Effective Agency Networking Strategies to Assist AgrAbility Participants

Esmeralda Mandujano
Farzaneh Khorsandi, Ph.D.
California AgrAbility
Biological and Agricultural Engineering
University of California, Davis
Workshop Plan

• Networking, what is it?
• Networking Opportunities
  • CalAgrAbility participant stories
• Collaborative Time (20-25 minutes)
  • Networking strategies from the audience
What is networking?
Networking, what is it?

• Being in a windowless hotel conference room with many people we do not know...
  • 70% of contacts are not followed up!

• Ongoing organic process of building relationships with people you like...
  • Life long practice of meeting people you can contribute to
ACTIVE Networking Tips

• Focus on giving, giving, giving vs. getting
  • Knowledge of what AgrAbility is and does
• Listen more than you talk
  • Get to know the passion behind the professional
• Think long term
• Do not over commit
• Take action immediately, if you agree to do something for someone
  • Email the resource you’re talking about immediately, less work for you later
• Go to events/presentations with the idea to make a friend
Information/AT/Health Fairs

- Have 2 people staff the booth or arrive early
- Connect to learn about resources
  - Increase your resource library
  - Get requests to present about AgrAbility
Student Group Project

- **Student Group-United for Cause**
  - Brochure picked up at a school resource fair
  - 5 students with a goal to help
    - Passion for farming and helping!
    - Fundraised by going door to door

- **Farmer**
  - Harvest Festival
  - Tennis elbow
  - Crutches adapted to be a seed sower
I just wanted to say thank you to the boys at United For Cause who raised monies to purchase this Jang seeder to help make my job easier. A thousand thanks gentlemen! Kale ya, let put some seed in the ground!

Lindsey Downing Collier, Sean Kennedy, Eco Chic and 5 others like this.

Sean Kennedy AWESOME!
February 23 at 4:59pm
Pro-Bono Work

• The prosthetists
  • AT and Disability Action Day
  • Stayed in contact with their office, follow up letter
  • CalAgrAbility participant story was valuable to them

• Farmworker
  • Amputation from a vehicle accident 10 years ago
  • Employment Development Center referral
  • Watermelon and onion harvest
AgrAbility
25 YEARS, 25 STORIES
1991-2016
Cultivating Independence for People with Disabilities in Agriculture
Collaborative Meetings (including conferences)

- Try to attend continuously
  - Bimonthly, Quarterly, Yearly

- Become a resource
  - Talk about your program, share stories

- Communicate
  - Confirm your attendance
  - If you cannot make it, let them know

- Get personal, but stay professional
Department of Rehabilitation

• The counselor
  • Attends a Yolo County collaborative
  • Many conversations about farming world and rehab
  • DOR numbers, ‘fast’ cases

• The farmer
  • MS
  • Goats, pigs, fruits and vegetables
  • Cooling vest, cooler
  • Farmworker health programs
SRAP Strategies—Adapted for your state!

- NTW 2014
- CalAgrAbility 2016

MEET  
LISTEN  
ADAPT  
APPLY
Multiple Agencies Collaborating
Before Collaborative Time...

Questions?
Collaborative Time

• What has been your experience with networking?
• What are some of your networking strategies to support your AgrAbility participants?
Collaborative Time

• Agencies with which you collaborate?
  • How did you make the connection?
  • How did you maintain the relationship?
  • Success stories?
Thank you

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