




RESULTS
the power to end poverty

2013 | ANNUAL
REPORT



“Since the 1980s, RESULTS has played a unique role in helping to direct billions of dollars of government funding toward child survival, microfinance, education and health. It has done it with an army of volunteers and almost no fanfare.”

NEW YORK TIMES
05.29.13

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& EXECUTIVE DIRECTOR



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LETTER

FROM THE BOARD CHAIR & EXECUTIVE DIRECTOR



Dear friends,

For more than three decades, RESULTS and RESULTS Educational Fund have stood up for the most effective solutions to poverty. And 2013 was truly a banner year — from fighting back congressional threats to gut our country's first line of defense against hunger, the Supplemental Nutrition Assistance Program (SNAP), to securing a bold three-year U.S. commitment to the Global Fund to Fight AIDS, Tuberculosis and Malaria.

The cornerstone of our success is the dedication, tenacity, and courage of our volunteers. It's a Mississippi college student sharing her own story to convince her representative to rethink the impact of slashing SNAP benefits. It's a grandfather in Florida inspiring his editorial board to write about ending the scourge of global child malnutrition. It's our activists in 10 countries pressuring their governments to invest more in the fight against the planet's leading killer diseases.

Our network of powerful volunteer advocates stretches coast to coast and around the world through RESULTS affiliates. Our global health advocacy partnership, ACTION, spans five continents. The Microcredit Summit Campaign brings together microfinance clients and organizations from the Philippines to Haiti. Our U.S. domestic campaigns are strengthened by the voices of those who have experienced poverty firsthand. And the Global Campaign for Education brings researchers, students, and advocates together to secure a quality education for every child.

Through political advocacy, legislation, research, and oversight, together we drive effective responses to underlying causes of poverty and ensure access to health, education, and economic opportunity.

Today, the end of preventable child deaths, the defeat of AIDS and tuberculosis, and the end of extreme poverty are within reach, but still far from guaranteed. That's where we come in. That's why we have committed to expand our advocacy network to all 50 states and to new countries in Africa and Asia.

The real power of our citizen advocacy model is best illustrated through the stories of the people who live it. This year's report includes two powerful examples of people using their voices to make extraordinary change. Their lives and work are unique, but their stories hold truths that apply to everyone in our RESULTS family. We hope you are as inspired by their work as we are every day.

Dr. Joanne Carter
Executive Director
Scott A. Leckman, M.D., F.A.C.S.
Chair, Board of Directors





MEET

LUWIZA & TERESA:



Across mountains and oceans, partners in the fight against TB

Teresa Rugg and Luwiza Makukula live 10,000 miles and what sometimes seems like a world apart. Bringing them together is their shared vision for a world free from tuberculosis (TB) — a disease that is both a deadly consequence and a ruthless driver of poverty.

Teresa leads a RESULTS volunteer group she launched just outside Seattle, Washington, and Luwiza helps run a community health organization in Lusaka, Zambia. For years, each of them has been an outspoken advocate in the battle against TB and in support of the Global Fund to Fight AIDS, Tuberculosis and Malaria, which works with countries tackling the three diseases.

As 2013 kicked off, RESULTS and its volunteers started gearing up for a year-end pledging conference

where the U.S. and other donors would make commitments to the Global Fund. A few months into the year, Luwiza came to the U.S. to share her perspective on the life altering — and, indeed, life-saving — impact of those investments. While Luwiza made her flight across the Atlantic, RESULTS advocates like Teresa were hard at work arranging for her to share her story with members of Congress, editorial boards, reporters, and students.

When the Global Fund was launched in 2002, Luwiza had just lost her husband to HIV/AIDS, learned she was HIV-positive herself, and become sick with tuberculosis. She was in a TB isolation ward in Zambia fighting for her life.

She credits her two children with giving her the strength and the will

to live, she explained over dinner at Teresa's house, Luwiza's first stop in the United States.

"It was then that my heart and her heart understood each other," said Teresa, herself a mother of two.

The next day, both women set out for a meeting with Teresa's congressional representative. Teresa made the case for why U.S. investment in the Global Fund matters to voters in Washington state, and Luwiza explained in no uncertain terms what the Global Fund meant to her:

"Without the Global Fund, I would not be here."

After Luwiza's diagnosis, her family struggled to amass the several hundred dollars a month it cost for the drugs to keep her alive. Many



“It was then that my heart and her heart understood each other.”

others were not so fortunate, and Luwiza knew that her family couldn't bear the financial burden for long either.

But she arrived to the clinic one day to discover that her treatment was now free, thanks to Global Fund support. It quite literally saved her life. And the resources now freed up, she explained, allowed her family and millions

of others to invest in food, better housing, and education for their children.

That meeting was the first in a long line with members of Congress, media, and the public in Seattle. And Seattle was just one of almost 20 cities where RESULTS volunteers organized visits by patient advocates like Luwiza in 2013, making sure the power of the Global Fund was heard first-hand nationwide. The tours were part of a year-long campaign marked by hundreds of congressional visits, dozens of media hits, high level engagement

with health and development champions, and direct advocacy with the Administration.

Similar work was underway across five continents through the ACTION global health partnership. ACTION unites 10 international advocacy organizations, including RESULTS Educational Fund — the U.S. arm and coordinating body for ACTION — as well as Luwiza's organization in Zambia. Together their advocacy targets diseases of poverty like TB and the power of mechanisms like the Global Fund.


The work paid off.

On World AIDS Day, President Obama himself publically announced exactly what RESULTS advocates had requested: an historic commitment by the U.S. of up to \$5 billion for the Global Fund, matching \$1 for every \$2 from other donors. And of the \$12 billion committed to the Global

Fund in 2013, \$9.2 billion came from ACTION partner countries – more than three quarters of the total.

With new resources in hand, the Global Fund is now not only helping save more lives, but working toward the end of the tuberculosis,

malaria, and AIDS epidemics as we know them. Luwiza, Teresa, and the hundreds of advocates working together through RESULTS and ACTION won't stop until they see that vision through.

A close-up photograph of a person's hand, wearing a dark grey long-sleeved shirt, holding several pills. There are three red, oval-shaped capsules and three pink, round tablets. The background is slightly blurred, showing a person in blue jeans and a white tiled floor.

“With new resources in hand, the Global Fund is now not only helping save more lives, but working toward the end of the tuberculosis, malaria, and AIDS epidemics as we know them.”





MEET



LANAE:

Using her voice to help feed her family – and millions more

Not long after returning home to New Mexico from the RESULTS International Conference, LaNae Havens watched C-SPAN in awe as her own story was recounted on the floor of the House of Representatives. Standing before a photo of LaNae's young son Konnor, Albuquerque Representative Michelle Lujan Grisham called on her congressional colleagues to protect the Supplemental Nutrition Assistance Program (SNAP), a lifeline for millions of low-income families like LaNae's.

"Before joining RESULTS," said LaNae, "I didn't even know what the Congressional Record was. Now I'm in it."

Just a few years earlier, LaNae had begun what she called the "twisty, turny, bumpy fall" into poverty as a newly-single mother with

no health insurance, a part-time job making \$8.25 an hour, and virtually no support system. Forced to choose between shutting off her gas or her electricity, she reached out to CIRCLES, a local organization equipping people and communities with the resources to end poverty.

As she worked with CIRCLES on her way back toward financial stability, CIRCLES was beginning a new relationship of its own – with RESULTS. Together the two organizations were enabling people climbing out of poverty themselves to advocate for government policies that help others do the same.

LaNae joined the local RESULTS group, advocating on a range of issues – most urgently SNAP. Like it has for so many families,

the program had become critical to keeping food on the table for LaNae and her seven-year-old during a difficult time. Despite its track record lifting millions of Americans above the poverty line, the 2013 House Budget Resolution had proposed a \$130 billion cut to SNAP, gutting the program.

That summer, LaNae joined 400 other volunteer advocates at the RESULTS International Conference, where they spent three days sharpening their legislative skills, learning from leading experts, and getting ready to speak out together on SNAP and a range of anti-poverty strategies.

When Representative Lujan Grisham met with the Albuquerque group, LaNae spoke straight from the heart about why SNAP



“Before joining RESULTS, I didn’t even know what the Congressional Record was. Now I’m in it.”

mattered to her. Other RESULTS volunteers in hundreds of congressional meetings that day were similarly making sure Congress understood that the proposed cuts to SNAP weren't just legislative nuances. They were real, personal threats to millions of hardworking low-income families.

A few weeks later, Representative Lujan Grisham took that message to the floor of the House of Representatives, sharing LaNae's story with her colleagues, just as LaNae had shared it with her.

From there the advocacy continued. RESULTS volunteers and staff generated media across the country, helped remove harmful legislative provisions, and continued to lobby against the cuts throughout House and Senate debate, conferencing of the bill, and its ultimate passage.

While the final bill unfortunately still cut \$8.6 billion from SNAP, RESULTS, together with a coalition of partners, helped protect against tens of billions more in cuts and remove conditions that would have kicked millions off the program.

Back at home, LaNae continues to chart her own path out of poverty. Meanwhile she and RESULTS advocates and staff nationwide are working together to make sure government policies serve as a motivator — not an obstacle — in that journey for her and millions of other low-income Americans.



HOW

WE WORK

RESULTS and RESULTS Educational Fund are sister organizations that together are a leading force in ending poverty. We create long-term solutions to poverty by supporting programs and policies that address its root causes: lack

of access to medical care and nutrition, education, or opportunity to move up the economic ladder. We support volunteer advocates in more than 100 U.S. communities who work tirelessly to create change and inspire their leaders

to do the same. These ordinary people are extraordinary voices for the end of poverty in their communities, the media, and the halls of government.

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

- Performs cutting-edge research and oversight on anti-poverty programs and policies.
- Mobilizes support for proven poverty-fighting strategies by educating the public, policy makers, and the media.
- Fosters powerful citizenship by training volunteers in public speaking, generating media,

hosting community forums, and educating their communities and elected officials.

RESULTS Educational Fund also houses the secretariats for three global partnerships:

- ACTION, a global health advocacy partnership uniting 10 organizations on five continents. www.action.org

- The Microcredit Summit Campaign, the largest umbrella for poverty-focused microfinance institutions. www.microcreditsummit.org
- The Global Campaign for Education, U.S. Chapter, a civil society movement that aims to end the global education crisis. www.campaignforeducationusa.org

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

- Advocates for policies and legislation that create solutions to poverty, make programs work more effectively, and extend coverage to those who need it.
- Empowers people to become voices for the end of poverty through grassroots advocacy.

Working together, RESULTS and RESULTS Educational Fund leverage millions of dollars and support effective programs and policies that give people the tools to move out of poverty.

RESULTS and RESULTS Educational Fund are sister organizations that together are a leading force in ending poverty.





RESULTS

IN 2013

Creating the public and political will to end poverty

Protecting SNAP against devastating cuts.

RESULTS was central to fending off attacks on the Supplemental Nutrition Assistance Program (SNAP, formerly food stamps), which defends against hunger and lifted 5 million families out of poverty in 2012 alone. Grassroots advocates secured more than 80 face-to-face congressional meetings, hundreds of meetings with congressional staff, and nearly 150 media pieces to preserve this lifeline. The year-long campaign helped protect against billions of dollars in cuts, and careful legislative work successfully removed harmful provisions that would have kicked millions of low-income people off the program.

Winning an historic \$5 billion U.S. commitment to fight HIV/AIDS, TB, and malaria.

Answering the call of our volunteers, staff, and partners in a year-long advocacy and media campaign, President Obama personally committed up to \$5 billion for the Global Fund to Fight AIDS, Tuberculosis and Malaria for the next three years. The commitment will save millions of lives in the world's poorest countries and move the world closer to defeating the three epidemics.

Securing strong U.S. investment in global health, education, and economic opportunity.

Despite a complicated budget process and financially constrained

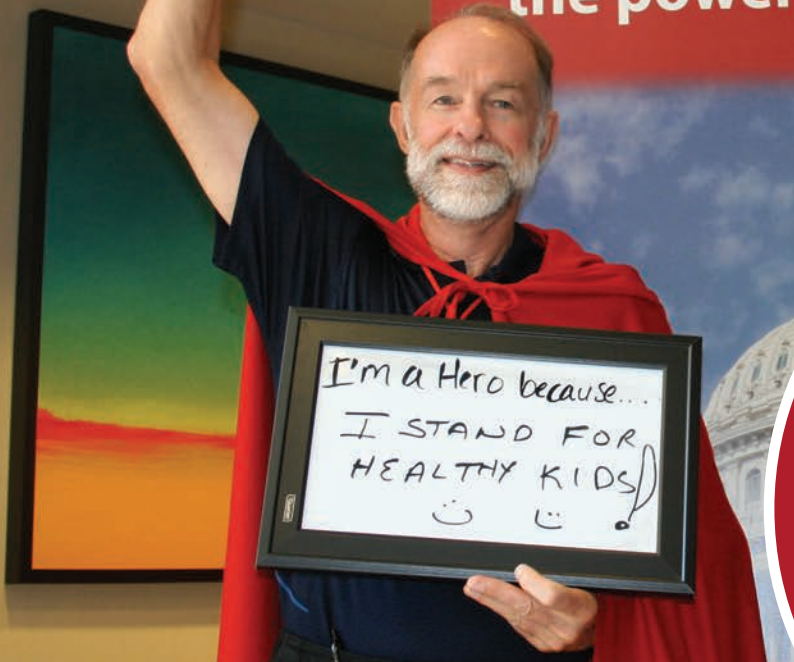
times, RESULTS volunteers continue to help prioritize the fight against poverty in the U.S. budget. Our advocacy focused on a range of key global poverty programs — from basic education to maternal and child health to microfinance — all of which were all either protected or increased in the final fiscal year 2014 spending bill.

Launching a new era in global childhood nutrition.

Following grassroots efforts to generate congressional pressure, along with other high-level engagement with USAID, the U.S. government committed to develop a new, ambitious nutrition strategy and create a first-ever baseline analysis to measure progress. Together these mark an important initial step toward ensuring millions

RESULTS

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Luwiza, LaNae, and Teresa were just three of hundreds of RESULTS advocates and staff fighting back against poverty in 2013...

of kids in poverty get the healthy start to life they deserve. With the support of RESULTS and a few key allies, Congress also provided a 21 percent increase in funding above the Obama Administration's proposed budget to address child malnutrition.

Building support for education for the world's most vulnerable children.

We worked closely with congressional champions to draft, introduce, and build support for the Education for All Act, strengthening the U.S. commitment to global

basic education. Through field research, analysis, media work, and advocacy, RESULTS and RESULTS Educational Fund laid the groundwork for the 2014 replenishment of the Global Partnership for Education, the world's only multilateral mechanism devoted solely to achieving education for all.

Honoring microfinance pioneer Muhammad Yunus with the Congressional Gold Medal.

For decades, RESULTS volunteers have been some of the most powerful U.S. voices for the work

of the groundbreaking Grameen Bank in Bangladesh and microfinance targeting the poorest. A culmination of years of advocacy, in 2013 the U.S. Congress honored Grameen Bank founder Professor Muhammad Yunus with the Congressional Gold Medal for his work on behalf of the very poor. In a ceremony with both House and Senate leaders, Professor Yunus thanked RESULTS volunteers for their instrumental role creating the political will in the U.S. Congress to support microfinance.

Strengthening the fight against TB globally.

Early in the year, RESULTS advocates teamed up with congressional champions to fully reverse

proposed budget cuts to U.S. global TB programs. When Congress later took up legislation reauthorizing PEPFAR, the landmark U.S. global AIDS program, RESULTS worked quickly to strengthen the bill's

TB-HIV reporting requirements, prioritizing lifesaving interventions to better address the deadly co-epidemic of TB and HIV in dozens of poor countries.

President Obama personally committed up to \$5 billion for the Global Fund to Fight AIDS, Tuberculosis and Malaria for the next three years.

Empowering individuals to exercise their personal and political power for change

Convening our largest International Conference in history.

More than 400 advocates traveled to Washington, DC to sharpen their skills, hear from some of the world's foremost experts on poverty — including Professor Muhammad Yunus, author Marianne Williamson, and UNICEF Executive Director Anthony Lake — and create extraordinary change at our International Conference. Our advocates then took their message straight to decision makers in more than 250 meetings on Capitol Hill.

Growing the movement.

REAL Change, our scholarship program for young activists, brought together 70 young leaders, building the next generation of leadership in the fight against poverty. And through our partnerships with national anti-poverty organizations like CIRCLES and Witnesses to Hunger, the real experts on poverty — people who experience it firsthand — are raising their voices in the corridors of power.

Expanding our U.S. poverty network by a third.

By the end of 2013, our U.S. poverty advocacy network had grown by a third over 2012. We now have volunteer groups in more than 30 cities advocating on economic opportunity, health, and education for low-income people in the United States — in addition to 65 chapters focused on global poverty issues.





Uniting advocates world over

We know that when committed people come together with one voice, remarkable things happen. RESULTS Educational Fund manages three national and global partnerships that allow all of us — together — to be even greater than the sum of our parts:

Health:

The ACTION global health partnership unites 10 advocacy organizations across five continents to fight diseases of poverty. ACTION

has helped mobilize billions of dollars and improve policies to expand access to lifesaving vaccines, improve childhood nutrition, and battle tuberculosis. In 2013 alone, ACTION helped secure \$9.2 billion in commitments for the Global Fund to Fight AIDS, Tuberculosis and Malaria.

Education:

The U.S. chapter of the Global Campaign for Education brings together more than 60 nonprofits,

teacher unions, foundations, faith-based groups, and think tanks to help achieve universal access to quality education. Through a new youth advocacy training program launched in 2013, students throughout the United States are now raising their voices to secure education for their almost 60 million peers around the world who are denied that basic right.

Economic Opportunity:

The Microcredit Summit Campaign is the largest global network of institutions and people using

microfinance to break the cycle of poverty. In 2013, the Campaign held its 16th Microcredit Summit in Manila, Philippines, gathering more than 800 global stakeholders. The Summit marked the launch of the

100 Million Project, galvanizing action to reach one of the Campaign's primary goals: helping 100 million families lift themselves out of extreme poverty.

*When committed
people come together with
one voice, remarkable
things happen.*





RESULTS

BY THE NUMBERS

Face-to-face citizen advocacy with the U.S. Congress



U.S. media





RESULTS
to end poverty



2013

FINANCIAL REPORT

REVENUE

(RESULTS and RESULTS Educational Fund)

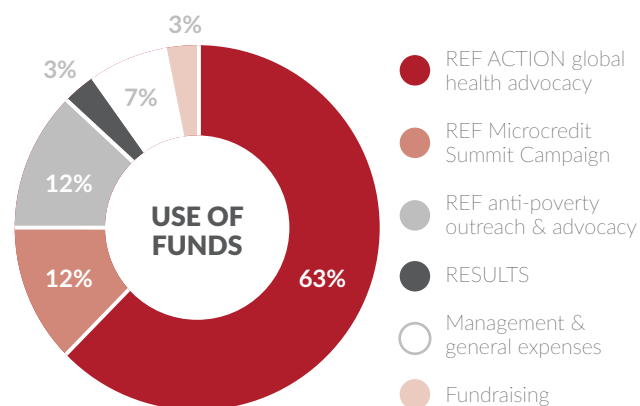
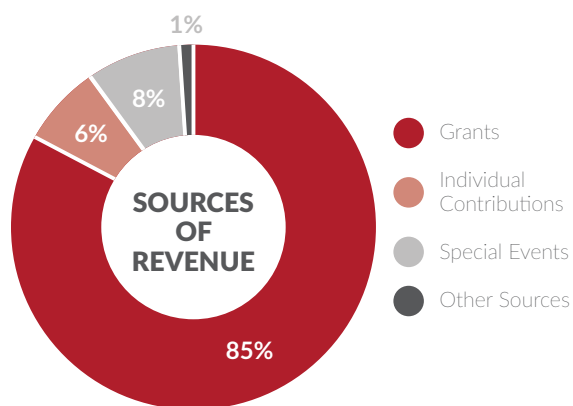
GRANTS (includes revenues released)	\$ 8,829,116
SPECIAL EVENTS*	817,606
INDIVIDUAL CONTRIBUTIONS	638,351
CONTRACTS REVENUE	27,000
INTEREST INCOME & OTHER SOURCES	25,928
ROYALTIES	736
TOTAL INCOME	\$ 10,338,737

*Fundraisers, RESULTS/REF International Conference, and Microcredit Summit Campaign international summit

EXPENSES

(Program and Supporting Services Expenses)

PROGRAM SERVICES	
REF ACTION GLOBAL HEALTH ADVOCACY	\$ 6,471,715
REF MICROCREDIT SUMMIT CAMPAIGN	1,196,403
REF ANTI-POVERTY OUTREACH, EDUCATION, & ADVOCACY	1,239,854
RESULTS ANTI-POVERTY LOBBY & RELATED ACTIVITIES	287,441
SUPPORTING SERVICES	
MANAGEMENT & GENERAL EXPENSES	747,093
FUNDRAISING	347,757
TOTAL EXPENSES	\$ 10,290,263



ASSETS

CURRENT ASSETS	
CASH & CASH EQUIVALENTS	\$ 4,942,074
ACCOUNTS RECEIVABLE	218,706
PREPARED EXPENSES	159,094
TOTAL CURRENT ASSETS	\$ 5,319,874
OTHER ASSETS	
PROPERTY & EQUIPMENT, NET	\$ 404,531
SECURITY DEPOSIT	65,689
TOTAL OTHER ASSETS	\$ 470,220
TOTAL ASSETS	\$ 5,790,094

LIABILITIES AND NET ASSETS

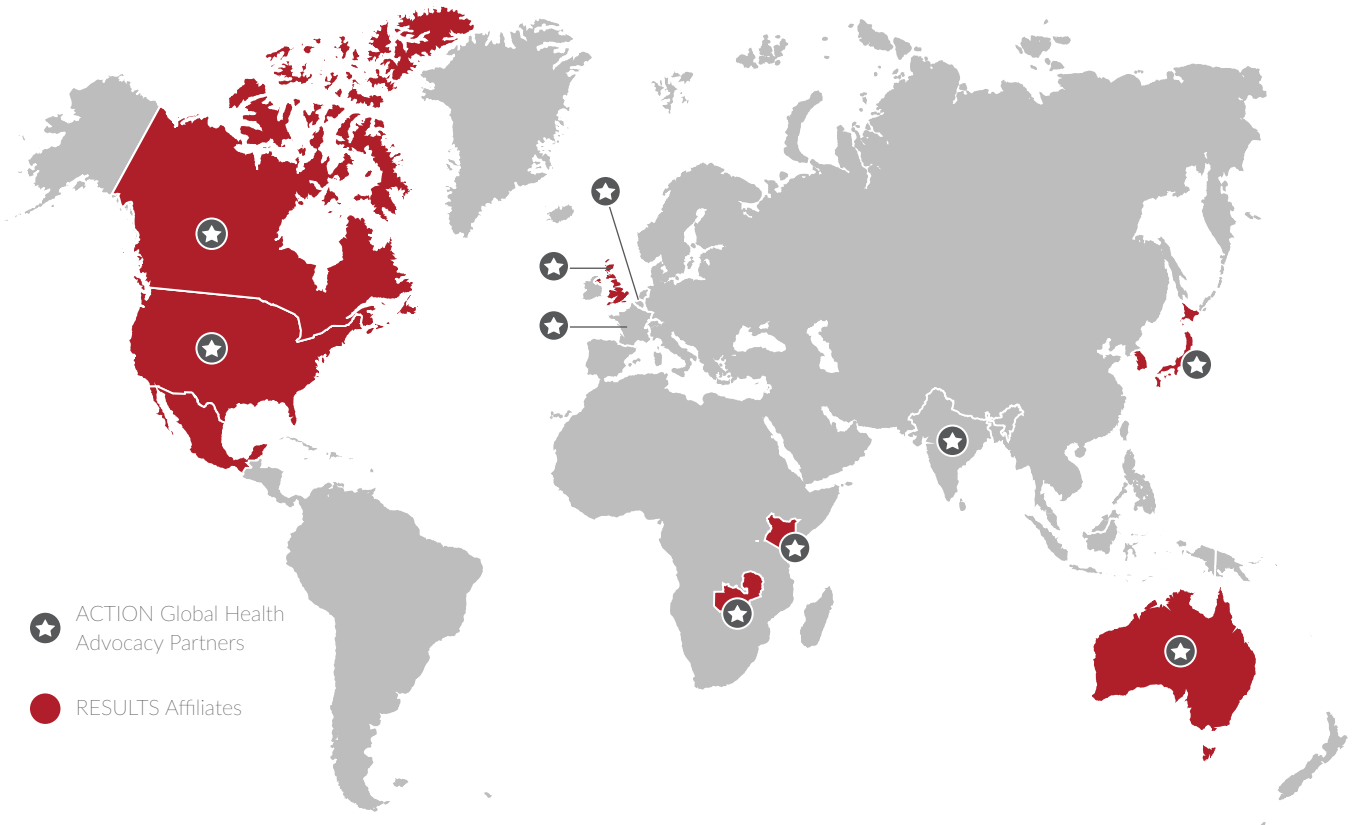
CURRENT LIABILITIES	
ACCOUNTS PAYABLE	\$ 682,797
ACCRUED EXPENSES	108,063
DEFERRED RENT	450,157
OTHER CURRENT LIABILITIES	4,835
TOTAL CURRENT LIABILITIES	\$ 1,245,852
NET ASSETS	
UNRESTRICTED: AVAILABLE FOR OPERATIONS	\$ 536,057
UNRESTRICTED: DESIGNATED-CAMERON DUNCAN FUND	20,685
TEMPORARILY RESTRICTED	3,987,500
TOTAL NET ASSETS	\$ 4,544,242
TOTAL ASSETS	\$ 5,790,094



RESULTS

AROUND THE U.S. AND THE WORLD

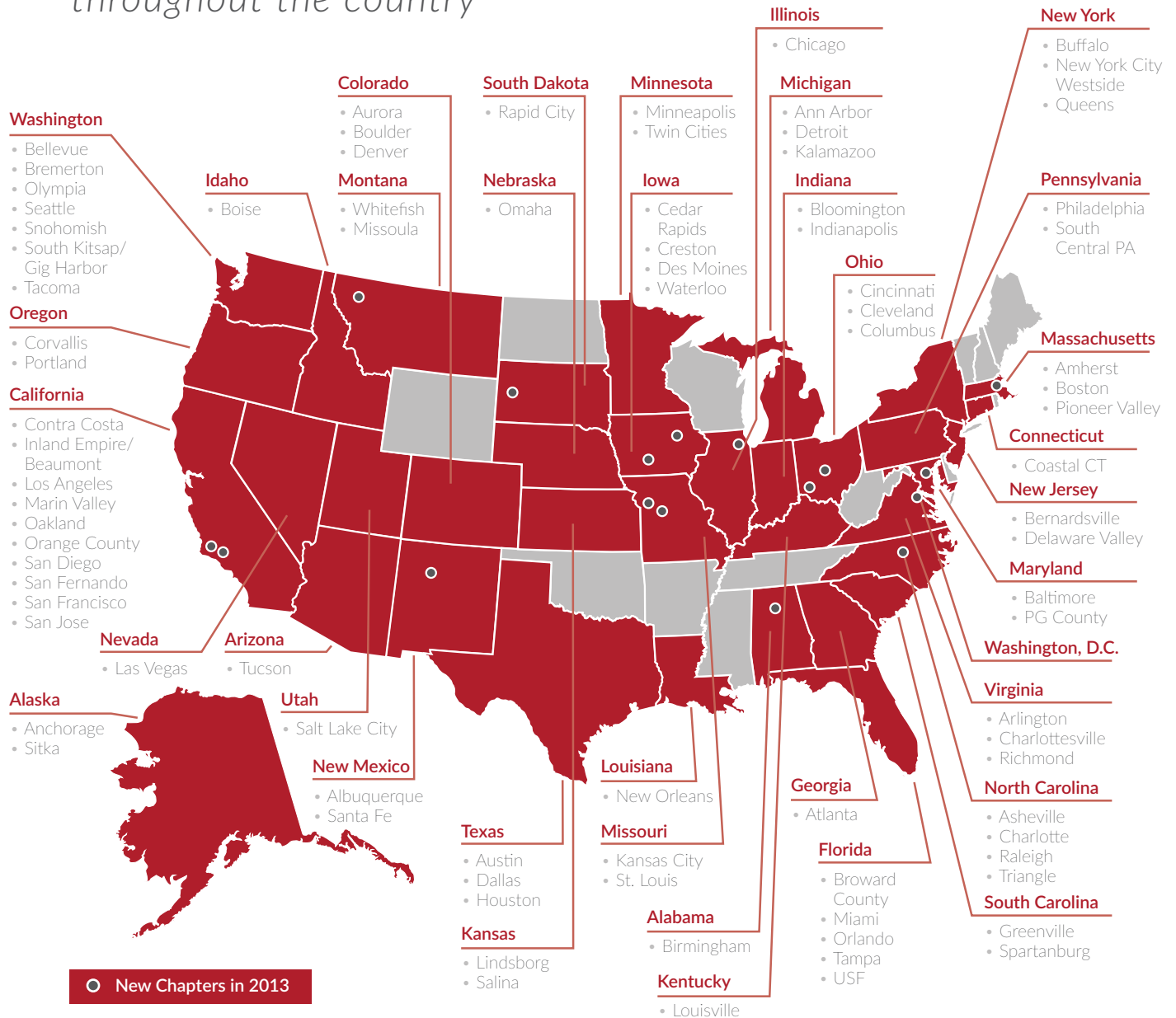
RESULTS brings together advocates in 100 U.S. cities and around the world



★ ACTION Global Health Advocacy Partners

● RESULTS Affiliates

RESULTS chapters throughout the country



○ New Chapters in 2013



2013

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RESULTS and RESULTS Educational Fund are supported by a generous base of private foundations, individual donors, and hundreds of our advocates who give of their time, voices, and resources. Each one of our successes is thanks to your generosity.

Photo Credits:

p. 7 The Global Fund / Saiful Huq Omi, Bangladesh.

p. 8 The Global Fund / John Rae, Indonesia.

p. 9 The Global Fund / John Rae, Ethiopia.

p. 17 Patrick Hughes.

p. 24 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

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