

## What Makes A Good Lead Agency?

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

- Strong links to and respect for the local community
- The respect of community organizations and key leaders, or at least perceived as a neutral entity.
- A deep understanding of community health issues, priority populations and local politics.
- Belief in collaboration, and the patience and confidence to trust the process of community engagement and shared decision making.
- Adopts positive health practices that support the activities of the coalition (e.g., adopts clean indoor air policies, immunization services, wellness activities, and non-discriminatory health benefits).
- Serves as an umbrella organization to provide private, non-profit status 501 (c)3 for the coalition.
- Has reserve resources to support the administrative needs of the coalition, i.e., office space, technology equipment and services, and the funds to sustain the coalition.
- Provides staff support or hires staff.
- Uses its development, media and advocacy capabilities to positively promote the coalition and its work.