



### ressage from the Executive Director

For those who are committed to

bringing the kind of change that elevates the conditions of humanity and our world, the continuous and rapid shifting of world events and the political turmoil of our own country have made our work more difficult and at the same time, increasingly relevant.

Last year, I suggested in this space that 2002 had been a year spent "living on the edge." As 2002 drew to a close we were apprehensive – wondering if war was imminent. The new year did bring war, as well as fear, and our new Homeland Security Department struggled with the burden of ensuring the safety of all Americans. This year we became increasingly familiar with color coded alerts, the "Terminator" became governor of California and the acronyms WMD and SARS become part of the popular lexicon. As the times became increasingly uncertain, many of us wondered if life would ever return to "normal."

Yet, we realize that for many in our own country and around the world entire lives are lived on the edge. For them, a tenuous life full of struggle and fear is the only life they have ever known.

In our own country mothers and fathers struggle daily to ensure that the fruits of their daily work stretch far enough to cover food and shelter for their children. Often these same children go without adequate healthcare and suffer from malnutrition. Welfare to work programs continue to reduce the welfare rolls, but many stay trapped in poverty.

In less developed parts of the world, over a billion people still survive on less than one dollar a day. Basic health care such as immunizations are a luxury, HIV/AIDS and TB continue to spread rapidly and in Africa malaria takes the lives of 3,000 children a day. Of those children that do survive, over 100 million of them are not in school – two-thirds of them girls.

We lament war, while realizing that even without it we will never have true peace until we build a country and a world where such poverty does not exist – a world without hunger – where there is hope and opportunity for all of the world's children.

In 2003, in these trying times, our grassroots volunteers, leaders and staff continued to bring attention to sustainable solutions to poverty and hunger in the United States and around the world by meeting face-to-face with 115 Representatives and 20 Senators. The impact

of these meetings in a time of budget scarcity, and increasingly competitive priorities was recently expressed by RESULTS partner Phyllis Teitelbaum, who shared comments made a by a member of Congress during one such meeting:

"I see people all day long. They all have things they want me to do for them... build me a highway, lower my taxes, give my business a subsidy. All self-interested. Now, I have nothing against self-interest, that's what builds our economy. But I really like it when you guys come to see me. You don't ask for anything for yourselves. You ask for other people."

In this same period, RESULTS Educational Fund hosted conference calls with editorial writers and experts on issues affecting hunger and poverty, and local RESULTS volunteers then met with editorial writers in their local communities. These activities generated 149 editorials as well as 57 feature articles in papers around the U.S. In addition, RESULTS volunteers had 166 letters to the editors on hunger, poverty and political will, published in 2003.

Among the dictionary definitions of "hero" is: an illustrious warrior; one that shows great courage; the central figure in an event, period or movement.

This annual report is dedicated to RESULTS volunteers – heroes -

who in the face of challenging times and increasingly pervasive cynicism and fear, continue to reach out

#### THE POWER

and spend their time speaking for the poor, powerless and marginalized among us. They are heroes because they speak for the mothers and fathers who can't feed their families and for the children who silently go hungry. They speak for those they will never meet but whose lives they continue to touch.

Barbara

Cover Photo Credits Girl © Barb Weber Rickshaw © Barbara Wallace Woman with Supplies © Barbara Wallace A civilization flourishes when people plant trees under whose shade they will never sit. Greek Proverb

**RESULTS** is an international, nonprofit grassroots citizens advocacy organization with a strong lobbying focus. As a 501(c)(4) organization, our purpose is to:

- Create the political will to end hunger and the worst aspects of poverty.
- To empower individuals in exercising their individual and political power.

# RESULTS

# TO END HUNGER THE POWER IS YOU

Together, RESULTS and RESULTS
Educational Fund coordinate campaigns
of media, public education and advocacy
that focus attention on cost-effective
solutions to hunger and poverty and
support legislators in making those
solutions a national priority.

#### **RESULTS Educational Fund**

is a nonprofit 501(c)(3) organization whose purpose is to create the public will to end hunger and the worst aspects of poverty. We accomplish this aim through citizen education and training, public events and community forums, media coverage, teaching trips and research.

Many things we need can wait. The Child cannot. Now is the time his bones are being formed; his blood is being made; his senses are being developed. To him we cannot say "Tomorrow". His name is "Today". Gabriela Mistral

All of the great faiths and traditions of humankind tell us we have a moral imperative to feed the hungry and help the poor. In our increasingly interconnected world, we also find that conditions affecting people

## The Call to Action

#### **ERADICATION OF HUNGER AND POVERTY**

beyond our lives and communities also have an impact on us. Those conditions affect our security, our environment, our health and our

economic well being. Viewed from a higher perspective, our planet is a lifeboat, and no matter where the boat is leaking, it behooves us all to bail water and fix the leak.

And we find the boat leaking in many places: In the households of 9 million American children who have no health coverage and in the cities and villages of Africa where AIDS has orphaned 11 million children. It stands as a stark testament to our collective failure that 29,000 children die daily from preventable disease and malnutrition.

But we can also see in that bleak number the possibility of a world closer to the one of our dreams, for less than a generation ago that figure stood at 40,000 a day. Indeed, millions of childrens' lives have been saved because caring citizens found these preventable deaths unacceptable, and they made it good politics for their government to respond to this ongoing tragedy.

Caring citizens – our volunteers – also make it good politics to create a climate of opportunity for the poor here in America. They restore hope for those struggling to rise out of poverty, at the same time discovering the power of their own citizenship.



Whether motivated by enlightened self-interest or the desire to alleviate the suffering of others, we must resolve the problems of hunger and poverty in America and around the world to create a world of stability and opportunity for all.



#### The RESULTS Network

"I can no longer protect myself from the reality of starvation by pretending that people who starve are nameless, faceless strangers. I know who they are. They are just like me, only they are starving. I can no longer pretend that the collection of political agreements we call 'countries' separates me from the child who cries out in hunger halfway around the world. We are one and one of us is hungry."

- Marilyn Ferguson, RESULTS Volunteer

In the quest to generate the political will to end hunger and the worst aspects of poverty, RESULTS and RESULTS Educational Fund have woven together a community of stakeholders who share a common vision:

- Volunteers Our frontline advocates and organization fundraisers
- Staff Supporting our volunteers with information and strategy
- **Investors** Giving their financial support to achieve our mission
- **Members of Congress** Supporting programs that save lives and provide opportunity
- Media Influencing decision makers and educating the public
- **The Poor** Providing inspiration for advocates and the resourcefulness to end their own poverty
- Foundations and Corporations Supporting the work of RESULTS Educational Fund
- Other Organizations Lending support and expertise on our issues.

#### The Key: Political Will

The inevitability of hunger and poverty is a myth.

Global experts tell us we already have the resources and expertise to end hunger and the worst aspects of poverty in a single generation. What's missing is the political will to get the job done.

Since 1980, RESULTS has been dedicated to providing that political will, to provide what is missing.

#### **How RESULTS Works**

RESULTS identifies the most cost-effective and sustainable solutions to hunger and poverty and advocates for the resources and policies that will enable those solutions to succeed.

For example, in the early 1980s nearly 3 million children were dying each year from measles, which could be prevented by a vaccination costing 10 cents a dose. With RESULTS' advocacy, U.S. funding for child survival health programs – including measles vaccinations – rose dramatically. As vaccination rates have increased, death rates have dropped, and today fewer than 1 million children are dying from measles.

#### Powerful Speaking, Building Relationships

The key to RESULTS' success lies in a non-partisan approach that emphasizes strong speaking and building relationships with those in positions of power. We work to leverage those who have the ability to turn our ship of state in one direction or the other.

Organized in about 100 communities throughout the U.S., our volunteers gather each month for a telephone conference call. On that call, they learn about the issues and hear from experts in the public and private sector. They also learn strategies and commit to taking action – letters, phone calls, meetings – that will move our issues forward. The call concludes with the presentation of a concise and clear talk on our current issue – a laser talk – that volunteers use in communicating our message to elected officials and the media.

Armed with knowledge of the issues and the ability to speak about them powerfully, RESULTS volunteers develop relationships with people who determine our national priorities. They write letters, make phone calls and meet face-to-face with members of Congress, asking them to take specific action on issues affecting the poor.

Volunteers also speak with and provide information to editorial writers to generate opinion pieces that publicly call for support on our issues. Dozens of editorials from newspapers across the country each year influence decision-makers in Washington who determine funding levels and policies on programs that help the poor.



Powerful Successes 2003

#### **RESULTS GENERATES RESULTS WORLDWIDE**

In 2003, RESULTS volunteers and staff focused on gathering support for international programs that improve health, save lives and provide economic opportunity for the poor. Meeting by meeting, letter by letter, RESULTS' successes were achieved through a cumulative effort that included:

- Face-to-face meetings with 75 representatives and 12 senators
- Hundreds of meetings with congressional staff
- 118 newspaper editorials, 32 feature articles, 15 op-ed pieces and 90 letters to the editor
- Hundreds of letters sent each month to members of Congress

## Loans for the Poor: Groundbreaking Legislation

As one of the earliest advocates for microcredit, RESULTS has lobbied consistently and aggressively for the strategy of providing small loans to the very poor. These loans become a means through which impoverished people – mostly women – start or expand small businesses that lead their families to better lives and more hopeful futures.

Our many years of building support for microcredit culminated in 2003 with the passage of groundbreaking legislation that brings new accountability to U.S. foreign aid. In addition to establishing an annual funding level of \$200 million for microcredit, the legislation requires that at least half that money go to loans reaching the very poorest people. Most significantly, to reach that target, the legislation directs the U.S. Agency for International Development to work with practitioners to develop poverty assessment tools which will ensure that the poorest borrowers are being reached.

When carried out, this legislation will usher in a new era that ties measurable results to our foreign aid. The effects of the new law are being felt throughout the microcredit community as practitioners seek to comply with this new mandate to reach the poorest borrowers. RESULTS will continue to work hard for this legislation as it comes up for renewal in Congress.

Health Training, Bangladesh © Barbara Wallace Boys and Man © Rik Langendoen Boy © Julie Meyer Woman and Baby © Laurie Herrick

# RESULTS is now recognized within the global health community as one of the leading advocates for the Global Fund.

In addition to our work in support of the Global Fund, RESULTS continued to advocate strongly for bilateral assistance to control and treat tuberculosis. TB takes an estimated 2 million lives a year and is the leading killer of people with HIV/AIDS. Given that the drugs to treat TB cost as little as \$10, RESULTS has championed the need for U.S. foreign aid to support efforts to stop TB. That support has since risen from just over \$1 million in the late 1990s to \$85 million in FY 2004. Despite the President's request to cut TB funding in 2004, RESULTS' lobbying efforts helped to secure a modest increase.

The global threat of TB continues to worsen with the spread of HIV and of drug-resistant strains of the disease (MDR-TB) that are difficult and costly to treat. RESULTS will continue to fight against TB, a disease that won't be stopped anywhere unless we work to stop it everywhere.



#### **Global Health**

With over 6 million people dying yearly from AIDS, tuberculosis and malaria, RESULTS continued in 2003 to support the work of stopping these diseases. RESULTS views global health initiatives as a key strategy to lift people out of poverty because the poor are disproportionately affected by the failure to rein in these killers. In addition to the lives lost to these diseases, the economic impact is equally devastating in terms of lost income and orphaned children. It's become evident that keeping people alive and healthy is the biggest factor in the ability of families to meet their basic needs.

RESULTS raised media and public awareness of the need to stop these diseases with several actions:

- Hosting a 14-city media tour for Zambian TB and AIDS activist Winstone Zulu
- Hosting a journalists conference call for World TB Day (March 24) featuring experts from the World Health Organization, the Bill and Melinda Gates Foundation, the U.S. Congress and Uganda
- Hosting a conference call for members of the media in advance of World AIDS Day (Dec. 1) to draw attention to the link between AIDS and TB

Our media work proved crucial in efforts to secure more resources for the Global Fund to Fight AIDS, TB and Malaria. The annual share of U.S. funding for the Global Fund was an estimated \$1 billion to meet the need for worthy health projects seeking grants. The Bush administration, however, recommended only \$200 million. Our grassroots lobbying, coupled with editorial support generated by RESULTS volunteers, helped make the

difference in pushing the 2004 U.S. contribution to the Global Fund up to \$547 million, a nearly \$200 million increase from the previous year. RESULTS will continue to fight for full funding of the Global Fund in the future.

As a result of projects approved in the first four rounds of grant-making by the Global Fund, 1.6 million people will receive antiretroviral treatment for AIDS and 52 million people will receive voluntary testing and counseling for HIV/ In addition, 2 million TB patients will be treated.





## RESULTS Domestic Programs 2003

#### **SUCCESSES ON THE HOME FRONT**

#### Giving Kids a Real Head Start

Education can provide opportunities to break the cycle of poverty for many. Getting the most from education depends, to a large extent, on a child's preparedness as he or she enters school. For children who come from disadvantaged backgrounds, Head Start has made the difference in getting them ready for success in the classroom.

A study of 24 Child Parent Centers in Chicago, a program similar to Head Start, found that, by age 20, Center participants (as compared to children who did not attend preschool), were:

- 26 percent more likely to finish high school
- 35 percent less likely to be charged in juvenile court
- 40 percent less likely to repeat a grade

The authors of the study calculated a savings of \$7.14 for every dollar invested in the program.

But Head Start – a success story for 38 years – faced the prospect of being dismantled by a Bush administration proposal in 2003. The White House plan would have shifted oversight of Head Start to the states. Head Start supporters feared such a shift could dilute the array of comprehensive services the program currently provides, including nutritional meals, dental and health screenings and parent involvement.

In February, RESULTS co-hosted a media call with the Children's Defense Fund that focused on the plight of Head Start. In our largest media call to date, 52 journalists joined us. This call, and the work of RESULTS staff and volunteers, produced 27 editorials and 122 other media pieces on Head Start in 2003.

Ultimately, the House of Representatives scaled back the President's proposal to allow only 8 states to take over Head Start. Many long-time advocates credit RESULTS early work with the success of removing state oversight of Head Start from the Senate version. Negotiations stalled, and the program has continued to operate with federal-to-local oversight.

RESULTS will continue to help efforts to keep Head Start under federal oversight and to press for full funding to enroll all eligible.

#### **Childcare to Help Struggling Families**

Many families moving off welfare cite a lack of affordable child care as the greatest obstacle in getting and keeping a job at a living wage. RESULTS is working to help struggling families by supporting an increase in Child Care and Development Block Grant funding. Currently only one of every seven eligible children is being served by

the program. Without child care assistance, low-income workers will spend earnings on child care that could be going to housing, food and other basic needs.

RESULTS' work to educate policymakers about the need to increase child care funding led to a \$1 billion increase in child care funding in a 2003 House welfare bill and a \$7 billion increase approved by 78 senators in early 2004. The TANF bill remains pending in Congress, and RESULTS will continue to push for funding and policies that move families out of poverty, not just off welfare.

#### **Asset Development: A Path Out of Poverty**

As we work to repair the safety net for America's poor – Head Start, Food Stamps and TANF – we must also support policies and programs that offer a sustainable path out of poverty.

To support asset building for low-income families, RESULTS advocates for the expansion of Individual Development Accounts (IDAs) for the poor. Those who are eligible receive a matching amount of money for the savings they deposit in an account. The account is then used to start a business, go to school or purchase a home. About 20,000 IDA accounts exist currently.

RESULTS worked with other IDA advocates to urge members of the House and Senate to pass legislation introduced by Senators Santorum (R-PA) and Lieberman (D-CT). On April 9, 2003, by a vote of 95-5, the Senate passed the CARE Act (S. 476), which provides \$450 million in tax credits to create 300,000 new IDAs. The House of Representatives passed a charitable giving bill (H.R. 7) in September 2003 reauthorizing an IDA demonstration project with no expansion of IDAs. Final House-Senate negotiations on the CARE Act are still pending and RESULTS continues our work to expand asset building opportunities.



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## RESULTS Educational Fund

RESULTS Educational Fund provides the training and education people need to exercise their citizenship in powerful ways as voices for social and economic justice. We give them the tools to overcome the resignation and inertia that inhibits most citizens from playing their rightful – and all-important – role in determining our national priorities.

RESULTS Ed Fund is committed to initiatives in the U. S. and abroad that are key to ending hunger and the devastating effects of absolute poverty, while creating greater peace, abundance, and stability worldwide. These initiatives are:

- Healthy Families ensuring that all families have access to adequate and affordable healthcare, working to eradicate the diseases of poverty
- Education for All ensuring basic education for all children, with special attention women and girls in the developing world, and at risk children in the U.S.
- Economic Opportunity providing access to opportunity that helps families move out and stay out of poverty and create sustainable futures
- Sustainable Development working to provide access to safe water and sanitation, and support policies that protect and empower local communities and the planet
- Empowering Citizens giving ordinary people the tools and training to affect the priorities of their nations and to create the political will to end hunger and poverty

In addition to the monthly calls that educate our volunteers on current issues, RESULTS Ed Fund hosts an annual international conference in Washington attended by hundreds of volunteers from the U.S. and other nations. At the conference, they hear from a variety of experts in the fields of global heath, early childhood development, microcredit and others who share effective strategies for improving and saving lives in our nation and throughout the world.

These sessions give our volunteers the in-depth information needed to speak effectively and knowledgably to decision-makers in our nation's capital. More importantly, many participants say, the annual conference gives them the sense of belonging to a larger community aligned with their vision of better world. Volunteers return to their cities and towns knowing the actions they take are multiplied many times over by fellow activists they meet at the conference. It is this sense of support and community that helps citizens to move beyond hopelessness and toward the realization that they can make a difference.

RESULTS Ed Fund also educates policy makers and the public about the problems and solutions of hunger and poverty through our work with the media. In 2003, our staff and volunteers generated hundreds of published pieces in the form of editorials, articles and letters to the editor. To facilitate that work, the Ed Fund hosted journalist conference calls providing information and access to a number of experts. Those calls included:

- February 27, Head Start
- March 21, in advance of World TB Day
- July 8, the Global Fund to Fight AIDS, TB and Malaria
- September 22, in advance of the UN General Assembly Special Session on AIDS
- November 5, microcredit
- December 1, World AIDS Day highlighting the link between TB and AIDS

In addition, RESULTS Ed Fund supported U.S. and Canadian volunteers in organizing a 14-city media tour for Zambian TB and AIDS activist Winstone Zulu. Coverage of the tour brought public

awareness of the need to combine efforts to stop AIDS and TB and the need to increase support for the Global Fund.

In the winter, regional volunteer trainings are organized across the United States. In February 2003, hundreds of RESULTS volunteers from around the country participated in 14 simultaneous regional/state workdays for activism and fundraising training.



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## Microcredit Summit Campaign A PROJECT OF RESULTS EDUCATIONAL FUND

For over seven years, the Microcredit Summit Campaign has moved toward meeting the goal of reaching 100 million of the world's poorest families, especially the women of those families, with credit for self-employment and other financial and business services by the end of 2005. By the end of 2002, more than 40 million poor borrowers were being served and the campaign was on track to meet its goal. Reaching 100 million of the world's poorest families, with an estimated 500 million family members, will show the effectiveness of microcredit as a tool for reaching the main millennium development goal: Halving absolute poverty by 2015. The campaign is a global effort to reach those whom our society has abandoned – the very poor – and restore to them control over their own lives and destinies.

In a report published in December 2003, the Microcredit Summit Campaign found that, as of the end of 2002, 2,572 microcredit institutions reported reaching 67.6 million clients. Of the 67.6 million, 41.6 million clients were among the poorest when they took their first loan. Of these poorest clients, 79 percent, or 37.7 million, were women. Assuming five persons per family, the 41.6 million poorest clients reached by the end of 2002 affected some 208 million family members. In 2002, the Campaign had a 55 percent growth rate.

When the Microcredit Summit launched its ambitious campaign in 1997 to reach 100 million of the world's poorest families, 7.6 million poor families had access to microcredit. With the increase to 41.6 million at the end of 2002, organizers are confident that the goal will be met.

The Microcredit Summit Campaign continued to target reaching the very poor with microcredit, as well as educating microcredit practitioners on linking microcredit with education in child survival, reproductive health, and HIV/AIDS prevention for the poorest families.

The Summit staff completed classroom sessions on cost effective poverty measurement tools for more than 3,000 practitioners in 35 countries throughout Asia and Africa. Four-day trainings have also been held in five Asian countries. The year 2003 was also important for planning future regional and global Microcredit Summits. The following arrangements have been made: Asia and the Pacific in Bangladesh, February 2004; the Middle East and Africa in Jordan, October 2004; and Latin America and the Caribbean in Chile, April 2005. Planning has also begun for a 2006 Global Microcredit Summit.

The Campaign has also promoted its educational agenda through its bi-monthly e-news bulletin which includes excerpts from the Microcredit Summit +5 which was held in New York, New York in November 2002.



### The Walter Loevinsohn Research Institute 2003

The Walter Loevinsohn Research Institute, administered by RESULTS Educational Fund, conducts research to develop recommendations and policies to address global health and poverty.

In 2003, with a grant from the Open Society Institute, the Loevinsohn Institute coauthored a report with OSI on the status of tuberculosis in the 14 countries targeted by the president's Emergency Plan for AIDS Relief.

The President's initiative, a \$15 billion, five-year effort aimed at combating HIV/AIDS in highly affected countries in Africa and the Caribbean, was announced by President Bush during his State of the Union address in January 2003. TB is the leading killer of people with HIV/AIDS. The OSI/Ed Fund report demonstrated that the president's initiative could save more lives and wage a more effective war against AIDS if more resources were devoted to stopping TB and recommended greater coordination of TB and AIDS efforts.

The Ed Fund garnered more support for efforts to stop TB in the fall of 2003 by gathering information on the Global TB Drug Facility (GDF) and its current funding status. That information was distributed to grassroots advocates in the U.S., Canada and the U.K. to share with parliamentarians. In the U.S., RESULTS Ed Fund educated many members of Congress and Senators on the GDF. This generated strong congressional awareness and support of the GDF.

In addition, in 2003, RESULTS Ed Fund collaborated with the Stop TB Partnership on communications and advocacy activities. Stop TB is a global movement to accelerate social and political action to stop the spread of tuberculosis around the world.

In June 2003, with a separate grant from OSI, the Ed Fund convened a meeting with representatives from more than 10 leading organizations involved in global TB advocacy. They met to brainstorm ideas, identify specific strategies, and develop plans for advocacy and media activities around the Stop TB Partners' Forum. The forum brought together 22 of the countries most heavily burdened with TB to discuss the importance of private and civil sector involvement and its progress. Advocacy and communication strategies from the meeting were formally adopted by the Stop TB Partnership as well as incorporated into the Stop TB Advocacy and Communication meeting held later in Johannesburg, South Africa in September 2003.

## Financial Reports 2003

#### **RESULTS Educational Fund** RESULTS, Inc. SUPPORT & REVENUE SUPPORT & REVENUE \$1,289,072 \$295,049 Foundations & Grants Monthly Sponsors **Events** 50,590 Affilliate Cost Sharing 217,307 Contributions 242,961 Contributions 77,033 Monthly Sponsors 37,552 Memberships 26,485 International Conference 63,379 Conferences 12,377 Rental Income 51,975 **Events** 106,727 Miscellaneous Miscellaneous 442 287 Net Investment Income 852 Net Investment Income 4.332 Total Support & Revenue 1,736,823 Total Support & Revenue 739,597 **OPERATING EXPENSES OPERATING EXPENSES Program Services** 940,993 **Program Services** 452,382 **Supporting Services Supporting Services** Management & General 116,796 125,198 Management & General Fundraising 154,549 Fundraising 84,854 Total Operating Expenses Total Operating Expenses 1,220,740 654,032 **EXCESS OF SUPPORT & EXCESS OF SUPPORT &** REVENUE OVER OPERATING REVENUE OVER OPERATING **EXPENSES\*** 516,083 **EXPENSES** 85,565 **Supporting Services Supporting Services Management & General Management & General** 10% **Fundraising Fundraising** 18% 13% 13% **Program Services Program Services** 77% 69%

Learn the facts – RESULTS website provides current information on poverty issues and legislation – www.results.org

- Speak out to friends, family, community members, and Congress.
- Call and write your members of Congress urging them to support legislation that ends hunger and poverty in the United States and throughout the world.
- Mobilize the media to express the public will for ending hunger, malnutrition,
- disease and poverty.

  Organize a group of friends and allies in your Congressional district to form a

powerful voice for all children and citizens of the world.

Join RESULTS and become a citizen activist to end hunger and poverty in our lifetime

<sup>\*</sup> Revenue over expenses includes pledges and grants received in 2003 for work promised in 2004.

### 2003 Major Donors

#### RESULTS, Inc./RESULTS Educational Fund/Microcredit Summit Campaign

2003 Major Donors RESULTS, Inc./RESULTS **Educational Fund** 

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