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| **Francine Marie Zodda** Francinemaze1030@gmail.com847.791.5217 |  |
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**PROFESSIONAL SUMMARY**

**Strategic operations executive with 20+ years of leadership experience in scaling and managing early childhood education centers as a women owned business entrepreneur. Proven track record of building successful businesses from ground up, implementing efficient operational systems, and driving sustainable growth. Expert in regulatory compliance, financial management, and strategic planning, culminating in successful business acquisition in 2022.**

**PROFESSIONAL EXPERIENCE Chief Executive Officer / Director-Owner Operator**

 **A Child's Place Early Learning Centers - McHenry, Volo, Lindenhurst, Antioch IL**

**April 2005 - June 2022**

**Strategic Leadership & Business Development**

* **Founded and scaled multiple DCFS-licensed early learning centers, serving thousands of families across Lake and McHenry counties**
* **Developed and executed strategic growth plans, resulting in successful business acquisition by industry leaders**
* **Built high-performing management teams and implemented succession planning strategies**
* **Led marketing initiatives across multiple platforms, driving consistent enrollment growth**

**Operational Excellence**

* **Streamlined business operations and created standardized procedures across multiple locations**
* **Implemented quality assurance programs, achieving Excellerate Credentials for all licensed programs**
* **Managed complex regulatory compliance for Health Dept, DCFS, CACFP, and CCAP programs**
* **Secured and administered multiple grants including Covid Relief funding**

**Financial Management**

* **Directed all financial operations including budgeting, accounts payable/receivable, and financial reporting**
* **Developed annual budgets and monitored financial performance metrics**
* **Managed payroll and benefits administration for full staff complement**

**Stakeholder Relations**

* **Built strategic partnerships with state agencies, elected officials, and community leaders**
* **Maintained strong relationships with local school districts and education partners**
* **Led executive team meetings and coordinated cross-functional initiatives**
* **Advocated for early childhood education improvements through government relations**

**Earlier Career Experience:**

* **Long Term Substitute Teacher, SEDOL of Lake County (2001-2002)**
* **Early Education Teacher, First Step Nursery (2001)**
* **Special Education Teacher's Assistant, Round Lake High School**

**Education**

***Bachelor of Science Northern Illinois University - DeKalb, IL***

***Administration & Leadership in ECE Business Certificate – College of Lake County – Grayslake IL (Anticipated completion date of 12.25)***

***ECE Associates Degree – College of Lake County – Grayslake Il (possible anticipated graduate date of 12.25)***