

WHAT MAKES A GOOD LEAD AGENCY?

A lead agency or fiscal agent should possess the following characteristics:

- ✓ Strong links to & respect for the local community
- ✓ The respect of community organizations & key leaders, or at least perceived as a neutral entity
- ✓ A deep understanding of community health issues, priority populations & local politics
- ✓ Belief in collaboration, as well as the patience & confidence to “trust the process” of community engagement & shared decision making
- ✓ Adopts positive health practices within its own walls that support the activities of the coalition (e.g., adopts clean indoor air policies, immunization services, wellness activities, & non-discriminatory health benefits)
- ✓ Serves as an umbrella organization to provide private, non-profit status 501 (c) 3 for the coalition
- ✓ Has “deep pockets” or at least a reserve of resources to support the basic administrative needs of the coalition, i.e., office space, telecommunication & mail service, computer connections & services, printing, & funds to sustain the coalition “between times” of outside funding
- ✓ Provides staff support or hire staff through its employment & benefits structure
- ✓ Uses its development, media & advocacy capabilities to positively promote the coalition & its work