



Center Collaboration

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SHARING IS CARING.

Why do we collaborate with other PATH Intl. centers?

- ▶ Bolster the EAS industry
- ▶ Solve specific problems at your program
 - ▶ Staffing
 - ▶ Horses
 - ▶ Donors
 - ▶ Mentoring/Teaching hours
 - ▶ Educational Opportunities
- ▶ Built in networking opportunities for everyone involved
- ▶ The need is more than what we can serve alone

Shifting your focused Outlook

Expanding your outlook from program centered → Industry wide

Ask yourselves:

- ▶ How can your PATH Intl. Center better the industry?
- ▶ What facets of your center can be offered as a learning opportunity for other centers?
 - ▶ Hold educational opportunities- Ride On (LA area)
- ▶ How can you grow those areas of your programs to increase sustainability.
 - ▶ (Example: Veterans Programming, Or Mental Health)
 - ▶ REINS of Valor & Aiding Equine Therapy (Texas)



Every center has something to teach other professionals

- ▶ **Challenge:**
 - ▶ Offer yourself and staff opportunities to see other centers and experience their methodologies.
- ▶ **Solution:**
 - ▶ Call/text industry professionals outside of your center for their opinions and feedback on challenges you may be having within your center.

*Asking for help is not a **weakness**, it is a **learning opportunity***

Example

Donna (NDR) and I have spoken many times about staffing challenges.

- ▶ A few of REINS staff are now working part-time at NDR and part-time at REINS
- ▶ She invited some of NDR volunteers to come do teaching hours at REINS for certification
- ▶ Those Mentees have become paid staff at both REINS and NDR

Donors- This can be touchy

Donors appreciate understanding that **YOUR** center is invested in the greater good of the industry

What is the Buy In??
Donors want to see their money's impact

- ▶ Make sure you have knowledge about the current industry standard practices, and it's needs
 - ▶ Competitive pay scales
 - ▶ Benefits packages
 - ▶ Terminology and safety changes

Expanding your outlook from program centered → Industry wide

The Right Fit

Challenge:

- ▶ Evaluate each donor to understand if they are the right candidate for impacting more than one center

Solution:

- ▶ Build a strong relationship with your donors
 - ▶ Allow you to have them invested in you as a person and your center
- ▶ Open discussion about their interest and passions
 - ▶ Aspects of your center they are interested in supporting and growing



Donor Investment and Growth Opportunity

Do other centers have specific programs that your center is interested in building?

Challenge: New programming

- ▶ Have donors accompany you on a tour of a center that has those existing programs, they will:
 - ▶ Feel included in the future of your center
 - ▶ May see the benefits of the collaboration explained to them
 - ▶ Understand that they are investing in a center that is engaging with their industry

Solution: They do research for you!!


- ▶ Donors may have you accompany them to events that interest them at other centers
 - ▶ Collaboration means more education which leads to servicing more people and over all more creative programs



Working Towards the Future

Expanding your outlook can be exciting when talking to donors about the future of your program

- ▶ Helps them understand they are donating to a program that is engaging with their industry
- ▶ The program is knowledgeable about the industry needs and is working to learn more about growing a sustainable industry
- ▶ Can shift a donor's perspective from program to industry as well



Example:

- ▶ Donegan Burns Foundation VERY impactful, long-time REINS supporter
 - ▶ Changed their mission from Dyslexia focused to Therapeutic Riding, and now includes Equine Assisted Mental Health
 - ▶ DB Foundation benefits from understanding they are impacting many more people by helping more Therapeutic Riding centers to thrive
 - ▶ REINS, RAD, NDR, Cornerstone, TROT(AZ), RISE(TX)



Certified Staffing Challenges

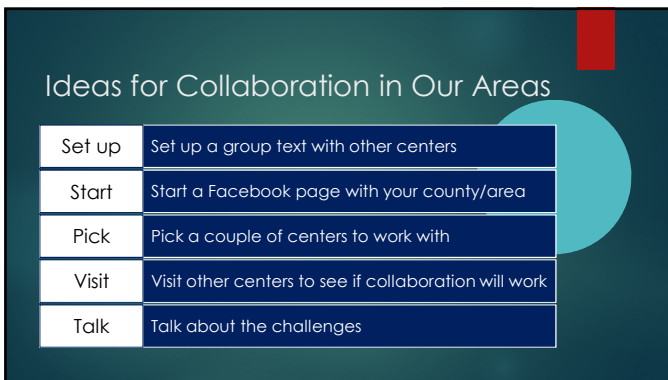
- ▶ **Challenge:**
 - ▶ Shortage of Certified Professionals
 - ▶ Limits services offered
 - ▶ Contributes to Burn-Out
 - ▶ Long waitlists- REINS currently has 12-14-month waitlist
- ▶ **Solution:**
 - ▶ Partnering with other centers to get people certified
 - ▶ Offer hours in lessons that you don't have (1-on-1, group)
 - ▶ Part-time limitation; instructors can have more hours and afford to work in this industry
 - ▶ Sharing of ideas for lessons and business practices
 - ▶ Agree on the hourly rate for the shared instructor





Equine Challenges

- ▶ **Problems:**
 - ▶ Need horses suitable for mounted/unmounted programs
 - ▶ Need to find a retirement home for unrideable older horses
 - ▶ Horses that don't fit in our program
- ▶ **Solution:**
 - ▶ Other programs may have horses they are looking to rehome that may work
 - ▶ Another program may have an unmounted program that can use them
 - ▶ Horses that don't work in one scenario may work better in another
 - ▶ Larger centers may overwhelm some horses; smaller centers may work for that horse
 - ▶ REINS sends horses to RIDE in Colorado to live out their life



Ideas for Collaboration in Our Areas

| | |
|--------|---|
| Set up | Set up a group text with other centers |
| Start | Start a Facebook page with your county/area |
| Pick | Pick a couple of centers to work with |
| Visit | Visit other centers to see if collaboration will work |
| Talk | Talk about the challenges |
