

National Meeting Summary

Welcome

Joanne Carter, RESULTS Executive Director (Washington, DC)

Welcome to this month's webinar. You can download the slides from the Take Action Box on the RESULTS Homepage

Thank you for your hard work on protecting working families who get the EITC and CTC

- 111 face-to-face meetings including 31 with senators
- 164 media pieces generated including 71 on the EITC and CTC
- We'll need your continued efforts as Congress works over the next 6 weeks to finalize tax legislation

Also excited about Vote to End Hunger Campaign and working with such strong allies like Bread for the World and Feeding America

- In the upcoming election, we have the opportunity to make hunger and poverty a top priority for the next President and Congress and the Vote to End Hunger Campaign can help us do that

Review Agenda

- Guest Speaker: David Beckmann of Bread for the World and Lisa Davis of Feeding America will share about VTEH
- Overview of November Action
- Update on our EITC and CTC campaign
- Training on pushing Senators to stand firm on the tax credits
- Shares from the grassroots
- Board Announcement and Final Announcements

Guest Speaker – David Beckmann of Bread for the World and Lisa Davis of Feeding America

Facilitated by Meredith Dodson, Director of U.S. Poverty Campaigns (Washington, DC)

Bio of David Beckmann

- President of [Bread for the World](#) since 1991
- Lutheran Pastor and economist
- 2010 World Food Prize Laureate
- Degrees from Yale, Christ Seminary, and London School of Economics
- Prior to Bread, worked for the World Bank

Bio of Lisa Davis

- Senior VP for Government Relations at [Feeding America](#)

- Feeding America represents over 200 Food Banks and also online advocates
- Works to develop and implement Feeding America's public policy priorities
- Regularly meets with Congress and USDA on anti-hunger issues
- B.A. from Concordia College (MN) and J.D. from Washington College of Law at American University

1. David: What is the [Vote to End Hunger](#) Campaign and why is this important right now?

- Thank you RESULTS – you are effective and well-trained
- Idea of Vote to End Hunger: use 2016 election process to make hunger, poverty, and opportunity a higher political priority – so the next President can put us on track to end poverty by 2030
- Clear as a coalition that the broader goal is to make it a political priority, and that will move us towards a country and world where there is no hunger and poverty
- Vote to End Hunger includes RESULTS, Bread, CARE
- Bread: 60% of total advocacy will be VTEH, including Presidential and Congressional elections, especially in target districts
- This election gives us an exceptional opportunity to make our issues a higher political priority for President and Congress
- Voter attitudes are influenced by the Great Recession, Bread just polled 1,000 voters in 5 states, 75 percent said hunger will be a very important priority for them. VTEH has videos of the Presidential candidates talking about hunger and poverty at www.votetoendhunger.org. The videos are a wide variety of political persuasions but none blame those in poverty.
- This election will be a wild ride – gives us an opportunity to make hunger a priority. Good shot of next President making opportunity a top priority, but we need to make sure it's not just the middle class... and that it bridges both parties,
- So we can use the 2016 election process to make hunger, poverty, and opportunity a higher priority. We want the next president and congress to put our nation on track so we can end hunger by 2020
- *-what should be the expectations so we can move this campaign forward*
- expect that RESULTS volunteers will have the skills to be able to hold house parties, ask candidates questions, etc.

2. David: Many candidates say that the answer to ending hunger is jobs. Clearly that is not the case. What should we look at for a sufficient answer?

- Make sure that you can construct your answer in a way that is not partisan

- Bread for the World intends to have grassroots conversations with candidates where we can say what we think the right answers are
- Want to get candidates talking about hunger/poverty that it is what is really important

3. **Lisa: What are some of the things that have happened with Vote to End Hunger already and what activities do you have coming up?**

- Lisa is the Chair but requires participation and creativity of all the partners – and wouldn't be where we are without RESULTS and your amazing activists
- Yesterday was the one month anniversary of launch of VTEH at Iowa Hunger Summit
 - Highlight of launch of VTEH was RESULTS activist Jamy Rentschler (Expert on Poverty)
 - 700 people were in the audience
 - Had press coverage, generated a number of stories
- Last Sunday a VTEH rally/training in Iowa
 - Training since all the candidates are coming to Iowa
 - Generated some news coverage
- NEXT is November 19 at 2:00pm ET: A webinar with RESULTS, Feeding America, Bread to talk about how to get involved, different strategies. Go to <http://votetoendhunger.org/nov-19th-webinar-training-registration/> to register
- Go to www.votetoendhunger.org to sign up and take pledge as individual, follow on social media
- Key: ask the hunger question – **If elected, what will they do to end hunger, alleviate poverty, and create opportunity in the U.S. and worldwide?**
 - We need them to hear everywhere they go about what they will do to address hunger
- Also working on template op-eds and LTEs.
- Every time there is a debate, tweet the moderators and candidates. Use #votetoendhunger hashtag.
- You all are seasoned advocates so if you have ideas for strategies, let us know via Meredith
- We know it is possible to end hunger here and in the world, what is lacking is political leadership – this is a unique opportunity. We can create that political will and make it a priority.

4. **Both: Knowing that many RESULTS volunteers are experienced advocates, what can they do to effectively move this agenda forward?**

- David: Impressed that RESULTS volunteers are committed and trained/skilled, in this setting (campaign) they have their act together.
 - Last Sunday's rally – 1000 at the two Iowa events – Jos gave very specific training on how to go to the town hall and make it work; it was very savvy, specific.

- RESULTS will do that: how to host a house party, how to talk to a church,
- Your skill level is what sets you apart, not everyone has the training
- Lisa: keep doing what you are doing.
 - Make direct contact with Presidential and Congressional candidates. Ask them what are you going to do? Will you make this a priority?
 - Media: generate local print and social media
 - Outreach to your network: organizations, individuals
 - Key community leaders, esp. if campaign donors. Ask for their help
 - Personal stories: you all are great at this. We hear all the time for Congressional staff that what moves them is people who are impacted by these issues. We need to bust through the noise.

Questions from Grassroots

Sharvonne Williams, RESULTS Indianapolis

- It's important for people to be aware; it's not just a face. This is ongoing, ending poverty is a long term effort.

Judy Zobel, RESULTS Des Moines: Many candidates say that the answer to ending hunger is jobs. Clearly that is not the case. What should we look at for a sufficient answer?

- David: We've agreed on principles, not partisan, all organizations involved do some things together. But that doesn't stop us as individuals from going further. We can meet with candidates; people can talk about what we see as the ways to address hunger and poverty.
- Lisa: If you get an opportunity to ask a follow up question, politely and respectfully remind them that many people working but don't have enough hours, can't find jobs. "What specific steps will you take to end hunger and poverty?" The VTEH campaign wants to appeal broadly but that shouldn't stop you from pushing for a follow up question.
- David: RESULTS has position papers – for example at meeting with other partners, flag "this is how RESULTS thinks." If you get an opportunity to ask a question, respectfully let them know that there are people working who are getting such low wages, not enough hours, etc.

Experts on Poverty Share

Sharvonne Williams, RESULTS Indianapolis

Hi, my name is Sharvonne and I am originally from New York City, Harlem and I moved here to Indianapolis. I first learned about RESULTS actually through a professor, and he sent me the information about the RESULTS REAL Change program; which is for people ages of 18-26 or 28 years old, who are trying to figure out how to be advocates in terms of domestic and global issues dealing with hunger and poverty. And I was just...sometimes I lose words because I was just so amazed by it and I never knew there was an organization that was out there

fighting for the same issues that I am really interested in and I want to see change actually happen. From there I was able to be awarded the fellowship and I was awarded twice. So, I went to the international conference (IC) in 2013, 2014 and I also went as an Expert on Poverty this past 2015 to the International Conference in Washington, D.C. At the conference, I never walked into a room where I can see hundreds of people fighting for the same issues and it really it warmed my heart.

Often times when I talk about poverty it is the people who have no interest in it and it is about understanding that when we speak to our congressman, they are people as well and having the opportunity to share your personal story is the most amazing thing. I grew up in poverty living in a single family home where my mother got laid off when I was 11. Later on, she had my little brother 13 years later. I am raising my 13 year old brother here in Indianapolis. I feel as if I am still in poverty even though I have climbed the ladder a little bit. I am trying to navigate the system to make sure that he has clothes and food and that he is getting a quality education.

RESULTS reinforces that I have a voice and I can actually be a change agent and that people will understand and take keen to the issues that we are focusing on. Being an expert on policy allows me to be around people who are like minded and share the same mission and vision but have a personal story. Often times you read books on poverty but those are written by people who have never experienced poverty. You have to hear the story from someone who has been there and that is actually going through it to actually understand it. If we want to see a change we have to also find people who are engaged and our willing to make a change. That is what happens when we have chapters across the United States with results who are fighting for the same cause.

As an advocate we need to make sure that we are putting the issues of hunger and poverty on the forefront for issues and poverty on the top of our lists. Making people aware of what is going on. If they don't hear about it or if they don't read about it we can't assume that they know what is going on. We are the voice of the voiceless. I enjoy being with results with the domestic group and the global group here in Indy and that's my story.

November Action Overview

Meredith Dodson, Director of U.S. Poverty Campaigns (Washington, DC)

Connect with Candidates to Put Ending Hunger and Poverty at the Top of Their Priority

List: http://www.results.org/take_action/november_2015_u.s._poverty_action/

1. Look for opportunities to connect with Presidential candidates – especially if you live in an early primary/caucus state. (Every Child Matters has calendars of candidate appearances in Iowa and New Hampshire – please share with contacts in those locations)
2. Coordinate with your group to assign a specific person to research opportunities to connect with each Congressional candidate, prioritizing Senate candidates, open seats, and swing districts.

3. If you have the chance to attend a campaign event, ask the candidate, “If elected, what will you do to end hunger, alleviate poverty, and create opportunity?” Check out our tips on candidate events and PowerPoint to increase the odds you get called upon.
4. If your RESULTS group and allies have an opportunity to ask multiple questions, ask a question about saving key EITC and CTC provisions – though hopefully we will succeed in making these provisions permanent this year. For example: “Will you publicly speak about the importance of the Earned Income Tax Credit and Child Tax Credit to working families and urge Congress to take action now to save these important provisions?”
5. IMPORTANT: Once you confirm a meeting with a candidate or plan to attend a candidate event, contact Director of US Poverty Campaigns Meredith Dodson (dodson@results.org) for coaching, materials, and tailored requests.
6. After any meeting or town hall event, be sure to follow up with the campaign staff and fill out the RESULTS Lobby Report Form at www.tinyurl.com/RESLRF.

Practice Vote to End Hunger Question

If elected, what will you do to end hunger, alleviate poverty, and create opportunity in the U.S. and worldwide?

November Action Training

Kristy Martino, U.S. Poverty Organizer

Hello everyone, and thank you for being with us today! Today is November 14th 2015, and by this time next year we will know who will be our next POTUS. I happen to live in a very interesting part of the world, I live in Kittery Point, Maine but can look outside my window to see the bridge that takes me to my office in Portsmouth, NH. New Hampshire, if you didn't already know, is lovingly, and proudly known as “First in the Nation,” meaning, we have the first primary in the country.

Needless to say, I've been very busy over the last few weeks, but I'm ecstatic I get to share with you some of my own experiences of getting up close and personal with candidates. There are a few slides we've put together if you'd like a handy reference for some of the top tips and tricks for making the most out of these encounters (like how to be prepared, how to work the room, raising your hand FIRST, FAST, and HIGH as soon as you hear “we'll now take some Q&A – never fails, and how to follow up afterwards) but since I have a bit of an advantage because of where I live, I'd like to just tell you a bit about what I've been doing here in NH.

Because we are first in the nation, there are a plethora of events, big and small. There are numerous email lists that I am subscribed to, including all candidate lists (which is just another great way of finding out what they are talking about and how they talk about it) various candidate trackers and event calendars I review daily, and since this is a state chock full of

engaged citizens, I find out a lot by going to the coffee shop everyday – and it helps to have a friend in the Rotary Club who invites me to a John Kasich event where he kindly asks the VTEH question!

The more events I go to, the more the staff and organizers at these events get to know me – they see that I am passionate, respectful, and obnoxiously punctual, so they usually invite me to the next thing. Our local TV station, WMUR puts on numerous candidate events, things like, a live audience taping called “Conversation with the Candidate” where I’ve been chosen to put questions about wealth inequality and the Earned Income Tax Credit to Jeb Bush, Marco Rubio, and Jim Gilmore. They also started doing something called a “Candidate Café.” Now these events are slightly different. Rather than a big town hall where a candidate gives the usual stump speech and possibly take quick questions from the audience, the candidate café is meant to be a much more intimate, much more relaxed environment. This a chance for 8-10 people max to sit around a table, have a meal together, and talk to a candidate, unscripted. The idea is to give voters a chance to get to know the candidates as people. What do they do for fun? What do they put in their coffee? What brand of cowboy boots do they wear? Now, this is not a forum that encourages in-depth policy questions, but to me, though it is interesting to learn that Bernie Sanders is a huge ABBA fan, I’d much rather know exactly how they are going to lead Congress to close the shameful wealth gap we have in this country with policies that put working families first – how they plan on lifting millions more out of poverty, and provide economic opportunity for ALL - those answers tell me a lot about who a candidate is as a person.

So I try and politely break the rules a bit for a very, very good cause. As long as I am prepared, do a little research beforehand, and really, truly listen to those conversations, there is always an opening for direct question about how to fight poverty. But you have to listen. Each encounter I have, I try to ask candidates about their own personal stories, and then, if stories from voters and constituents matter. There is a resounding yes from all. Now, you could say that this is a question that they can’t say no to – but I have seen it demonstrated and affirmed. Bernie told his own story of growing up in a rent controlled apartment in Brooklyn, remembering the fights between his mother and father were always about money, and how that feeds his passion to fight inequality. Hillary recounted stories she had heard on the campaign trail, remembering full names, and also how asking others about their stories –helped her find diplomatic breakthroughs was pretty incredible.

The most profound experience I may have had on the trail yet was this week with Senator Ted Cruz. I knew going into it that, listening to his video on the VTEH site, responding to how he would offer help and opportunity to the poor – I knew we had some fundamental disagreements in our philosophy. So I wanted to find a way to connect with him. I told my personal story of experiencing poverty and how SNAP helped lift my husband and I out of it. It was a very hard thing to do with 8 other strangers listening, cameras rolling, and Ted Cruz giving me intense eye contact – but I thought of our 15 Experts on Poverty who are continuously so brave and powerful in telling their stories, I knew, even if we disagreed on the policy going forward, it was important that he heard me and that the rest of the room heard me and saw another kind of face of poverty. He definitely heard me, and I really appreciated that. The rest of his response, not so

much, as that conversation unfortunately devolved into a need for people to work harder, and climb faster up the ladder, and rely on charity when needed – a point on which I followed up to say that Charity does an amazing job to help but cannot possibly provide for all who are in need. It's hard to have an incredibly in-depth argument over waffles, but, at the very least, it was important that we had that conversation.

So, I'll leave you with a plea to get engaged, stay engaged, talk to and listen to every single candidate you possibly can. RESULTS volunteers are so smart and so sophisticated, we need to show candidates and members of Congress that we are paying attention. And please, share your own stories, because they matter.

And with that, speaking of stories that matter, I'd like to turn it over to Jamy who is one of the powerful Experts on Poverty that I had mentioned. Jamy lives in that other important state, Iowa, and she did a fantastic job inspiring the crowd at the vote to end hunger launch event, but she's also had some fantastic candidate encounters of her own! Jamy, take it away!

Share: Jamy Rentschler, RESULTS Des Moines

- Attended a Chris Christie event in Iowa back in August
- I asked him what he would do about poverty and inequality
- He acknowledged that there was inequality but said the answer was more jobs.
- If not satisfied with answer try to reengage later on by going up to them after the event

Economic Mobility Campaign Update

Meredith Dodson

Again, amazing work on EITC/CTC

- Allies in DC have noted that the tone in Congress is completely different this year from last about EITC and CTC.
- Last year at this time, Democratic and Republican leaders were willing to make business tax credits permanent and do nothing about the EITC and CTC provisions and but for President Obama's veto threat, it would have happened
- This year, Senate Democrats are standing firm (so far) saying that no business tax credits will be made permanent unless the EITC and CTC provisions are made permanent too
- That is due in great part to you
 - 112 face-to-face meetings including 32 with senators
 - 164 media pieces generated including 71 on the EITC and CTC
 - In a meeting at the White House this week with a few allies and Administration officials, they noted the buzz in local media. When someone shared that there have probably been over 100 media pieces, couldn't help but smile knowing you all were responsible for 70+ alone

- We'll need your continued efforts as Congress works over the next few weeks to finalize tax legislation

Here are a list of resources to help with taking the October Action:

- [October Action](#): includes talking points and responses to possible objections
- [RESULTS Summary](#) of new Census poverty data and impact of EITC and CTC
- Center on Budget and Policy Priorities [EITC and CTC State Fact Sheets](#)
- CBPP: [Number of people by state](#) who would lose EITC and CTC benefits in 2017
- TalkPoverty.org: find 2014 [state and Congressional District poverty data](#)

Grassroots Shares

Facilitated by Jos Linn, Grassroots Manager for U.S. Poverty Campaigns

Ginnie Vogts, RESULTS Columbus

Last month our action was to either meet with a Senator or get together by phone with a tax aide to discuss supporting EITC. I was assigned to call the tax aide of Senator Rob Portman who is the Republican Senator from OH. When we had visited his office this past summer during the IC an aide had told us the Senator loved the EITC and had done his dissertation on it. Wow!, we thought. So I was calling the tax aide we had met last year one day after he had started his job to see if he could enlighten us about the Senator's willingness to speak to Senator Wyden about his enthusiasm for the EITC. After emailing back and forth several times about a meeting with our group by phone it became clear that it wasn't going to work out. I was going out of town and feeling rushed. I was on my way out the door to do last minute errands when I stopped and called the tax aide, Zachary, on the off chance that he would be in. He was! He said I had caught him as he was heading over to Senator Brown's office to talk to Gideon. Now if you were on last month's conference call you will remember Gideon Bragin, the tax aide of Senator Sherrod Brown of OH who has written the legislation on the EITC. He was our speaker and gave us very good advice about how to speak to lawmakers. He has been our #1 Champion on this tax policy. So I asked Zachary what he was going to talk about. He said they were going to work on ways to reduce the so-called fraud so more members would support it. I was thrilled- on two counts; here was my Republican tax aide going to work with my Democratic tax aide about something that could be remedied legislatively in an effort to save a program that helps millions of struggling families. A dream come true. I was so glad I had taken the time to make that phone call after feeling discouraged about reaching Zachary. I congratulated him for reaching across the aisle and reminded him of our first meeting when he was brand new and I said to him that the most important thing he could do was to work collaboratively with Senator Brown's office on behalf of the low wage families in OH. He said he did.

Bruce Kessler, RESULTS Chambersburg, PA

I'm Bruce Kessler from Chambersburg. Been active in RESULTS over twenty years. Last Sunday I got an op-ed printed in my local paper.

1. *Since we are not professional columnists, I try to mention something from my own experience. If you haven't personally gotten SNAP or EITC, something else must have made you concerned. For me it was meeting with an aide of a Tea Party House Member (Scott Perry) on Lobby Day (“When will these temporary breaks ever end”) and later Lou Barletta. I promised Perry's aide I would explain it. That's a good cue for my next op ed. Answer his question by using the media. Then it's 2 for one. I had to learn a little about wage stagnation for my answer.*
2. *I went to a Lou Barletta town meeting in August and didn't get a responsive answer from the question on EITC I asked – he changed the subject. BUT he didn't attack EITC, so I figured he would be open to learning. Soon after that I got to work on wage stagnation op-ed.*
3. *Ongoing relationship: if your paper prints an LTE, you can build on it. I sent the RESULTS editorial packet about release of the poverty statistics to my paper's editorial page person. She knew who I was from my previous submissions. This is after about 20 years (ha ha, I have outlasted many editors), but this time the writer addressed local poverty in an editorial and Jos said we could count that as a RESULTS-planted editorial. When I sent the link to the packet, I said I would submit an op-ed.*
4. *The good news is that when you are in it for the long run, you can get our message out.*

Of course I sent copies to PA's two Senators and my nearby 3 House members. And I asked what they thought of it. Now I have to follow up.

Jos Linn, Des Moines, IA (omitted from Webinar due to time constrictions)

As you know, we're in a big year-end fundraising push. We're hoping to raise \$100,000 from the grassroots by December 31. Now, I'll be honest – I don't like fundraising. In fact, I hate it. For some reason, I have no problem asking my members of Congress for billions of dollars in aid to low-income families, but asking my friends to donate to RESULTS is terrifying. However, I knew that if I was going to effectively coach groups to participate in fundraising this fall, I needed to put my money where my mouth is. So I decided to do an online Friends and Family Campaign with a goal of \$2,000. Our Development Team helped me set up my page, which was a piece of cake and took all of 15 minutes, and gave me all the tips and encouragement to be successful. So I was ready to go. And then... I did nothing. I let it sit there a month without reaching out to anyone. My reluctance and fear was still getting the better of me.

But last weekend, I could procrastinate no longer so I bit the bullet and sent out some request e-mails. And a funny thing happened. People starting giving money. Before I sent out my first e-mails, I had raised only \$40 toward my \$2,000 goal. In just one week, that amount has grown to \$600. I was stunned. I now realize that my fear of fundraising has nothing to do with the generosity of my friends, family, and colleagues. They are more than willing to give – I just have to ask.

So ask I will. Now, I still don't like fundraising. I probably never will. But that won't stop me from doing it. And I'm going to hit my goal. So if you're someone out there who is reluctant to fundraise for whatever reason, I urge you to do it anyway. It's much easier than you might think,

both in setting it up and in asking people to give, and you're doing it a great cause – RESULTS! And if you do it now, you have a chance to raise even more. RESULTS has been given a matching challenge – if we raise \$25,000 by November 30, RESULTS volunteer Peter Fiekowsky will give an additional \$10,000 to RESULTS. We've already raised \$5,000 toward that matching goal.

Let's not waste this opportunity. Make a goal today to do your own Friends & Family campaign this fall and then go do it. Jen DeFranco (jdefranco@results.org) and Jerusa Contee (jcontee@results.org) are available to help you get started. You won't regret it. And don't forget to give to RESULTS yourself as well!

Announcements

Scott Leckman, RESULTS Salt Lake City and Chair of the RESULTS Board

A few final Announcements:

- Beth Wilson of RESULTS Kitsap, WA has been re-elected to her second three-year term as a Grassroots Member of the Board. Congratulations, Beth! Thank you also to Mark Campbell and Lisa Peters for putting their names forward to run for Board leadership as well.
- Don't forget to contact Meredith if and when you get a face-to-face meeting to help you prepare. Also, once you've had your meeting, please fill out our Lobby Meeting Report Form: www.tinyurl.com/RESLRF.
- **Save the Date for the Vote to End Hunger Training on November 19.** RESULTS, Bread for the World, and Feeding America will be holding a [Vote to End Hunger](#) training next Thursday, November 19 at 2:00 pm ET on how to effectively engage candidates on the issue of ending hunger and poverty. Meredith will co-lead the training. To register: <http://votetoendhunger.org/nov-19th-webinar-training-registration/>.
- The **RESULTS U.S. Poverty Free Agents will be meeting this Tuesday, November 14 at 1:00 pm and 8:30 pm ET** for their monthly support call (note that the evening call is starting 30 minutes later this month). Join online at: <http://fuze.me/27491886>; or by phone at (201) 479-4595 and enter Meeting ID: 27491886. If you'd like to learn more, contact Jos Linn (ilinn@results.org) for more details.
- If you or someone you know want to learn more about RESULTS and our work, join our next RESULTS Introductory Call this **Friday, November 20 at 1:00 pm ET**. Register for this or another call on the [Get Involved page](#) under the Join Us tab on the RESULTS website.
- Find these and other events in the [Events Calendar](#) on the RESULTS website.
- Our next U.S. Poverty National Webinar will be **Saturday, December 12 at 12:30pm ET**. Same "bat" time, same "bat" channel.

Now let's open up all the phone lines and wish each other and all the individuals and families out there that benefit from your important work a very Happy Thanksgiving!