



# RESULTS and RESULTS Educational Fund Annual Report **2006**



Dear Partners and Friends,

It was a tremendous opportunity and an enormous pleasure for me to be chosen as RESULTS' and RESULTS Educational Fund's executive director in March 2007. I came into an organization that is, as you'll see in this report, composed of a tireless, caring, dedicated

band of people who are achieving remarkable successes.

At RESULTS, we're very good at documenting our successes. We know where we've made a difference and those differences are changing millions of lives. Throughout this report, you'll read about dramatic results in each one of our program areas.

Remarkably, our campaigns are moved by everyday citizens who once thought they couldn't make a difference. They've come to believe they can do anything, because they have. With the support of our training and staff, these citizen advocates put in many long hours becoming versed not only in the issues, but the legislative process. They are steeped in the specifics of legislation they care about and understand the strategic steps necessary to open the doors that will transform ideas into action.

RESULTS and RESULTS Educational Fund (REF) are, in essence, umbrella organizations with spokes going in a number of critical directions. These spokes include campaigns to improve the health, education, and economic opportunity of low-income people in the United States and around the world. They also include the Microcredit Summit Campaign and the Advocacy to Control Tuberculosis Internationally (ACTION) project. I'm looking forward to building new campaigns, as well as to attracting a new generation of young activists and volunteers from diverse communities to our grassroots organization.

Like everyone at RESULTS and REF, I look to the day when ensuring that all people are lifted out of poverty and have a sustainable quality of life is so valued that RESULTS' work is unnecessary. Until that time, I plan to bring as many resources as possible to bear to our work. I am constantly impressed by how well RESULTS is viewed by members of Congress and other organizations, and by the strides we're making. It's clear some of the best dollars anyone could spend are being invested here.

Sincerely,

A handwritten signature in black ink that reads "Christine Naylor".

Christine Naylor  
Executive Director



Dear Supporters,

When I was asked to consider leading the board of directors of RESULTS and RESULTS Educational Fund, my first reaction was, "How could I possibly find the time?" I was already serving on four boards and traveling across America to launch the Nonprofit Congress. I allowed myself about 10 seconds to find an excuse to say no, before I realized how profound an opportunity this was and how much I owed RESULTS. I gave a hearty, "You bet I will!"

You see, until I met RESULTS, I was a babe in the nonprofit woods. I thought I was on the right road, while actually I was just walking in circles. Through RESULTS, I came to see the power of everyday people who are changing the world through citizen activism. I also came to know the work of Muhammad Yunus and countless other new-profit pioneers who are liberating millions through economic empowerment.

Most importantly, I could see how this amazing organization could take its message farther and faster, to more and more people. A new generation of students is graduating from college, many with up to 10 years of service under their belts. Like the aging boomers, theirs is a deep well of love and talent. They are also united in a common vision of people everywhere lifted up and permanently liberated. And that's what I hope to help this organization do — bring a whole new level of RESULTS to a whole new level of RESULTS members.

Countless men and women have worked with our founder, Sam Daley-Harris, and our dedicated staff to build RESULTS. The heritage this board is entrusted to preserve is sacred to us. Our goal is to build upon and share that heritage, the mission, and our message with all those who, like me, are lost in the woods of charity while they long for the bright, warm light of justice. That is what RESULTS is about, and that is why I am so proud to serve.

Sincerely,

A handwritten signature in black ink that reads "Robert Egger".

Robert Egger  
Chairman of the Board of Directors



### **Bold actions and dramatic successes – those were the hallmarks of RESULTS’ and RESULTS Educational Fund’s (REF) 2006 campaigns.**

In particular, it was a landmark year for microcredit, the revolutionary approach to ending poverty that RESULTS/REF has championed for two decades. With the awarding of the Nobel Peace Prize to Muhammad Yunus, the grandfather of the microcredit movement and a member of the RESULTS/REF board of directors, the world now recognizes what we have known all along — that economic empowerment and the eradication of poverty are necessary for a peaceful world.

*For more on our Economic Opportunity campaign, see page 8.  
For an overview of the Microcredit Summit Campaign, see page 12.*

We also made strides in building momentum for health care for all Americans by 2010 and saw a historic commitment in funding to combat diseases that keep people trapped in poverty worldwide.

*To learn more about our Healthy Families campaign, turn to page 9.  
For the Advocacy to Control Tuberculosis Internationally project, see page 13.*

Our efforts to ensure that all children have access to education are helping to knock down the barriers that keep the school doors closed for millions of children.

*Learn about our Education for All campaign on page 10.*

It takes a concerned and outspoken constituency to move our elected leaders to act on problems of poverty. By forming new grassroots chapters throughout the United States, our work is expanding into key districts and having even greater impact.

*For more on our Empowering Citizens campaign, see page 11.*

**These successes and many others are proof that bold goals can be achieved through RESULTS’ and RESULTS Educational Fund’s powerful combination of citizen activism, visionary leadership, and political will.**

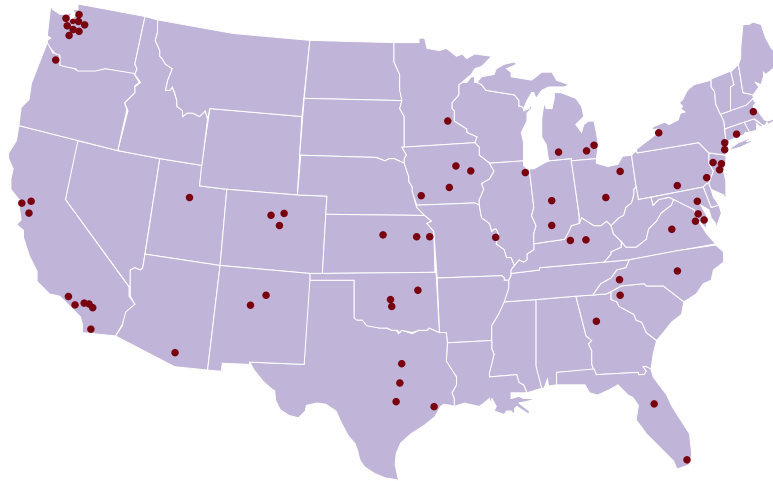
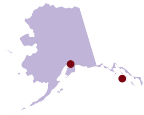
**“RESULTS is one of the few voices we have that is really trying to say the right thing on Capitol Hill. We would be in a pretty sorry state without your efforts.”**

—Laurie Garrett,  
Senior Fellow for  
Global Health, Council on  
Foreign Relations



## Where We Are —

### Around the United States



 RESULTS Grassroots Chapters

## Who We Are

### RESULTS and RESULTS Educational Fund

RESULTS is a leading force in ending hunger and poverty in the U.S. and around the world. It builds the public and political will to end poverty through its two wings:

**RESULTS, Inc.** is a nonprofit, grassroots advocacy 501(c)(4) organization committed to creating the political will to end hunger and poverty by training—and empowering—individuals to speak out for effective solutions to poverty. RESULTS has chapters in over 100 locations in the U.S. Our volunteers form one of the most engaged and effective grassroots networks in the world.

**RESULTS Educational Fund (REF)**, a 501(c)(3) organization, focuses on creating the public will to end poverty by educating the public, media, and leaders about problems and proven solutions through education, training, research, and grassroots support. Major REF projects include the Microcredit Summit Campaign and the Advocacy to Control Tuberculosis Internationally (ACTION) project.

***The success of our work proves that ordinary citizens can generate extraordinary changes.***



**RESULTS** was founded on a key principle — that building and funding the solutions to poverty will only happen when citizens pressure their leaders to do the right thing. That's why **RESULTS** and **RESULTS** Educational Fund stand out. Our staff does quality research and careful planning to determine our strategic campaigns, while volunteer activists drive our issues. We train ordinary people to educate and inspire members of Congress, the public, and the media about solutions to poverty. The collective voices of hundreds of ordinary citizens leverage millions of dollars for programs and policies that give low-income people the health and opportunity they need.

## Citizen Training and Outreach

Our model is unique — and powerful. In over 100 communities across the U.S., RESULTS volunteers meet regularly to take targeted actions that increase our nation's commitment to effective anti-poverty efforts. Actions range from calling for more resources for proven programs to ensuring that government policies actually break the cycle of poverty.

Each group is supported by RESULTS staff and volunteer leaders, who coach volunteers on how to:

- ▶ Speak powerfully about the causes of, and solutions to, poverty;
- ▶ Develop relationships with elected officials who determine policy and funding;
- ▶ Work with the media to raise awareness and build public pressure; and
- ▶ Mobilize their communities to take action.

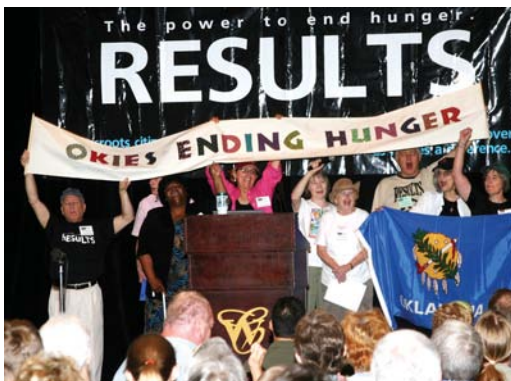
## International Conference

**“People. Power. The End of Poverty.”** That was the theme of RESULTS/RESULTS Educational Fund's 2006 International Conference. The annual event, held in Washington, D.C., educates and empowers our activists, who then use their power to make specific requests toward the end of hunger and poverty.

Over 300 people attended the 2006 International Conference, held July 8-12. They heard from world-renowned speakers and experts in the field about the latest in poverty alleviation and legislative efforts. The list of speakers ranged from Dr. Jim Kim, co-founder of Partners in Health and executive director of the FXB Center for Health and Human Rights at the Harvard School of Public Health, to the Reverend Jim Wallis, executive director and editor of *Sojourners*. Members of Congress from both sides of the aisle also spoke, testifying to the influence RESULTS activists have had on legislation, as well as on their own sense of purpose.

Attendees sharpened their advocacy skills before traveling en masse to Capitol Hill for two days of meetings. In addition, representatives from our six international affiliate organizations came from as far away as Germany, Japan, and Australia and pressed their cases at the International Monetary Fund and the World Bank.

“The conference really rejuvenated our spirits and our belief in our ability to do this work,” said attendee Aiyeshia Hudson. “We were empowered through intense, practical training during our advocacy, fundraising, and outreach workshops, and we actually walked the walk during our many face-to-face meetings with representatives, senators, and congressional staff, and members of the IMF and World Bank.”





# “Citizens really can steer the government.”

## Advocacy

“Never forget it — it’s the public that has to demand the investment in what really counts,” Rep. Nita Lowey (D-NY) told RESULTS activists at the 2006 International Conference. To make our demands loud and clear, RESULTS activists sent thousands of letters and made thousands of calls to congressional offices in 2006, and they held almost 600 meetings with their members of Congress and congressional aides.

In just two days in July (during the International Conference) they met with 215 offices and had more face-to-face meetings with their senators and representatives than during any previous conference. The results were almost instantaneous. Activists shared their concerns about fair taxes and the growing wealth gap with key senators and staff, which helped defeat attempts to pass tax giveaways for the wealthiest Americans. After activists around the country asked their representatives to sign on to the Stop TB Now Act, a bill that would increase U.S. investment in global tuberculosis control, the number of cosponsors jumped from 41 to 72 within weeks.

Activists were often in awe at what they accomplished. “Having the experience of talking to congresspeople and their aides and having them really listen to our issues and take action as a result made me really feel empowered as a citizen,” said first-time attendee Lisa Treumuth. “Citizens really can steer the government.”



## Generating Media

Chronic poverty is easily ignored by news outlets, yet media coverage is essential for raising awareness and making poverty a higher priority for political leaders. RESULTS Educational Fund produces press releases and media packets and organizes media conference calls at strategic moments. We also train our volunteers to use the media as an effective advocacy tool.

In 2006, we generated over 240 local and national media pieces around World TB Day alone! The *New York Times*, *Washington Post*, *Wall Street Journal*, *Los Angeles Times*, Reuters, Associated Press, National Public Radio, and others reported on the challenges faced in the fight against TB. This record-breaking coverage was the result of conference calls for journalists and the passionate persistence of our activists. Our national conference call featured Dr. Kenneth Castro, Assistant Surgeon General and

Director of the Division of TB Elimination at the U.S. Centers for Disease Control and Prevention, and Dr. Marcos Espinal, Executive Secretary of the Stop TB

Partnership in Geneva. Grassroots activists in Arizona, California, Colorado, New Mexico, Texas, Indiana, Massachusetts, and Ohio organized state-level calls for journalists featuring international and local experts. Activists across the country also pressed for coverage from editorial writers, and wrote op-eds and letters.

This publicity, especially in key congressional districts, sent a clear message to Congress. Then-Representative (now Senator) Sherrod Brown (D-OH) testified to our success. RESULTS, he said, has “put this issue in front of policy makers in Washington.”

**The Washington Post**  
*Drug-Resistant Cases of TB in U.S. Increase*  
March 24, 2006  
David Brown  
Washington Post Staff Writer

health authorities who had considered it virtually eliminated.  
That resurgence was marked by outbreaks of multidrug-resistant infections, particularly among prisoners. Castro said he and other

The number of cases of multidrug-resistant tuberculosis is increasing in the United States.

“I don’t know of a more effective organization in terms of raising the important issues of our time for our country and for the world, and the advocacy that you bring personally to these very important issues — the quality of life for our brethren throughout the world. It’s truly remarkable what this organization has done.”

— Representative James Walsh (R-NY)

## Economic Opportunity



**IN 1986, RESULTS LAUNCHED ITS** advocacy campaign for microcredit by introducing an unassuming man with an infectious smile and a brilliant idea — Professor Muhammad Yunus — to the U.S. Congress and media. Professor Yunus joined the RESULTS/REF board of directors soon thereafter, forming a partnership to put microcredit on the radar screen of the U.S. government and inter-

national finance institutions. Since then, Congress has consistently responded to RESULTS' advocacy for microcredit with substantial increases in funding, which is now at \$200 million a year.

On December 10, 2006, Professor Yunus and the microcredit bank he founded, Grameen Bank, were awarded the Nobel Peace Prize for empowering the very poor to create paths out of poverty with loans for small businesses. The tireless work of RESULTS and REF's Microcredit Summit Campaign to increase U.S. and global support and funding for microcredit has helped catalyze the microcredit revolution of the last two decades. *(For more on the Microcredit Summit Campaign, see page 12.)*

At RESULTS, we strongly believe that more investment in microcredit is necessary, but even more critically, targeted interventions are needed to truly help the poorest free themselves from the trap of poverty. In 2005, we helped enact a groundbreaking microcredit law, which requires that at least 50 percent of all U.S. microcredit funding be devoted to people living in severe poverty (considered less

than \$1 a day). In 2006, RESULTS activists worked with members of Congress to ensure that the U.S. Agency for International Development (USAID) actually implemented the law. To guarantee this crucial focus on the very poor, the law also requires USAID to certify and use poverty measurement tools that track the poverty level of clients. With RESULTS' support, members of Congress kept up the pressure on USAID, which ultimately did certify 12 country-specific poverty measurement tools.

RESULTS also worked to reduce the income and asset gaps here in the U.S. We strongly believe in a fair tax code that provides low-income families with opportunities to move up the economic ladder. Through our media and lobbying work, we supported tax code features, such as the Earned Income Tax Credit and the Child Tax Credit, that assist working families, and innovative savings programs called Individual Development Accounts.

We also opposed tax breaks for the wealthiest, which would have threatened resources necessary to fund pressing domestic human needs. Our media campaign to stop tax giveaways included an interview with Bill Gates, Sr., and a media conference call with former IRS commissioner Sheldon Cohen and others. Ultimately, efforts to cut tax credits that support low-income families failed as did those to repeal the estate tax.

**It has been the dedication of ordinary citizens like me, RESULTS volunteers, that have helped make microcredit the force it has come to be.**

— RESULTS activist  
Marjorie Trifon in a letter  
to the editor in the *Seattle Times*, October 23, 2006





## Healthy Families

**LACK OF ACCESS TO HEALTH CARE CAUSES AND** deepens poverty for millions of families in the United States and around the world. Recognizing that access to health insurance is a huge barrier to quality, affordable health care for almost 47 million uninsured Americans, including 9 million children, our multi-year advocacy campaign is building momentum for health care coverage for all Americans by 2010.

Our 2006 efforts saw high-impact results as hundreds of RESULTS activists weighed in with the Citizens' Health Care Working Group. The group was commissioned by Congress to conduct hearings across the country for public input and formulate a roadmap for the future of health care in the U.S. While universal health care was not a goal of the group's initial draft report, after receiving testimony and thousands of comments from RESULTS activists and others, health care for all became one of their top recommendations.

Through community forums like these as well as our media efforts, RESULTS is invigorating the debate on universal health care and bringing it closer to reality.

RESULTS is also a key part of the global movement to increase access to interventions for diseases of poverty, in particular tuberculosis (TB), as well as HIV/AIDS, malaria, and other major child killers. Outbreaks of extensively drug resistant TB in 2006 reinforced the critical nature of our work.

The REF-led ACTION project is taking a multinational approach to drawing atten-

tion and resources to this global epidemic. (See page 13 for information on ACTION's 2006 successes.)

Our activists' tireless efforts over the past five years to support U.S. investment in the Global Fund to Fight AIDS, Tuberculosis and Malaria have been a key part of the movement to increase access to interventions for these diseases. Our actions in 2006 were literally lifesaving. RESULTS had worked hard to increase 2007 funding for the Global Fund, but, as 2006 ended, hundreds of thousands of people worldwide were suddenly at risk of losing access to critical treatment and prevention for the three diseases. With the foreign appropriations bills still unfinished, Congress threatened to hold our Global Fund contribution at the 2006 level of \$550 million. Our activist network and allies immediately mobilized to make calls and send faxes to Congress and alert the media. When the dust cleared, Congress not only restored the threatened funding, but significantly stepped forward with the largest U.S. contribution to date for the Global Fund — \$724 million.

With the help of this funding, by mid-2007, 1.1 million people had received anti-retroviral treatment for HIV/AIDS and 2.8 million people had received treatment for TB — a 100 percent increase from a year earlier. Over 30 million bed nets had been distributed to prevent malaria — an increase of 165 percent!

**YOU ARE AT THE FRONT END OF A MOVEMENT THAT IS GOING TO CHANGE THE WIND.**

— **THE REVEREND JIM WALLIS**, EXECUTIVE DIRECTOR AND EDITOR OF *SOJOURNERS*



## Education for All



**ENSURING THAT ALL CHILDREN** have access to education is key to any effort to break the cycle of poverty. Indeed, in modern history, no nation has achieved significant and sustained economic growth without free and compulsory basic education. Yet nearly 90 million children are still not in school.

School fees are one of the key barriers keeping the most vulnerable children — orphans, girls, the poorest — out of the classroom. When RESULTS and RESULTS Educational

Fund took on this issue in 2004, we were told that abolishing school fees was impossible. By educating communities, the media, and Congress about the impact of these barriers on the lives of millions of children, and by working with strategic partners, RESULTS has forced a sea change — helping shift the World Bank’s position and carving out explicit U.S. foreign aid funding for this intervention. The abolition of school fees for primary education is no longer a matter of if, but how.

Opening the school house doors requires funding to scale up education systems (with teachers, books, and buildings) to

serve the millions of children who flood classrooms when fees are dropped. RESULTS has consistently urged Congress to increase funding for basic education, which has risen from only \$103 million in 2001 to more than \$460 million in 2006. To ensure that this money is well targeted, we also urged members of Congress to insist that USAID enact basic education indicators for enrollment and retention of students, which USAID has begun to do.

Highlights from REF’s 2006 Education for All campaign include:

- ▶ Partnering with the Global Campaign for Education on “Send My Friend to School Week,” which included outreach events throughout the U.S. and a mock hearing on Capitol Hill in which children from India, Mexico, Columbia, and the U.S. testified to the need for universal education;
- ▶ Co-hosting a press briefing with then-U.K. Chancellor of the Exchequer Gordon Brown (now the British Prime Minister) and actress and humanitarian Angelina Jolie; and
- ▶ Sponsoring an educational trip to Kenya during which congressional staff learned about the country’s experience abolishing school fees for primary education.

## Early Childhood Development

Because we know that affordable, quality, early childhood development services and childcare give low-income American children a better chance to succeed, support for Head Start and Early Head Start is the cornerstone of our domestic work. These tried-and-true programs provide comprehensive child development services to disadvantaged preschool children, toddlers, infants, and their families. In 2006, we continued our long-term strategy to expand and improve these programs, which paid off in a \$103 million increase in congressional funding for 2007. Our ultimate goal is that all children from birth to age 5 have access to quality early learning that meets the needs of low-income families. We look forward to continuing our work in this area.



## Empowering Citizens

### IT IS THE COLLECTIVE POWER OF OUR

volunteer activists — speaking to their elected leaders, the media, and communities — that drives our successes. Because expanding RESULTS' and RESULTS Educational Fund's presence in congressional districts across the country is key to forcing poverty onto the political agenda, we made starting new chapters a top priority in 2006.

With the help of a generous donor, we launched an ambitious new initiative, called the Faith in Action project, to create partnerships with faith communities. While RESULTS and REF are secular organizations, the new initiative recognizes the importance of mobilizing and organizing people of faith. We also added an Iowa-based organizer to expand our presence in Midwestern states that are strategically important for our domestic anti-poverty work.

Our organizers found receptive audiences wherever they went. So many Americans hunger to harness the positive power of our democracy; they appreciate our unique system of training and support, which enables them to take tangible actions that, collectively, make a huge difference. By the end of the year, there were 12 new

RESULTS chapters and another 30 new groups forming or in training.

We set very aggressive goals for our groups for achieving meetings with their members of Congress, generating media, and reaching out to their communities — and our activists delivered. In 2006, our volunteers and staff:

- ▶ Held 412 outreach events nationwide, educating and mobilizing communities to take action;
- ▶ Generated 69 editorials and 378 pieces of other media, including articles, op-eds, letters to the editor, and radio and TV coverage; and
- ▶ Had more face-to-face meetings with senators (36) and representatives (160) than ever before, as well as over 400 meetings with congressional aides,

... all to educate the public and elected leaders about effective solutions to poverty.

By giving our volunteers the training, tools, and support they need to make their voices heard in the corridors of power and the press, RESULTS is revitalizing democracy while changing — and saving — precious lives.

We're not only trying to save the souls of those living in hunger and poverty, we're trying to save the soul of government itself.

— Jos Linn, RESULTS Domestic Outreach Organizer  
and Faith in Action Project Coordinator



**“RESULTS  
inspires me to  
be bold and  
courageous. You  
don't generate  
champions  
unless you're a  
champion.”**

— Bruce Preville,  
San Jose, California





**“No other organization has been as critical a partner in seeing to it that microcredit is used as a tool to eradicate poverty and empower women than RESULTS and RESULTS Educational Fund’s Microcredit Summit Campaign.”**

— Muhammad Yunus, Nobel Peace Prize winner and RESULTS board member (pictured with Sam Daley-Harris, RESULTS’ founder and Microcredit Summit Campaign director)

**A REVOLUTIONARY APPROACH TO** poverty alleviation took root in 1976 in Bangladesh when Muhammad Yunus lent a total of \$27 to 42 desperately poor women. His faith in their ability to use the tiny sums to build businesses and to pay back the loans was the beginning of breaking the cycle of poverty.

Microcredit is now hailed as one of the most powerful tools to address global poverty, which it does in a way that builds self-esteem in the individual and self-sufficiency in the institution providing the financial services. With microcredit loans, some of the world’s poorest people — widows, the landless and homeless, even beggars — are able to start or expand tiny businesses and find a dignified route out of poverty. The awarding of the Nobel Peace Prize to Professor Yunus and his Grameen Bank was an acknowledgement that lifting people out of poverty is also requisite for peace.

Since 1997, the Microcredit Summit Campaign, a project of RESULTS Educational Fund, has helped shape the microcredit movement by setting ambitious goals and by providing an opportunity for microfinance institutions, policymakers, and civil society to share findings and best practices through councils, summits, and papers.

The Campaign hosted more than 2,000 delegates from over 110 countries at the 2006 Global Microcredit Summit, held in Halifax, Nova Scotia. The Summit was the culmination of the Campaign’s nine-year goal to reach 100 million of the world’s poorest families with credit for self-employment and other financial services by the end of 2005. It was also the beginning of a new phase distinguished by two bold new goals: to reach 175 million of the poorest with credit for self-employment and to ensure that 100 million people move above the \$1 a day threshold — a measure of moving out of severe poverty — by 2015. This second goal relates closely to the Millennium Development Goal of reducing absolute poverty by half.

In 2006 the Campaign reported that over 3,000 microcredit institutions had reached over 113 million clients. Out of these, 82 million were living on less than U.S. \$1 a day when they received their first loan. This brought the Campaign remarkably close to its goal of reaching 100 million of the poorest clients by 2005.

Professor Yunus addressed the Summit in his first visit to North America since winning the Nobel: “We’ve come a long way since 1997 when we first had our microcredit summit and set [a goal] to reach 100 million poorest families with microcredit. We were not taken very seriously. We were ridiculed. But today, we can celebrate.”

## **Former President Bill Clinton described the Microcredit Summit Campaign in his book, *Giving*:**

“... the Microcredit Summit Campaign [is] an annual meeting of stakeholders that, for a decade now, has focused on reaching the world’s poorest families (those living on less than \$1 a day), empowering women, building Microcredit institutions that are financially self-sufficient, and measuring the impact of Microcredit on clients and their families. The Summit brings together lenders, advocates, government and NGO donors, educators and international financial institutions to share best practices and help each other succeed.”

THE HUMAN AND ECONOMIC TOLL INFLICTED BY TUBERCULOSIS (TB) IS STAGGERING, YET TRAGICALLY overlooked, making it #2 on TIME Magazine's list of "Top 25 Most Underreported Stories of 2006." The situation became even more urgent in 2006 with the identification of extensively drug resistant tuberculosis (XDR-TB) in sub-Saharan Africa.

The Advocacy to Control Tuberculosis Internationally (ACTION) project is an REF-led initiative, supported by the Bill & Melinda Gates Foundation, working for a greater global response to the crisis. It seeks to increase global resources for TB control, while advocating for expanded access to treatment in targeted countries burdened by the disease. Our coalition includes RESULTS affiliates in Canada, Japan, and the UK, and partners in India, Indonesia, and Kenya. We also work directly with leading experts from the World Health Organization, the Stop TB Partnership, and Global Health Advocates.

Launched in 2005, ACTION leveraged important policy changes and mobilized critical new funding in its second year. ACTION's efforts to educate policymakers and the press in seven countries helped mobilize over \$100 million in bilateral and multilateral TB funding from four key donor countries in 2006. Here are just a few highlights:

## Engaging the World Bank

To help mobilize the seismic response necessary to address the TB epidemic in Africa, ACTION partners released *Enduring Neglect: The World Bank's Inadequate Support for Africa's TB Emergency*. The report, which was shared with World Bank officials, members of Congress, civil society, and the media, made substantial waves. Editorials supporting its recommendations were published in such papers as the *New York Times* and *Boston Globe*; articles were published in over 90 outlets around the world. The report and other ACTION activities catalyzed new action at the Bank regarding its support for TB in Africa.

## Linking TB with the Fight against AIDS

TB is the leading killer of people with AIDS, yet the U.S. President's Emergency Plan for AIDS Relief (PEPFAR) initially included no funding for TB/HIV. Through strategic advocacy, ACTION has influenced PEPFAR's priorities: TB-HIV has become one of three "program priority areas." PEPFAR more than doubled its funding for TB-HIV activities for FY2007 to a total of \$120 million.

Efforts by ACTION partners in India helped inspire a commitment by India's National AIDS Control Program to provide TB treatment to 2.8 million people living with

HIV/AIDS. In Kenya, ACTION partners helped catalyze the creation of the United Civil Society Coalition against AIDS, TB and Malaria to ensure the effective implementation of Global Fund to Fight AIDS, TB and Malaria grants.

## Raising Awareness Worldwide

ACTION partners coordinated around the world to help launch the Stop TB Partnership's *Global Plan to Stop TB: 2006-2015*. This visionary plan details the resources needed to achieve the Millennium Development goal to reverse TB and save 14 million lives by 2015. RESULTS Canada and ACTION Kenya held press conferences that featured then-UN Special Envoy for HIV/AIDS in Africa Stephen Lewis and the president of the Canadian International Development Agency, and former President Kenneth Kaunda of Zambia and Kenya's Assistant Minister of Health, respectively.

ACTION also organized activities on four continents around World TB Day, held on March 24. Zambian activist Winstone Zulu toured the U.S. and Japan, speaking with the media, policymakers, and civil society. Zulu, who is HIV-positive, survived TB, but his four brothers died for lack of access to treatment. "For many of us in Africa, AIDS literally means dying of TB," he said.



**ACTION partners are raising awareness and increasing funding for global TB control through such actions as processions and media activities on World TB Day (left) and leading congressional delegations to high-TB burdened countries to educate leaders from donor nations (right).**

## RESULTS and RESULTS Educational Fund\*

### \$200,000 and Above

Bill & Melinda Gates Foundation

### \$100,000 to \$199,999

Anonymous  
Green Children Corporation  
Marshall and Pam Saunders

### \$50,000 to \$99,999

CIDA  
Citicorp Foundation

### \$25,000 to \$49,999

Anonymous  
Arab Gulf Programme for UN  
Development Organizations  
Austrian Development Agency  
Grameen Foundation U.S.A.  
Levi Strauss Foundation  
Joel Rubinstein and Sylvia Sabel  
Visa International

### \$10,000 to \$24,999

Academy for Educational  
Development  
Anne and Henry Zarrow  
Foundation  
Church of Jesus Christ of Latter-  
Day Saints  
Crystal Springs Foundation  
Eli Lilly Export SA  
Equality Network Foundation  
FINCA  
Friedman Family Foundation  
Fundacio Un Sol Mon  
ING Group  
Gordon Irlam  
Mary Lou Lopreste  
Ludwig Family Foundation  
Michol O'Connor  
Open Society Institute  
Richard & Lois Gunther Fund  
World Conference Holding Co.

### \$5,000 to \$9,999

Roxanne and Ward Allen  
John and Polly Ely  
Globeleq  
Alan Gold  
Roger Hudson and Mary Martin  
Johnson & Johnson  
Keating Family Foundation  
Boyd and Elizabeth Kennedy  
Stephen and Carla Kopczynski  
Evelyn Krause  
George and Eddy Krumme  
Oikocredit EDCS U.A.  
Oswald Family Foundation

Diane Perkins  
Peter Cornell Trust  
Joellen and Scott Raderstorf  
Steve Rees  
Frank Sanitate  
Caroline Stoel  
Texas Children's Hospital  
Susan Vanderberg

### \$1,000 to \$4,999

Anonymous  
Andrews Kurth, LLP  
Stephen Arnold  
Bob and Diane Baker  
Jennifer Bird  
Harvey and Sharyn Blaustein  
Julia Bolz  
Betsy Bowie  
Jeff and Susan Bridges  
Paul Brindle  
Diana Pastora Carson  
Marguerite Chandler  
Anne Child  
Tom Clark  
Elizabeth Clerkin  
Kathleen Horden Close  
Mark Coats  
Kathy Cochran  
Jeremiah Collins  
Congressional Hunger Center  
Charles Conlon  
Alex and Emily Counts  
Stephen and Laura Cox  
Sam and Shannon Daley-Harris  
Don and Nancy Daniels  
Bruce Davidson  
Molly Decklever  
Lois Dodson  
Lawrence and Susan Donohue  
Jim Driggers  
Geoffrey Drucker  
Kathleen Duncan  
Anne Ellsworth  
Diana Fertsch  
Peter and Sharon Fiekowsky  
First Unitarian Church of  
Columbus  
John Franklin  
Allison Gallaher  
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\*REF donors include gifts to the Microcredit Summit Campaign and ACTION projects.



## RESULTS Educational Fund

### SUPPORT AND REVENUE

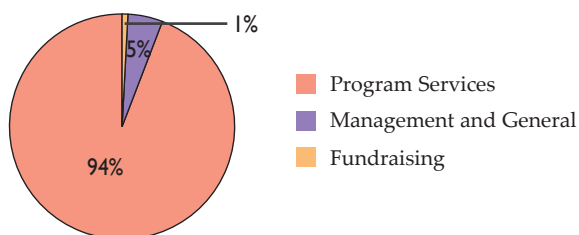
Monthly Sponsors	109,292
Foundations and Grants	1,198,933
Events and Contributions	1,008,990
International Conference	97,951
Miscellaneous	16,406
Rent Income	65,377
Net Investment Income	62,351

Total Support and Revenue 2,559,300

### OPERATING EXPENSES

Program Services	4,845,219
Supporting Services	
Management and General	244,472
Fundraising	89,004

Total Operating Expenses 5,178,695\*



## RESULTS

### SUPPORT AND REVENUE

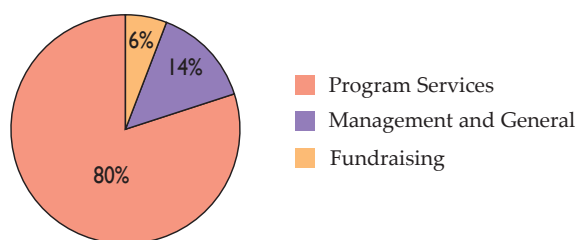
Monthly Sponsors	243,910
Foundations and Grants	10,000
Events and Contributions	112,957
Miscellaneous	1,064
Cost Sharing	347,081
Net Investment Income	9,837

Total Support and Revenues \$724,849

### OPERATING EXPENSES

Program Services	648,747
Supporting Services	
Management and General	115,708
Fundraising	47,392

Total Operating Expenses \$811,847\*



\* Per generally accepted accounting principles, operating expenses recorded as being in excess of revenue are a result of multi-year grants being recognized in the year in which they were pledged, not when the revenues are received, while expenses are recognized as they currently incur over the course of the grant's life. This timing of revenue and expense recognition may lead the reader of these financial statements to incorrectly conclude that the organization is incurring significant losses, when it is making expenditures from grants that were included in revenues in previous years.

**“Between 1992 and 1995, I raised about \$700,000 for microcredit banks. That was a lot of work. In a similar time period, RESULTS activists raised \$50 million for microcredit by lobbying Congress. It was obvious that I could be more effective as a RESULTS activist and donor.”**

— Marshall Saunders, RESULTS major donor and volunteer group leader, and founder of Grameen de la frontera, Mexico

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A Project of RESULTS Educational Fund

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