RESULTS Global Poverty Campaigns Webinar

Saturday, December 8, 2018

Transcription provided by Stacie Valle for CaptionAccess

Not intended to substitute for a verbatim.

**>>Joanne Carter** Great. Welcome everyone to the December 2018 results global webinar. Especially to anyone new joining us for the first time. We are glad to have you. If you don't know me, I am Joanne Carter, the executive director. I apologize for the delay - I am in a hotel from London. And happy Hanukkah!

We are in London with John Faucett and we have been with advocacy leaders from over 12 countries and senior staff from the group to fight aids and malaria. As some of you know, later in 2019 the global fund will have a replenishment meeting. That is a every 3 year meeting where key governments come together to pledge billions of dollars to fund the word of the global fund for the next 3 years to support low and middle income countries. As you know, the US is absolutely critical to this because we provide 1/3 of that funding. That isn't news to many of you because you have worked on this since it was created in 2002. Over that time the global fund - if you are new or to remind us all - the global fund has transformed the fight against these diseases and save an estimated 27 million lives.

With the work of the fund we have cut malaria deaths from 60-80% so it is no longer the biggest killer of kids. And it has supported the treatment of aids to massive amounts of people. 10s of millions. Transforming aids from a pandemic to a chronic disease in most places. We have further to go and still vulnerable populations, but a fundamental transformation.

For those of you that were on the call last September, you heard how important this is to break these epidemics and effect the most people. The global fund requires other countries to aid in this fight and leverages billions of dollars. We have immense progress. And with bold new targets from last September, to reach everyone or 40 million people with diagnosis and treatment - but resource wise we aren't on track. We are always at risk of losing ground if we don't get the global fund funded at a higher level next year. 14 billion dollars for the next 3 years. Because this is so important it will be a major focus for us in 2019. So we came to London to plan and the US is central.

Another thing I want to share that I already knew but it become more clear -- Congress will be critical for several reasons. To help get to the administration and to show the support for the global fund. Through the work you do and for getting the administration to pledge in October. Also to know whether or not the US even makes a pledge. That has happened in the past we have had strong pledges, but we frankly don't know yet with this administration. Whatever happens, Congress controls the purse strings so it can decide to appropriate more money to the fund. The work you do will be so essential.

I think what became clear to me here in London is that when donors are trying to figure out what they are going to do, they look at what other countries are doing, including the US because we are the biggest funder. What Congress does and the steps we take will be important not just to influence the congressional budget or the administration, but to show other countries the support the US gives. If the administration budget comes in February and it calls for a cut, congressional sign on letters that we have showing support for increasing funding will be essential. Not just to share with the administration but to share with other countries. When we do these letters around the 2019 work on the budget for the next year and we have 50 senators or 150 house members that will be important. Showing that Congress is supportive of this will help determine the pledges other countries make. It means our work is more important than ever. It will either enhance the work so we get something strong out of this administration or it will show there is huge support to move this forward to maybe get us to a largest set of commitment to the fund.

Barbara Lee will be joining us later, a bit late, and she has been the strongest champion in Congress on these issues. I want to say that the things we will talk about today and what you will come out of this meeting with will be essential. Get to Congress members early to build the support we will need. Get to them powerfully and early. And building new relationships with new members. Many in the house are in new leadership roles. Many of the republicans have lost/retired and we need new champions. As we did two years ago with our first 100 days campaign, getting to every member as early as possible and building that relationship is critical.

Also building our own strength. Bringing in new people that want to take action after the election that understand that voting is just the beginning of the process and our work takes things forward. We will have a powerful exercise about talking to folks. Maybe someone new that comes from volunteer match. We are getting lots of interest from there. And also people in our orbit that maybe want to come back or friends and family. We will have that exercise shortly to help you build the skills to do that kind of work. I am going to turn the call over to Ken to take us to the next section about grassroots work. When Barbara Lee is here I will come back on the call and maybe we'll have time for some questions.

I also want to thank you for the amazing fund raising work you have been doing on the giving Tuesday and the virtual thanksgiving. I think we have had the strongest results ever on that and that will make a difference to support all the work you do. Now for Ken and I'll be back later.

**>>Male Speaker**: Thank you Joanne. Happy Saturday everyone. We have our work cut out for us in 2019. We are going to really need to educate and influence a lot of senators and congressman in 2019. For us as grassroots this means expanding our coverage and also engaging more constituents. We really need to step up our community engagement and our main grassroots goal for 2019 is to **support** all of us at getting skilled at engaging people in our communities. More details will come up but we don't want to wait for next year to get started. It is clear there is a lot of new interest out there in getting involved after the elections. Our post election volunteer ads have brought in over 300 people wanting to get involved. And that list is growing. So how will you and your group take advantage of this new interest and also the new years resolutions people will be making vowing to get more invalid.

One simple answer is to talk to a lot of people. Give them the opportunity to get involved and to make a difference. We need engaging conversations when we talk to people. No fear. If you aren't sure how to do this well, today Amanda Beals will help us as we figure this out. She will give guidance and practice to engaging conversations and this will serve us through next year.

**>>Female Speaker**: I am really exacted to do this with you today. My favorite thing to do and the way I have met incredible people. I talk a little fast because I have about 10 minutes to do a 30 min presentation. I will ask for a volunteer to do this with me. I will ask you easy questions and I hope there is someone ready to do that. If that is you put your name in the chat box and we will call on you then.

Going back to the international conference, Heather Booth reminded us that a key to organizing is to remember that people do things for reasons that matter to them. Self interest. We need to learn what peoples self interest is. The key is one on one conversations and a relationship. If you aren't doing this, you will find it hard to be successful. What we are really trying to accomplish is to establish a relationship with these people and help them understand you care about them and what they want to bring to the group. Their wants and needs and that they will be accepted and respected. Through that conversation you can envision possibilities from the new skills and strengths and experiences these people bring to you.

Ultimately the purpose is to move a person from passion to action. There is an ask. You provide clarity with someone for the next step they can take and call them to take meaningful action.

A few tactics - first summon your inner 6 year old. Be curious and ask all the the questions. Find out what they want to accomplish and why they care.

Actively listen when they answer. With your ears, eyes and heart. Don't sit and think about what you will say next, but listen and make connections.

Come with your ask in mind to move that person forward.

I want to do a demo of some simple tactics. Who wants to volunteer?

**>>Female Speaker**: You have Candace.

**>>Female Speaker**: Great! How are you? I look forward to talking to you. Pretend you just got involved with results.

**>>Female Speaker**: Not hard. I literally went to the leadership retreat in Orlando this year so I am new!

**>>Female Speaker**: I would love to hear, what was really driving you to become an advocate with us?

**>>Female Speaker**: I am going to be straight up and give my testimony - I got interested through a career fair that Sarah was putting on at a junior high where I was working. The presentation she put on the only thing interested for me was the women and children part. About how the women and children that have a shelter and how these people are married off at a young age and if their husbands die they are not welcome back into their village and other heart stories that pulled on my heart. I wanted to find what I could do to be a part of that to help eliminate this. I wanted to do something. That was when Sarah and I connected and exchanged numbers and met up and went to one of the webinars in St. Louis.

**>>Female Speaker**: I am inspired by your passion around women and children. That brought me to results too. They are more likely to experience the consequences of poverty. We work on issues addressing that. I really think you will like being a part of Results. We have actions you can take to make a difference. Results is an advocacy movement for people here and in countries across the world can do something to make a difference. A lot of people don't think ending poverty is possible but we don't believe that. We have created systems and communities that don't work for women and children. And from your interest I know you will find a strong place in our team.

A little about how we do that then. There are a lot of ways people can make a difference. People care about things but don't know what to do. I want to tell you about our thing, advocacy. These are systemic problems. If we are going to solve them we need big solutions. Through advocacy and policy change. We are talking to decision makers like members of congress that make decisions that impact women daily. We will educate them about problems and solutions and call on them to take action. What you might do with us, you could meet with senator Blunt or McCaskill to tell them why you care about women and children. We want them to know your name and face and why you care. You will also write letters and make phone calls. Write media about these issues to be published in the papers. And talk to others like you.

I wonder if advocacy is something you have done before. Is this interesting to you?

**>>Female Speaker**: It isn't anything I have done but I am totally interested and where do I start?

**>>Female Speaker**: My first question for you is say don't worry if you are new at it. What actions are you most excited about? Write to congress? Write to media?

**>>Female Speaker**: A little of both. I am a people person when I have time. I love being face to face. I would love to do that. If that doesn't transpire then I would love to write. It is both of them.

**>>Female Speaker**: Awesome. You can do both. Right away. We meet a couple times a month and we will get together in early January and start planning our meetings with congress members. We will do some training and I would love you to come with me to that meeting and you can be with us.

**>>Female Speaker**: Yes, I would love that!

**>>Female Speaker**: Let's do it! We can go together, I will pick you up!

And that is it. It is so fun to do. You are just learning about another person. I leave those conversations feeling better about the world and in general. I hope you see how fun it is and you will all want to go out and talk to the people you see and get them involved in Results too. Now back to Ken.

**>>Male Speaker**: Will we have folks practice in their rooms?

**>>Female Speaker**: We can do that. How much time do we have?

**>>Male Speaker**: Lets give folks 7-8 minutes in the room.

**>>Female Speaker**: OK. You have had a demo now. Your goal is to find someone in your group, talk to them and figure out what is motivating them and work to connect their motivations to what we have to offer at Results. You have 7 minutes to do that.

[Group working]

**>>Female Speaker**: OK, finish your conversations. We are going to now move on to the next part of the webinar. Thank you for practicing and I hope you enjoyed getting to know someone else on your team and are excited to get to know new people and bring them to your team as well. These conversations work really well for recruiting, or if at a college presentation, this is your best way to get them involved. No I am turning it back to Ken to finish this portion.

**>>Male Speaker**: Thank you Amanda. Fantastic and great practice for all of us. This is just the first of many training activities on engaging more people in the coming year. In 2019 our main goal is to support all of us to be more skilled in engaging people in our advocacy. Other skills we want to develop are relationship building, supporting people in having breakthroughs in taking action, we want to build leadership in others and we want to create a welcoming environment in our communities and groups, and to develop skills in organizing people to do big things. To be skilled in these areas, we will grow the organization. That is what we need to do to accomplish our goals for the global fund and other poverty eradication goals we have. The grassroots team and coordinators are excited about 2019 and it will be a great year.

The next thing I want to do is move to celebrations. But we got a notice from Barbara Lee that she is running late, more like 10 minutes before the end of the hour. Apologies for the delay in that, but we look forward to having her when she comes. Until then some celebrations and John Faucett. And to hear from some of you to hear about what you have done with members of congress. Lets go ahead and do celebrations now.

This is our last national webinar of this year. You have done some amazing things this year. You have persisted and done a lot.

Fundraising

In addition to the fabulous events in your communities, our recent thanksgiving feast raised over 35,000 dollars this year. The Texans monopolized all the top spots. Eloise, Ann, Margaret, etc. Great work in Texas. It took 36 people from 22 groups to raise that full $31,500 and over 200 donations. Then there was the virtual feast Joanne mentioned, the best giving day on giving Tuesday. We raised a total of $70,000.

Next is meeting with congressmen. We have had some amazing success on appropriations, REACH, getting high level meetings on television, and all the activities you did had a huge impact on getting this to happen. These are things you reported through Nov of this year.

49 face to face meetings with senators. That is a high mark for us. This is a grand total of 552 meetings through Nov. so far and that is a huge number.

On outreach 45% groups reported 157 activities. This is some great work folks did. I think we can do better on this next year getting more groups to participate. It will be a big focus of 2019 and these numbers will be higher.

On media, so far 70% of groups have done some sort of media for a total of 353 pieces of media. We will be doing a lot of media work next year as well. This was great practice.

I want to note all these actions really made our 2018 successes happen. Every one of the actions here, letters, phone calls, education, all matters. It really has led to our collective success. The stature of results as an organization that makes things happen. All the things we accomplish means Results is looked at as an influencer and important organization. And your advocacy makes a difference in millions of lives around the globe.

These stats represent what you have reported through Nov. These numbers will still go up and particularly if some of you are behind in reporting. Please catch up there.

I have some important dates to flash on the screen - but they are in the weekly update too. I encourage you to put July 13-16 for the international conference. There will be innovative program and a great speaker. It is time to get going on that.

I now have John Faucett with a legislative update.

**>>Male Speaker**: Hi! I like this Johnny Carson background I have here in me hotel room. I am excited about next year and our work on the global fund. I want to talk about the legislative calendar between now and the end of the year, and next year. First, a big thank you to everyone who has taken action here towards the end of the year on appropriations. Specifically on urging your congress members and staff to weigh in in favor for higher funding for TB. This bill has shown the great work we have done and it is great to see the notes between you and staff urging them to take action and to really follow through. We are optimistic about the possibility of a significant increase to TB funding. As you may know if following the discussions the real hold up in moving the legislation forward has to do with funding for the border wall and disagreements between house and senate, etc. It is out of our hands but our hope is that the legislation will move forward. Thank you for all the action you have taken. It isn't too late to follow up, particularly with staff, and ask them to weigh in here as they close out their debate around the legislation.

2nd - reach every mother and child. We have done extraordinary work on. What are are trying to get to by the end of the year is increased support so we can get half the senate and half the house in support of the legislation before we turn to a new congress. I think we are at 49 in the senate and at 209 in the house, trying for 218. I know folks are doing great there and I am confident we will get there. Next year we will see what happens. We can go for a quick win with that in the house, but we aren't sure when. Very proud of the work we have done on that bill in the last year.

Our campaign priority next year is the replenishment of the global fund to fight aids, malaria and TB. Really trying to build your group and network through the tactics Amanda walked us through and to do that outreach within your group and in reaching out to congress staff and setting up meetings for the first of the year with your congress member. It really is our agenda for 2019 and how we can work with them. In addition ... well, a couple other things to say about this campaign. 1, this isn't business as usual. We want an increase in the funding from the US. They are going for at least 13 billion dollars overall. We think they are going for an increase. We are going to need to not just maintain funding and push back against cuts, but increase above and beyond. There is ample need for it. We have made tremendous progress but we risk halting that momentum. We know from our work there are millions of people not being diagnosed properly yet. That renewed political will and commitment will need to be backed up with funding. We need to make that case for increased funding. We all have to up our game in being engaging and creating congressional champions.

It is one thing to play defense, but we really are on offense with the global fund. We need a full campaign that we need to be doing more.

2, the incredibly important role of congress. Not just in providing and appropriating US funds, but in really providing a signal to the rest of the world that the US isn't backing down. It isn't well understood by decision makers around the world the difference between the presidents budget and what congress allocates. Some of the most tangible evidence the world will have of the US commitment will be through the actions you take. It will be through sign on letters to the administration, through appropriations letters, that you are going to drive your congressman to sign. We will send those letters to colleagues around the world and our partners will share with decision makers there. It will show the US isn't backing away in spite of the presidents budget. Just to underscore this importance, the global fund will have a pre-replenishment conference kick off where they will unveil their plans. In February in India. The presidents budget will come out around the same time.

Best case scenario it will talk about flat funding, but unlikely he will purpose an increase. That is when we are going to need to point to all our evidence from the work we have done. I can not state enough how critical that work is. More than any replenishment since the 2010 replenishment. Congress is critical.

Some actions you can anticipate. We anticipate a house sign on letter to the administration framing the need for the US to be preparing for an increased pledge. Sign on letters. And working with your individual members of congress to submit those requests. And media throughout the year will be a key tactic for us. To build awareness in our communities as well as sending that media to our congressman and letting them know the support is there.

Our international conference in July, the global fund will feature permanently. It will be on the eve of the replenishment. The work we do there will be key in other donor capitals as they prepare to bring their pledges to France in October. I am excited about this campaign. I am energized from meeting with partners around the world this week. Energized about the critical role I think we will play in what is ultimately a successful conference. Thank you for all the work you have done and now back to ken to guide us towards the end.

**>>Male Speaker**: At Joanne's suggestion we want to go on and open up for question and answer if there are things you want to know about. If you have questions you should be able to unmute the lines or type in chat. We have one question in the chat window. What is the current US pledge, did we meet it?

**>>Male Speaker**: The current US pledge was to provide 1/3 of global fund funding. The US did meet that pledge. Over the course of the replenishment other donors have stepped up. There have been challenges and despite that donors have maintained their commitments as well as the US. In the last couple years it has been not driven by the presidents budget but by the decisions of the members of congress with support from you all.

What % increase will be requested? We don't have an answer for that yet. We will be asking for 1/3 of the funding still. The replenishment request last time was 13 billion. We expect it to be more. I would guess between 13-15 billion dollars.

The next question is about a history of funding - yes we can provide that. And related to what kind of materials to use, the thing I point to would be the December action sheet. Orientated around a letter to congressman talking about the global fund being a key priority. We are working on a results legislative agenda. A short document you could use in conversations with folks in your group as well as members of congress.

In terms of-- towards the beginning of February when the global fund will release the investment case, the amount of money asking for, we will have a lot of new material then. The most updated figures both on financing and anticipated outcomes. Videos you can share, graphics, etc. that will be produced by us and our friends at the global fund.

There is a question if the African countries pledge to this fund. That is interesting. Yes, African countries do provide pledges to the fund. They tend to be relatively small but really important symbols to the commitment that countries have to tackling their epidemics. Our partners in Zambia last time mobilized youth advocates to contact the government in Zambia. The bigger point is not necessarily about their funding, but how we are measuring or holding them accountable to tackle those epidemics in partnership with us. What the fund does, they ask for and track cofinancing requirements of the countries. When the global fund gives a grant to Zambia or Kenya, they ask as a part of the process for those countries to commit to co-funding that program so they have a clear stake.

**>>Female Speaker**: Congressman Lee is here. Welcome. We are thrilled to have you with us. We have been on this call with our grassroots around the country talking about the global fund and the upcoming replenishment in 2019 and how we don't know what the administration will be doing but it is more important than ever. We do have some new people on the call, and for all to know that Rep. Lee created the idea of this before it even existed. We were just in London with folks from a dozen countries and people spoke about how inspired they were by meeting with you in S. Africa celebrating Nelson Mandela. They brought that inspiration back to this meeting.

Thanks for being here and if you could speak about your own vision and how we can help you in supporting you and building new supporters and champions and any advice for us.

Rep. Lee: Thank you for the introduction. And to all of you for your important work. I want to give a shout out to my constituents. And I thank you for the bipartisan REACH every mother and child act. It is really a testament to the work of results that this bill enjoys such strong support.

I am pleased to say the 5 year authorization that we coauthored with you and Rep. Smith, on the presidents desk now is waiting on signature. Thanks to long standing bipartisan support we have saved over 27 million lives. And have treated over 5 million people with TB in 2017 alone. A report showed that the HIV pandemic is not on track to end and will be a significant global challenge for the future. Stagnant or reduced funding would be a risk to the pandemic rebounding. We also know TB killed millions in the past and we have to work hard to show bipartisan support of the replenishment of the fund.

I am circulating a letter next week in support of an increased 3 year pledge to the global fund. As a senior member of the house appropriations committee I will fight to make sure congress appropriates the right funds. An early pledge to the global fund by the US signals importance to other countries to step up funding. So keep up the work and being present on capital hill. Make sure all parties understand the history of the global fund. We have very few members of congress that were there when we began this work in the late 90s. It is important to educate members of congress so they can be brought up to speed on what we have done and all the lives we have saved and what we need to do in the future. We are relying on you. It will be your voices and lobbying and your vigilance that will make sure that we sure up the support.

**>>Female Speaker**: Thank you so much. And that letter is a perfect tool. We are pushing to have meetings as early as we can. Your leadership going forward will be great. We talk about with other countries the signals we send to other countries will be key to keeping their pledges bold as well. Work in this area is more important than ever. We are working to make this replenishment a success. Thank you congresswoman lee and we look forward to connecting with you. We hope a lot of these folks on the phone will see you next summer. Thank you so much for joining us.

**>>Female Speaker**: Thank you all. Congrats for the work so far. You have really helped save billions of lives.

**>>Female Speaker**: Thank you.

I don't know if you have any other words Ken, but enforcing the leadership we have ready to go is really going to be important. We need to educate new members and build strong support to get an increased pledge and to move these issues in the direction they need to go. It is worth noting that what we do right now doesn't only influence the next 3 years but the next decade getting towards 2030. This is the moment we have key leaders in congress. Happy holidays everyone and I hope you have a save and peaceful holiday and thank you for everything you do. Get some rest and we will make amazing things happen. Thank you.

**>>Male Speaker**: Thank you Joanne. Thank you everyone for hanging in a bit late for Rep. Lee. She is a champion and we will be working closely with her in the coming year. Our work will be critical to making things happen. Y'all have a great weekend and if you can put in the chat window the number of people in your room and the name of your group. Again, thanks for your great work in 2018 as Joanne said, get some rest! Take care!

[End of meeting]