

A Guide for Establishing Collaborative Relationships

The [National Center for Farmworker Health](#), [Health Outreach Partners](#), and [Farmworker Justice](#) developed this tool as a result of a joint learning collaborative, Social Determinants of Health (SDOH) Community Partnerships, that focused on exploring and developing effective strategies for establishing community partnerships that address SDOH. This guide incorporates information and resources gathered from this learning collaborative and will walk you through the process of identifying and developing community relationships that will help increase access to care for Migratory and Seasonal Agricultural Workers (MSAWs) by addressing SDOH that impact this vulnerable population.

Collaborative Relationships

Collaborative relationships provide the opportunity for organizations to work together towards a common goal or purpose. Each organization brings its unique expertise, knowledge, and resources to complement one another and provide comprehensive support to their communities. Collaboration increases access to services for priority populations like MSAWs, improves the ability to coordinate the sharing and utilization of resources, and allows for a more integrated approach to identifying and tackling SDOH barriers.

Step 1- Analyzing Existing Collaborative Relationships

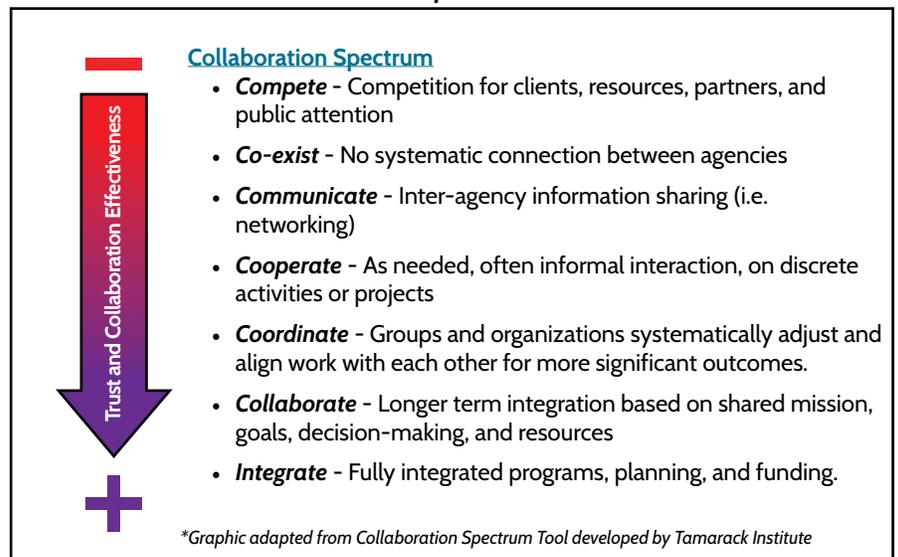
Collaborative relationships are very diverse, and their nature depends on the needs and goals of each organization. As the needs of the community evolve and new challenges arise, it is important to analyze and evaluate the strengths and challenges of your existing collaborators. This process allows you to identify collaboration gaps and any new organizations or services that may help accomplish your organizational goals.

According to the [Collaboration Spectrum Tool](#) from Tamarack Institute (graphic 1), collaborative relationships can range from competing, co-existing, communicating, cooperating, coordinating, collaborating, and integrating. As these relationships advance (i.e., from co-existing to being fully integrated), the collaboration's trust and effectiveness also improves.

Answer the following questions to help you analyze your existing collaborative relationships. Does your collaboration:

- Reflect the diversity of your target population?
- Represent the community sectors of interest?
- Bring unique expertise, resources, and perspectives to advance your goals?
- Benefit from the work your organization does?
- Fall on a positive side of the collaboration spectrum (refer to graphic 1)?

Graphic 1



Step 2- Identifying Potential Collaborative Relationships

Step one focused on doing an inventory of your current collaborations. This next step will provide you with a tool to better understand your community and to identify new potential partners.

Asset mapping serves to identify and document a community's existing resources, services, and key partners. Mapping these assets can help build new connections within your service area, highlight SDOH barriers, and develop a reference tool to address these barriers. This process is an essential step in building collaborative relationships. It will help you understand the services and organizations available in your community and identify those that may support the accomplishment of your overarching goals.

The [Community Asset Mapping Guide](#), developed by the National Center for Farmworker Health, assists health centers and organizations in assessing and identifying community partners to provide resources to address elements of SDOH. This tool offers proactive approaches to understanding community assets, templates to assist in organizing community resources, and the steps to create a visual map in your service area(s).

Step 3- Learning More About Potential Partners

Step two provided a tool to help you identify new potential collaborators. Step three provides a template to help you gain a better understanding of which organizations can align with your goals to serve special and vulnerable populations, including MSAWs.

Collaborative partners contribute unique skills, perspectives, expertise, and resources. They must share a common vision and collectively take action to see positive changes within their communities. Understanding the type of organization, the populations they serve, and the services and resources they provide can help determine alignment and help to build strong collaborative relationships.

The [Ag Worker Access Campaign Partner Profile](#), developed by the National Center for Farmworker Health, assists your organization in learning more about potential partners that can support your efforts to increase access to care for MSAWs and their families. This tool serves to gather essential information about an organization, helps create referral systems, and in the context of collaborations, it helps to define organizational alignment.

Step 4- Deciding the Type of Collaboration

The tool in step three helped to obtain a deeper understanding of your new potential partners. Hopefully, you were able to identify key organizations that will support your journey towards addressing your community's needs. Step four will help you decide how you may want to work together.

The [Taking Collective Action to Support Health Access Collaboration Toolkit](#), developed by Health Outreach Partners, provides guidance and practical tools on how to engage in various collaborations to increase their collective impact. This toolkit describes different types of collaborations, such as coalitions, partnerships, and referral networks, and how they are used to address SDOH barriers for MSAWs. It is important to note that these types of collaborations can co-exist within each other. For example, you can be a part of a coalition and have established partnerships and referral networks for your patient population. Learning the purpose and structure of each of these will help decide how you will work best with your existing and new collaborators. To learn more about these types of

Graphic 2

| Type of Collaboration | Coalitions | Partnerships | Referral Networks |
|------------------------|---|--|--|
| Definition/ Purpose | Alliances for increasing the influence or leverage of groups and individuals. Their primary goal is to have a more significant impact on an issue collectively than what each organization can do on its own. They often focus on policy or large-scale community changes that require the collaboration of multiple organizations and sectors. | Mutually beneficial relationships in which two or more organizations complement each other's work towards a common goal. They increase access to priority populations, stimulate new ideas, and share resources to maximize efficiency | Network of service providers that offer mutual support through an established method of referrals for services and resources. These networks may range from service providers informally agreeing to refer patients/clients to each other to formalizing and maintaining online referral databases. Referrals help avoid duplication of services, reduce gaps in services, and ensure a cohesive network of providers. |
| Examples | <ul style="list-style-type: none"> • Coalitions to ensure MSAWs have access to healthcare. • Coalitions to bridge the gap of lack of transportation among MSAWs. | <ul style="list-style-type: none"> • Migrant health centers (MHCs) partnering with local food banks to provide food vouchers to MSAW patients. • MHCs working with schools to provide health screening at school events. | <ul style="list-style-type: none"> • MHCs referring MSAW patients to legal service agencies to obtain immigration assistance. • Faith-based organizations referring patients to health centers to receive health care. |

Table adapted from [Taking Collective Action to Support Health Access Collaboration Toolkit](#) developed by Health Outreach Partners

Steps for Establishing Collaborative Relationships

This tool gives a glance of the steps and resources provided in this guide. It will help you identify and develop community relationships to support your journey towards increasing access to care for Migratory and Seasonal Agricultural Workers (MSAWs) by addressing SDOH that impact this vulnerable population. Follow the steps and record your progress in the notes section.

Step 1

Analyzing Existing Collaborative Relationships

Resource: [Collaboration Spectrum Tool](#)

Step 2

Identifying Potential Collaborative Relationships

Resource: [Community Asset Mapping Guide](#)

Step 3

Learning More About Potential Partners

Resource: [Ag Worker Access Campaign Partner Profile](#)

Step 4

Deciding the Type of Collaboration

Resource: [The Taking Collective Action to Support Health Access Collaboration Toolkit](#)

If you are interested in learning more about the Social Determinants of Health Community Partnerships Learning Collaborative, please contact Esly Reyes, Health Education Products and Dissemination Manager at NCFH ereyes@ncfh.



This resource developed by the National Center for Farmworker Health is supported by the Health Resources and Services Administration (HRSA) of the U.S. Department of Health and Human Services (HHS) as part of an award totaling \$1,916,466 with a 0 percentage financed with nongovernmental sources. The contents are those of the author(s) and do not necessarily represent the official views of, nor an endorsement, by HRSA, HHS or the U.S. Government.