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

Deborah Salazar Migrant Health Director
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.
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.
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
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?
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
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?