



2015 ANNUAL REPORT

A young woman with long dark hair, wearing a light purple dress, stands on the steps of a grand classical building with many columns. She is smiling and holding a large red sign in front of her. The sign has white text that reads "VOICES THAT CHANGE THE WORLD". The entire image has a reddish-pink color overlay.

**VOICES  
THAT  
CHANGE  
THE WORLD**



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RESULTS and RESULTS Educational Fund

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# LETTER

## FROM THE BOARD CHAIR AND EXECUTIVE DIRECTOR

**Dear Friends,**

RESULTS just celebrated its 35<sup>th</sup> anniversary, and we've come a long way since 12 people first gathered in a Los Angeles living room to write letters to Congress. Those original advocates understood that ending poverty was possible, and it would require using their voices to reshape political priorities.

Since 1980, our volunteers have published more than 12,000 pieces of media, met face-to-face with members of Congress over 4,500 times, and led another 150,000 conversations with congressional staff. We now have partners and affiliates all over the world and a leading team of legislative experts and policy analysts, but it remains our committed volunteers that set us apart. Now 35 years in, we know what can happen when a determined group of people decide they are going to help change political priorities, change policy, and change the world.

And change the world they have. When these volunteers started their advocacy on child survival, more than 40,000 children were dying every single day from preventable causes. Now, not only have child deaths gone down by more than half, but the world is in a position to actually *end* preventable child and maternal deaths in the next 20 years. And if it's up to volunteers like Garrett Wilkinson in Kansas, who you'll read about in these pages, we will absolutely make this a reality.

Here in the United States, RESULTS has long championed federal programs and policies that lift millions of Americans out of poverty each year. In 2015, we celebrated a major tax policy victory that will ensure 16 million Americans don't fall into poverty or deeper into poverty. It is volunteers like Maxine Thomas in Indianapolis who worked tirelessly to make this possible.

These are just a few examples of the progress everyday people have helped drive with RESULTS. The number of children in primary school worldwide has doubled since RESULTS began advocating to eliminate barriers like school fees and expand access to education. Advocacy for the Global Fund to Fight AIDS, Tuberculosis and Malaria and the U.S. global AIDS initiative has helped increase the number of people on lifesaving HIV/AIDS treatment more than 100-fold. Tax provisions for low-income working families and safety net programs like SNAP (formerly food stamps) now reduce the U.S. poverty rate by half.

But there is still far more work to do to achieve the future we want.

With partners on five continents, we are proud to be pioneers in powerful citizen advocacy. We continue to work towards the same goal as those who came to the very first RESULTS meeting 35 years ago: people using their voices to realize the end of poverty and a more just and humane world. Together, we will get there, and your support makes all of our work possible.

Thank you.

**Joanne Carter**

Executive Director, RESULTS  
and RESULTS Educational Fund

**Scott A. Leckman, M.D., F.A.C.S.**

Chair, RESULTS  
and RESULTS Educational Fund Board

A young girl with dark hair is standing on a paved surface, holding a large, bright red rectangular sign in front of her face. She is wearing a dark blue dress with white polka dots and red velvet shoes with black bows. The sign has white text that reads: 

**I'M FIGHTING  
FOR A BRIGHT  
FUTURE FOR  
EVERY CHILD**

# WHO WE ARE

## WHAT WE DO:

**RESULTS and RESULTS Educational Fund support a movement of passionate, committed everyday people who use their voices to influence political decisions that will bring an end to poverty.**

Volunteers receive training, support, and inspiration to become skilled advocates. In time, they learn to effectively guide policymakers toward decisions that improve access to education, health, and economic opportunity.

With every hour of their time, volunteers multiply their impact through the enormous power of advocacy – whether it's helping change policy to support **millions** of families to put food on the table or helping raise **billions** of dollars for the world's most vulnerable children.

Backed by in-depth research and the legislative expertise of staff, RESULTS advocates realize the incredible power they possess to use their voices to change the world.

## OUR STRUCTURE:

**RESULTS Educational Fund,  
a nonprofit 501(c)(3) organization**

- Performs cutting-edge research and oversight.
- Educates and mobilizes the public, policy makers, and the media.
- Supports powerful citizenship by training volunteers in public speaking, generating media, and educating their communities and elected officials on issues of poverty.

**RESULTS, Inc., a nonprofit, grassroots  
advocacy 501(c)(4) organization**

- Pushes for specific policies and legislation to address poverty.
- Empowers people to become voices for the end of poverty through grassroots advocacy.

**RESULTS EDUCATIONAL FUND IS ALSO HOME  
TO A POWERFUL INTERNATIONAL GLOBAL  
HEALTH PARTNERSHIP:**

**ACTION** is a partnership of locally-rooted organizations around the world that advocate for lifesaving care for millions of people who are threatened by preventable diseases. Across five continents, ACTION works to increase investments and build political support for global health.

**WWW.ACTION.ORG** 



*RESULTS REAL Change Fellow Carl Schneider meets with Rep. Steve Cohen (D-TN) on Capitol Hill.*

## MEET MAXINE:

### A HISTORIC VICTORY THAT'S “ONLY THE BEGINNING”

It was a moment that RESULTS volunteer Maxine Thomas said was like “winning the Super Bowl.”

After two years of tireless advocacy by RESULTS volunteers all across the country, Congress finally put into permanent law key provisions of the Earned Income Tax Credit (EITC) and Child Tax Credit (CTC). If these provisions had been allowed to expire — as they were set to do — 50 million Americans would have been at risk of losing their credits, and 16 million would have been forced into poverty or even deeper into it.

Because of advocates like Maxine, that didn't happen. The Center on Budget and Policy Priorities called it one of the biggest anti-poverty legislative victories in the last 20 years.

“Many of us used our voices to help get this accomplished,” Maxine said. “I felt like a champion.”

The EITC and CTC allow low-income workers to keep more of their paychecks and pay for essentials like food, housing, and transportation. When critical provisions of the tax credits were in danger of expiring, RESULTS volunteers got to work. During the course of a two-year campaign, they had 225 face-to-face advocacy meetings, published 140 media pieces, and wrote thousands of letters and emails to Congress.

Maxine, a married mother of five in Indianapolis, has experienced the impact of the EITC and CTC firsthand. In a moving and deeply personal op-ed for *The Hill*, she described struggling to support her family despite working full-time, and how the EITC and CTC allow her to buy much needed items for her children.

“There is nothing quite like watching the joy on my kids' faces as they run and play in a new pair of shoes they were able to pick out themselves,” she wrote in the op-ed, which was published about six weeks before the tax credit victory.

Authoring a piece that was published in a national publication — and one that happens to be widely read by lawmakers — was another huge milestone for Maxine, who joined RESULTS in 2014. *(continued on page 11)*

*I believe advocacy is a calling. Advocacy gets results and is one of the most important tools we have to create change.*

## PREVENTING CUTS TO SNAP:

Helping to save crucial tax credit provisions wasn't the only success for RESULTS volunteers working on U.S. poverty issues in 2015. Their advocacy also helped to prevent a massive cut to SNAP (formerly food stamps) that could have left **11 million** people without a reliable source of food. Thanks to our volunteers' persistence — including publishing **76** media pieces over just two months — that didn't happen.

A woman with curly hair, wearing a grey top and a necklace, stands on a cobblestone street. She is holding a large red sign with white text. The background shows a city street with cars and pedestrians.

**TIME TO PUT  
WORKING  
FAMILIES  
FIRST**



“It was amazing that my story mattered and was considered worth publishing. It was amazing that I was able to release that from my being,” she said.

And as a participant in the inaugural year of RESULTS’ Experts on Poverty program, which supports advocates who have direct experience with federal nutrition programs, she has learned new ways to harness the power of her story.

“The Experts on Poverty program is like a family, and we have support and guidance from the RESULTS team, who are equipping us with information and support to use our voices in the best possible way. The platform we have now through our Experts group is phenomenal.”

In 2015, Maxine worked to build a new RESULTS group in Indianapolis that now has eight active members. She intends for it to keep growing. And while she’s only been involved with RESULTS for a couple of years, she said that from her first International Conference in 2014, she felt a strong connection to her fellow advocates.

“I thought, how is it that all these people are fighting for an issue that they don’t have any personal experience with? I know about it firsthand, so how can I not do something? If so many people are fighting for a cause and I can do the same thing, then I will. This is only the beginning for me.”

## A SENSATIONAL YEAR OF MEDIA:



**RESULTS volunteers had their most successful media year in over a decade, securing over 500 media pieces from coast to coast. From national outlets like NPR and The New York Times, to local papers like the Hutchinson News in Kansas and the Idaho Statesman, our advocates raised their voices for change.**

# MEET GARRETT:

## WHAT YOU CAN DO WITH DEMOCRACY

On New Year's Eve 2015, Garrett Wilkinson answered a call from an unknown number. The voice on the other end introduced himself as Jerry Moran.

Garrett, a 20-year-old sophomore at Kansas State University, was stunned.

"The same Jerry Moran who is my U.S. senator?" he wondered.

Indeed it was. Sen. Moran was calling to thank Garrett for writing an op-ed on the Reach Act for a local newspaper. A few days earlier, Garrett had handed the senator a paper copy of the article (with his phone number written on top) at a town hall meeting in Haven, Kansas.

"Senator Moran said it really touched him to see young people come out in support of this, because we weren't asking for anything that pertained to ourselves. It was about helping others," Garrett recalled.

The Reach Every Mother and Child Act of 2015, legislation that RESULTS helped to craft, will ensure the U.S. does its part to help end preventable maternal and child deaths in low-income countries. It will also enshrine important reforms into law that will make USAID, our main development agency, more effective and efficient.

Moran signed on to the Reach Act a few weeks after his phone conversation with Garrett. Kansas' other senator, Pat Roberts, also attached his name in support.

"Kansas was the first state to have two Republican senators on the Reach Act," Garrett said proudly.

Hundreds of RESULTS volunteers all over the country were working alongside Garrett to push Congress to take up the Reach Act. By the end of 2015, dozens and dozens of members of Congress from both parties and every corner of the country had added their names to the bill, with the list growing by the week.

As a 2015 RESULTS REAL Change Fellow, Garrett was part of a year-long advocacy intensive for young leaders. He said the experience showed him "what you can do with democracy."

"A 20-year-old pre-med student can write an op-ed and get a call from his senator, which has the possibility of leading to a vote on a bill that can help save the lives of 15 million children by the year 2020," he said. "That's astounding."

**Fundraising for 100 clean water filters – that was almost a full time job. For that same amount of time, you can make sure that a billion dollars get appropriated so that more brilliant, locally specific programs receive the funding they need.**

Garrett started a RESULTS group on his campus in fall 2015 with his friend Daniel, also a REAL Change Fellow. They decided their group would tackle both domestic and global issues, and have so far delivered 80 handwritten letters to members of Congress.

He said the phone call from Moran was serendipitous in more ways than one. Not only did Moran end up signing on to the Reach Act, but Garrett now is able to use that story to inspire others. *(continued on page 15)*





A group of RESULTS allies come together for a day on Capitol Hill to support the Reach Act.

“A lot of college students don’t know the difference between representatives and senators, or even their names. And it’s hard to get them to write a letter about something they don’t know much about. But telling them stories like this is really powerful,” he said.

Garrett’s interest in global poverty stems back to his teens, when his high school established a cross-cultural partnership with a school in Nepal. He launched a project to fundraise for clean water filters for the community surrounding the school.

He said his experience in Nepal was invaluable, but only drove home the importance of advocacy in creating positive global change.

“Fundraising for 100 clean water filters — that was almost a full time job. For that same amount of time, you can make sure that a billion dollars gets appropriated so that more brilliant, locally specific programs receive the funding they need.”

He said that as far as he’s concerned, everyone who cares about poverty and global health should get involved with RESULTS.

“If everyone who cared about these issues took a little time to write a letter and make a phone call, I think we wouldn’t need to complain so much about what’s happening in Congress.”

## A LEGACY ON CHILD HEALTH:

Child survival and access to health services for all is a cause that RESULTS volunteers have been working on since the organization’s inception 35 years ago. Thanks in no small part to their tireless advocacy, preventable child deaths have gone down by more than half.

The RESULTS and ACTION family kicked off 2015 with a historic win on child survival, helping secure over **\$7.5 billion** from world leaders to fund **Gavi, the Vaccine Alliance**, supporting countries to vaccinate children against some of the world’s leading killers. Almost **half** of the **\$7.5 billion** global total came from ACTION partner countries.

Despite this great progress, **11 children under five still die every minute** — most from preventable and treatable causes like diarrhea and pneumonia. That’s where the Reach Act comes in. By focusing on those who are hardest to reach, scaling up what’s proven to work, building local capacity, and stretching every dollar further, the Reach Act will help pave the way for the end of these deaths by the year 2035. RESULTS advocates won’t stop until that goal is a reality.

## MEET MINH:

# GETTING RESULTS ON THE CAMPAIGN TRAIL

Minh Nguyen didn't bother voting in the 2012 U.S. presidential election. He wasn't into politics and didn't think his vote would make a difference.

Fast forward to fall 2015. Minh, 25, is a RESULTS Election Fellow in New Hampshire. His whole life revolves around engaging candidates and getting them to make commitments on childhood nutrition, education, and the Global Fund to Fight AIDS, Tuberculosis and Malaria. He attends dozens of campaign events every week and rattles off questions like a seasoned advocate.

What sparked such an incredible transformation?

Minh says it all began in October 2013, when he saw RESULTS founder Sam Daley-Harris speak on his college campus in Texas. Daley-Harris' talk about citizen activism piqued Minh's interest enough to attend a few meetings in Houston and to join in on some monthly conference calls. He eventually applied to RESULTS' REAL Change Fellowship program for young leaders and attended the 2014 International Conference. That, he said, was the turning point.

"I was so inspired at the International Conference. There were such amazing speakers and everyone there was so supportive. To see people my age caring about these issues was awesome," Minh said.

And meeting with his members of Congress on Capitol Hill during advocacy day made him realize the power of his own voice.

"Through advocacy, you can help millions of people, obviously many more than I could ever help directly," he said. *(continued on page 18)*

*I never knew about advocacy before RESULTS, and now I can say it's totally changed my life.*

## DID YOU KNOW?

**RESULTS**  
Election Fellows and volunteers engaged presidential candidates more than **130 TIMES!**

**RESULTS**  
volunteers had **275 FACE-TO-FACE MEETINGS** with members of Congress.

The 2015 **RESULTS** International Conference was our biggest **EVER**, with **535 PARTICIPANTS** from **23 COUNTRIES.**



*RESULTS Election Fellow Minh Nguyen attends a presidential campaign event in New Hampshire.*

After that, Minh was hooked. Back home in Texas, he started going to town hall meetings to urge his representatives to take action on a resolution supporting vaccines in low-income countries. He developed into such an effective advocate that it seemed only natural to apply those skills as a RESULTS Election Fellow. In August last year, he picked up and moved to New Hampshire, a key primary state.

Minh spent the next six months zigzagging around New Hampshire and going to as many campaign events as he possibly could. At a Hillary Clinton rally in Exeter, he decided to

try to get her attention by affixing one of her campaign stickers to his forehead. It worked, and she promised him her full support. Jeb Bush complimented Minh's "doggone determination." And after several months of engaging Sen. Marco Rubio, the former candidate finally gave his committed support to childhood education and nutrition initiatives. Minh was so thrilled he jumped up and gave Rubio a hug.

"I just want to do something to make a positive difference in the world," Minh said. "I never knew about advocacy before RESULTS, and now I can say it's totally changed my life."

## THE NEXT GENERATION OF ADVOCATES:



The **RESULTS REAL Change Fellowship** program is training the next generation of young activists and leaders. During the 12 month program, **REAL Change Fellows** learn how to engage members of Congress on RESULTS' issues, how to write op-eds that will get published in the media, and how to mobilize their communities to create change. The 2015 class of REAL Change Fellows held **256** meetings with members of Congress and their staff, and they published media and organized outreach events in dozens of states. Now they are helping launch new **RESULTS** groups across the country.



**RAISE YOUR  
VOICE WITH  
RESULTS**

# OUR GLOBAL REACH

*RESULTS Educational Fund's international partnerships continue to innovate in education, global health, and microfinance initiatives around the world.*

HERE ARE JUST A FEW HIGHLIGHTS FROM 2015:



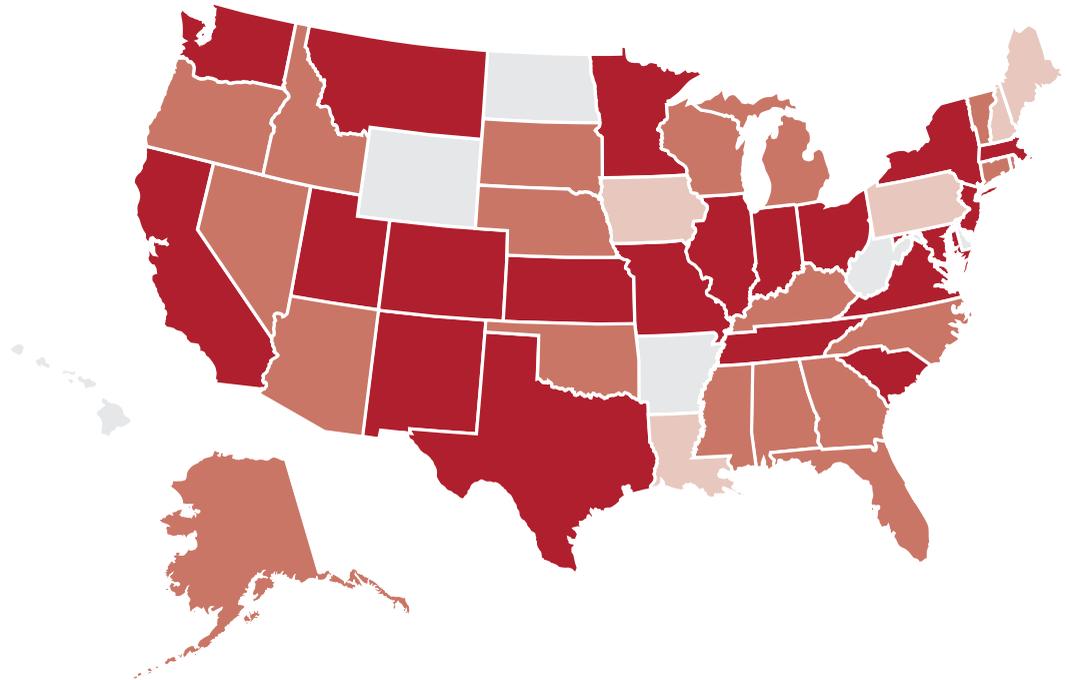
- RESULTS Educational Fund piloted a new global **Right to Education Index (RTEI)**, a report card measuring progress on the right to education around the world. In its pilot year, RTEI is working with partners in Tanzania, Nigeria, Zimbabwe, the Philippines, and Chile to make sure that children everywhere have the right to education.
- The 2015 **State of the Microcredit Summit Campaign Report** made the case for scaling up six proven financial inclusion strategies to support hundreds of millions of extremely poor people to move out of poverty.
- **ACTION** launched a donor accountability scorecard on nutrition, a live online tool that tracks progress on nutrition investments by governments and other external donors. The scorecard is helping advocates worldwide hold their governments accountable for their promises on malnutrition – the underlying cause of nearly half of all childhood deaths.

Learn more about our global partnerships at [www.results.org](http://www.results.org) and [www.action.org](http://www.action.org).

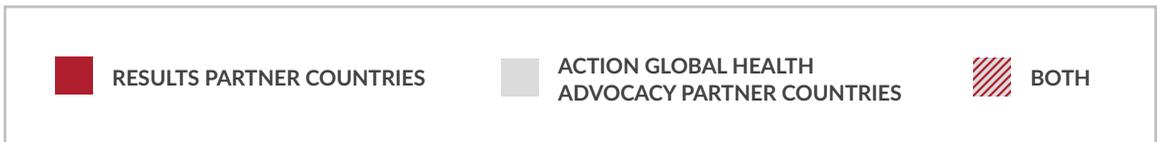
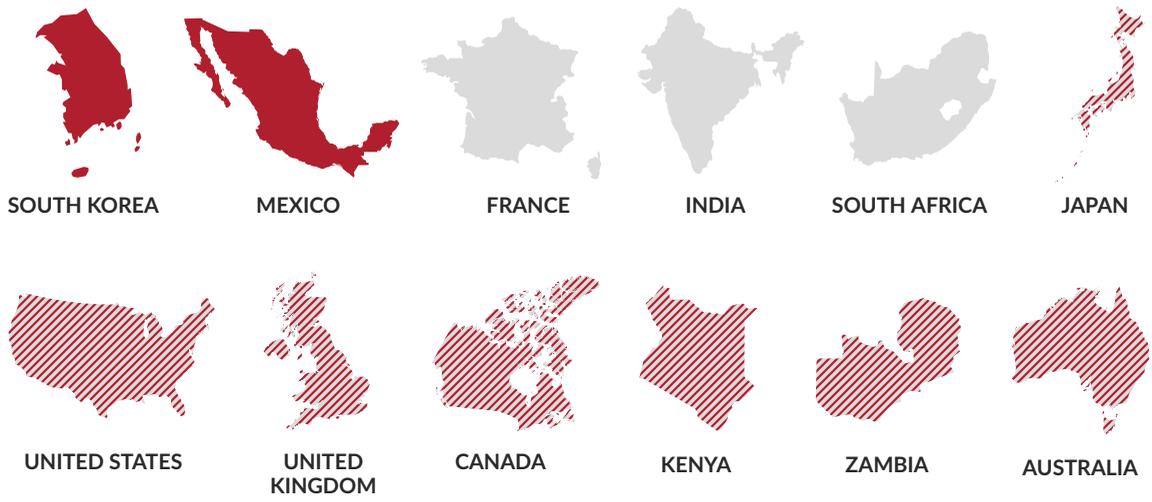


*Nobel Peace Prize laureate Malala Yousafzai and RESULTS Senior Legislative Associate Allison Grossman take a pause after a full day of congressional meetings. RESULTS was thrilled to help organize Yousafzai's very first visit to Capitol Hill.*

# RESULTS brings together volunteers across the United States...



# ...and advocacy organizations around the world.



# OUR SUPPORTERS

**RESULTS volunteers are using their voices to change the world – thanks to YOUR SUPPORT. Our work over the last 35 years has only been made possible by the generosity of private foundations, our dedicated volunteers, and individuals from all walks of life.**

## **\$25,000+**

David and Katie Bodnick  
Ellen Kempler and Ken Rosen  
Gordon Irlam  
Joel Rubinstein and Sylvia Sabel  
Pankaj Agarwal and Sapna Mahwal  
Peter and Sharon Fiekowsky. Leaving a world we're proud of to our children.

## **\$5,000+**

Alan and Ellen Newberg  
Courtney and Fred Steves  
Cynthia Changyit Levin and David Levin  
Debra Baskin  
Dixie Camp  
Edward Winslow  
Jan Twombly  
John Hornby  
Michol O'Connor  
Nick Craig  
Roger L. Hudson  
Roxanne and Kip Allen  
S. Rees and J. Winge  
Scott A. Leckman

## **\$2,500+**

Anne Child  
Ginnie Vogts  
Ken and Linda Schatz  
Jenai Blount  
Kathleen H. Close  
Lydia Pendley  
Lynne E. Patalano  
Martha J. Karnopp  
Mary Martin  
Oscar Lanzi  
Paul and Beth Wilson

Paul Brindle  
Peggy Harvey and Paul Hornick  
Rich and Reba Renner  
Bob and Barbara Sample  
Steven Krausz  
Victoria S. Treland

## **\$1,000+**

Anonymous (7)  
Alexander Counts  
Alicen White  
Allison and Clare Gallaher  
Amy Rossman and Christian Feuillet  
Andy and Susan Clarke  
Anne and Tom Singley  
Arthur Schick  
Bill and Tari Nicholson  
Brett Hillier  
Bruce and Karen Davidson  
Caen Contee  
Carolyn Prouty  
Catherine R. deVries, M.D.  
Claudia Morgan  
Cynthia Tschampl Halsey and Kimball Halsey  
David Burns  
Diane Friedman  
Dolly Brenneman  
Edgar Greville  
Eloise Sutherland  
Frank L. Gilbert  
Gabrielle Napolitano  
Gene Pizzo  
George Durazzo, Jr.  
Harry Mason  
Hugh Boyle  
Jan and Joy Linn  
Jaqueline LaPlante  
Jeannette Allen

Jeff Kincheloe  
Jennifer and Walter Long  
Jerline Carey  
Jillian Barron  
Joan Gast  
Joan Lombardi, Early Opportunities LLC  
Joanne Carter and Geoffrey Barron  
Joanne DiDato  
John Roberts  
Judy Arbogast  
Kathleen Duncan  
Kathryn Sherlock  
Kelly Penrod and Michael Winters  
Kirubahara Vaheesan  
Laura Linn  
Len and Phyllis Chorazy  
Leon Galloway III  
Liz Clerkin  
Lois Dodson  
Louisa Barkalow  
Manisha Toor  
Marc Tolo  
Marian Lyddon  
Mark Coats  
Martin White  
Mary Kay Sigda  
Matthew Wheeler  
Maud and Bill Lipscomb  
Nancy Dickerson  
Neil Sinhababu  
Pat and Ted Bruno  
Patricia Behenna  
Patrick Hughes  
Paula Zwagerman  
Peggi Sturm  
Peter Stoel  
Phyllis Bjorkman  
Ram Nagarajan

Richard A. Smiley  
Sam and Shannon Daley-Harris  
Steve Andre  
Susan and John Beckett  
Susan Morrison  
Susan Neumann-Martinsen  
Susan Oehser  
Suzanne Davis-Hornby  
Wilma E. Solomon

## Bequests

In memory of Robert Dickerson from  
his beloved wife  
The Estate of Gail Neumann

## Foundations/ Organizations

Anonymous  
ACC Telecom  
Aeras Global TB Vaccine Foundation  
Alliance to End Hunger  
Bill & Melinda Gates Foundation  
Children's Investment Fund  
Foundation  
Equality Network Foundation  
Francis Beidler Foundation  
Frederick Mulder Foundation  
Johnson & Johnson  
Keating Family Foundation  
MasterCard Foundation  
New Venture Fund

Open Society Foundations  
Raptim Humanitarian Travel  
Reed Family Donor Fund  
TB Alliance  
Texas Children's Hospital  
The Anne and Henry Zarrow  
Foundation  
The Annie E. Casey Foundation  
The Gordon R. Irlam Charitable  
Foundation  
The Seattle Foundation  
The Williams Family Trust  
United Nations Foundation: Shot@Life  
US Fund for UNICEF  
Wallace Genetic Foundation  
Wilson Smith Cochran Dickerson  
Zions First National Bank

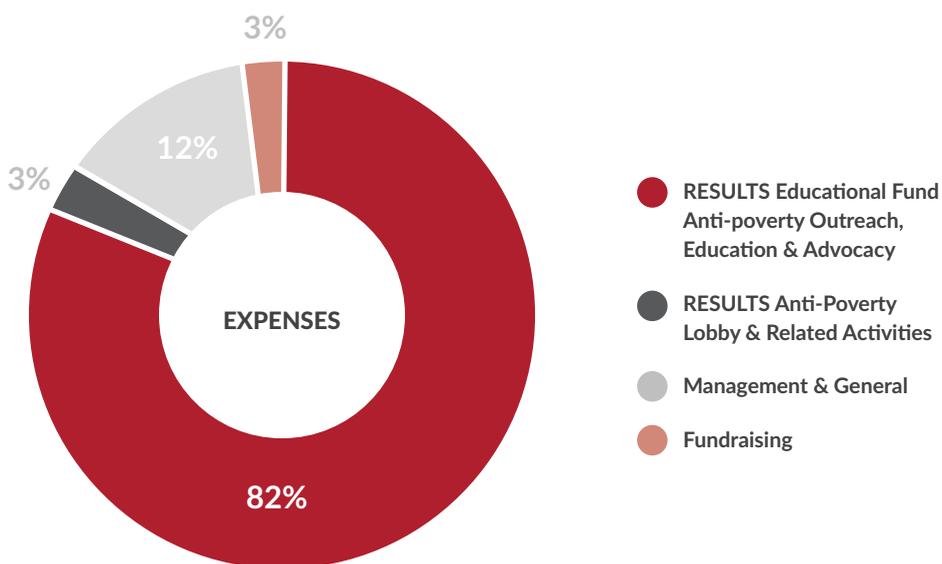
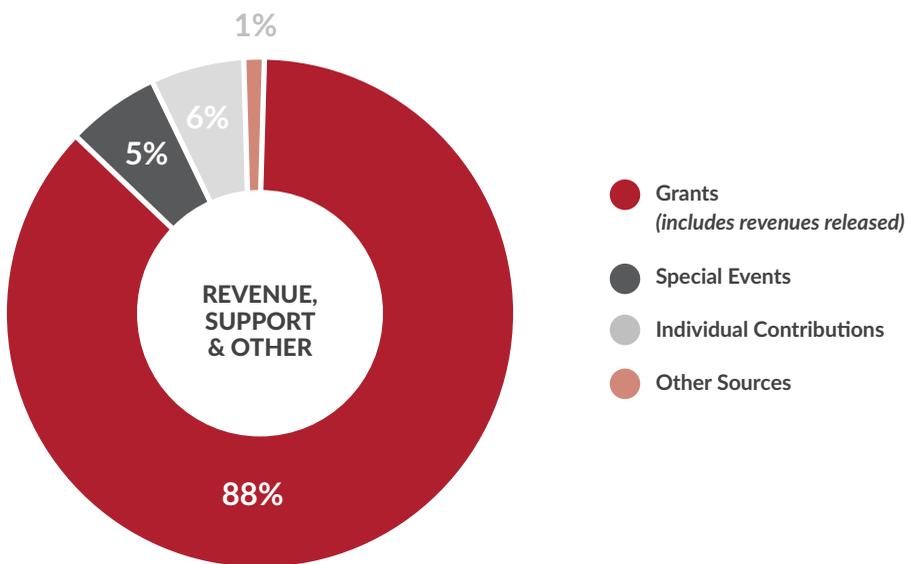


RESULTS Educational Fund is a Four Star Charity! Charity Navigator is America's premier independent charity evaluator.

# 2015 FINANCIALS:

## RESULTS AND RESULTS EDUCATIONAL FUND

TOTAL BUDGET  
**\$11,337,592**



All figures are provisional, pending final auditor's report. The final auditor's report is available at [www.results.org](http://www.results.org).

# 2015 BOARD OF DIRECTORS:

## RESULTS AND RESULTS EDUCATIONAL FUND

### **Scott A. Leckman, M.D., F.A.C.S.**

*Chair of the Board*

### **Pankaj Agarwal**

*Senior Manager, Deloitte Consulting*

### **Dr. Joanne Carter**

*Executive Director, RESULTS and RESULTS Educational Fund*

### **Cynthia Changyit-Levin**

*Grassroots Board Member  
Anti-Poverty Blogger*

### **Sam Daley-Harris**

*Founder, RESULTS and RESULTS Educational Fund  
CEO, Center for Citizen Empowerment  
and Transformation*

### **Vanessa Garcia**

*Grassroots Board Member*

### **Kul Gautam**

*Former Deputy Executive Director, UNICEF*

### **Valerie Harper**

*Actress*

### **Roger Hudson**

### **Patrick Hughes**

*Founder and CEO, Inclusion Solutions*

### **Ernest Loevinsohn**

*Executive Director, Fund for Global Health*

### **Lydia Pendley**

*Grassroots Board Member*

### **Jan Twombly**

*Treasurer of the Board  
President, The Rhythm of Business*

### **Marianne Williamson**

*Author and Lecturer*

### **Beth Wilson**

*Grassroots Board Member*

### **Marian Wright Edelman**

*President, Children's Defense Fund*

### **Professor Muhammad Yunus**

*Founder, Grameen Bank*



**Photo Credits:**

**Cover, p. 2, 9, 10, 11, 19, and 27 Tom Maguire**

**p. 21 Joshua Roberts/Malala Fund**

**p. 22 The territorial boundaries of India as shown on this map are neither accurate nor authentic, and do not represent the actual and sovereign claims of the Republic of India.**

# RESULTS

the power to end poverty

**RESULTS and RESULTS Educational Fund**

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