



It's a Numbers Game: helpful strategies for increasing the number of Agricultural workers in your clinic with a Board member's perspective.



Salud's History

1969

- A large migrant camp in Fort Lupton, CO closed by the Colorado Department of Health due to severe environmental risks. Housing displacement, coupled with a time of social unrest in north central Colorado compounded an already urgent need for health care for the farmworker population which led to a proposal to establish a migrant health program in Weld County.

Salud's History

1970

- Plan de Salud del Valle, commonly referred to as Salud, opened for business on July 1, 1970, in a small apartment in Fort Lupton. A former onion warehouse across the street was later purchased and converted into a small medical and dental facility and would be Salud's home for over a decade.

Salud's History

1979

- With the agreement of the Public Health Service and the State Health Department, Salud took over the operation of a migrant health program in Longmont, providing direct services to a sizeable farmworker population in eastern Boulder county.
- Salud also acquired its first mobile unit. Known affectionately as “the Bus” the mobile unit delivers health care services to many farmworker camps in Salud's growing service area.

Mission

- **Salud operates thirteen community health clinics and a mobile unit.** Salud serves all community members with the low-income, medically underserved population and migrant and seasonal farmworker population as the priority clientele.
- **Since our beginning in 1970,** Salud maintains a firm commitment “to provide a quality, integrated health care home to the communities we serve”.
- Salud does not turn patients away based on a patient’s finances, insurance coverage, or ability to pay.

Salud Clinic Locations

- Brighton
- Brighton Women's Health Center
- Commerce City
- Community Reach Center Salud
- Estes Park
- Fort Lupton
- Fort Collins
- Fort Collins West
- Fort Morgan
- Frederick
- Longmont
- Mobile Unit
- Trinidad
- Sterling

The Old Days





MSAW Reporting

Extensive onboard training for new staff

- We use the following questions:
 1. At any time in the past 2 years, have you or anyone in your family had a job working with or transporting plants, trees or farm animals? (if yes move on to question 2)
 2. To do that work, have you had to establish a temporary home? (if no mark as seasonal, if yes mark as migrant)
 3. At any time did you or anyone in your family retire or become disabled from a job working with or transporting plants, trees or farm animals?



 **Salud**
Family Health Centers

...your healthcare home

Su clinica familiar

Fort Lupton, Colorado

 **Salud**
Family Health Centers

healthcare home Su clinica familiar

MSAW Reporting

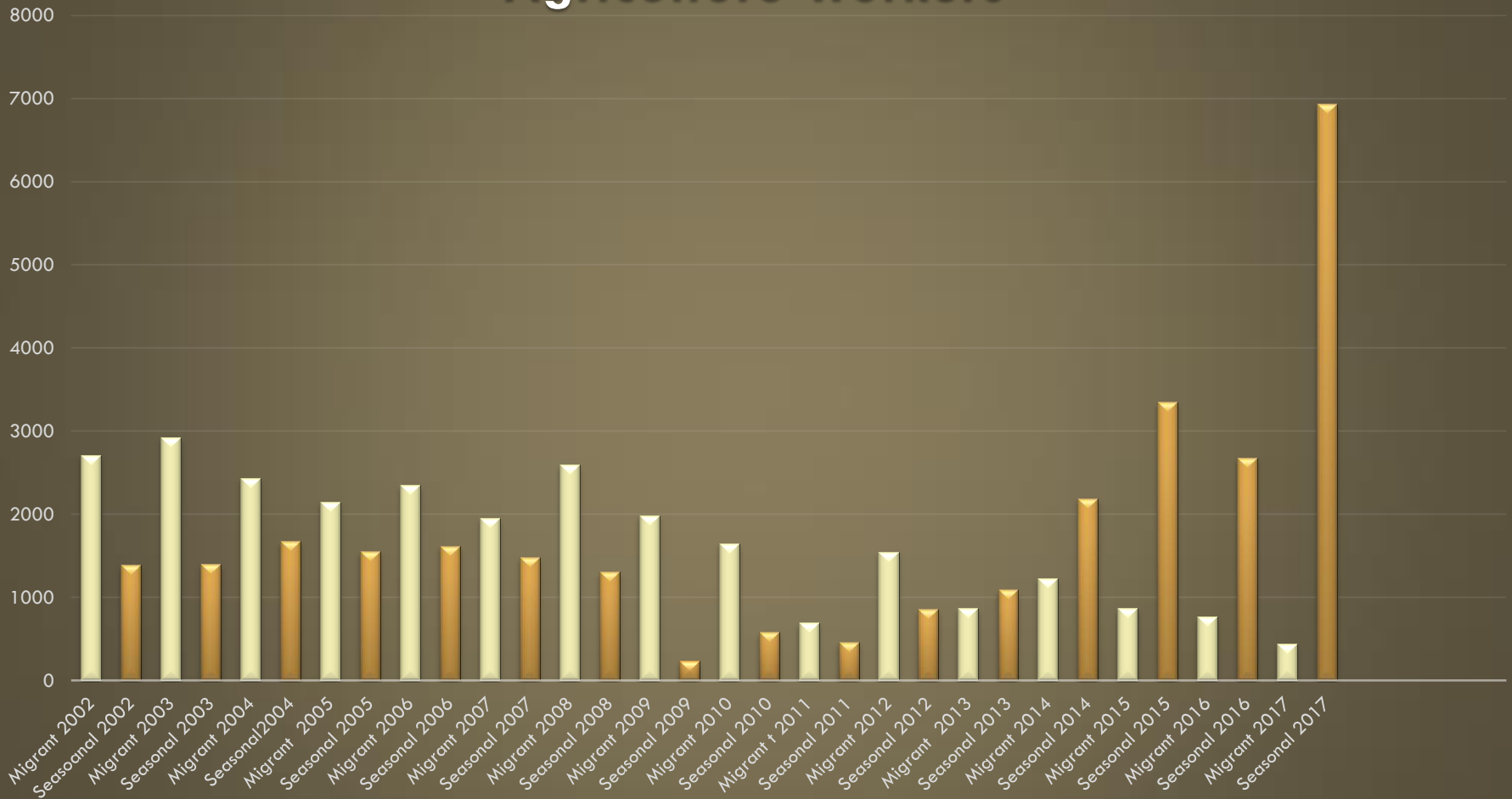
- New hire orientation
- Board member buy in
- Attending “All Staff” meetings in each clinic

Growth

- 2013: 1,954 served
- 2014: 3,420 served
- 2015: 4,217 served
- 2016: 3,447 served
- 2017: over 7,000 served

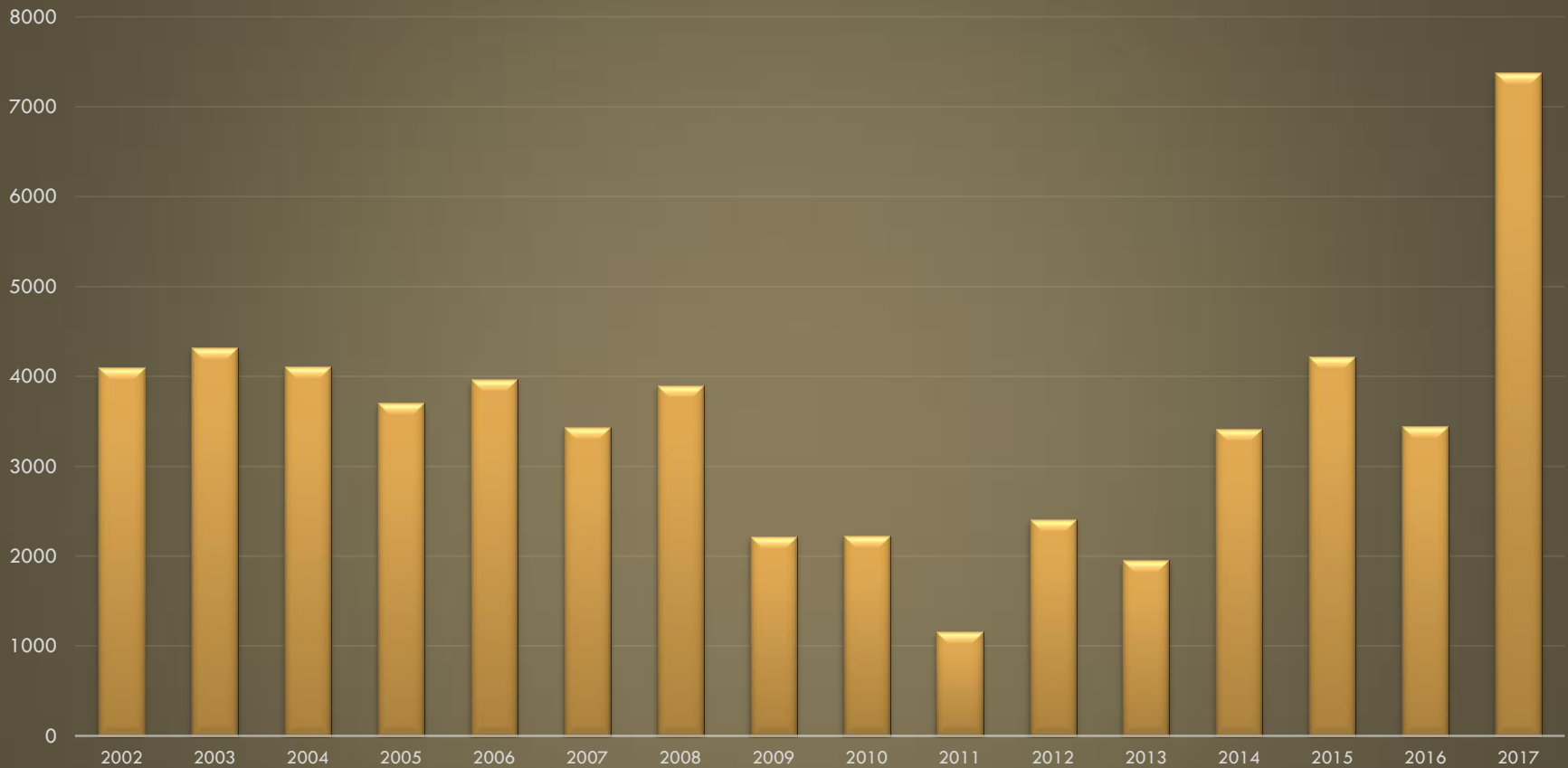
Growth

Agriculture Workers



Growth

Total Agriculture Workers by Year



Changes in Population

- Total Colorado Population in 2016: 5,029,196
- Persons of Hispanic or Latino origin: 1,038,687
- The Hispanic population is **20.65%** of Colorado's population

**One of the Fastest Growing Minority Groups
in Colorado**



Types of Immigrants

- Undocumented
 - ▣ With Travel Visa
 - ▣ Without Travel Visa
- Documented
 - ▣ Student Visa
 - ▣ Work Visa (Guest worker)
 - ▣ Permanent Resident (Green card)
 - ▣ Naturalized Citizen

Future Steps

- Adapt to the changes in the farming industry
- Continuing to look for new places
 - A) depending on local Ag workers
 - B) take part in coalitions that work with the Agricultural workers and their families
 - 1) Ag workers, Families and Children Collaboration (statewide)
 - 2) Colorado Migrant and Rural Coalition (local)
- Active outreach- going door to door to perspective locations offering our services.
- Continue to reinforce our relationship with the farmers



Board member

Jess Tijerinas Background

- At age 10 worked in the fields
- 1977 became labor contractor
- Started as a board member in 1980
- Has been on the National Advisory Council for Migrant Health twice
- *Jess' story*

Board member

- Important tips for others:
 - ▣ Mobile unit
 - ▣ Continuing training for front desk staff
 - ▣ Reminding the workers of the importance of good health and where to go
 - ▣ Having a champion in your organization
 - ▣ Older board members mentoring the new board members
 - ▣ Clinics can reference icert.doleta.gov for information on the H2A workers in their area

Questions?