



**Building
Champions
for the End
of Poverty**

**RESULTS Educational Fund
and RESULTS**
Annual Report 2007

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From the Executive Director

Since I first became involved with RESULTS two decades ago, I've marveled at the quantum leaps RESULTS and RESULTS Educational Fund (REF) create, both in reducing poverty and in helping individuals transform into powerful voices for a more just world. 2007 was another year to celebrate our bold actions and successes.

Our U.S. poverty-focused activists fought hard to expand the children's health insurance program to cover more of America's 9 million uninsured children, to strengthen the Food Stamp program, and to pass a strong Head Start reauthorization bill. We also achieved truly impressive gains for our international anti-poverty efforts, especially in the area of global health. Not only did we reverse proposed budget cuts, we realized significant funding increases for tuberculosis control, basic education, and microcredit programs for the world's poorest people.

Our track record depends on a number of strategies, but perhaps the most important are the collective muscle of our grassroots network and our focus on building leaders, ranging from grassroots activists to U.S. representatives. In this report, you'll read about some of these champions, people like Collette Hernandez, a RESULTS activist from Kansas who struggles to feed and provide health care for her children, but found a way to make a real difference for others through RESULTS/REF. She even had the chance to share her story at the National Press Club in Washington, D.C. (*See profile on page 9*).

"For the first time in my life, I feel like I have a say-so in what happens in this country," she said recently. "I love how RESULTS motivates folks. Things you couldn't imagine yourself doing, you find yourself doing. I would never have imagined myself speaking to the National Press Club, but RESULTS gave me the opportunity. RESULTS fulfills dreams!"

As Collette makes clear, RESULTS and REF's greatest success is our individual and collective courage in being willing to speak, to act, to reach out to others (be they members of Congress, the media, or our neighbors), and ultimately in our courage to be hopeful. This is the core of what we do and how we inspire success.

And, as the U.S. economy falters, it is even more critical. Over 17 percent of American children live in poverty, substantially more than 40 years ago when the "War on Poverty" was being fought. The number of uninsured Americans has grown, while more people go hungry (at home and abroad) as food prices rise. For the poorest, most vulnerable people around the world, the twin scourges of hunger and inadequate health care too often mean death.

The work of RESULTS/REF proves that it is possible, even under challenging circumstances, to craft a positive collective response. We're committed to making this time of change one of transformation with bold steps taken to fundamentally address social and economic inequities in this country and around the world.

Thank you for being a part of this critical effort.



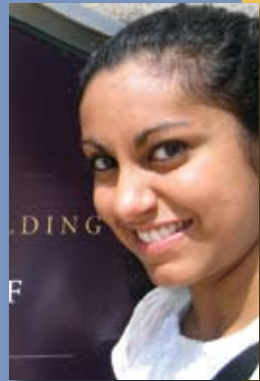
Dr. Joanne Carter, RESULTS/
RESULTS Educational Fund
Executive Director

Rebecca Sullivan

Champion: (n) *An ardent defender, advocate, or supporter of a cause or another person.*

Champions for the end of poverty come from all circumstances, continents, and walks of life:

A boy who felt powerless growing up hungry in Kansas, but, as an adult, finds the courage and conviction to persuade his reluctant representative to vote for an increase in food stamp funding.



An African woman who survives both HIV/AIDS and tuberculosis (TB) and becomes an international spokesperson for TB control.

A newspaper **editorial writer** who defies conventional beliefs about what readers (and advertisers) want and writes repeatedly about the reality of poverty and solutions to it.



A member of Congress who is unrelenting in getting support for legislation that could improve the conditions of millions of people.

Your neighbor who calls, writes, emails, and meets with her legislator until he, too, becomes a champion for the end of poverty.



These people aren't born champions. They *became* champions as a result of life experiences, and mentors and allies who showed them the way. They become committed, energized, and empowered by a movement that stands with them at critical moments. By mentoring, training, and supporting individuals all over the world, RESULTS and RESULTS Educational Fund (REF) create profound changes in the lives of those inspired to become champions, and, consequently, in the lives of those who are given the means to climb out of poverty *because* of the actions of these champions.



Pierre Virof

In the following pages, you'll read about the actions of RESULTS/REF champions and activists and what their unwavering commitment has achieved.

Who We Are

RESULTS and RESULTS Educational Fund (REF) are sister organizations that, together, are a leading force in ending poverty in the United States and around the world. We create long-term solutions to poverty by supporting programs that address its root causes — lack of access to medical care, education, or opportunity to move up the economic ladder. Both RESULTS and REF play critical roles in our four strategic campaign areas: Healthy Families, Education for All, Economic Opportunity, and Empowering Citizens.

RESULTS Educational Fund is a 501(c)(3) organization that:

- Performs cutting-edge research on the most effective solutions to some of the world's most urgent problems and oversight of U.S. spending related to poverty domestically and internationally.
- Builds support for proven poverty-fighting strategies by engaging and educating the public, policy makers, and opinion leaders, leading educational trips, working in coalitions, and encouraging the media to report on solutions to poverty.
- Supports powerful citizenship by training volunteers in public speaking, generating media, hosting community forums, and educating their communities and elected officials about issues related to our campaigns.

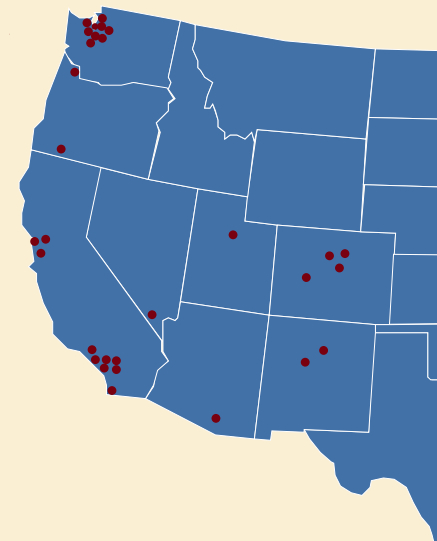
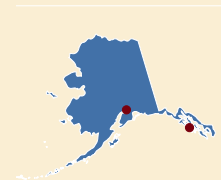
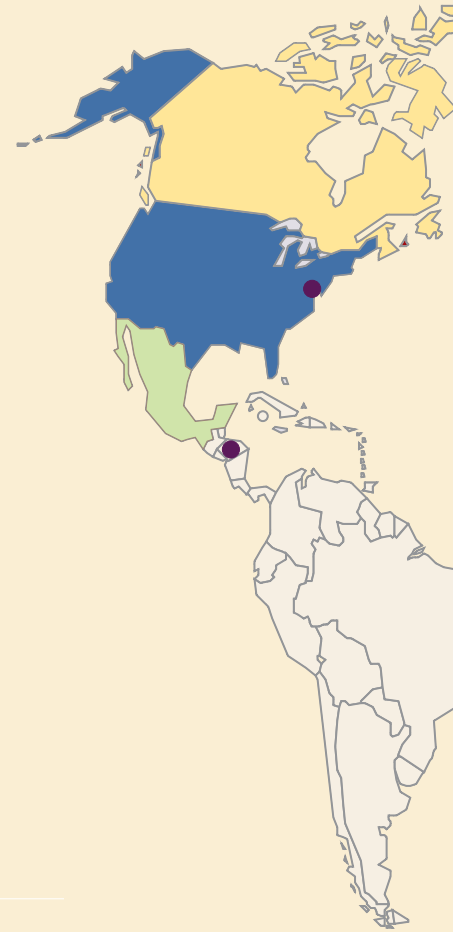
REF houses important global initiatives that expand support for tuberculosis control (ACTION) and microcredit for the very poor (Microcredit Summit Campaign).

RESULTS, Inc. is a nonprofit, grassroots advocacy 501(c)(4) organization that:

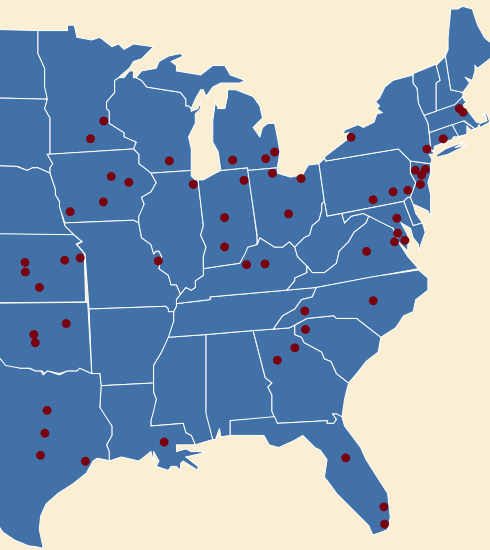
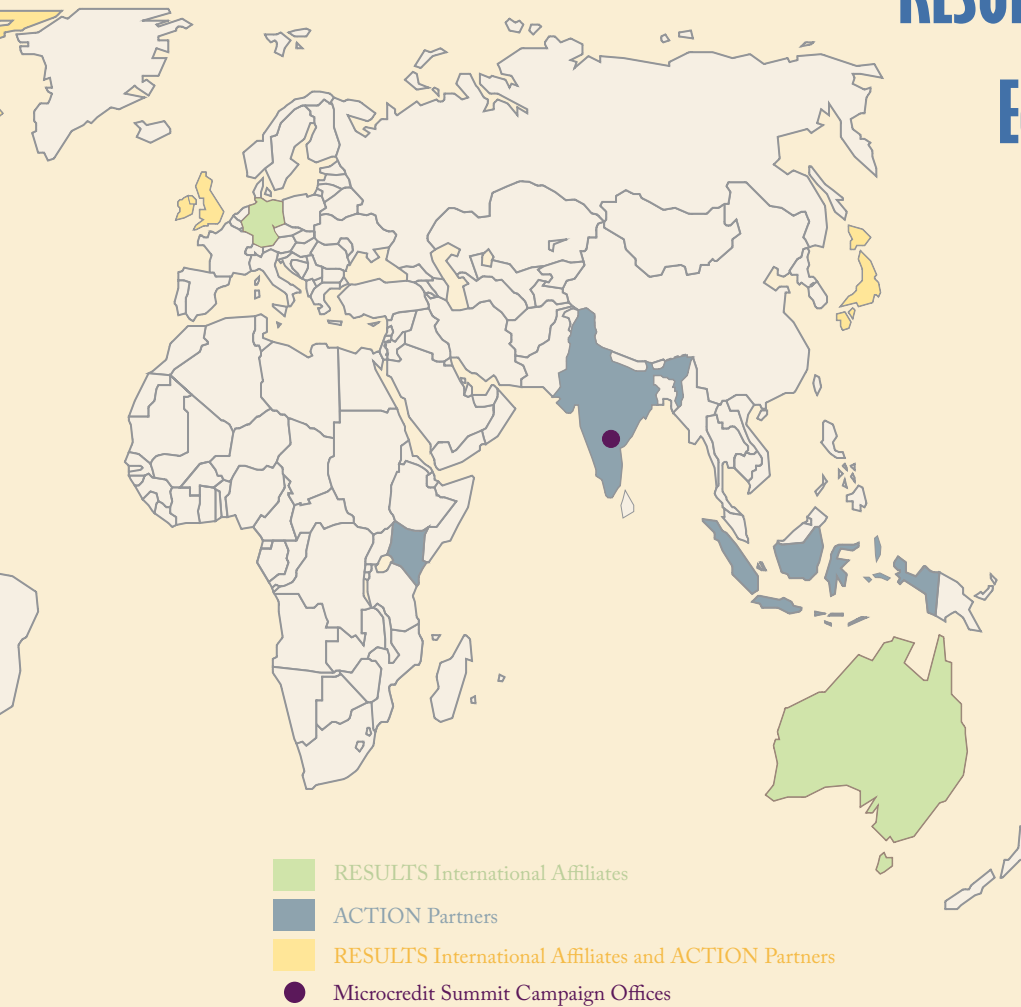
- Empowers ordinary people to become powerful voices for the end of poverty with a unique training and support system. RESULTS has grassroots chapters in over 100 locations in the U.S. that form one of the most engaged and effective grassroots networks in the world.
- Advocates for policies and legislation that create or safeguard effective solutions to poverty, make programs work more efficiently and effectively, and extend coverage to those who need it.
- Mobilizes around key legislative opportunities that will have the greatest impact on the lives of low-income people. This can range from helping members of Congress generate bipartisan support for anti-poverty legislation to helping legislators craft bills that will benefit the poorest.

RESULTS and REF work synergistically. They are two sides of one coin that leverages millions of dollars and more effective programs and policies that give low-income people the means to not only survive, but to thrive. Just one example: RESULTS and REF have played a critical role in increasing the U.S. share of funding for the Global Fund to Fight AIDS, Tuberculosis and Malaria, which is now at \$840 million. The grants and donations we received have leveraged tens of millions of dollars for medicine and health care that are saving the lives of millions of adults and children.

[What better investment could there be?](#)



RESULTS and RESULTS Educational Fund in the U.S. and around the world.



RESULTS and REF Partner around the World for a Greater Global Impact

RESULTS and REF work closely with affiliates in six other countries — Australia, Canada, Germany, Japan, Mexico, and the United Kingdom — who encourage their governments to create policies and funding for the end of hunger and extreme poverty. While each affiliate determines its own campaigns, actions are coordinated among countries for the greatest impact.

The Advocacy to Control Tuberculosis Internationally (ACTION) project expands REF's partnerships even farther. The 2007 ACTION coalition included local partners in India, Indonesia, and Kenya, and RESULTS' affiliates in Canada, Japan, and the UK.

Finally, with offices in three countries and projects spanning the globe, the Microcredit Summit Campaign is having a worldwide impact.

The combined power of our efforts within the United States and around the world improves the lives of millions of people on almost every continent.

How We Create Champions for the End of Poverty



Building Champion Activists

RESULTS AND RESULTS EDUCATIONAL FUND (REF) harness the voices of individuals across the United States who speak up in solidarity with all people who need basic health care, education, and the means to rise out of poverty. This nationwide network of volunteer activists — who choose to become champions for the end of poverty — is what makes REF and RESULTS truly powerful.

REF's unique method of training, coaching, and supporting individuals not only helps them overcome resignation about their ability to make a difference, it inspires them to speak powerfully and take strategic and effective actions. REF's training involves in-depth instruction in the causes of and solutions to poverty, the legislative process, public speaking, and educating members of Congress and the media. REF trainings are so effective that we're now presenting our model to organizations in the U.S. and even internationally, from the Children's Defense Fund to health specialists at the largest annual meeting on tuberculosis in the world. REF also gives activists ongoing strategic support to organize community education events, generate media coverage, and influence members of Congress.

As a result, our activists are not only committed, they are able to inspire their communities, elected representatives, and the media to create a world without poverty.

The International Conference

The capstone of our citizen training is the annual RESULTS/REF conference, which draws activists from all over the country and from our RESULTS affiliate organizations in Australia, Canada, Germany, Japan, Mexico, and the UK to Washington, D.C. In 2007, almost 300 people attended the conference to sharpen their advocacy skills, hear from some of the world's foremost experts on poverty, and learn how to be champions for the end of poverty.

Over and over, speakers — who came from as far away as Indonesia and as nearby as Capitol Hill — testified to the power of RESULTS and REF. "I want to thank you, because many Africans are alive today because of you," said Alan Ragi, Executive Director of the Kenya AIDS NGO Consortium. Rep. Nita Lowey (D-NY) told activists, "Although we are privileged to serve and write bills and have the vote, you have the power and what you do makes the difference."

The conference culminated in two days of meetings with over 300 congressional offices, led by RESULTS. We also leveraged the global reach of our network — participants from RESULTS affiliates met with senior officials at the World Bank and the International Monetary Fund to advocate for increased attention to TB, malaria, basic education, and microcredit.



While most Americans are intimidated at the thought of speaking to their elected leaders, our activists embrace their role in our democracy. "Meeting with my member of Congress is not as scary as I thought it would be," said college student Lydia Spitalny (center). "I really feel empowered and confident with how everything went and I could go right back out and do it again."





...Who Build Champions on Capitol Hill

"I DON'T KNOW OF ANYTHING QUITE SO FORMIDABLE," said Stephen Lewis, former United Nations special envoy for HIV/AIDS in Africa, "as this extraordinary, unsuspecting descent on your congresspeople." Lewis was describing the convergence of RESULTS activists on Capitol Hill during the 2007 RESULTS/REF International Conference.

RESULTS supports individuals in advocating for legislation that provides health care, education, and economic opportunity to those who desperately need it. Our activists showed their leaders that addressing poverty is important to Americans by meeting with hundreds of representatives, senators, and aides during the 2007 conference. The surge of support that followed was remarkable. One example: RESULTS volunteers and others advocated for an expansion of the State Children's Health Insurance Program (SCHIP). Weeks later, both the House and Senate passed bills to expand health coverage to nearly 5 million uninsured kids!

But RESULTS activists don't just speak up once a year — they take targeted actions all year long to build relationships on both sides of the aisle, support courageous legislators, and persuade those who are reluctant. "There is nothing more effective than that," said Rep. Adam Smith (D-WA), who consulted with RESULTS as he designed the Global Poverty Act, which declares it official U.S. policy to promote the reduction of global poverty and includes guidelines for a comprehensive strategy. The advocacy efforts of RESULTS groups, said Rep. Smith, "were invaluable in my efforts to move the Global Poverty Act out of committee and through the full House."

Indeed, our collective efforts are leveraging the policies and funding necessary to help *millions of people move out of poverty.*

"You're everything we would want you to be, those of us who need somebody speaking to Congress for the voiceless, somebody speaking to Congress for those things that make sense but don't have a big bankroll behind them, somebody speaking to Congress for the people who need it."

— Rep. Rush Holt (D-NJ), speaking at the RESULTS/RESULTS Educational Fund 2007 International Conference



Former Executive Director Christine Naylor presented Joe Copeland, editorial writer for the *Seattle Post-Intelligencer*, with the Cameron Duncan Media Award.

... And in the Media

MEDIA IS AN INVALUABLE MEANS for raising awareness and building public pressure for change. One of the most effective ways that RESULTS and REF elicit media coverage is by organizing editorial campaigns carried out by our grassroots network. For example, prior to a meeting between members of Congress and the president of the World Bank to discuss the Bank's financing of microcredit, REF held a media conference call with microcredit pioneer and Nobel laureate Muhammad Yunus. Yunus was quoted condemning the Bank's lack of investment in microcredit in such newspapers as the *Washington Post* and the *Houston Chronicle*.

RESULTS' media campaigns put the spotlight on the importance of strengthening critical legislation such as the Food Stamp program and SCHIP. Our volunteers generated 40 pieces of media on these two issues in October 2007 alone.

By developing relationships with reporters and editorial writers, our activists and staff not only encourage greater coverage of poverty issues, but build media champions as well. In 2007, REF gave the Cameron Duncan Media Award to the *Seattle Post-Intelligencer* for the paper's outstanding reporting on issues related to poverty, often in response to information shared by our activists and media team.

With RESULTS' and REF's support, our activists are well informed, passionate, and effective. From all across the country, they are sending a strong message to our leaders that a commitment to the well-being of all people must be paramount. They are democracy in action for the end of poverty.

Empowering Citizens

Champions for the End of Poverty

RESULTS Youth in Action

“They say our generation can tip the scales politically, but we don’t really know how,” said Bethany Weller, a student at Minnesota State University (MSU), Mankato, and leader of one of over a dozen RESULTS’ student chapters started in 2007.

Like many of her peers, Weller volunteered at soup kitchens and food banks, but was concerned that she wasn’t making a lasting difference in the lives of low-income families. While she realized that government policies were part of the problem, “advocacy was scary to think about — understanding how a bill is passed and made law, talking to members of Congress.”

RESULTS’ Youth in Action campaign is training young people to become leaders in the movement to end poverty. Throughout 2007, we engaged hundreds of students and formed chapters on a dozen college campuses.

With RESULTS/REF training and support, students like Weller have found advocacy not only easier than they anticipated, but empowering. “RESULTS training was great because it broke it all down into easy steps,” she said. “We learned we can do such simple things, like writing letters and calling editors and members of Congress. It helps you realize that literally anyone can do this.”

Within two months of forming the MSU RESULTS group, the students published three letters in local newspapers calling for increased investments in the Food Stamp program and were featured in their campus paper. They also had a meeting with Rep. Tim Walz (D-MN), whom Weller reports, “was really impressed with us.”

Having resources to expand this effort will be key. Clearly, we’re meeting a need: “Other campus groups raise money or awareness, but not much else,” says Jeff Steller, RESULTS’ group leader at the University of Kentucky. “The ability to take so much action is what makes RESULTS so awesome.”



Youth in Action coordinator Crickett Nicovich spoke to the media on World AIDS Day.

A MIGHTY CURRENT BUILDS, said Robert F. Kennedy, “each time a man stands up for an ideal, or acts to improve the lot of others, or strikes out against injustice, [as] he sends forth a tiny ripple of hope.” He could easily have been describing the philosophy behind RESULTS and REF.

RESULTS and REF’s unique power comes from our nationwide network of volunteer activists. By speaking publicly about solutions to poverty, organizing community education events, writing and inspiring media coverage, and pressing legislators to take positive action, we send out ripples of hope that create powerful change.

We’re proud of how informed and empowered our activists are. Much of their effectiveness comes from RESULTS/REF trainings and support, which include weekly statewide calls hosted by volunteer regional coordinators, monthly conference calls with all groups nationwide, regular email updates and action alerts, and the annual International Conference.

We continued to build this grassroots network in 2007 by starting 21 new RESULTS chapters and by engaging more young activists and people of faith than ever before. Our staff trained thousands of individuals on how they can make a difference in bringing about the end of poverty. REF’s Midwest Outreach Project alone held over 170 presentations and trainings.

Our activists engaged the public and leaders with:

- 136 face-to-face meetings with U.S. representatives,
- 36 face-to-face meetings with U.S. senators,
- over 400 educational community outreach events nationwide, and
- 45 editorials and 296 other strategic media placements, including op-eds, articles, letters to the editor, and radio and TV spots.

More of our decision-makers now understand that Americans care about ending poverty. The dedication and passion of RESULTS volunteers inspires others — from members of Congress to those who feel economically or socially disenfranchised — to become champions as well.



With the power of thousands of coordinated actions, RESULTS is making mighty waves.

SUPPORTING HEALTHY FAMILIES IN THE U.S.

AS THE U.S. ECONOMY FALTERS, RESULTS' work to ensure the health and well-being of low-income Americans is even more critical. The efforts of our grassroots activists, coalition work, and champions in Congress generated widespread support among the public, press, and legislators for expanding the State Children's Health Insurance Program (SCHIP) and the Food Stamp program. Both are key lines of defense against poverty, yet neither have kept pace with growing needs.

With a food stamp benefit of only \$1 per meal and woefully outdated savings and eligibility restrictions, millions of Americans are going hungry. Recognizing our network's ability to build bipartisan support, congressional advocates for food stamps turned to us during the reauthorization of the Farm Bill, which includes the Food Stamp program. Senator Tom Harkin (D-IA), chair of the Senate Agriculture Committee, met with RESULTS activists in Iowa as he drafted the Senate's reauthorization bill, while Rep. Jim McGovern (D-MA) spoke twice on our national conference calls. Our advocacy helped to inspire Congress to increase nutrition funding by \$10.4 billion over 10 years in the new Farm Bill.



AND AROUND THE WORLD

RESULTS AND REF HAVE WORKED TO BUILD momentum to confront the greatest killer diseases on the planet, including the growing tuberculosis (TB) epidemic. Our work on TB over the last decade culminated in historic financial commitments in 2007.

In June, Rep. Donald Payne (D-NJ) offered a successful amendment to increase TB funding by \$50 million, with strong support from RESULTS volunteers in New Jersey and across the country. Florida activists were also vital to this victory, helping to secure the cosponsorship of top-ranking Republican Rep. Ileana Ros-Lehtinen (R-FL). With support from TB champions in the Senate, Congress ultimately approved the largest funding increase ever for global TB control (\$163 million total) and

the Global Fund to Fight, AIDS, Tuberculosis and Malaria (\$840.5 million total). The \$15 million set aside for the Global TB Drug Facility alone will provide a full course of TB drugs for three-quarters of a million people.

Without RESULTS' efforts to urge legislative support for these programs, our allies in Congress would not have prevailed. The powerful combination of RESULTS activists championing solutions to poverty and supporting their elected leaders to do the same saves millions of lives.

Champions for the End of Poverty

Colette Hernandez

"I want to introduce you to the reality of two vastly different countries," RESULTS volunteer Colette Hernandez told the National Press Club. "One, where parents can have peace of mind and confidence in providing for their children. The second, where I, as a parent, must constantly worry about my children's health, choosing between paying for health care and food."

Hernandez, a social worker and mother of two from Topeka, Kansas, didn't have health insurance when her daughter, Emily, began having unusual symptoms. It took two years and a pile of medical bills before Emily was diagnosed with epilepsy.

Fortunately, Hernandez was able to enroll in the State Children's Health Insurance Program (SCHIP). Despite Medicaid and SCHIP success in reducing the number of uninsured children by one-third, 9 million American children are still uninsured. With REF's support, Hernandez spoke at forums and to the media about the need for increased funding. And with RESULTS' support, she was also able to persuade her legislators.

Because of the passionate actions of Hernandez, hundreds of other RESULTS activists, and our coalition partners, Congress passed a reauthorization bill that increased SCHIP funding by \$35 billion over five years. This amount would have covered an additional 3.8 million uninsured children had the president not vetoed the bill.

Hernandez isn't daunted, though. "We're finally showing Congress that universal health care is important to Americans. As a person who sees and lives poverty everyday, RESULTS has given me something to do about it."



"The difference SCHIP makes in my life," said Colette Hernandez, "is that my daughter can be the fully functioning child and student that she can be."

Education for All

Champions for the End of Poverty

Mary Njoroge

Three days—that’s how long Mary Njoroge, Director of Basic Education at the Kenyan Ministry of Education, was given to incorporate one million enthusiastic new students into the country’s underfunded school system one Friday in 2003. “It was a tall order,” she said. “We had no extra desks, no extra teachers.”

Nevertheless, for Njoroge and the throngs of Kenyan children eager for an education, the government’s decision to abolish primary school fees was thrilling. The fees, part of International Monetary Fund (IMF) and World Bank debt repayment schemes of the 1980s and 1990s, have had a devastating effect on educational access for the world’s most vulnerable children.

In October of 2007, REF organized a multi-state tour of the U.S. for Njoroge to share the tremendous challenges and opportunities countries face as they attempt to provide universal primary education. The tour had two goals: to highlight the need to invest U.S. resources in basic education and to pressure the IMF to relax policies that constrain the hiring of teachers.

Njoroge visited RESULTS/REF groups in five cities, met with 11 congressional offices, addressed over 1,000 community members, and spoke to faith, government, and education leaders and the media.

“When you have a whole generation of people who are not educated, who are not standing on their own, they become a burden to the international community,” Njoroge told her audiences. Helping countries to establish their educational systems now, she added, will “prevent us from asking for help forever.”



Kenyan education expert Mary Njoroge at the 2007 RESULTS/REF International Conference.

EARLY CHILDHOOD DEVELOPMENT IN THE UNITED STATES

CHILDREN FROM THE POOREST

backgrounds in the U.S. are those who stand to benefit most from early childhood development programs. Head Start, which was created to meet the need for comprehensive development services for low-income children, has been a tremendous success for those lucky enough to participate.

But when Congress took up Head Start reauthorization in 2003, its quality was threatened by a proposal to turn its jurisdiction over to the states. Over the course of four years, RESULTS activists generated hundreds of pieces of media and lobbied their members of Congress repeatedly. REF held a media campaign, including a call joined by over 50 journalists.

When the bill was finally signed into law in December of 2007, it included a number of victories. It maintains federal oversight, eliminates inappropriate standardized testing of Head Start children, and authorizes an increase in funding for Early Head Start, the program for infants and toddlers.

Head Start remains chronically underfunded, however, so we continue to press for adequate funding. Parents like Susan Collier attest to the wisdom of this investment: “**Head Start really changed my life. It made me a better parent and it really prepares the kids for school.**”

ACHIEVING UNIVERSAL PRIMARY EDUCATION

AROUND THE GLOBE, MORE GIRLS ARE NOW IN SCHOOL and spending on basic education is rising, thanks in part to the efforts of RESULTS/REF and our partners. But 72 million children still are *not* in school and many education systems lack basic facilities and trained teachers. More resources are needed, as well as more robust oversight of funding for basic education.

Throughout 2007, REF worked to bridge the \$10 billion annual funding gap that keeps universal education from becoming a reality. Activities ranged from training students in advocacy to supporting House Finance Committee Chair Rep. Barney Frank in sending a congressional sign-on letter to the IMF, expressing concern over wage ceilings that limit the hiring of teachers and health care workers. And after assessing how basic education resources are being invested, we developed recommendations for making our education assistance more effective.

RESULTS activists complemented this work by lobbying Congress to invest in education. At the end of 2007, Congress approved a dramatic scale-up in funding for basic education to \$694 million, an increase of more than \$200 million!



When funding for Head Start was threatened, “**RESULTS was right there with media strategies, with the right message, and with a group of activists who were ready to help send that message, and that made all the difference,**” said Joan Lombardi, president of the Children’s Project.

REACHING THE POOREST WITH MICROFINANCE

“POVERTY IS NOT A CREATION OF THE POOR PERSON,” says Muhammad Yunus, 2006 Nobel laureate, founder of the revolutionary microcredit institution Grameen Bank, and RESULTS/REF board member. “It is created by the system at large.”

Microfinance was designed to serve those without access to traditional financial systems, providing small loans and other financial services to the poor around the world. RESULTS and REF have been key players in expanding microfinance and ensuring its benefits reach those most in need. We supported groundbreaking legislation in 2004 that specified half of all U.S.-funded microenterprise assistance must be devoted to the very poor (those living on less than \$1 a day). RESULTS is now working to ensure that this law is fully implemented.

Our campaign also stresses that the very poor can and must be reached with microfinance through media calls and events with microfinance luminaries like Yunus and Ingrid Munro, who started a successful microfinance program in one of the worst slums of Kenya. (Read about Ingrid Munro’s work on page 12.)

MOVING AMERICANS OUT OF POVERTY

RESULTS AND REF ALSO WORK TO GIVE LOW-INCOME Americans opportunities to move up the economic ladder. With coalition partners, RESULTS helped build momentum for an overdue increase in the minimum wage, which went into law on July 24, 2007. We also helped to create bipartisan support for the Savings for Working Families Act, which would increase the number of Individual Development Accounts (IDAs) from 50,000 to up to 900,000.

IDAs are an exciting and effective way to provide a hand up to low-income families by matching their savings for an education, a house, or a new business while participants are enrolled in financial education courses. With prodding from RESULTS activists and others, over 100 members of Congress have now cosponsored the act.

Lastly, our Make Taxes Fair campaign continues to support features of the tax code that assist working families, such as the Earned Income Tax Credit and the Child Tax Credit. By decreasing the taxes that low-wage workers pay and by supplementing wages, *our tax code can actually move Americans out of poverty.*

Champions for the End of Poverty

Legislators Join Activists to Influence World Bank

Imagine that you could help provide millions of people with a crucial rung on the ladder out of poverty — but it meant influencing one of the world’s largest financial institutions. Our activists not only dared to imagine, they took action by helping to fill a room to capacity with members of Congress who asked the president of the World Bank, Robert Zoellick, to increase the Bank’s investment in microfinance for the very poor.

Though the World Bank’s mission is to alleviate poverty, it invests only a tiny fraction of its resources in what is arguably one of the best tools available for reducing poverty. REF supported Representatives Rush Holt (D-NJ) and John Carter (R-TX) in circulating a House sign-on letter to Zoellick requesting a meeting to discuss the issue. RESULTS activists encouraged their legislators to make the meeting a priority and to make bold requests.



Representatives Ileana Ros-Lehtinen (R-FL), Rush Holt (D-NJ), and John Carter (R-TX) urged World Bank president Robert Zoellick (2nd from right) to invest more in microcredit.

Legislators especially called for the Bank to prioritize investment in microfinance that benefits those living on less than a dollar per day. By doing so, it could increase the availability of microfinance services to several million more very poor clients each year, transforming their lives and the lives of their families and communities. Zoellick has agreed to meet again, and ensuring that this dialogue translates into action is a REF imperative.

“It was a strong demonstration of democracy in action,” said RESULTS/REF Executive Director Joanne Carter of the meeting. “Our activists’ efforts and relationships with members of Congress were key to bringing these issues to the attention of the head of one of the most powerful institutions in the world.”

Microcredit Summit Campaign

REF'S MICROCREDIT SUMMIT CAMPAIGN WAS FOUNDED ON THIS belief: If we are clear about what we want to achieve and committed to achieving it, we will succeed. The Campaign has set a goal to reach 175 million of the poorest families in the world with credit and other financial services to start or expand small businesses by 2015.

Champions for the End of Poverty

Jamii Bora

Joyce Wairimu was once a beggar in the slums of Nairobi, Kenya. Now she owns five businesses and employs 45 people. While institutions like the World Bank debate whether the poorest people can be reached with microfinance, the revolutionary microfinance organization Jamii Bora, which gave Wairimu her first loan of \$25, proves that it can.

Jamii Bora was started in 1999 by Ingrid Munro and 50 street beggars, including Wairimu. It now has 72 branches in Kenya, serves over 170,000 people, and has given out over U.S.\$28 million in loans to the poorest of the poor — beggars, former prostitutes, thieves, and people with HIV/AIDS. Jamii Bora offers its members a ladder that they can use to climb out of poverty. The rungs include a business school, microfinance loans, alcohol rehabilitation, and health and life insurance programs.



Ingrid Munro (center) and Jamii Bora members celebrate receiving a permit to build their own town.

While on a speaking tour of the U.S. sponsored by REF, Munro shared the Jamii Bora philosophy: "We believe in the inner strength and beauty of every human being and that they have equal value. We also believe that it is possible to eradicate poverty."

Munro added, **"When you say it's difficult to reach the destitute, I want you to hear that the most destitute can do the biggest miracles."**

The Microcredit Summit Campaign is helping to multiply stories like Joyce Wairimu's 175 million times. When family members are added this will affect almost one billion people!

In our *State of the Microcredit Summit Campaign Report 2007*, we reported that the number of microloans received by the poor soared to 133 million, up from 13 million when the Campaign was launched in 1997. Dramatic progress was also made in loans to the very poor — 93 million people living on less than U.S.\$1 per day received microfinance services by the end of 2006.

While microcredit loans may be small, their impact is enormous. With an estimated four family members for each client, almost a half-billion people benefited from this intervention. By enabling the poor to create their own businesses, microcredit builds self-sufficiency in clients and the institutions providing financial services.

Microcredit also works well with other interventions that promote health, nutrition, housing, education, and democracy. In 2007, the Campaign successfully completed its ground-breaking Microfinance and Health Integration project in India and is now planning for global expansion. This innovative program spreads vital health information to microfinance clients through self-supporting health education trainers.

As microcredit goes mainstream, however, it's become even more critical to ensure its original focus of serving the very poor. 2007 saw the Campaign's expansion of its project creating and promoting credible methodologies to measure the movement of clients above the \$1-a-day threshold. This project, which aims to provide the microfinance world with vital statistics on poverty, has begun work in Bangladesh, India, Vietnam, Indonesia, and Sri Lanka, with plans to expand to Africa and Latin America.



The Microcredit Summit Campaign is a powerful force for expanding microcredit by setting ambitious goals and by sharing the most cutting-edge breakthroughs and practices through reports and summits. Our Phase II goals for 2015 are:

- 1) Reaching 175 million of the world's poorest families, especially the women of those families, with credit for self-employment and other financial services.
- 2) Ensuring that 100 million families rise above the US\$1 a day threshold.

Advocacy to Control Tuberculosis Internationally (ACTION)

DECADES OF INADEQUATE FINANCING, A DEADLY SYNERGY WITH HIV/AIDS, and escalating drug resistance have combined to make tuberculosis (TB) a true global emergency. As a disease that disproportionately affects the poor, TB has received too little attention and resources. This is changing in no small part because of the work of the ACTION project.

Supported by the Bill & Melinda Gates Foundation, ACTION (Advocacy to Control Tuberculosis Internationally) is an innovative initiative of REF, advocacy partners in six

other countries, and leading experts from the World Health Organization, the Stop TB Partnership, and Global Health Advocates. ACTION's goal is to mobilize new and more effective investments in TB. Coordinated advocacy in donor and high-TB-burden countries has been instrumental to our success.

During our first three years (2005 to 2007), ACTION helped mobilize over U.S.\$400 million from Canada, Japan, the UK, and the U.S. We also achieved critical policy reforms in India, Indonesia, and Kenya, expanding access to TB treatment for those

in need. By cultivating TB champions as spokespeople, ACTION partners generated almost 2,000 media pieces globally.

ACTION has even impacted such influential bodies as the World Bank. Building on a 2006 report by ACTION partners that pointed out the stunning gap in Bank investment in TB in Africa, project partners worked with members of Congress and parliaments, the media, and patient activists to increase the Bank's attention to and resources for the disease. In 2007, the World Bank announced a renewed commitment: it is now developing a plan to scale up its support for TB efforts in Africa.

REF's grassroots volunteers are integral to ACTION's success, generating media and educating policy makers about the importance of TB and its links to poverty. With their help, ACTION's efforts have contributed to doubling the U.S. investment in TB (to \$163 million in FY2008) and the Global Fund to Fight AIDS, Tuberculosis and Malaria (to

Other highlights of ACTION's 2007 accomplishments include:

RESULTS CANADA cultivated new TB champions within Parliament by engaging spokespeople like Stephen Lewis (former UN Special Envoy for HIV/AIDS in Africa) and leading a delegation of parliamentarians to South Africa to witness the impact of the country's TB epidemic.

RESULTS JAPAN and TB champion Winstone Zulu (pictured) met with Japanese Prime Minister Shinzo Abe. This was instrumental in securing annual pledges of over U.S.\$180 million to the Global Fund to Fight AIDS, Tuberculosis and Malaria — exceeding a prior commitment by U.S.\$100 million.



RESULTS UK coordinated the production of *Scaling Up the UK's Response to the Global TB Epidemic: An Agenda for Action*, a parliamentary report identified by the leading medical journal *The Lancet* as exactly the kind of high-level political will needed to address TB.

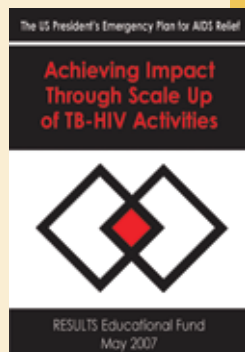
KENYA AIDS NGO CONSORTIUM was instrumental in safeguarding millions of dollars of critical TB funding by catalyzing a civil society advocacy effort to improve the government's management of its Global Fund TB grants.

ACTION INDIA'S efforts led India's Phase III National AIDS Control Program to commit to providing TB treatment to 2.8 million people living with HIV/AIDS.

COALITION FOR A HEALTHY INDONESIA (KUIS) helped ensure the inclusion of TB in Indonesia's National AIDS Plan in 2007.

\$841 million in FY2008), and increasing support for TB-HIV within the President's Emergency Program for AIDS Relief from \$0 in FY2004 to \$150 million in FY2008.

ACTION has demonstrated that strategic advocacy can mobilize substantial resources from donor governments and overcome constraints to effective TB control in countries with a high burden of the disease. With generous renewed support from the Bill & Melinda Gates Foundation for the next five years, *ACTION is poised to make even greater gains against global TB.*



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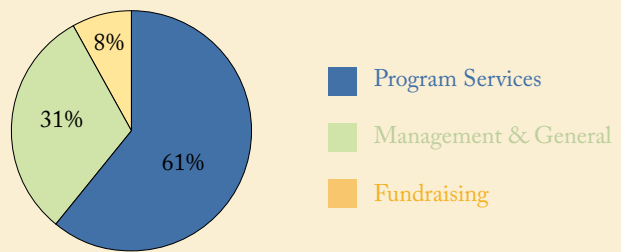
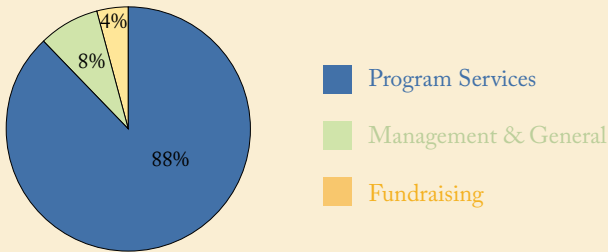
Thank you to all our generous donors, including those not listed here. Your financial partnership is essential to our collective work to change the world. The many ways that you give — with your money, your time, and your dedication — bring closer the day when all people, everywhere have the opportunity to thrive.

RESULTS Educational Fund

| | |
|--|--------------|
| SUPPORT AND REVENUE | |
| Grants and Contributions | 25,671,643 |
| Conference Income | 63,700 |
| Educational Events | 96,103 |
| Interest Income | 69,043 |
| Other Income | 36,752 |
| <hr/> | |
| Total Support and Revenue* | \$25,937,241 |
| Total Unrestricted Support and Revenue | \$5,380,628 |
| | |
| OPERATING EXPENSES | |
| Program Services | 4,357,515 |
| Support Services | |
| Management and General | 405,487 |
| Fundraising | 215,422 |
| <hr/> | |
| Total Operating Expenses | \$4,978,424 |

RESULTS

| | |
|----------------------------|-----------|
| SUPPORT AND REVENUE | |
| Grants and Contributions | 425,479 |
| Special Events | 6,755 |
| Royalties | 6,819 |
| Other Income | (387) |
| <hr/> | |
| Total Support and Revenue | \$436,019 |
| | |
| OPERATING EXPENSES | |
| Program Services | 390,645 |
| Support Services | |
| Management and General | 200,964 |
| Fundraising | 49,179 |
| <hr/> | |
| Total Operating Expenses | \$640,788 |



* Per generally accepted accounting principles, operating revenues recorded as being in excess of expenses are a result of multi-year grants being recognized in the year in which they are pledged, not when the revenues are received, while expenses are recognized as they are incurred over the course of the grant's life. This timing of revenue and expense recognition may lead the reader to incorrectly conclude that the organization has excess unused revenue, when revenue includes funding for future years.

Thank you to our Duncan/McQuillan Legacy Members who have dedicated planned gifts to RESULTS AND RESULTS Educational Fund

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"I feel that a donation to RESULTS is one of the best contributions I can make. My check is multiplied several times by RESULTS volunteers advocating for the elimination of global poverty. I have developed my own one-sentence laser-talk about RESULTS: RESULTS has more money available for the elimination of global poverty than the Gates Foundation — the U.S. government."

— Darryl Swenson, Board of Directors, Water First

Know your power, knocking on doors, talking to members of Congress, letting them know about your priorities. Although we are privileged to serve and write bills and have the vote, you have the power and what you do makes the difference.

— Representative Nita Lowey (D-NY)

What you are doing is about making a better world for all people.

— Senator Chuck Hagel (R-NE)

All of you who are engaged in the work of RESULTS, I beg you to bring every piece of ardor and intelligence, every part of your molecular structure to bear on consistent, tenacious, indefatigable advocacy because ultimately that's what changes the world.

— Stephen Lewis, former United Nations special envoy for HIV/AIDS in Africa

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