



**I'M  
USING  
MY VOICE  
TO CHANGE  
THE WORLD**



**RESULTS**  
the power to end poverty

**2016**  
ANNUAL  
REPORT



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RESULTS and RESULTS Educational Fund



# LETTER

## From the Board Chair and Executive Director



### Dear friends,

"I believe in our collective power, and I believe in RESULTS. We may not win every battle, but we will stand up for what's right. We will raise our voices, and we will be heard."

That's what RESULTS volunteer Yara Slaton said at the end of 2016. Thinking about Yara — and the hundreds of RESULTS volunteers with her same indomitable spirit — we're reminded of why our work matters so much in this moment. And that spirit has given RESULTS its power for decades. It's our dedicated advocates like Yara who are standing up for what's right, building bridges, and working across the political spectrum to push us closer to our shared goal of the end of poverty.

Since our founding in 1980, RESULTS and RESULTS Educational Fund have grown to include a team of researchers, policy experts, and partners on five continents. But our committed volunteer advocates remain our heart and soul. They are the ones meeting with their members of Congress, getting published in the media, and mobilizing their communities. They are the ones driving change on Capitol Hill — and impacting millions of lives across the country and around the world.

In these pages you'll read about our work last year to push for a more equitable U.S. tax code, fend off threats to anti-poverty programs, secure quality education for millions of children, and work toward the end of diseases of poverty. You'll see that in 2016, our advocates didn't let anything stop them. They met almost 700 times with congressional offices, published nearly 600 pieces of media, helped advance transformational pieces of legislation, and much more.

Just one of their many successes last year was helping write the latest chapter in the fight against AIDS, tuberculosis, and malaria, some of the world's leading killers and biggest drivers of poverty. Today as we face cosmic political shifts and an onslaught of new threats to our work, the history of this particular fight has new resonance.

Only fifteen years ago, the world was facing the horror and injustice of an exploding global AIDS epidemic, and cases of TB and malaria were rampant. It was such an acute global crisis that many doubted that these epidemics could even be slowed, much less stopped. Fast forward to today, and we see astonishing progress. Massively scaled up access to treatment means that HIV is no longer a death sentence, but



*We will keep raising our voices. And together, we will create an equitable world that leaves no one behind.*

a chronic disease. Aggressive access to malaria bed nets, better diagnostics, and treatment has reduced malaria deaths by two-thirds or more in many countries. Tens of millions more people are alive and healthy who otherwise wouldn't be. And while the progress is still uneven and much work remains, the world is now within reach of the end of these epidemics altogether.

What if world leaders and advocates had thrown up their hands in 2002 because the

obstacles seemed too great? **Looking to the future, we may not win every fight, but we will have already lost if we lose ambition and a vision for what's possible.**

We will keep fighting for economic opportunity, education, health, and nutrition for everyone. We will keep raising our voices. We will keep building our movement. And together, we will create an equitable world that leaves no one behind. Your support makes it all possible.

### Kul Chandra Gautam

*Board Chair, RESULTS and RESULTS Educational Fund*

### Dr. Joanne Carter

*Executive Director, RESULTS and RESULTS Educational Fund*



# 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 towards 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, policymakers, 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 also houses the secretariat of a powerful international 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](http://www.action.org)



# MEET QIANA

“We Have to Look at the Bigger Picture”

It was 2 p.m. on a balmy Friday in New Orleans, and Qiana Torregano was preparing to be interviewed by a local television station. She had already been on her feet for about six hours, sprinting from classroom to classroom at the school where she is a “master teacher” providing training, mentoring, and support for other teachers.

Sitting in front of a television camera in the school cafeteria, she talked about a program she created to train students on the reading, writing, and critical thinking skills they would need to pass important standardized tests.

“I provide a platform for students to research and write about issues that impact their communities,” Qiana said. “What better way to motivate a child to write than to get them to think about things that really affect them personally?”

The program, called Writers on the Rise, was inspired by her work as a RESULTS advocate and Expert on Poverty.

“RESULTS gave me the framework to broaden my advocacy work,” she said later, adding that she always tells her students (who attend the program voluntarily outside of school hours) about what it’s like to be an advocate.

“The kids say, ‘Wow, you go to Capitol Hill!’

I tell them about members of Congress, and how it’s their right to talk to them about issues affecting their lives. I tell the kids, ‘You can write a letter or make a phone call, but I get to go meet with them face-to-face because of this group called RESULTS!’ Just telling them about all this gets such a big reaction,” Qiana said. “I ask what is plaguing their community – if you had the opportunity to talk to someone with the power to change policy, change laws, what would you say?”

After the students do the research and decide what they want to write about, they compose letters that Qiana takes with her when she goes to meet with her members of Congress on Capitol Hill.

“The kids feel like they are doing something to protect their own lives,” she said.

She pointed out that at RESULTS, “we fight all year long to protect and defend programs like SNAP,” formerly known as food stamps.

“But people here, including many kids at this school, won’t find out about threats to these programs until SNAP is cut,” she said. And that’s why, as a former SNAP recipient herself, she’s so committed to raising her own voice, and supporting her students to do the same.



*“I feel like I’m responding to a need, that this is what I was put here to do.”*

Qiana was born and raised in New Orleans, in an area called the 9th Ward. Her parents were educated and worked hard. It wasn’t until she was about 12 that she realized her family was living in poverty. Their situation became so serious that there were periods of homelessness,

house-hopping, and a general sense of instability. Education became her solace, and her high grades earned her a place in an elite summer program called Summerbridge, which she said changed her life. But her experience there also made her question why she had access to

this special program when so many others didn’t.

“There’s an invisible thread that goes through the whole



# ON THE ROAD

## with RESULTS

After several days on the road together, Thokozile Phiri Nkhoma and Crickett Nicovich were a few minutes late for their meeting at a newspaper in Salina, Kansas. When they walked in, four RESULTS volunteers were already there, telling the head of the editorial board — along with the paper’s deputy editor, a reporter and a photographer — all about the Global Fund to Fight AIDS, Tuberculosis and Malaria.

Crickett, Senior Advisor on Global Policy and Government Affairs at RESULTS, wasn’t surprised. RESULTS volunteers were an integral part of this media tour, and set up the meeting at the *Salina Journal* themselves. They talked about how crucial it was for the Global Fund to have the resources it needs to keep fighting all three epidemics — and how that would only happen if the United States and world leaders stepped up their investments at the upcoming pledging conference.

While many of the RESULTS volunteers at the meeting had personal reasons for getting involved in advocacy work, none could illustrate the urgency of the Global Fund’s work better than Thoko, who grew up in Malawi and founded a non-profit there focused on TB/HIV advocacy.

She told the newspaper’s staff about losing her father to TB and HIV when she was a girl. Her

mother, younger sister, and younger brother all learned they were HIV positive shortly afterwards. While Thoko is not HIV positive, she battled a severe TB infection at age 15.

“My family was greatly affected by these diseases,” she explained. It was only because of the Global Fund that she and her family members were able to receive treatment and lead normal lives again. While her mother and younger brother have since passed away, her 26-year-old sister is still taking antiretroviral medication for HIV.

“The Global Fund is saving her life — and the lives of millions of others — every day,” Thoko said.

A few days after that meeting, Thoko’s story appeared on the front page of the *Salina Journal*. It was precisely what Thoko and the RESULTS group in Kansas had been hoping for: prominent local coverage that was likely to get the attention of lawmakers in Washington,



foundation of why poverty exists,” she said. “We have to look at the bigger picture.”

That is what Qiana endeavors to do every day as a teacher, advocate, poet, and mother of two. But the challenges can seem endless and overwhelming.

“Many schools in our city, including mine, are considered ‘low performing’ despite having really smart, curious kids,” she said. “Most of these kids live in impoverished neighborhoods, in areas that have not fully recovered from Hurricane Katrina. Families, educators, and students are working very hard.

But it’s a struggle.”

And now, with a new administration and Congress in Washington, there are renewed threats to the anti-poverty programs that help many of her students and their families get by.

“It’s easy for students to lose hope and come to believe they deserve less in life. The entire educational system can be a barrier to success if not sufficiently supported by everyone involved,” Qiana said. “But I refuse to watch this next generation become prisoners of their own minds.”

While she has master’s degrees and a promising career, she still fears that one emergency could plunge her back into poverty. For Qiana — who refers to herself as a “child forgotten by the system” — being an advocate is about inspiring change and holding our elected leaders accountable.

“The people need to feel like they matter, that they can positively promote change and action,” she said. “That is the power of advocacy, and advocacy is a skill children should learn and practice early. I feel like I’m responding to a need, that this is what I was put here to do.”

### Experts on Poverty

Qiana is part of a diverse team of advocates from all across the country who use their firsthand experiences of poverty to push for more effective government policies to support low-income Americans. All the Experts have personal experience with SNAP (formerly known as food stamps), tax credits, or other federal programs that help millions of Americans make ends meet.

The Experts on Poverty come together to advocate directly with members of Congress, publish media, and mobilize their communities to push for change. With their powerful platform, the Experts influence policy on Capitol Hill while also challenging harmful misconceptions about people who live in poverty.

In 2016, Qiana and her fellow RESULTS volunteers were focused on pushing Congress to make the U.S. tax code more equitable by expanding the Earned Income Tax Credit. This refundable credit moves millions of Americans out of poverty every year, but leaves out working adults without kids in the house. After the election, they started gearing up right away to protect SNAP, Medicaid, and other essential anti-poverty programs that were under threat from the new Congress and White House.

ON THE ROAD



*“The relationship with the grassroots volunteers has been incredible. It’s like a family – and they are on top of their game.”*

who in turn could exert a strong, bipartisan call for U.S. leadership. And it worked: the U.S. pledged up to \$4.3 billion ahead of the Global Fund replenishment conference in Montreal this past September. Other countries

then stepped in and invested an additional \$8.6 billion, giving the Global Fund partnership the resources to save 14 million more lives by 2020.

Remarkable outcomes like that

are why RESULTS Educational Fund has been taking advocates like Thoko on media tours for the past eight years.

“Our grassroots volunteers are

fantastic at getting media and talking to local reporters, but working with someone who can explain how these programs affect them personally is often what moves reporters and editors to write,” Crickett said.

As Thoko and RESULTS staff crisscrossed the country on a whirlwind tour of eight states, RESULTS volunteers worked hard to secure dozens of meetings. In Kansas alone, volunteers booked meetings at newspapers in five different cities.

Meanwhile, RESULTS volunteers

all across the country were publishing their own media and pushing their members of Congress to weigh in in support of the Global Fund.

“The relationship with the grassroots volunteers has been incredible. It’s like a family – and they are on top of their game,” Thoko said.

Securing the new U.S. pledge was just the latest step in over 15 years of advocacy on the Global Fund by RESULTS volunteers. Almost 2,000 pieces of media and hundreds of meetings with

members of Congress has helped drive U.S. investment in this powerful tool against some of the world’s biggest killer epidemics, helping save over 22 million lives.

Thoko said she came to join RESULTS volunteers in the U.S. because she believes in the power of advocacy – that only with political attention and investment will we end these epidemics.

“Change happens when this becomes a story that people can relate to,” Thoko said. “They start to see the issue in a new way. It’s all about humanity and solidarity.”

## *Working Across Borders to End AIDS, TB, and Malaria*

Thoko first connected with RESULTS volunteers through ACTION, the partnership of locally-rooted global health advocacy organizations that includes RESULTS Educational Fund. As Thoko and local volunteers pushed for U.S. support for the Global Fund, ACTION partners worldwide were pushing their governments to do the same. Building on years of advocacy together, ACTION’s global campaign, coordinated by the partnership’s Secretariat team at RESULTS Educational Fund, helped make sure the Global Fund achieved its funding goal.

While ACTION has a formal presence in eleven countries, its reach and impact stretches across the globe through a network of civil society organizations, grassroots volunteers, political champions, patient advocates, health workers, and community leaders. Together they’re focused on ending the TB epidemic, undernutrition, and the preventable deaths of children, with a vision of a world where all people have equitable access to health.

ACTION partners helped to secure over \$9.8 billion of the nearly \$13 billion pledged to the Global Fund in 2016. As importantly, now their advocacy and accountability work is making sure that those pledges get delivered and are spent effectively.



# THE RIGHT TO EDUCATION

## A Groundbreaking New “Report Card”

What if there could be an accountability tool that monitored the right to education around the world? What if it could combine civil society, research, and advocacy?

These were the bold ideas that Tony Baker, now Associate Director of Global Education at RESULTS Educational Fund, began contemplating in 2013.

He envisioned a global report card that would hold governments accountable. The need to act was clear: 124 million children still didn't have access to basic education and the number of out-of-school children was on the rise. For those who managed to get into school, the quality of education was often very low. In total, nearly 40 percent of children of primary school age (250 million kids) were failing to learn the basics.

This situation persisted despite comprehensive and clear obligations on the right to education in international law. Something had to change — and RESULTS Educational Fund could be just the organization to fill one of the critical gaps.

“As an advocacy organization with partners and affiliates around the world, RESULTS Educational

Fund is uniquely positioned to bridge the gap between researchers, human rights experts, governments, and advocates,” he said.

The ultimate goal would be a tool that not only monitored progress on the right to education, but could also be used to support national-level advocacy campaigns.

Tony noted that accountability indexes like the one he envisioned tended to get the attention of governments.

“Governments ask, ‘Why are we scoring low? How can we do better?’ They want to improve when it's a recognizable mechanism.”

To gauge interest and need, RESULTS Educational Fund convened a meeting in Lagos, Nigeria with representatives working in civil society, human rights, and academia from all over the world. The response to the big idea was overwhelmingly positive, and Tony's team got to work.

They spent the next two years developing a tool — in the form of a detailed questionnaire — that could effectively and accurately measure the right to education in various countries.



*“RTEI has the potential to revolutionize how citizens and governments monitor and uphold basic human rights.”*

The Right to Education Index (RTEI) was born.

For the pilot year in 2015, they sent out an open call for applications. Fifteen civil society organizations from all over the world applied for five slots. Just one year later, they received 82 applications for 15 slots.

“It's very demand-driven, which we really appreciate about this project,” said Ally Krupar, Senior Associate for RTEI. She manages RTEI partnerships and the questionnaire, constantly fine-tuning it and adjusting the methodology.

With the support of RESULTS Educational Fund, organizations around the world are turning the 2016 findings into an advocacy tool.

Each of RTEI's five current advocacy partners — organizations in Honduras, Indonesia, Palestine, Tanzania, and Zimbabwe — are working on projects ranging from abolishing corporal punishment in schools to promoting education for girls and children with disabilities.

For Tony and Ally, this is only the beginning.

“RTEI has the potential to

revolutionize how citizens and governments monitor and uphold basic human rights. RTEI can drive public and political dialogues on the right to education and strengthen grassroots campaigns,” Tony said. “This will lead to more children around the world accessing quality education, which will help to break the cycle of poverty.”

**For more information, please visit [www.rtei.org](http://www.rtei.org)**





# VOICES OF RESULTS

*“There are no requirements or qualifications needed to raise your voice. I am a true believer in the African proverb: ‘If you want to go fast, go alone. If you want to go far, go together.’ When we work together and hold each other up, we are able to accomplish so much more.”*

— Rackel Nderi, RESULTS volunteer and 2016 REAL Change Fellow

*“My children inspired me to become an advocate, and I became a RESULTS advocate because I was always told that I had a voice. I like that as an advocate, when we walk into an office or meet with a person, we are taken seriously. We are valid and important.”*

— Yolanda Gordon, RESULTS Expert on Poverty

*“What drives me to stay involved with RESULTS is the feasibility of our goals and how working within the system is truly possible and effective. A representative democracy will not function without the feedback and engagement of those it represents.”*

— Michelle Tawil, RESULTS Atlanta

*“I was inspired to become an advocate by all the work RESULTS does to save programs that I benefitted from as a child living in poverty. I love the fact that I could potentially help a struggling single mother or a hardworking family put a meal on the table.”*


— Andy Trujillo, RESULTS Expert on Poverty.

*“The amazing people who make up RESULTS motivated me to become an advocate. Their love for humanity and will to fight is an inspiration. They’ve shown me that there is incredible good in this world.”*

— Yaseer Khanani, RESULTS volunteer and 2016 REAL Change Fellow

## 2016: A Year of RESULTS

**681**   
MEETINGS AT  
CONGRESSIONAL  
OFFICES

**580**   
MEDIA HITS  
ACROSS THE  
COUNTRY



RESULTS GROUPS  
IN 46 STATES

BIGGEST INTERNATIONAL  
CONFERENCE EVER, WITH

**600** ATTENDEES FROM  
**35** COUNTRIES





# OUR SUPPORTERS

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

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

Anonymous (1)  
David and Katie Bodnick  
Pankaj Agarwal and Sapna Mahwal  
Gordon Irlam  
Ellen Kempler and Ken Rosen  
Fred and Courtney Steves

Paul Hornick and Peggy Harvey  
Oscar Lanzi III  
Scott Leckman  
Martin Mann  
Mary Martin  
Alan and Ellen Newberg  
Lynne E. Patalano  
Lydia Pendley

Pat Behenna  
Diane Benjes  
Phyllis Bjorkman  
Hugh Boyle  
Ted and Patricia Bruno  
David Burns  
Joanne Carter and Geoffrey Barron

## **\$10,000-\$24,999**

Nick Craig  
Roger L. Hudson  
Theodore Moser  
Michol O'Connor  
Susan Selbin  
Thomas and Kathy Thatcher

S. Rees and J. Winge  
William Reichardt  
Rich and Reba Renner  
John and Billie Rowles  
Bob and Barbara Sample  
Cynthia Tschampl and Kimball Halsey  
Janice Twombly  
Ginnie Vogts

Elizabeth Choy  
Andrew and Susan Clarke  
Liz Clerkin  
Mark Coats and Peggy Stoll  
Sam Daley-Harris  
Don and Nancy Daniels  
Karen and Bruce Davidson  
Lois Dodson  
Kathleen Duncan

## **\$2,500-\$9,999**

Anonymous (2)  
Roxanne and Ward Allen  
John and Beverly Barry  
Debbie and Hank Baskin  
Paul and Kathy Brindle  
Dixie Camp  
Anne and Garry Child  
Catherine R. deVries, M.D.  
John and Mary Hornby

## **\$1,000-\$2,499**

Anonymous (10)  
Anna and Mark Amarandos  
Steve Andre and Diana Fertsch  
Judy and Jim Arbogast  
Steve Arnold and Veda Stanfield  
Louisa Barkalow  
Jillian Barron and Jonas Simonis  
Kathi Beery

George Durazzo, Jr.  
Peter and Sharon Fiekowsky  
Jim Ford and Melinda Lightsey-Ford  
Diane Friedman  
Steven and Amie Gange  
Joan Gast  
Kul Chandra Gautam  
Karen and Anton Gielen  
Frank Gilbert



*“Working with RESULTS allows us to channel our frustration into positive action. The organization gives more to its volunteers and participants than we can ever give back. We feel joyful when we send our annual donation to RESULTS knowing that it is being transformed to do good in the world.”*

– Ellen Kempler and Ken Rosen

Edgar Greville and Elaine Shell  
Charles Gust and Lisa Lewis  
Martha Karnopp and James Chaput  
Jaqueline La Plante  
David and Cindy Levin  
Jan and Joy Linn  
Laura Linn  
Maud and Bill Lipscomb  
Jennifer Long  
Susan Lorence  
Ivan and Marian Lyddon  
Frances Moore  
Claudia Morgan  
Ram Nagarajan  
Gabrielle Napolitano  
Susan Neumann-Martensen  
Bill and Tari Nicholson  
John Odenwelder and Nancy Noonan  
Susan Oehser  
Jeff Olson  
Kelly Penrod and Michael Winters  
Gene Pizzo  
John Roberts  
Jonathan and Tina Ruga  
Judy and David Schubert  
Steven and Judy Scordino  
Jerline and Alan Searle  
Richard Segal

Kathryn Sherlock  
Anne and Tom Singley  
Neiladri Sinhababu  
Richard A. Smiley  
Gregory and Kathryn Solomon  
Peter Stoel and Karen Josephson  
Peggi Sturm  
Eloise Sutherland  
Manisha and Gagan Toor  
Victoria S. Treland  
Susan Vanderberg  
Matthew Wheeler  
Martin and Madeline White  
Paul and Beth Wilson  
Paula Zwagerman

## **Foundations/Organizations**

Anonymous (1)  
Aeras Global TB Vaccine Foundation  
Alliance to End Hunger  
Arent Fox LLP  
Atlas Service Corps Inc.  
Bill & Melinda Gates Foundation  
BRAC Microfinance  
Carl Victor Page Memorial Fund  
Center on Budget and Policy Priorities  
Children's Investment Fund Foundation

Conrad N. Hilton Foundation  
Equality Network Foundation  
Feeding America  
Francis Beidler Foundation  
International Civil Society Support  
Johnson & Johnson  
Keating Family Foundation  
Kohl's Department Stores, Inc.  
Meah Family Foundation  
National TB Controllers Association  
Open Society Foundations  
Raptim Humanitarian Travel  
Singing for Change Charitable Foundation Inc.  
Stop TB Partnership  
TB Alliance  
The Anne and Henry Zarrow Foundation  
The Annie E. Casey Foundation  
The Gordon R. Irlam Charitable Foundation  
The K Foundation  
The Reed Family Donor Fund  
The Williams Family Trust  
Thomas F. Thatcher Foundation  
Trickle Up Program  
Uplift  
US Fund for UNICEF  
Wallace Genetic Foundation

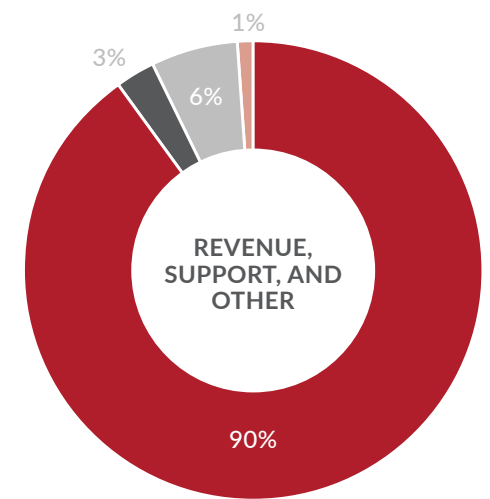


2016 FINANCIALS

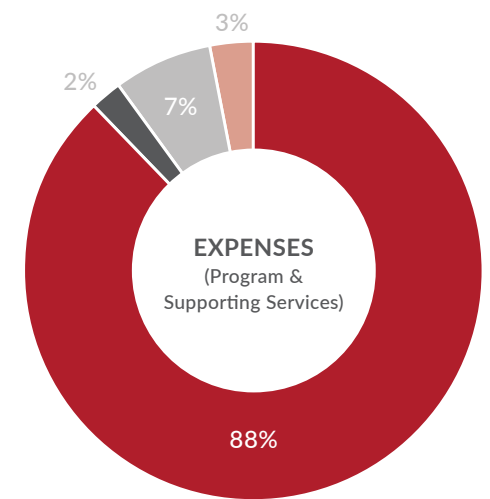
# 2016 FINANCIALS

RESULTS and RESULTS Educational Fund

TOTAL BUDGET **\$12,448,658**



- Grants (includes revenues released)
- Special Events
- Individual Contributions
- Other Income



- RESULTS Educational Fund Anti-poverty Outreach, Education & Advocacy
- RESULTS Anti-Poverty Lobby & Related Activities
- Management & General
- Fundraising



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

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



# 2016 BOARD OF DIRECTORS

RESULTS and RESULTS Educational Fund

**Kul Chandra Gautam**

Board Chair, RESULTS and RESULTS Educational Fund  
Former Deputy Executive Director, UNICEF

**Pankaj Agarwal**

Managing Director, ReCubed 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  
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**Muhammad Yunus**

Nobel Peace Laureate  
Chairman, Yunus Centre



*“When we work together and hold each other up, we are able to accomplish so much more.”*

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# RESULTS

the power to end poverty

**RESULTS and RESULTS**  
**Educational Fund**  
1101 15th St., NW  
Suite 1200  
Washington, DC 20005

**RESULTS:** (202) 783-7100  
**RESULTS Educational Fund:**  
(202) 783-4800  
**Fax:** (202) 466-1397

**Email:** [results@results.org](mailto:results@results.org)

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