
https://excels.marylandexcels.org/Program#/program/2191/nubric/checklist 1/2

Maryland EXCELS Toolkit

Find resources, samples, and prompts to help you write new documentation.

Help is available for every standard and checklists are available for every quality rating.

<https://marylandexcelstoolkit.org/>



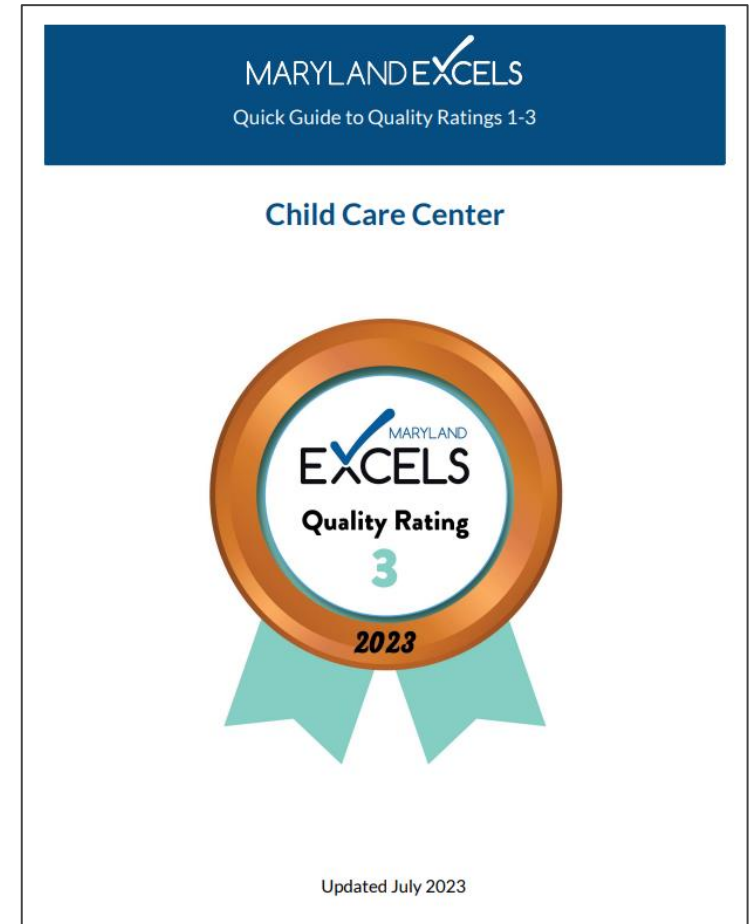
The image shows a screenshot of the checklist interface on the Maryland EXCELS Toolkit website. At the top, there are two tabs: 'Checklist for Child Care Center & Family Child Care' (which is selected) and 'Checklist for School-Age Only'. Below the tabs is a button labeled 'Open Printable Checklist'. The main content area lists several categories, each with a checkbox and a link to learn more:

- Licensing & Compliance (LIC)**
 - Licensing (LIC 1.1)
 - [Learn more: Valid License](#)
- Staff Qualifications & Professional Development (STF)**
 - Education / Experience (STF 1.1)
 - [Learn More: Education/Experience Requirements](#)
- Developmentally Appropriate Learning & Practice (DAP)**
 - Environment (DAP 1.1)
 - [Learn More: Environment Requirements](#)
 - Positive Guidance (DAP 3.1)
 - [Step-by-Step Guide: Positive Behavioral Practices Policy](#)
 - [Build-A-Policy: Positive Behavioral Practices](#)
 - Implementation (DAP 6.1)
 - [Step-by-Step Guide: Daily Schedule & Recent Lesson Plan](#)

Maryland EXCELS Quick Guides

Quick Guides for Quality Ratings 1-3 do the following:

- Provide a single resource with a checklist of documentation required for all three ratings
- Guide your writing and submission process with notes about how to meet requirements
- Save vital contacts for your program in one convenient place



Quality Assurance Specialists

Contact your regional Quality Assurance Specialist to learn more about available training and support.

- Free Maryland EXCELS trainings
- Work groups and cohorts
- One-on-one assistance

<https://tinyurl.com/excels-support>

MARYLAND EXCELS
Quality Assurance Specialists
Contact Information

Contact a Quality Assurance Specialist for assistance with increasing your quality rating and to learn more about available training, work groups, and resources.

Name	County/Region	Email	Phone
Lisa B.J. Smith	Baltimore County	lisa.smith1@maryland.gov	(410) 583-6213
Ashley Hensley	Baltimore County	ashley.hensley@maryland.gov	(410) 583-6215
Patty Aburn	Baltimore City	patricia.aburn@maryland.gov	(667) 354-5190
Audrey Cupe Green	Baltimore City	audreyc.green@maryland.gov	(667) 354-5191
Rosemary Lober	Cecil & Harford	rosemary.lober@maryland.gov	(410) 569-2897 ext. 302
Monique Dawkins	Carroll & Howard	monique.dawkins@maryland.gov	(410) 750-9034
Yvonne F. Bell	Montgomery	yvonne.bell@maryland.gov	(240) 314-1422
Petrea Hicks	Allegany, Frederick, Garrett & Washington	petrea.hicks@maryland.gov	(301) 696-9766 ext. 8
Mary Beth Johnson	The Eastern Shore	maryb.johnson@maryland.gov	(410) 819-5801 ext. 108
Thea Quible	Anne Arundel, Calvert, Charles, St. Mary's	theadora.quible@maryland.gov	(410) 573-9523
Urceal Cook	Prince George's	urceal.cook@maryland.gov	(443) 837-5778
Vickie DiSanto Quality Assurance Coordinator	Baltimore County, Cecil, Harford, the Eastern Shore	vickie.disanto@maryland.gov	(240) 314-1408
Meghan Leach-Gwynn Quality Assurance Coordinator	Baltimore City, Carroll, Frederick, Howard, Allegany, Frederick, Garrett & Washington	meghan.leach@maryland.gov	(410) 549-6494
L'Ornya Bowie Quality Assurance Coordinator	Anne Arundel, Montgomery, Prince George's, Calvert, Charles, St. Mary's	lornya.bowie@maryland.gov	(240) 314-1426

For additional information, visit marylandexcels.org.

7.18.2023

Tutorials

An extensive library of tutorials is here to help you navigate the Maryland EXCELS system.

<https://tinyurl.com/mdexcels-tutorials>

Maryland EXCELS Tutorials for Child Care Programs

Getting Started with Maryland EXCELS

- [Applying to Participate in Maryland EXCELS](#)
- [Adding or Editing a "Doing Business As" Name](#)
- [Resetting Your Password](#)
- [Using the Maryland EXCELS Message Center](#)
- [Adding Users to Your Program Online Profile](#)
- [Removing Users From Your Program Online Profile](#)
- [Changing the Lead Contact in Your Program Online Profile](#)
- [Editing a Phone Number in Your Program Online Profile](#)
- [Adding or Editing a Website Address in Your Program Online Profile](#)
- [Adding or Editing Program Enrollment Information](#)

Maryland EXCELS Standards and Content Areas

- [Viewing the Maryland EXCELS Requirements From Within a Subcategory](#)
- [Uploading Documentation and Submitting a Comment](#)
- [Accessing Your Maryland EXCELS Printable Checklist](#)
- [Satisfying Requirements for Staffing and Professional Development \(STF\) Content Area](#)
- [Uploading Accreditation Certificates](#)
- [Uploading Additional Achievements](#)

Publishing and Republishing your Maryland EXCELS Quality Rating

- [Publishing and Republishing a Quality Rating](#)



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Changes to Licensing Standards

Responsive standards that support quality improvement.

Standards and Subcategory Areas for Licensed Programs

Standard	Current Number of Subcategories	Recommended Subcategory Changes
License and Compliance	3	3
Staff Qualifications and Professional Development	1	1
Accreditation, Program Assessment, and Programs Improvement Planning	3	3
Developmentally Appropriate Learning and Practice	9	6
Administrative Policies and Practices	15	10
Total subcategories: 31		Total subcategory changes: 23

Licensing and Compliance: Compliance

Current Standard	Recommended Standard Revision
LIC 2.1 No Requirement	LIC 2.1 No Requirement
LIC 2.2-2.5 Substantial Compliance with Child Care Regulations	<p>LIC 2.2-2.5 Program has substantial compliance with Code of Maryland Regulations (COMAR) for child care. Substantial compliance means no more than one inspection date in the previous 12 months with findings of non-compliance in Injurious Treatment; Child Protection; Supervision; or Capacity, Group Size and Staffing. The addition of the definition will provide clear expectations to participating programs.</p>

Licensing and Compliance: Licensing

Current Standard	Recommended Standard Revision
LIC 1.1 Licensed, open and operating.	LIC 1.1 Program is licensed, open, and operating.
LIC 1.2 Licensed, open and operating for at least six months.	LIC 1.2 Program is licensed, open, and operating and not in conditional status. Removing the 6-month requirement will allow quality programs to publish at higher ratings and receive Maryland EXCELS bonuses and EXCELS payments sooner.
LIC 1.3-1.5 Fully licensed and not in provisional and/or conditional status.	LIC 1.3-1.5 Program is licensed, open, and operating and not in conditional status. Provides programs with additional time to meet applicable requirements for initial and continuing full applications.

Licensing and Compliance: Enforcement

Current Standard	Recommended Standard Revision
LIC 3.1 No Requirement	LIC 3.1 No Requirement
LIC 3.2-3.5 No enforcement actions pending.	LIC 3.2-3.5 Program has no license enforcement actions pending. Enforcement actions pending means a program is under a Sanction, Emergency Suspension, Suspension, or Revocation action where all appeals have not been exhausted. The addition of the definition will provide clear expectations to participating programs.



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Contact Information

Our team is here to support you.

Contact Us

Jena Smith
Branch Chief, Maryland EXCELS

Jena.smith@maryland.gov

(410) 767-0580



Watch for Updates

For stories on our community impact and updates on new initiatives, follow us on social media!

@MarylandEXCELS

Check your email for news.





Questions?