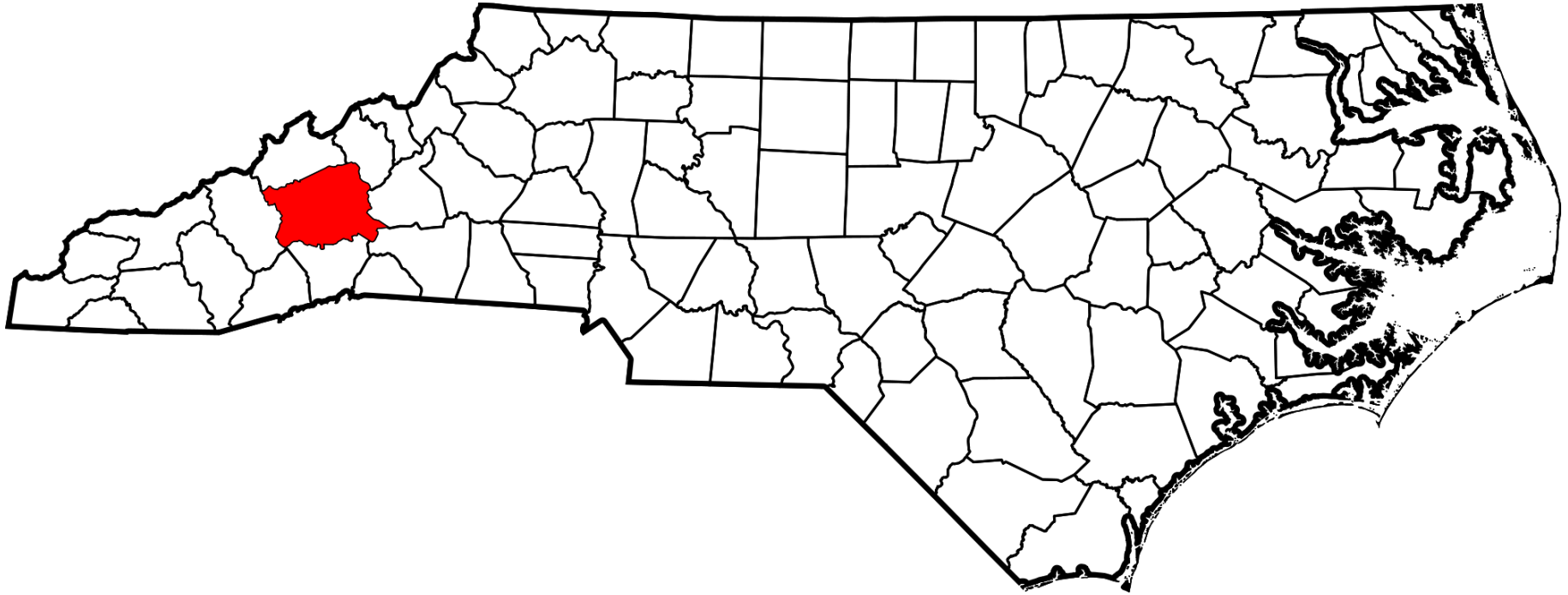




Buncombe County NC



Population 242,500



Asheville – County Seat

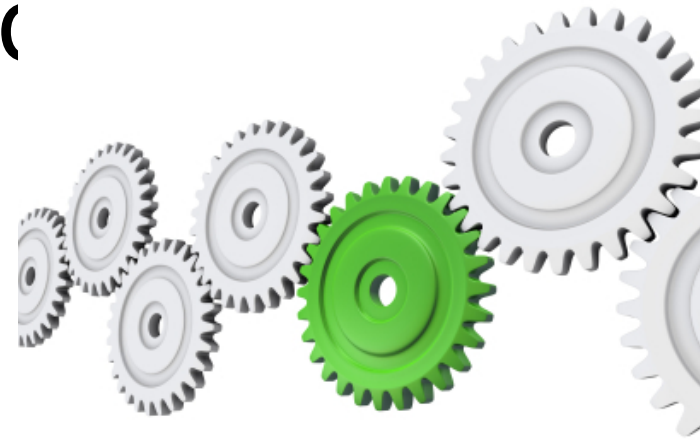


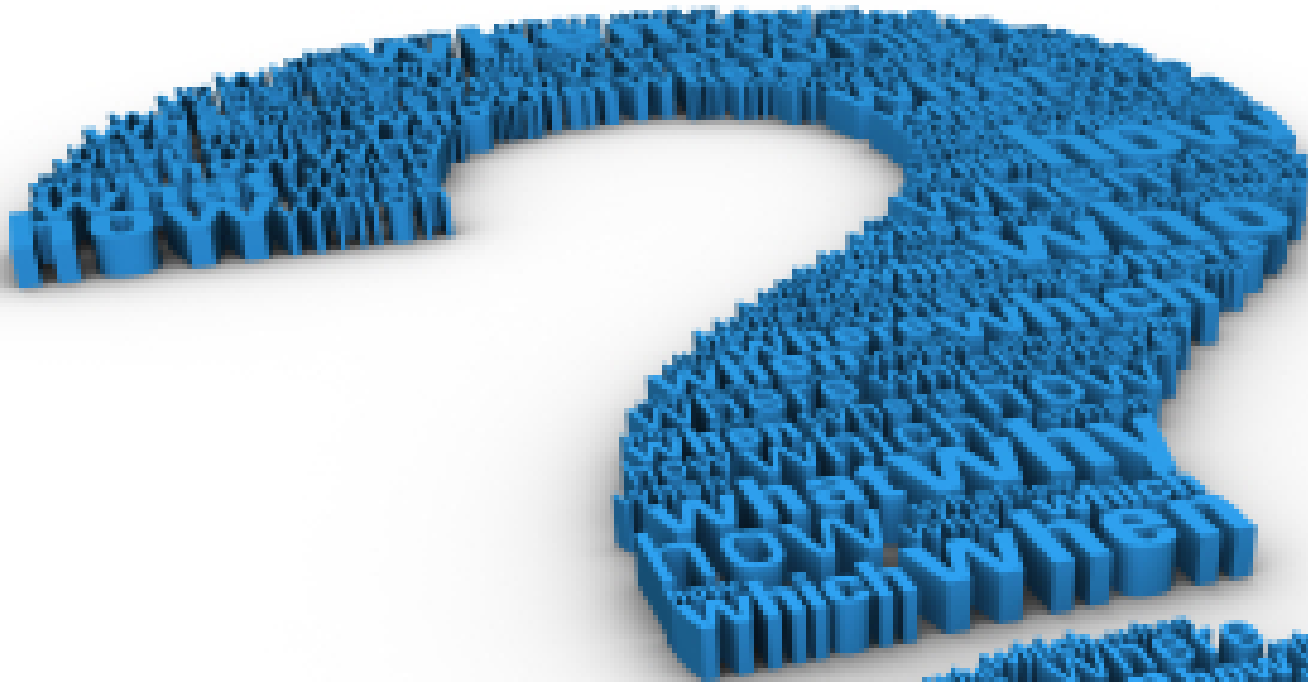


- State Supervised
- County Administered
- Department of Social Services
Determines Eligibility
- Medicaid
- Health Choice (CHIP)

Engaging Local Government

- Assistance Numbers Growing Daily
- Budgets Constrained
- Program Complexity
- Temptation to Specialize





Find the Champion





Understand the “Why”



Relationships



The Process

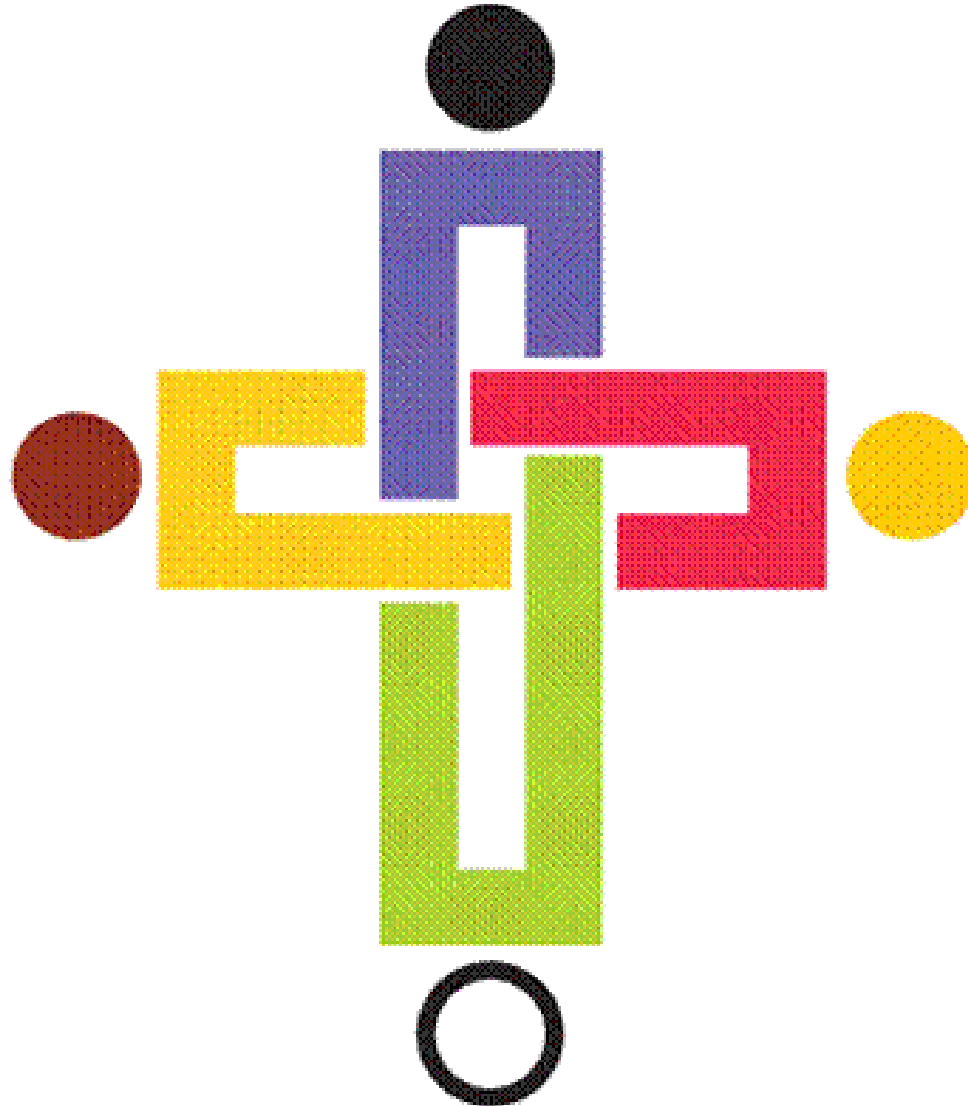


Build the
Coalition

Nurture the
Coalition

Foster Partner
Contribution to
the “Why”

Build the Coalition



Nurture the Coalition



Foster Partner Contributions



Understand the “Why”



Understand the “Why”



Engaging Local Governments

- Develop Your Champion
- Harness the “Why”

