



RESULTS and RESULTS Educational Fund

Boards of Directors Meeting

Minutes of the June 24 & 29, 2020 meeting (Approved 2021.02.17)

Due to travel and meeting restrictions, the June 2020 board meeting was held virtually over the organization's Zoom platform taking place in two parts, each from 6:45 until 10pm Eastern US time.

Part 1 – June 24, 2020

Attending: Kul Gautam (Chair), Jan Twombly (Treasurer), Qiana Torregano (Secretary), Pankaj Agarwal, S. Ashish Bali, Lily Callaway, Joanne Carter (ex officio), Sam Daley-Harris, Roger Hudson, Scott Leckman, Ernie Loevinsohn, Lindsay Saunders, Maxine Thomas

Convening and Opening remarks from the Chair 6:45pm Eastern US time.

VOTE: approval of the Consent Agenda. Motion to approve the consent agenda received from Scott Leckman. Second by Ashish Bali. Unanimously approved the consent agenda including the following items:

- Approve Meeting Agenda
- Approve Minutes for February 8-9, 2020
- Approve EC Minutes for March 26, 2020
- Approve EC Minutes for May 21, 2020
- Approve EC Minutes for June 10, 2020

ED Report:

- Reviewed impacts of COVID at a macro level
- Reviewed recent action and advances in key areas including:
 - *Strategic Planning:* noted work done on scoping long term trajectory; emerging themes on equity and having transformational impact; developing and refining goals with in the 5 focus areas
 - *40th Anniversary & the IC* including highest registration count ever, strong participation throughout the sessions, presence of 40th anniversary theme in prominent places throughout the agenda, strong showing even mid-way through advocacy week.
 - *GR Impact:* Appropriations success, sign-on letters at record-setting levels
 - *Outreach & Recruitment:* 581 inquires since January. 167 joined orientations. 127 have joined a group
 - *Development & Philanthropy:* Barb joining, Gates renewal, ECF, Critical renewals in US Poverty plus modest expansion of funding
 - *Strengthening Management Structures:* normalized rhythm of the ET. Defined role in setting longer-term vision and ambition. Stepping up to role on managing risk.

Campaigns:

- Reviewed Impacts of COVID-19 on poverty.
- Initial Responses and opportunities
 - GR support/training for virtual advocacy
 - US Poverty Response: emergency rental assistance, moratorium on evictions, SNAP
 - Global Poverty Response: Supplemental funding for trusted multi-laterals; nutrition
- Medium/Longer Term Responses
 - Organizing and Advocacy Campaign: building on lessons from 2016 and 2018; Post-election recruitment; First 100 Days of new Congress
 - Global Poverty: Equitable Primary Health Care as driver of COVID response; COVID-19 Vaccination opportunities
 - US Poverty: Refundable tax credit; SNAP

Finance & Admin:

- Reviewed current FY picture noting expenses are expected to be well under budget while UR revenue is expected to exceed budget. While indirect expected to be short, shortfall is expected to be almost exactly offset by federal employee retention credits during COVID-19. Expect to exceed target of \$50k surplus.

- Reviewed upcoming risk factors for the org including FY21 revenue and expected uncertainties due to COVID-19 impacts. Noted also the anticipated reductions from Gates and Wellspring which would affect FY22 and following (but not FY21), future choices and tradeoffs within financial constraints, and ongoing risk management work.
- Flagged an important and ongoing aim of investing in ourselves – building the organizational infrastructure to support the kind of transformational goal setting being encouraged in the strategic planning process. Drew the connection between shoring up this infrastructure and organizational impact in the world.
- Covered operational constraints such as having capacity to support better financial management and modeling, knowledge management and analysis, anti-oppression, and marketing.

GR Board Member updates: Election for two seats. 5 Candidates running. Staff will support promoting voting. Voting ends night of July 18.

Part 2 – June 29, 2020

Convening and recap from the Chair

Attending: Kul Gautam (Chair), Jan Twombly (Treasurer), Qiana Torregano (Secretary), Pankaj Agarwal, S. Ashish Bali, Lily Callaway, Joanne Carter (ex officio), Sam Daley-Harris, Roger Hudson, Scott Leckman, Ernie Loevinsohn, Lindsay Saunders, Maxine Thomas

Fundraising:

- Kul thanked Mea and Jesse serving in interim roles and welcomed Barb in her role. Issued a challenge to the organization to find and begin to cultivate a funder for our US Poverty Policy work that would be of similar magnitude to the partnership we have with Gates for our international policy work
- Reviewed industry trends that reveal opportunities or potential challenges for RESULTS
 - Philanthropic community sees this moment as one calling for rapid response to acute need but also reimagining rather than rebuilding. Giving in response to COVID-19 has totaled more than \$11.5 billion through mid-June – articulating the close linkage of our work to COVID-19 and beyond will be important.
 - Like us, many orgs in this moment are seeing foundation grants as a key stabilizing factor in their budgets
 - Reviewed potential opportunities and risks stemming from COVID-19 on segments of donor base
 - Noted important opportunities donor segments that would be new to RESULTS
 - Pointed to significant resources being channeled to RESULTS-priority areas: A key 50 funders gave toward SDG-aligned causes totaling \$42 billion between 200-2016
 - Foundations indicate influencing public policy is critically important but seem hesitant to engage because of lobbying concerns – opportunity to support/inform foundations on how to navigate this.
- Outlined a set of key priorities including among them:
 - Map the landscape of potential prospects (individuals and foundations) with affinity for our mission and who are capable of making large-scale gifts/grants
 - Understand how programs that are using flexible (unrestricted) funding could be supported through other (or restricted) funding sources
 - Making the case to new funders about opportunities across our program areas and where gaps exist between resource levels and ambitions
 - Enlist consultant to work with executive team to create shared frame of reference for fund development; foster culture of philanthropy throughout organization
 - Craft next iteration of a development plan including a comprehensive set of activities, delivered by a consolidated team, that can be successful in diversifying our donor base, attracting more large-scale gifts/grants and growing revenue

Strategic Plan development Plan:

- Reviewed the plan and our current placement along that timeline (about 2wks behind but noting that July built in cushion so anticipated to catch up)
- Reviewed generally the scope and direction of each focus area (not actual content yet)
- Linked next steps to the board request for a visioning/strategy meeting or set of meetings – date range set for last of July and middle week of September
 - Develop a set of framing questions to help facilitate the session and discussion.

- Strong support and encouragement to maintain view to being ambitious – to acknowledge where funding gaps are obstacles but to not let these determine the vision but rather be factors in what we need to overcome to achieve the vision.

Anti-Oppression:

- Maxine provided updates on AO Council.
- Meredith reviewed AO audit steps and progress.

Board Governance:

- Discussed addition of new board members under consideration
- Landed on holding for now in order to
 - Conduct a self-assessment about roles, skills, and resources board members currently have “covered”
 - Develop a prospect list of potential invitees to the board and the council of advisors that would better strengthen our engagement with the philanthropic community

All other Business:

- Next meeting date ranges
- Review of meeting action items

Meeting Adjourned 10pm.