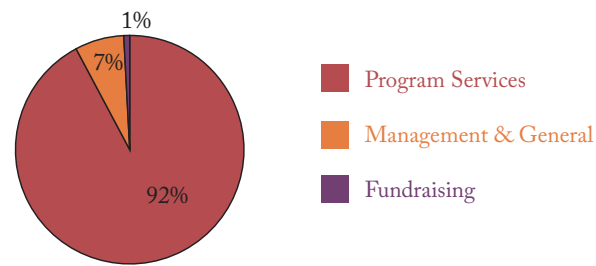


## 2011 Financials

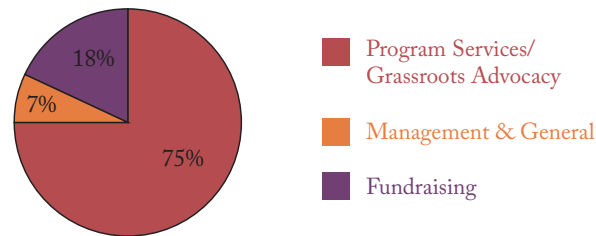
### RESULTS Educational Fund

TOTAL EXPENDITURES \$9,387,452



### RESULTS

TOTAL EXPENDITURES \$203,724



Thank you to all our generous donors. Your financial partnership is essential to create a world in which all people can achieve economic self-sufficiency and personal empowerment.



RESULTS Washington State volunteers meet with Senator Maria Cantwell during the RESULTS International Conference 2011 Lobby Day

## Who We Are

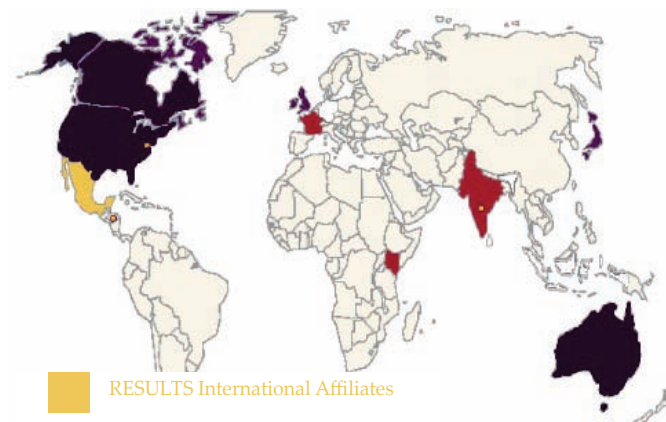
### RESULTS and RESULTS Educational Fund (REF)

**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. By supporting programs and policies that address the root causes of poverty, we're creating long-term solutions.

**RESULTS Educational Fund (REF)** identifies and promotes the most effective solutions to poverty by performing research and oversight of anti-poverty spending by the U.S. government and large donor institutions like the World Bank; building support by engaging and educating the public, policy makers, opinion leaders, and the media; and training grassroots volunteers in public speaking, generating media, hosting community forums, and educating their communities and elected officials about our campaigns. A tax-deductible 501(c)3, REF also houses the secretariats for the ACTION global health advocacy partnership, the Microcredit Summit Campaign, and the Global Campaign for Education-US: powerful global partnerships working to end the biggest killer diseases on the planet, ensure 100 million of the world's poorest families move out of extreme poverty, and achieve education for all children.

**RESULTS**, our nonprofit, grassroots advocacy 501(c)4 arm, advocates for specific policies and legislation that create and safeguard effective solutions to poverty, make programs run more efficiently and effectively, and extend coverage to those who need it. Our grassroots activists are key to the success of these campaigns.

More than 100 grassroots volunteer chapters are supported by both RESULTS and REF and reach nearly half of all congressional districts and two-thirds of the Senate. Along with activists supported by RESULTS affiliate organizations in Australia, Canada, the U.K., Japan, and Mexico, they form one of the most engaged and effective grassroots networks in the world.



- RESULTS International Affiliates
- ACTION Partners
- RESULTS International Affiliates and ACTION Partners
- Microcredit Summit Campaign Offices

"We were superbly supported by a coordinated global advocacy campaign, underpinned by civil society organizations and networks. Hundreds of thousands of people were engaged: signing petitions, writing letters, advocating directly with decision-makers. For several days, we were the number one subject of calls to the White House, and I am reliably informed that GAVI "trended" on Twitter. ONE.org, Save the Children, and RESULTS deserve our particular thanks."  
 – Dr. Seth Berkley, CEO, GAVI

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[www.results.org](http://www.results.org)

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## Empowering People. Ending Poverty.



**RESULTS**  
 the power to end poverty

## Letter from RESULTS/RESULTS Educational Fund Board Chair Dr. Scott Leckman

Shockwaves from our financial crisis continue to be felt around the world. The poorest and most vulnerable people face enormous challenges, even as the political and economic climate has led to international aid dollars being parsed and critical domestic programs endangered. Against this backdrop, it is no small feat that RESULTS and RESULTS Educational Fund (REF) have made 2011 another year defined by meaningful victories in the fight against poverty.



Our tireless grassroots volunteers, guided by our talented staff, helped prevent harmful cuts in domestic anti-poverty programs and achieved increases for early childhood programs that will give millions of kids the chance to overcome poverty. They were also instrumental in securing the first ever U.S. pledge to the Global Partnership for Education, which is going to help put 25 million poor and vulnerable kids in school around the world over the next three years. Our grassroots volunteers played a key role in achieving a record-breaking \$450 million U.S. pledge to the Global Alliance for Vaccines and Immunizations, which together with other donor contributions (which our global ACTION partnership played a key part in mobilizing) will protect a quarter of a billion vulnerable children worldwide and save four million lives. And they protected contributions to the Global Fund to Fight AIDS, Tuberculosis and Malaria, which saves more than 100,000 lives each month.

Wondering how they did it? Hard work and persistence. Altogether, our volunteers conducted 111 face-to-face meetings with members of Congress, another 182 meetings with congressional aides, made hundreds of phone calls, and sent countless letters and emails to congressional offices. To hammer the messages home, they generated over 280 media hits — including editorials, op-eds, letters to the editor, and articles. And they held more than 150 outreach events and 21 fundraisers.

It is truly inspiring to serve as Chair of the Board for an organization driven by volunteers who give so much of themselves to fight in solidarity for the poorest and most vulnerable people. As we look back on another successful year, I hope these stories will encourage you to dream big. By working together we can help end extreme poverty and ensure that every person on Earth has the opportunity to live a safe and fulfilling life.

Scott A. Leckman, MD,  
 Chairman of RESULTS and RESULTS Educational Fund Board of Directors

## The Microcredit Summit Campaign

The first Microcredit Summit, held February 2-4, 1997, gathered more than 2,900 people from 137 countries in Washington, D.C. They launched a nine-year campaign to reach 100 million of the world's poorest families, especially the women of those families, with credit for self-employment and other financial and business services by the year 2005. That goal was reached and exceeded by 2007 and the Campaign was re-launched to 2015 with two new goals:

1. Working to ensure that 175 million of the world's poorest families, especially the women of those families, are receiving credit for self-employment and other financial and business services by the end of 2015.
2. Working to ensure that 100 million families rise above the \$1.25 a day threshold adjusted for purchasing power parity (PPP), between 1990 and 2015.

In 2011, the Global Microcredit Summit 2011 (November 14-17, Valladolid, Spain) was attended by more than 2,000 delegates from 105 countries, and conducted more than 100 plenaries, workshops, courses, and associated sessions in four days covering the relationship between microfinance and the environment, agriculture, and health. The State of the Campaign Report 2012 was released at the conference with then Spanish Secretary of State for International Cooperation Soraya Rodríguez Ramos. The report showed that, overall, more than 137 million very poor families had a microloan by the end of 2010, representing a more than 18-fold growth from 7.6 million of the poorest people reached in 1997 when the Microcredit Summit Campaign was launched.



RESULTS volunteers brought attention to the power of microfinance and asset-development strategies to help low-income families in the U.S. by supporting the national release of the documentary "To Catch a Dollar." It follows Nobel Peace Prize winner Muhammad Yunus as he brings transformative microfinance programs to the U.S. RESULTS volunteers helped coordinate and participated in 36 events across the U.S. to promote the film, build community awareness, and generate a broader network of activists.

## ACTION

ACTION is a global partnership of advocacy organizations spanning five continents, working to influence policy, mobilize resources to fight diseases of poverty, and improve equitable access to health services. The ACTION secretariat, which is housed at REF, collaborates with 10 partner organizations, including REF in the U.S., to use cutting-edge advocacy strategies to support innovative programs that fight poverty and improve health, such as the Global Fund to Fight AIDS, Tuberculosis and Malaria and the Global Alliance for Vaccines and Immunizations (GAVI).

In 2011, ACTION was among the key drivers of GAVI's global resource mobilization efforts for its first pledging conference, where fundraising targets were surpassed. A total of \$4.3 billion was secured for GAVI — \$2.5 billion of which came from donor countries where ACTION has active partners. This funding will save an estimated 4 million children's lives.

ACTION remains a global leader in the fight against TB, the number one killer of people living with HIV/AIDS. From 2008 to 2011, ACTION partners helped mobilize a cumulative increase of \$1.8 billion in total contributions to the Global Fund from ACTION's six donor countries and the European Commission.

Around the world, ACTION partners shaped coverage in major news outlets including the Washington Post, the Wall Street Journal, and the New York Times to highlight the Global Fund as a powerful and effective public health investment and to urge donor governments to honor their funding commitments. This advocacy was successfully continued in 2012 to protect and restore funding from a number of key donor governments.

## Global Campaign for Education-US

Founded in 2003 and with a Secretariat now housed at REF, the Global Campaign for Education-U.S. Chapter (GCE-US) brings together more than 30 of the nation's most prominent and well respected non-governmental and religious organizations, teachers unions, think-tanks, foundations, academics, and children's advocates to promote the cause of universal basic education around the globe. GCE-US works as a coalition to increase public awareness of the need for universal quality education, help policymakers in the U.S. identify steps to realize the goal of universal basic education by 2015, push for donor financing to adequately support basic education, and support the idea that the U.S. should take a leadership role in promoting universal quality education for all children.

In partnership with coalition members the American Federation of Teachers (AFT) and the National Education Association (NEA), GCE-US re-designed and re-launched the "Lesson for All" — a toolkit for educators designed to raise awareness around the issue of Education for All (EFA) — on the GCE-US website in February 2011. As part of that effort, GCE-US launched the Blue Ribbon Campaign, aimed at engaging and mobilizing grassroots across the country to show their support for EFA and, more specifically, girls' education.

GCE-US held events in three targeted cities around the country for Global Action Week 2011: Miami, Chicago, and Toledo. Teopista Birungi, founder and president of the Uganda National Teachers' Union, traveled with staff from GCE-US, REF, and CARE to Miami and Chicago to speak to students about the importance of education. To celebrate Global Action Week, the Vice-Chair of the Miami-Dade School Board presented GCE-US with a proclamation celebrating Global Action Week 2011 and the Blue Ribbon Campaign.

## How We Get Results

Our strategy includes research to identify the most powerful policies and investments to end poverty, careful planning to design the most effective advocacy campaigns, and partnerships with allied organizations and powerful individuals. But our greatest strength comes from RESULTS' core values: knowing that we can shape what's possible in the world; linking big picture thinking to strategic, targeted actions; forming strong communities; building relationships with policymakers that lead them to become champions; believing that anyone can be an ally; and, perhaps most importantly, training, supporting, and empowering grassroots activists for bold action.

RESULTS and REF excel at empowering citizens in the vibrant practice of democracy. Consistently calling, writing, meeting, and working with legislators and the media is what makes the difference. Having the staff and resources to form new chapters, train new activists, and support established groups to take evermore-sophisticated actions is key to success.



ACTION Partners joined together at the Annual Partners Meeting, November 2011.

## Our Priorities

### Education for All

#### Early childhood Education Gets a Boost

The income gap in the United States is growing. Another 2.6 million people slipped into poverty in 2010, bringing the total number of Americans living below the poverty line to 46.2 million according to the U.S. Census Bureau. Access to programs like Head Start and Early Head Start can be the difference between a child being trapped in poverty and having the chance to climb out of it.

Throughout 2011, as Congress negotiated funding for 2012, RESULTS advocates conducted a strategic media campaign to urge Congress to protect Federal funding for early childhood assistance programs, as well as outreach to over 150 congressional offices. Thanks in part to this effort, on December 16, 2011, House and Senate negotiators finalized a bill that increased funding for Head Start and Early Head Start by more than \$409 million above the preceding year! This will extend the benefits of these programs to a total of 968,000 low-income children and their families.

## Achieving Education for All

According to UN data, 1.5 billion people are living in absolute poverty worldwide. In developing countries, over 60 million primary-school age children are out of school. With strategic support from RESULTS/REF and key allies, the U.S. House of Representatives introduced the bipartisan Education for All (EFA) Act, which will strengthen global education for the neediest kids worldwide. Our Washington State groups supported Rep. Dave Reichert to become the lead Republican on the EFA Act, and overall RESULTS volunteers secured 59 congressional cosponsors on the legislation.

RESULTS/REF volunteers also generated 50 media hits and secured 69 signatories on a congressional letter that helped secure the first-ever U.S. funding commitment to the Global Partnership for Education, a global mechanism that brings together donor and developing countries to support bold national education plans to get every child in school.



## Economic Opportunity For All

RESULTS/REF volunteers working on U.S. domestic poverty met with several hundred congressional offices (including over 50 face-to-face meetings with representatives and senators) to talk about low-income assistance programs. They made countless phone calls and sent hundreds of letters and emails to congressional offices. Volunteers generated 56 media hits and held 88 outreach events.

These efforts were critical in securing funding increases for early childhood programs — including a \$55 million increase for the Child Care Development Block Grant, which will help 1.6 million low-income children and their working parents benefit from quality child care. These efforts also prevented damaging cuts to safety-net programs and promoted the importance of asset-building as a critical element of escaping poverty.

On the international side, work by RESULTS/REF volunteers to continue building bipartisan support for microfinance paid off when the U.S. House of Representatives and Senate introduced new legislation to strengthen U.S. commitments to microfinance programs, including programs focused on the very poor, and Congress protected funding through the foreign assistance bill.

## Ending Diseases of Poverty and Ensuring Health Care For All

### Stemming the deadly growth of TB and HIV

Tuberculosis (TB) continues to kill 1.7 million people each year. Organizations like the Global Fund to Fight AIDS, Tuberculosis and Malaria are often the difference between life and death for the poorest and most vulnerable around the world. In a rapidly globalizing world, they also provide some of the most valuable investment impacts that donor governments can make.

Over the past decade, the Global Fund has become one of the most successful public health efforts in history, with investments in programs in some 150 countries that are saving more than 100,000 people each month from these diseases. When Congress was faced with difficult funding decisions, RESULTS/REF secured 82 signatories on a congressional letter urging against cuts to the Global Fund. In the end, the U.S. contribution to the Global Fund increased to \$1.3 billion dollars for fiscal year 2012, the largest U.S. contribution, which puts the U.S. on track to meet its \$4 billion pledge.

RESULTS/REF volunteers also continued their efforts to ramp up U.S. bilateral investments worldwide to stop TB and increased funding to an incredible \$236 million.



### Ensuring all children have access to live-saving vaccines

Pneumonia and diarrheal disease are the two biggest killers of children worldwide, killing more than two million children each year. RESULTS/REF has supported the work of the Global Alliance for Vaccines and Immunizations (GAVI) to roll out new pneumococcal and rotavirus vaccines to help prevent pneumonia and diarrheal disease in developing countries.

In the lead up to the 2011 GAVI pledging conference, RESULTS/REF volunteers generated 71 media hits and 62 signatures on a congressional letter to help secure the first ever multi-year pledge from the U.S. — \$450 million to support GAVI! This funding will contribute to GAVI's goal of immunizing more than a quarter of a billion of the world's poorest children and preventing four million premature deaths by the year 2015.