

RESULTS and RESUTLS Educational Fund Boards of Directors Meeting

Minutes of the July 17, 2019 meeting - DRAFT

Attending: Kul Gautam (Board Chair); Pankaj Agarwal; Joanne Carter (*ex officio*); Sam Daley-Harris; Willie Dickerson; Roger Hudson; Scott Leckman; Ernie Loevinsohn; Steven McGee; Maxine Thomas; Jan Twombly (Board Treasurer); S. Ashish Bali

Staff: Joanne Carter, Executive Director; Mark Butler, Director, Finance & Administration; Jesse Marsden, Chief of Staff; Faith Calvert Cordell, Acting Director, Program Development; Mea Geizhals, Acting Director, Individual Giving.

Absent: Qiana Torregano (Secretary) – due to hurricane in gulf at the time.

Proceedings:

Welcome & opening business: Meeting commenced at 9:00am with welcome remarks from the Chair.

Consent Agenda: Chair presented the consent agenda noting its contents (current meeting agenda, minutes of February in-person meeting, minutes of April, May, and July Executive Committee Calls) and asked if any discussion, being none, called for a motion.

Motion to approve items on the consent agenda made by S. Ashish Bali. Motion seconded by Steven McGee. Vote passed.

Audit Report: David Jones, from firm Jones, Maresca & McQuade Certified Public Accountants presented findings of the independent audit followed by discussion. In good standing. Flagged need for building reserves (“Net Assets”). Otherwise once again impeccable Audit report. Audit Report –Board members requested that clarified that signature on the Audit letter is from a partner of the firm (it is, but not listed expressly). Board also requested that financials look at a 2-year period per general financial practices in other industries.

Motion to approve the auditor’s report including noted changes made by Maxine Thomas. Seconded by Scott Leckman. Vote passed.

ED Report: Joanne Carter presented on the accomplishments, recent changes, status of fundraising for the organization followed by discussion.

- *Recent Impacts:* Global Fund, Appropriations, US Poverty – Housing & Tax, World Bank
- Building more effective structures: org chart in 2010/2015/and 2019; goal to decrease number of direct reports to ED to improve manager-supervisee relationships, opens opportunities for growth in upper and middle manager roles, increased integration of shared resources
- *GR Engagement & Expansion:* meetings, media, fall outreach strategy, REAL Change
- *GR opportunities:* More focused support and engagement; EOP; REAL Change; Partnerships; Free Agents
- *Individual Giving:* ahead of pace vs last year, slightly behind budget for current year, expected to be offset by gains in other areas.
- *Foundations Giving:* eligible renewals secured, Gates renewal process, detailed & active pipelines
- *Leverage 40th as inflection point:* prime focus on FR, align other org activities to this central theme; bring in additional influencers (fundraisers)

Discussion noted need to complete all personnel shifts and associated paperwork urgently. Noted satisfaction with changes as presented to the org chart structure.

RESUTLS Past Impact Discussion: John Fawcett facilitated a discussion reviewing issues we take on & where we see success and where we don’t.

- Issues with potential for bipartisan support vs those with partisan orthodoxy
- Strategies that leverage external dynamics (replenishments, WB, EITC/CTC) vs not (nutrition)

- When we can be a big fish in a small pond (TB) vs Big fish in the *ocean* (ACA)
- Sustainable funding (Glob Health, Global Ed) vs Interrupted or inconsistent funding (UP, ECD)

Included a review of bipartisanship. 3 lenses: our approach on the Hill (relentlessly bipartisan); welcoming space for grassroots; conservative/Republican outreach/cultivation. Staff requested to develop a set of discreet action steps on bipartisanship and update the Board at the next EC call.

Conversation with International Partners: lunch meeting with RESULTS UK, Canada, Australia. Covered current opportunities for their orgs, current challenges, their view of upcoming opportunities to collaborate.

Avenues to Growth: Afternoon focused on fund development discussion in the follow three segments:

- Mark Butler, Director, Finance & Administration presented on our current financial position and flags for organizational risks.
 - Expectation is to be able to meet \$50k net assets target for budget year.
 - Individual giving coming in slightly lower but offset in other areas
 - Expenses are on pace, though assessment does not yet
 - flagged pending status on many positions, upcoming Gates grant renewal (further details in board report in Board Briefing Book).
 - Noted report was much more thorough and improved over prior versions.
- Mea Geizhals, Acting Director, Individual Giving presented on Individual giving YTD status, Fall campaigns, particular review on 40th Anniversary FR campaign
 - Board discussed and generally agreed to continue driving to its own board giving goal. Noted behind pace currently.
 - 40th Anniversary messaging can be a tool to support board giving goal.
 - Clarified that staff will track new revenue to avoid double counting total new money though a single new gift can help support more than one goal if appropriate – just not on the actual ledgers.
 - Board members including Ernie and Roger made note that they are willing to be leveraged for accessing new donors.
 - (further details in board report in Board Briefing Book).
- Faith Calvert Cordell, Acting Director, Program Development presented on Foundations YTD status, review of key pipelines (ie USP), reviewed upcoming Gates renewal action steps
 - Report noted as the best foundations report in some time.
 - (further details in board report in Board Briefing Book).

Board In Camera: In camera discussion held.

Board Chair Election: Kul's term as Chair (not as board member at large) is up as of this meeting.

Motion to elect Kul to another 3-year term as board chair covering July 2019 to June 2022 made by Sam Daley-Harris. S. Ashish Bali seconded the motion. Vote passed.

Closing business: Next in person meeting determined to be in second half of January. Next EC call to be between Labor Day and the 15th. Board requested 1 ½ day meeting in the summer as well as winter and to maintain it following the IC. Requested that inviting in Partner/Affiliate EDs should be a regular feature when possible.

Adjournment: Kul summarized and Closed the meeting. Meeting adjourned 6:15pm.