



## NABC Lunch and Learn Q & A

### Latinx Business Development Program

### Responses by Alex Perez & Juan Morales

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#### Resources:

- [About the NABC Latinx Business Development Program](#) (2:49 minute video)
- [Catholic Communities Farm Worker Center – Centro de Trabajadores del Campo](#)
- For more info, contact Alex Perez, [alex@agbizcenter.org](mailto:alex@agbizcenter.org), or Juan Morales, [juan@agbizcenter.org](mailto:juan@agbizcenter.org).

#### Q&A

**Q: In addition to translation, are there strategies that you have found effective for making sure that events are accessible and relevant for participants (e.g., time of day, offering childcare, keeping the events in person, length of presentation).**

A: It depends on the topic and what you are doing. If you want to do a training/workshop and only want to provide information, you need one approach, but if you want to actually get information from participants and engage with them, it's a different approach.

Also depends what community you are talking about. A community in Burlington is very different from Lynnwood.

If the topic is complex, we try to provide translation services. It is important to consider dialects.

Re time and day: We have found that evenings and weekends are preferable.

Re location and venue: We try to make it as easy as possible by choosing a location and venue that is familiar, comfortable, and convenient, and avoid venues that may have negative associations.

Trust is a big factor.

It is a huge plus to provide childcare. We also find it helpful to create a family-friendly atmosphere and offer kids activities.

Providing food is a big plus. Food helps to build community.

**Q: Are your services for all of WA State or just the northern area?**

A: It depends on the need and type of help we can provide (e.g., connecting them to a resource person, invitation to a local workshop/training). Mostly we concentrate on Skagit, Whatcom, and the islands. Most people are so busy working they can't take the time to travel, so for more intensive 1-1 work, we stick with the Skagit-Whatcom area. We also try to be creative in meeting needs. It may make

sense for an individual to work with several organizations and we can work collaboratively and remotely with multiple organizations.

Emily Manke: NABC can provide some technical assistance in Spanish in SW WA as well. It is not the Latinx Business Development Program but similar offerings.

**Q: I'm wondering how your partnership with Catholic Community Services (CCS) came about and what that collaboration involves.**

A: We try to be aware of what other organizations offer and collaborate with them. During the height of the pandemic, I thought it would be beneficial to collaborate with CCS, and other organizations, to develop the [Food Distribution project](#) because they already had relationships and trust with farmers and migrant farmworker families who needed help the most.

**Q: I have questions about Latinx involvement in ownership in shellfish industry, and seafood fishing and processing.**

A: We had an opportunity to work with a local group to help with that a few years ago, but no other opportunities since then.

**Q: Cascadian Seafare Cooperative is looking for Latinx families that are interested in oyster farm ownership in Alaska where there is a huge opportunity to develop oyster farms. There is incredible demand for oysters and Alaska is a place with potential for developing new farms. Our cooperative is interested in fishing for and canning underutilized species in the Northwest. We also want to do European-quality canning and bring trainers from Spain here on H-2B visas. We need translation services and other support to make this happen.**

A: Feel free to connect with us to discuss this.