

# RESULTS

the power to end poverty

2014 ANNUAL REPORT





“ VOICES that  
**CHANGE**  
the WORLD ”

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# LETTER FROM THE BOARD CHAIR & EXECUTIVE DIRECTOR

## DEAR FRIENDS,

The bedrock of RESULTS has always been people like Bob Dickerson: passionate, committed individuals, eager to leave the world a more just and humane place.

“Through RESULTS, I learned to use my voice to change the world,” wrote Bob in the *New York Times* last November — 25 years into his advocacy with RESULTS and 15 years into his battle with cancer.

Bob was not a paid lobbyist. He was a volunteer. Through RESULTS, he and hundreds of other volunteers have pressed for the most effective responses to poverty, raising their voices in the halls of Congress, in the media, and in their communities — from California to Connecticut, Alaska to Arkansas. By shaping government policies and spending priorities over the last 35 years, their work has touched and helped transform the lives of millions.

In 2014, the voices of RESULTS volunteers like Bob were heard across the country and around the world — from launching a multiyear advocacy campaign to create economic mobility in the United States, to spurring historic global investments in both basic education and access to vaccines so that the world’s poorest countries can reach their most vulnerable children.

## As we mark our 35th anniversary in 2015, *we’re now looking to the years ahead.*

With a new Congress in Washington, we’re building bipartisan commitment to helping every American thrive, through tax credits that lift millions out of poverty and the Supplemental Nutrition Assistance Program (SNAP), which is our nation’s first line of defense against hunger. We’re pushing world leaders to stand behind ambitious new global development goals. And we’re fighting for the policies and investment to reach the end of preventable child deaths, the end of major epidemics like tuberculosis, and the end of extreme poverty.

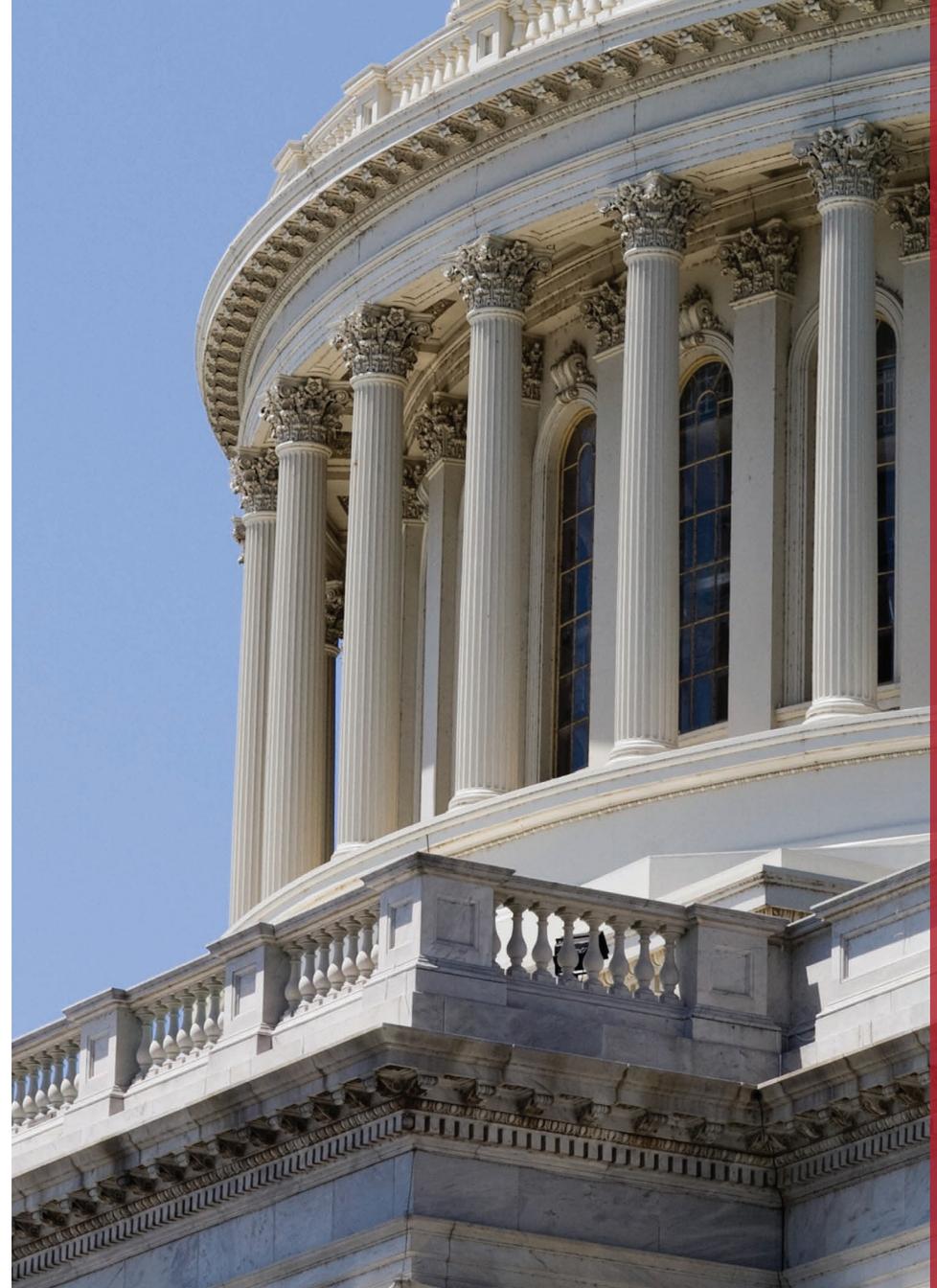
Through the ACTION global health advocacy partnership, the Microcredit Summit Campaign, and a network of international partners, we already bring together and collaborate with health advocates, microfinance institutions, and active citizens across six continents. And we're committed to growing even further, bringing RESULTS to all 50 states and to more countries in Africa and Asia.

The world lost Bob Dickerson this spring, but his example inspires and challenges us to work even harder toward achieving our vision of a world without poverty.

In this year's report, we tell the stories of RESULTS advocates doing what they've done for 35 years: using their voices to change the world. Your support makes all of this work possible. Thank you.

**Dr. 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*



# “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 policy makers 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.

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**RESULTS** Educational Fund also houses two  
**POWERFUL INTERNATIONAL PARTNERSHIPS:**

**ACTION** is a global health advocacy partnership of ten organizations on five continents. Together they help mobilize billions of dollars and improve policies to fight diseases of poverty and achieve equitable access to health.

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

**The Microcredit Summit Campaign** is the largest global network of institutions and individuals involved in microfinance. The Campaign is committed to reaching 175 million of the world's poorest families with microfinance and helping 100 million families lift themselves out of extreme poverty.

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



# OUR IMPACT IN 2014: VOICES in the HALLS OF CONGRESS



When Errolyn Gray got up to share her family's story at the 2014 RESULTS International Conference, her message was simple:

"This is not a story that calls for sympathy. This is a story that calls for action."

Errolyn's mother worked full time for her entire life, but in a low-paying job that barely covered the bills. When an accident put her mom temporarily out of work, the family had nothing to fall back on: no savings, no financial cushion.

As Errolyn reminded the room that day, her mother's story is just one of many like it. One in seven Americans lives below the poverty line. Millions more spend their lives teetering on the edge of poverty. And that's why Errolyn became an advocate: to use her voice to make sure our country's policies serve as a bridge — not a hurdle — for hardworking families to move out of poverty.

At the conference, she called her fellow advocates to action on the Earned Income Tax Credit. This refundable credit has been celebrated by everyone from Representative Paul Ryan to President Barack Obama for its ability to lift people above the poverty line, decrease unemployment, and stimulate local economies. But Congress must renew key provisions of the credit that are set to expire — or risk 16 million people falling into poverty or deeper into poverty.

That day Errolyn visited the offices of both her senators and her representative. She reminded them that their decisions about things like the Earned Income Tax Credit have real, personal consequences for millions of families like hers. Together with the Child Tax Credit, the Earned Income Tax Credit successfully moves more families out of poverty than any program other than Social Security.

Errolyn came to Capitol Hill from her home in Mississippi as part of the REAL Change Fellowship, a year-long advocacy training program for young adults run by RESULTS and RESULTS Educational Fund. Through 12 months of training, REAL Change fellows work with the media, build relationships with members of Congress, and mobilize their communities.

Congress has until 2017 to renew the important provisions of the Earned Income Tax Credit. REAL Change Fellows and the broader network of RESULTS advocates are making sure Congress hears from people across the country through powerful face-to-face lobbying meetings in DC and back home. Their voices are helping cement economic mobility as a bipartisan priority.

In 2014, RESULTS volunteers secured more face-to-face meetings with their representatives and senators than ever in our history. REAL Change fellows alone secured nearly 200 meetings with members of Congress and their staff.

*This is not a story that calls for sympathy.  
This is a story that calls for action.*

— ERROLYN GRAY





By year end, Errolyn and many of her REAL Change peers were already planning their next visits to DC, keeping the pressure on Congress to support the Earned Income Tax Credit and a full set of policies that put low-income working families first. Together they're becoming leaders for the next generation of advocates, ready to use their voices for years to come.

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*REAL Change Fellows and the broader network of RESULTS advocates are making sure Congress hears from people across the country through powerful face-to-face lobbying meetings in DC and back home. Their voices are helping cement economic mobility as a bipartisan priority.*

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## By the **NUMBERS:** **CONSTITUENT ADVOCACY**

*When members of Congress hear from RESULTS, it's not through paid lobbyists in Washington. It's through the voices of the people Congress is elected to represent.*

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*"I get the question all the time, 'What can we do to make what we care about happen politically?' And the answer is so simple. I always cite RESULTS as the example. Nobody does it better than you."*

— REP. ADAM SMITH (D-WA)

**233**

Face-to-face meetings  
with members of  
the U.S. House

**64**

Face-to-face meetings  
with members of  
the U.S. Senate

**OVER  
300**

Meetings with  
congressional staff

**PLUS  
THOUSANDS**

of calls, emails, and letters



# OUR IMPACT IN 2014:

## VOICES in the MEDIA



As kids in the United States were returning to school from holiday break in January of 2014, a staggering 58 million children worldwide had never set foot in a classroom in the first place.

Through her own work with marginalized kids in Connecticut, RESULTS volunteer Sandra Eagle knew the transformative impact of a quality education. Inspired by

the successful media work of her fellow volunteers, she also knew that media was a powerful tool for change. So in 2014 she resolved to make her voice heard in the media on issues that matter — starting with education.

Nationwide, RESULTS and RESULTS Educational Fund had just launched a media and advocacy campaign for the Global Partnership for Education (GPE), which supports the world's poorest countries to provide quality education to even the most vulnerable children. In June, the Global Partnership would invite developing country governments as well as donors like the United States to make financial commitments to move the world closer to getting every child into school.

With the chance to help support education for millions of kids around the world, Sandra got to work.

She scanned the news for related issues. She and her group brainstormed local angles. She began sending in letters to the editor. She wrote and re-wrote op-eds. She started calling the newsrooms and editors of local papers.

When an education advocate from Ethiopia, Selamawit Bekele, partnered with RESULTS Educational Fund for a nationwide speaking tour, Sandra and her group jumped at the chance to host. Together they met with the editorial page editor of the local paper.

Soon after, media in Connecticut followed: first a letter to the editor, then an op-ed, then an editorial — all calling for U.S. support for global education.

“It took a village,” said Sandra, with the local chapter of volunteers working together as motivators, writers, and editors. And that village extended far beyond Connecticut: spread across every region of the country, RESULTS advocates secured over 100 pieces of media calling for an ambitious U.S. investment in the Global Partnership for Education.

Advocates then used their media to help convince more than one fifth of the U.S. Congress, including Sandra's representative, to support the Global Partnership. And the full compilation of media — well over an inch thick — landed on the desks of the Obama Administration officials charged with making the U.S. pledge.

*It's way beyond getting something in the paper. It's about finding my voice. It's part of becoming who I'm meant to be.*

— SANDRA EAGLE



”

In the end, the United States more than doubled its historical annual commitment to the Global Partnership for Education, investing \$40 million in fiscal year 2014 and pledging \$50 million for fiscal year 2015. While the total dollar amount fell short of the ambitious target set by RESULTS, it marked a step change in the U.S. commitment. And diligent advocacy by RESULTS affiliates in Canada, Australia, and the United Kingdom helped secure more than one third of the total funding pledged by donors.

Supporting the Global Partnership for Education was just the beginning of Sandra and the Connecticut group's media success. By year end, this group of just five dedicated volunteers had their names in print 21 times in seven different papers, on issues ranging from U.S. tax policy to global access to lifesaving vaccines. And together they worked with the local editorial page editor to generate powerful pieces published in five different states.

Sandra says the impact of the media — which isn't slowing down — goes even further.

"It's way beyond getting something in the paper. It's about finding my voice," she says. "It's part of becoming who I'm meant to be."



**U.S. MEDIA** generated by  
**RESULTS & RESULTS EDUCATIONAL FUND IN 2014:**



**293**

Letters to  
the editor



**41**

Full length  
news & features



**70**

Op-eds



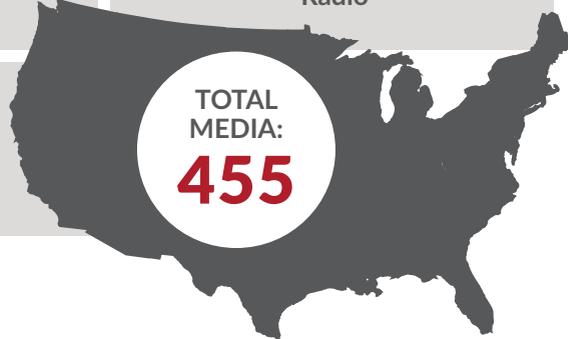
**15**

Radio



**36**

Editorials



# OUR IMPACT IN 2014: VOICES of ACCOUNTABILITY



“Together we can end extreme poverty in a generation,” speech after speech has declared in recent years. But are leaders matching that commitment with action? Are we doing what it takes to get there?

As RESULTS volunteers raise their voices supporting anti-poverty policies and programs, staff like Camille are making sure those programs do what they promise.

Financial services are central for helping people climb out of poverty, but they do little good if they fail to reach the people who need them most. Camille is part of the team at RESULTS Educational Fund ensuring microfinance isn't just a tool for lending, but a tool for ending poverty.

With the Microcredit Summit Campaign, a project of RESULTS Educational Fund, she tracks the reach of microfinance to the extreme poor. One by one, Camille collects and verifies data from more than 300 of the largest microfinance institutions in Africa, Asia, and Latin America every year. The resulting report

looks at not just how many people access microfinance, but how well it reaches those living in extreme poverty. For 17 years, these reports have pushed the world toward a smarter, more inclusive approach to economic opportunity.

The Campaign unites individuals and institutions involved with microfinance across six continents, and together they have committed to delivering on two important goals: reaching 175 million of the world's poorest families with financial services and helping 100 million families lift themselves out of extreme poverty.



The Campaign's yearly report is just one piece of holding the microfinance industry accountable to these goals. They convene the industry's largest conference focused on using financial services to support people moving out of poverty. They demand openness and transparency in the industry. And, in just the last two years, they've motivated more than 50 organizations to make specific, measurable, and time-bound commitments to reaching the extreme poor with financial services.

*As RESULTS volunteers raise their voices supporting anti-poverty policies and programs, staff like Camille are making sure those programs do what they promise.*



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Just as it does on microfinance, RESULTS Educational Fund conducts research, analysis, and oversight across the range of its issues. In 2014, this included a groundbreaking study detailing the global neglect of the tuberculosis-HIV co-epidemic, tracking the follow-through on major donor commitments to invest in vaccines, and ongoing research into the work of the global institutions designed to support quality education for vulnerable children.

In the hands of advocates, this work helps compel donors, development agencies, and government ministries to do better at investing resources and setting policies to reach the poorest people with critical services.

RESULTS knows that the audacious goal of ending extreme poverty by 2030 is possible. Program by program, dollar by dollar, people like Camille are making sure it becomes a reality.

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*RESULTS knows that the audacious goal of ending extreme poverty by 2030 is possible. Program by program, dollar by dollar, people like Camille are making sure it becomes a reality.*

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## Holding **INTERNATIONAL INSTITUTIONS** **TO ACCOUNT**

Advocacy is about more than supporting successful programs – it’s about holding them accountable for reaching their goals and pushing them to do even more. Leadership from RESULTS, RESULTS Educational Fund, and RESULTS international partners hold formal oversight roles with some of the world’s leading institutions addressing health, nutrition, education, and poverty:



- Gavi, the Vaccine Alliance
- The Global Financing Facility in Support of Every Woman Every Child
- The Global Fund to Fight AIDS, Tuberculosis and Malaria
- The Global Partnership for Education
- The International Union Against Tuberculosis and Lung Disease
- The Micronutrient Initiative
- The Stop TB Partnership
- UNITAID
- The World Bank Group

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## **PUSHING TOWARD** *the end of* **PREVENTABLE CHILD DEATHS**

Starting in the 1980s, RESULTS volunteers have been pioneers in advocacy for child survival. Since then, the global child mortality rate has plummeted by more than half. World leaders have now committed to ending preventable child deaths – and RESULTS is holding them to that promise.

In 2014, Executive Director Joanne Carter joined a blue ribbon panel of business and development experts to sharpen the focus of the U.S. Agency for International Development (USAID) on this goal. USAID has already embraced some of the early recommendations of the panel – including realigning \$2.9 billion in spending, supporting countries to save an additional 500,000 lives.

In the years ahead, RESULTS policy experts and advocates will continue to push USAID to fully enact these reforms, set clear, bold targets, and more effectively partner with countries worldwide to ensure a healthy start to life for every child, everywhere.

# OUR IMPACT IN 2014: VOICES UNITED *in PARTNERSHIP*



Dr. Namala Mkopi spends his days in the pediatric wards of Tanzania's largest hospital. When he came to the United States last year to join RESULTS Educational Fund in its advocacy, he knew firsthand what that advocacy had already helped accomplish.

Every day for decades, Dr. Mkopi explained, his hospital's diarrhea ward held twenty beds, with three children to a bed, and more on the floor.

Today the ward stands largely empty.

This transformation started in 2013, when Tanzania introduced the rotavirus vaccine with the help of Gavi, the Vaccine Alliance. For just a few dollars a dose, the vaccine protects kids against severe, dehydrating diarrhea — one of the biggest childhood killers globally.

Gavi's support to Tanzania is made possible by partnership with international donors. In early 2015, Gavi would be inviting those donors to support a plan to help poor countries vaccinate over 300 million children by 2020, saving more than five million lives.

Dr. Mkopi spends his days treating kids and literally saving lives. But he also knows that his voice is sometimes just as important as his stethoscope. He wanted donors like the U.S. government to hear what their support could mean — and already has — for his work in Tanzania and for millions of kids worldwide.

He joined forces with RESULTS volunteers, who arranged community forums, meetings with editorial boards, and congressional visits in seven different U.S. states. Local advocates made the case for why investing in Gavi mattered to them, and Dr. Mkopi explained the impact of those investments.

Meanwhile, RESULTS Educational Fund was helping drive similar work across five continents through the ACTION global health partnership. ACTION unites 10 international advocacy organizations, including RESULTS Educational Fund, which is both the U.S. arm and coordinating body for ACTION.

As Dr. Mkopi and local volunteers raised their voices in the U.S., ACTION staff and volunteers were doing the same worldwide. Joyce was organizing communities in Kenya to assure vaccines get to even the hardest-to-reach children. Fanny in Brussels was pushing for a bold pledge from the European Commission to Gavi. Angela was leading a delegation of international journalists to see vaccine delivery firsthand in Indonesia.

*Dr. Mkopi spends his days treating kids and literally saving lives. But he also knows that his voice is sometimes just as important as his stethoscope.*



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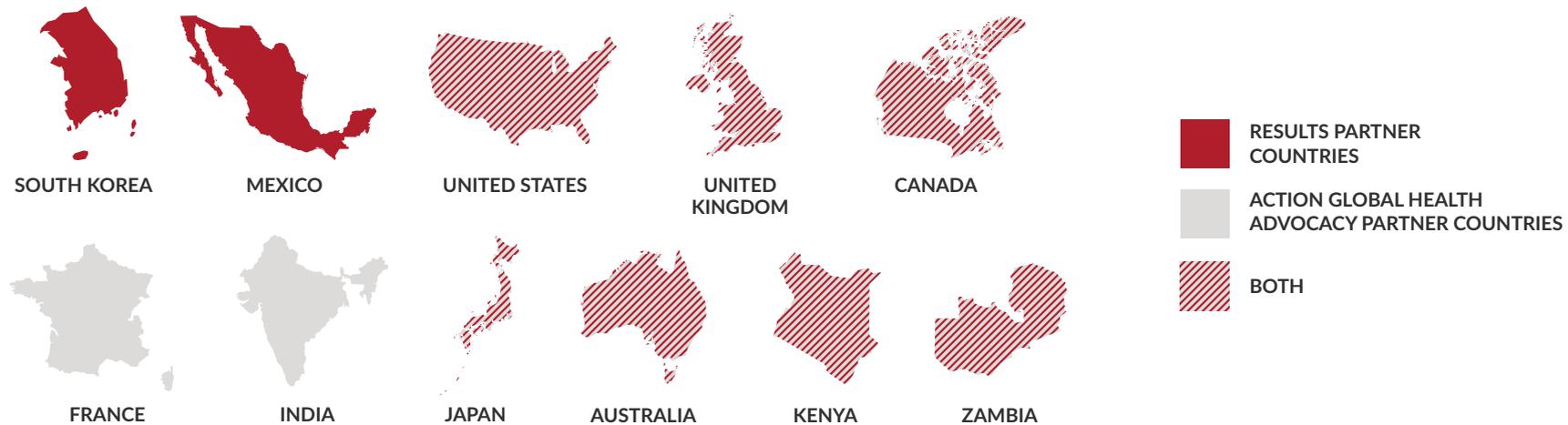
And while ACTION has a formal presence in ten countries, its reach and impact on vaccines — as well as nutrition, broader child health, and global epidemics like tuberculosis — stretches across the globe through a network of civil society organizations, political champions, patient advocates, health workers, and community leaders.

By early 2015, through publishing over 200 pieces of media, organizing their communities, and helping mobilize over a quarter of Congress to support Gavi, U.S. volunteers helped push the Obama Administration to make a landmark commitment of \$1 billion over four years.

Perhaps even more remarkable, the global community didn't just meet the full \$7.5 billion price tag for Gavi's historic plan: they exceeded it — with almost half of the total coming from ACTION partner countries. The return on that investment will be measured in healthy children, brighter futures, and more empty hospital wards like Dr. Mkopi's.

# “OUR REACH

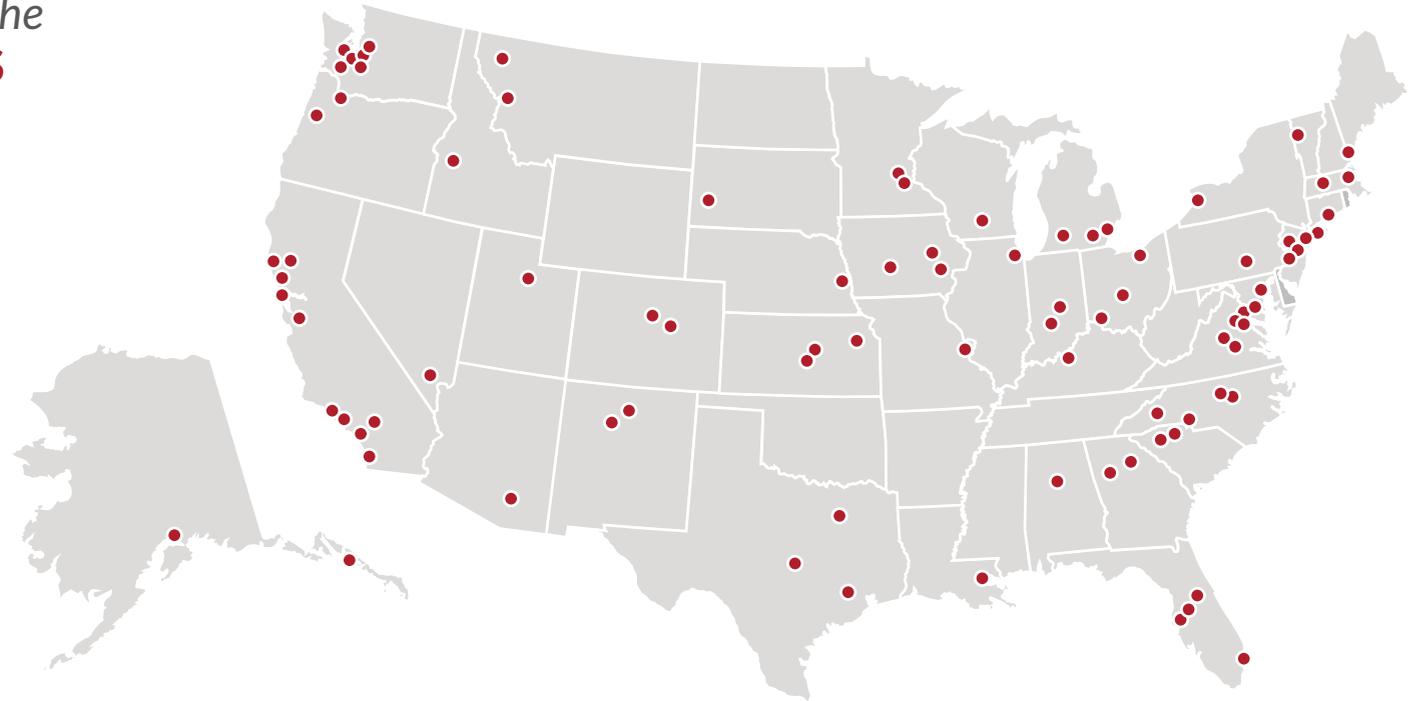
**RESULTS** brings together volunteers across the U.S. &  
**ADVOCACY ORGANIZATIONS AROUND THE WORLD**



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## **RESULTS** across the **UNITED STATES**

● RESULTS CHAPTER  
LOCATION



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## Our **REACH** in 2014

**100**

Young leaders from 36 states trained in advocacy, media, and organizing through the year-long REAL Change Fellowship

**150**

Outreach events across the United States

**500**

Advocates from 11 countries raising their voices at the 2014 RESULTS International Conference

**375**

Microcredit Summit Campaign member organizations around the world

**875**

Attendees from 60 countries at the 2014 Microcredit Summit





# “OUR SUPPORTERS

**ALL OUR WORK** *is possible because of*  
**PEOPLE LIKE YOU.**

Each of our successes over the last 35 years is thanks to the dedication and generosity of private foundations, our volunteers, and individuals from all walks of life.

**MORE THAN**  
**2,300**

Individual donors help power the work of RESULTS and RESULTS Educational Fund with their time, voices, and financial resources.



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

*Growing up in India, I saw the devastating impact of poverty firsthand. Now I give to RESULTS because it's the best way for me to be part of building a brighter future for everyone — in the United States and around the world. I know that every dollar invested in advocacy with RESULTS is far more than just \$1: it's part of raising billions of dollars for the programs and policies that will change our world.*

— PANKAJ AGARWAL  
Donor, Advocate, and Board Member

”



# 2014 FINANCIAL REPORT

## Revenue

*(RESULTS & RESULTS Educational Fund)*

Grants <i>(includes revenues released)</i>	\$ 10,168,991
Special Events*	1,005,473
Individual Contributions	831,509
Contracts Revenue	45,801
Interest & Other Income	22,440
<b>TOTAL INCOME</b>	<b>\$ 12,074,214</b>

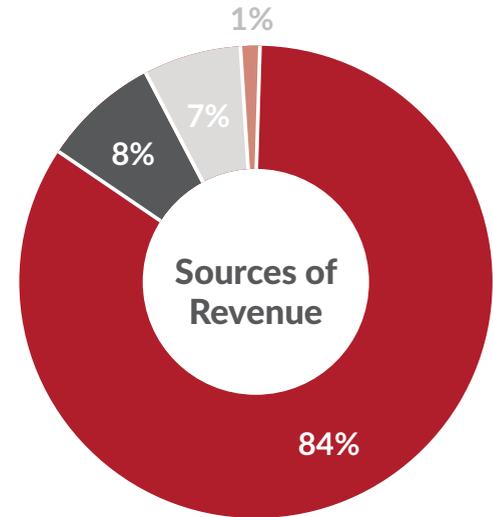
\*Fundraisers, International Conference, and 2014 Microcredit Summit

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

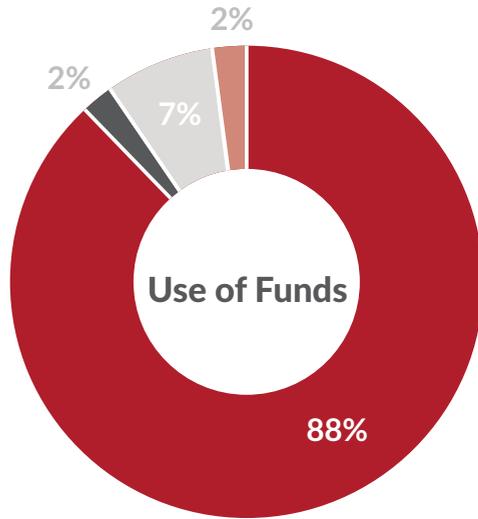
## Expenses

*(Program & Supporting Services)*

RESULTS Educational Fund Anti-poverty Outreach, Education & Advocacy	\$ 10,394,139
RESULTS Anti-poverty Lobby & Related Activities	235,893
Management & General	866,726
Fundraising	288,987
<b>TOTAL EXPENSES</b>	<b>\$ 11,785,745</b>



- Grants *(includes revenues released)*
- Special Events\*
- Individual Contributions
- Contracts Revenue/  
Interest & Other Income



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

## Assets

CURRENT ASSETS	
Cash & Cash Equivalents	\$ 5,517,676
Accounts Receivable	261,106
Grants Receivable	17,429,565
Prepaid Expenses	60,019
<b>TOTAL CURRENT ASSETS</b>	<b>\$ 23,268,366</b>
OTHER ASSETS	
Property & Equipment, Net	\$ 366,167
Security Deposit	65,689
<b>TOTAL PROPERTY &amp; EQUIPMENT</b>	<b>\$ 431,856</b>
<b>TOTAL ASSETS</b>	<b>\$ 23,700,222</b>

## Liabilities & Net Assets

CURRENT LIABILITIES	
Accounts Payable	\$ 153,433
Accrued Expenses	122,629
Deferred Rent	440,997
Other Current Liabilities	3,726
<b>TOTAL CURRENT LIABILITIES</b>	<b>\$ 720,785</b>
NET ASSETS	
Unrestricted: Available for Operations	\$ 826,817
Unrestricted: Designated – Cameron Duncan Fund	18,393
Temporarily Restricted	22,134,228
<b>TOTAL NET ASSETS</b>	<b>\$ 22,979,437</b>
<b>TOTAL LIABILITIES &amp; NET ASSETS</b>	<b>\$ 23,700,222</b>

# “2014 BOARD OF DIRECTORS

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## RESULTS and RESULTS EDUCATIONAL FUND 2014 BOARD OF DIRECTORS

**Scott A. Leckman, M.D., F.A.C.S.**  
*Chair of the Board*

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

**Pankaj Agarwal**  
*Senior Manager, Deloitte Consulting*

**Senator Robert Bennett**  
*Founder, Bennett Group*

**Dr. Joanne Carter**  
*Executive Director, RESULTS and  
RESULTS Educational Fund*

**Cynthia Changyit-Levin**  
*Grassroots Board Member,  
Anti-Poverty Blogger*

**Heide Craig**  
*Grassroots Board Member*

**Sam Daley-Harris**  
*Founder, RESULTS and RESULTS  
Educational Fund, and 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*

**Brian Shaw**  
*Chairman, Asia Pacific, Leagas Delaney*

**Ginnie Vogts**  
*Grassroots Board Member*

**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:**

**p. 13 GPE / NayanTara Gurung Kakshapati**

**p. 15 GPE / Jawad Jalali**

**p. 17 Fundación Capital**

**p. 18 Johnson & Johnson**

**p. 21 Gavi / Karel Prinsloo**

**p. 22 Gavi / Victoria Ivleva**

**p. 23 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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