# Drive Thru Job Fair

The year 2020 has been a time for ingenuity and creativity. In New York’s (NY) Otsego County, the Chamber of Commerce and Chenango-Delaware-Otsego (CDO) Workforce American Job Center (AJC) partnered to hold an in person job fair using safe social distancing practices. The “Drive Thru Job Fair”, held in a public parking lot at Neahwa Park in Oneonta, was a resounding success!

## The Challenge

For the past several months, employers experienced challenges with finding qualified candidates. Due to the pandemic, NY AJCs were closed and only able to offer virtual services. For job seekers with limited or no access to technology and/or internet services, this new way of doing business presents barriers to online job applications and other AJC services.

## The Plan

After learning about the neighboring Binghampton’s Drive Thru Job Fair, Barbara Ann Heegan, CEO of the Otsego Chamber, decided to put together a similar event in Otsego. In order to reach job seekers with no internet access, the CDO Workforce, a Disability Employment Initiative (DEI) demonstration site, and Otsego Chamber put together a marketing plan to outreach to organizations across the county and placed advertisements in the local newspaper. Partnering with the CDO Workforce ensured the event was accessible, safe, and effective.

## Implementation

The event was limited to 25 businesses (limit for outdoor gatherings), complying with social distancing guidelines. One vehicle per business allowed at a time. Job seekers had two minutes to meet with each employer.

To address the transportation challenges, discounted cab services were offered to job fair attendees. This was an effective solution to address transportation barriers and increase turnout.

## Making an Impact

Seventy-five job seekers attended the Otsego Drive Thru Job Fair and both job seekers and participating businesses provided very positive feedback. Recruiters appreciated the opportunity to share job leads and job seekers were grateful to have access to an event to learn about these opportunities. Several employers said that this job fair provided them with “...many strong leads and candidates.” Alan Sessions, the DEI Disability Resource Coordinator, made himself available for one on one appointments to assist job seekers who attended but still needed support to complete online applications. The AJC has reopened since the job fair but with several limitations. Noting the success of this event, Barbara hopes to hold another one soon. “In- person matters,” she remarked, “because a lot of people in this county just do not have access.” Alan agreed, “It’s important that we have more than one way to connect people to jobs.”