

RESULTS AND RESULTS Educational Fund Board of Directors Meeting

February 17 – 18, 2018

Minutes

Attending: Kul Gautam, Chair, Joanne Carter, Executive Director, Sam Daley-Harris, Founder, Pankaj Agarwal, Willie Dickerson, GRBM, Roger Hudson, Scott Leckman, Ernest Loevinsohn, Steven McGee, GRBM, Maxine Thomas, GRBM, Jan Twombly, Treasurer, Beth Wilson. GRBM, Secretary

Staff attending: Jesse Marsden, Mark Butler, Caitlin Van Orden, John Fawcett, Meredith Dodson, Ken Patterson (by phone)

Guest attending: Ashish Bali

Agenda Item 1: Welcome and Opening Remarks- Kul Gautam, Chair of the Board

Kul Gautam called the meeting to order at 9:03 a.m., welcoming all. Kul extended his congratulations on a great 2017 for RESULTS. Despite great challenges, we were able to protect all poverty reduction accounts and even modestly increase funding for a few global accounts. 2018 will be no less challenging.

Agenda Item 2: Approve Consent Agenda

Sam Daley-Harris moved, Steven McGee seconded approval of the RESULTS and RESULTS Education Fund Board Meeting minutes for July 21 and Executive Committee meeting on Sept. 21. Motion passed.

Sam moved, Scott Leckman seconded re-election of Pankaj Agarwal and Roger Hudson to the Board of Directors, with the correction that their terms run through 2020 (three years). Motion passed.

Sam moved approval of the meeting agenda. Scott seconded. Motion passed.

Kul asked if anyone has a conflict of interest with service on the Board of Directors. Ernie indicated that he does, which will be explained on his conflict of interest form.

Board Members and guest introduced themselves.

Agenda Item 3: Executive Director Update – Joanne Carter, Executive Director

Joanne Carter shared the accomplishments in the last year. She employed a PowerPoint to detail all the work and successes in advocacy, expansion, the Real Change Fellowship, international expansion, foundation contracts and donor fundraising,

Agenda Item 4: 2017 – 2019 Strategic Plan Dashboard Review - Jesse Marsden, Chief of Staff

Jesse reviewed the Strategic Plan dashboard. This was the Board's first time to see the Strategic Plan dashboard in full use. Going forward, it will be matched up with RESULTS' new fiscal year. Two of the five Focus Areas were determined by management to be on and three of five Focus Areas were determined by management to be behind schedule in meeting goals.

Agenda Item 5: Progress on Step Change in Fundraising – Caitlin Van Orden, Director of Individual Giving

Total donors are up 10% over 2016. Total Donor retention is up 8% over 2016. New Donor retention is up 4% over 2016. Bequests (17) are up 325% over 2016 (4). Q4 Monthly giving is up 4% over 2016. Sponsorships of the IC were up 40% over 2016.

Step Change Snapshot: Major Gifts up 1%. Cumulative Giving from Major Donors up 17%.

The Board took note that individual giving has not appreciably increased over the last year.

Agenda Item 6: Updates for 2018 International Conference (IC) Planning – Jesse Marsden, Chief of Staff

Jesse reviewed the planning for the 2018 International Conference. New elements include philanthropy and election tracks. Strategic goals for the IC have been identified and built into the performance plan for the IC.

Agenda Item 7: FY2018 Budget and Financials Discussion – Jan Twombly, Treasurer and Mark Butler, Chief Financial Officer

Mark Butler presented the budget for revenue and expenses for FY2018 and preliminary numbers for the revenue and expenses report for the January – September FY2017. Board members' questions were answered.

Agenda Item 8: Board Development – Beth Wilson, Chair of the Board Governance Committee

Three people have volunteered to serve on the Council of Advisors (COA): Marianne Williamson (transitioning to the COA from the Board), Joan Lombardi and David Bodnik.

We will use the IC as an opportunity to “launch” the COA.

Beth moved the appointment of Marianne Williamson, Joan Lombardi and David Bodnik to the RESULTS Council of Advisors. Jan seconded. Motion passed.

We discussed other potential members of the Council of Advisors. Various Board Members offered to reach out to those candidates to determine interest and potential for appointment.

Agenda Item 9: Committee Reports – Committee Reports

Civic Courage (previously the Center for Citizen Empowerment and Transformation, CCET) – Sam Daley-Harris, Director

The anticipated move out from RESULTS has not been made. Civic Courage will continue to be a RESULTS Educational Fund Program.

Board Governance Committee – Beth Wilson, Chair

The issues will be covered in the Board agenda or in the written report of the Governance Committee.

Finance and Compensation – Jan Twombly, Chair

Most is in the report. A webinar tutorial on RESULTS finances was provide to new members and old.

Fundraising Committee – Roger Hudson, Chair

Roger asked everyone to complete their Board Pledge Form by the end of the meeting on Sunday. Roger encouraged Board Members to reach out and invite our friends and family to contribute.

Grassroots Board Member Committee (GRBM Committee) – Maxine Thomas and Willie Dickerson, GRBMs

The GRBM Committee meets monthly, with alternating facilitation of the meetings. It will conduct the GRBM election this year, facilitating the election of one new GRBM. Kul thanked the GRBMs for their important contribution of representing the grassroots volunteers throughout the U.S.

Issues Committee – Ernie Loevinsohn, Chair

The Issues Committee will be discussing a short list of domestic issues to select which issues to recommend to the Board, including global TB and the need for basic surgery in the developing world.

Agenda Item 10: Approval of EC Minutes 12/13/17

Jan moved, Steve 2nd approval of the EC Minutes from Dec. 13, 2017 with changes requested by Jan. Passed.

Agenda Item 11: Commitment to Non-Partisan/Bi-Partisan approach – Scott Leckman, Board Member

The political mood in the nation has changed due to the move to the right by Republicans. A lengthy discussion was held regarding RESULTS' responses on all levels to that change. Some responses have occurred and others should be explored and implemented.

Agenda Item 12: Expansion & Grassroots Growth – Joanne Carter, Executive Director, and Staff

Both the Board and staff discussed the expansion work that is underway to create RESULTS groups in key Congressional Districts and the success of those efforts. We are now in all 50 states, either with groups or Free Agents.

Agenda Item 13: Anti-Oppression Work – Maxine Thomas, Grassroots Board Member

Joanne - This work is a priority because we will not succeed in our mission to end poverty unless we address the oppression that creates poverty. In our movement and our organization, people who have experienced poverty are the people that need to lead our work. We are not where we want to be, but are working forward into this work.

Significant discussion about RESULTS' anti-oppression work and opportunities ensued.

Agenda Item 14: 2018 Campaigns Overview

Ernie moved that our main domestic theme in the early part of 2018 be protecting poverty programs at risk. Sam seconded. Motion passed.

Ernie moved that our priority areas in our 2018 global campaigns will be passage of the Reach Every Mother and Child Act, Tuberculosis and Appropriations. Motion passed.

Agenda Items 15: Final Items of Business

We set the next Board Meeting – July 13, 2018, 9:00 a.m.

Beth moved and Steve seconded that we invite S. Ashish Bali to join the RESULTS and RESULTS Educational Fund Boards of Directors as a Board Member. Motion passed. Kul appointed him to the Finance and Compensation Committee.

A phone call was placed to Ashish Bali. Kul inform him that he was elected to the Board and has been appointed to the Finance and Compensation Committee. Ashish said that he looked forward to serving and accepted the committee appointment.

Ernie moved that, given the dedicated work that the Regional Coordinators are doing, the Board express its formal appreciation to the Regional Coordinators for their work to end poverty. Willie seconded. Motion passed. Beth will share with the Regional Coordinators.

The Board discussed the need for a clear path for Anti Oppression complaints from volunteers. It was confirmed that they should go to the Grassroots staff.

Agenda Item 17: Adjournment

Chair Kul Gautam adjourned the meeting at 2:11 p.m. ET