LETTER
From the Board Chair and Executive Director

Dear friends,

“I believe in our collective power, and I believe in RESULTS. We may not win every battle, but we will stand up for what’s right. We will raise our voices, and we will be heard.”

That’s what RESULTS volunteer Yara Slaton said at the end of 2016. Thinking about Yara — and the hundreds of RESULTS volunteers with her same indomitable spirit — we’re reminded of why our work matters so much in this moment. And that spirit has given RESULTS its power for decades. It’s our dedicated advocates like Yara who are standing up for what’s right, building bridges, and working across the political spectrum to push us closer to our shared goal of the end of poverty.

Since our founding in 1980, RESULTS and RESULTS Educational Fund have grown to include a team of researchers, policy experts, and partners on five continents. But our committed volunteer advocates remain our heart and soul. They are the ones meeting with their members of Congress, getting published in the media, and mobilizing their communities. They are the ones driving change on Capitol Hill — and impacting millions of lives across the country and around the world.

In these pages you’ll read about our work last year to push for a more equitable U.S. tax code, fend off threats to anti-poverty programs, secure quality education for millions of children, and work toward the end of diseases of poverty. You’ll see that in 2016, our advocates didn’t let anything stop them. They met almost 700 times with congressional offices, published nearly 600 pieces of media, helped advance transformational pieces of legislation, and much more.

Just one of their many successes last year was helping write the latest chapter in the fight against AIDS, tuberculosis, and malaria, some of the world’s leading killers and biggest drivers of poverty. Today as we face cosmic political shifts and an onslaught of new threats to our work, the history of this particular fight has new resonance.

Only fifteen years ago, the world was facing the horror and injustice of an exploding global AIDS epidemic, and cases of TB and malaria were rampant. It was such an acute global crisis that many doubted that these epidemics could even be slowed, much less stopped. Fast forward to today, and we see astonishing progress. Massively scaled up access to treatment means that HIV is no longer a death sentence, but a chronic disease. Aggressive access to malaria bed nets, better diagnostics, and treatment has reduced malaria deaths by two-thirds or more in many countries. Tens of millions more people are alive and healthy who otherwise wouldn’t be. And while the progress is still uneven and much work remains, the world is now within reach of the end of these epidemics altogether.

What if world leaders and advocates had thrown up their hands in 2002 because the obstacles seemed too great? Looking to the future, we may not win every fight, but we will have already lost if we lose ambition and a vision for what’s possible.

We will keep fighting for economic opportunity, education, health, and nutrition for everyone. We will keep raising our voices. We will keep building our movement. And together, we will create an equitable world that leaves no one behind.

Your support makes it all possible.

Kul Chandra Gautam
Board Chair, RESULTS and RESULTS Educational Fund

Dr. Joanne Carter
Executive Director, RESULTS and RESULTS Educational Fund
WHAT WE ARE

What We Do
RESULTS and RESULTS Educational Fund support a movement of passionate, committed everyday people who use their voices to influence political decisions that will bring an end to poverty.

Volunteers receive training, support, and inspiration to become skilled advocates. In time, they learn to effectively guide policymakers towards decisions that improve access to education, health, and economic opportunity.

With every hour of their time, volunteers multiply their impact through the enormous power of advocacy — whether it’s helping change policy to support millions of families to put food on the table or helping raise billions of dollars for the world’s most vulnerable children.

Backed by in-depth research and the legislative expertise of staff, RESULTS advocates realize the incredible power they possess to use their voices to change the world.

Our Structure
RESULTS Educational Fund, a nonprofit 501(c)(3) organization
- Performs cutting-edge research and oversight
- Educates and mobilizes the public, policymakers, and the media
- Supports powerful citizenship by training volunteers in public speaking, generating media, and educating their communities and elected officials on issues of poverty

RESULTS, Inc., a nonprofit, grassroots advocacy 501(c)(4) organization
- Pushes for specific policies and legislation to address poverty
- Empowers people to become voices for the end of poverty through grassroots advocacy

RESULTS Educational Fund also houses the secretariat of a powerful international partnership:
ACTION is a partnership of locally-rooted organizations around the world that advocate for lifesaving care for millions of people who are threatened by preventable diseases. Across five continents, ACTION works to increase investments and build political support for global health.

www.action.org
“We Have to Look at the Bigger Picture”

It was 2 p.m. on a balmy Friday in New Orleans, and Qiana Torregano was preparing to be interviewed by a local television station. She had already been on her feet for about six hours, sprinting from classroom to classroom at the school where she is a “master teacher” providing training, mentoring, and support for other teachers.

Sitting in front of a television camera in the school cafeteria, she talked about a program she created to train students on the reading, writing, and critical thinking skills they would need to pass important standardized tests.

“I provide a platform for students to research and write about issues that impact their communities,” Qiana said. “What better way to motivate a child to write than to get them to think about things that really affect them personally?”

The program, called Writers on the Rise, was inspired by her work as a RESULTS advocate and Expert on Poverty.

“RESULTS gave me the framework to broaden my advocacy work,” she said later, adding that she always tells her students (who attend the program voluntarily outside of school hours) about what it’s like to be an advocate.

“The kids say, ‘Wow, you go to Capitol Hill!’ The kids feel like they are doing something to protect their own lives,” she said.

Qiana was born and raised in New Orleans, in an area called the 9th Ward. Her parents were educated and worked hard. It wasn’t until she was about 12 that she realized her family was living in poverty. Their situation became so serious that there were periods of homelessness, house-hopping, and a general sense of instability. Education became her solace, and her high grades earned her a place in an elite summer program called Summerbridge, which she said changed her life. But her experience there also made her question why she had access to this special program when so many others didn’t.

“I feel like I’m responding to a need, that this is what I was put here to do.”

Qiana pointed out that at RESULTS, “we fight all year long to protect and defend programs like SNAP, formerly known as food stamps. But people here, including many kids at this school, won’t find out about threats to these programs until SNAP is cut,” she said. And that’s why, as a former SNAP recipient herself, she’s so committed to raising her own voice, and supporting her students to do the same.

“The kids say, ‘Wow, you go to Capitol Hill!’ I tell them about members of Congress, and how it’s their right to talk to them about issues affecting their lives. I tell the kids, ‘You can write a letter or make a phone call, but I get to go meet with them face-to-face because of this group called RESULTS!’ Just telling them about all this gets such a big reaction,” Qiana said. “I ask what is plaguing their community — if you had the opportunity to talk to someone with the power to change policy, change laws, what would you say?”

After the students do the research and decide what they want to write about, they compose letters that Qiana takes with her when she goes to meet with her members of Congress on Capitol Hill.

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ON THE ROAD

with RESULTS

After several days on the road together, Thokozile Phiri Nhonto and Crickett Nicovich were a few minutes late for their meeting at a newspaper in Salina, Kansas. When they walked in, four RESULTS volunteers were already there, telling the head of the editorial board — along with the paper’s deputy editor, a reporter and a photographer — all about the Global Fund to Fight AIDS, Tuberculosis and Malaria.

Crickett, Senior Advisor on Global Policy and Government Affairs at RESULTS, wasn’t surprised. RESULTS volunteers were an integral part of this media tour, and set up the meeting at the Salina Journal themselves. They talked about how crucial it was for the Global Fund to have the resources it needs to keep fighting all three epidemics — and how that would only happen if the United States and world leaders stepped up their investments at the upcoming pledging conference.

While many of the RESULTS volunteers at the meeting had personal reasons for getting involved in advocacy work, none could illustrate the urgency of the Global Fund’s work better than Thoko, who grew up in Malawi and founded a non-profit there focused on TB/HIV advocacy.

She told the newspaper’s staff about losing her father to TB and HIV when she was a girl. Her mother, younger sister, and younger brother all learned they were HIV positive shortly afterwards. While Thoko is not HIV positive, she battled a severe TB infection at age 15.

“Thoko’s story appeared on the front page of the Salina Journal. It was precisely what Thoko and the RESULTS group in Kansas had been hoping for: prominent local coverage that was likely to get the attention of lawmakers in Washington, and mobilize their communities to push for change. With their powerful platform, the Experts influence policy on Capitol Hill while also challenging harmful misconceptions about people who live in poverty.

Experts on Poverty

Qiana is part of a diverse team of advocates from all across the country who use their firsthand experiences of poverty to push for more effective government policies to support low-income Americans. All the Experts have personal experience with SNAP (formerly known as food stamps), tax credits, or other federal programs that help millions of Americans make ends meet.

The Experts on Poverty come together to advocate directly with members of Congress, publish media, and support low-income students. They are working very hard.

But it’s a struggle.

And now, with a new administration and Congress in Washington, there are renewed threats to the anti-poverty programs that help many of her students and their families get by.

"It’s easy for students to lose hope and come to believe they deserve less in life. The entire educational system can be a barrier to success if not sufficiently supported by everyone involved," Qiana said. "But I refuse to watch this next generation become prisoners of their own minds."

While she has master’s degrees and a promising career, she still fears that one emergency could plunge her back into poverty. For Qiana — who refers to herself as a "child forgotten by the system" — being an advocate is about inspiring change and holding our elected leaders accountable.

"The people need to feel like they matter, that they can positively promote change and action," she said. "That is the power of advocacy, and advocacy is a skill children should learn and practice early. I feel like I’m responding to a need, that this is what I was put here to do."
fantastic at getting media and talking to local reporters, but working with someone who can explain how these programs affect them personally is often what moves reporters and editors to write,” Crickett said.

As Thoko and RESULTS staff crisscrossed the country on a whirlwind tour of eight states, RESULTS volunteers worked hard to secure dozens of meetings. In Kansas alone, volunteers booked meetings at newspapers in five different cities.

Meanwhile, RESULTS volunteers all across the country were publishing their own media and pushing their members of Congress to weigh in in support of the Global Fund.

“The relationship with the grassroots volunteers has been incredible. It’s like a family — and they are on top of their game,” Thoko said.

Securing the new U.S. pledge was just the latest step in over 15 years of advocacy on the Global Fund by RESULTS volunteers. Almost 2,000 pieces of media and hundreds of meetings with members of Congress has helped drive U.S. investment in this powerful tool against some of the world’s biggest killer epidemics, helping save over 22 million lives.

Thoko said she came to join RESULTS volunteers in the U.S. because she believes in the power of advocacy — that only with political attention and investment will we end these epidemics.

“Change happens when this becomes a story that people can relate to,” Thoko said. “They start to see the issue in a new way. It’s all about humanity and solidarity.”

Thoko first connected with RESULTS volunteers through ACTION, the partnership of locally-rooted global health advocacy organizations that includes RESULTS Educational Fund. As Thoko and local volunteers pushed for U.S. support for the Global Fund, ACTION partners worldwide were pushing their governments to do the same. Building on years of advocacy together, ACTION’s global campaign, coordinated by the partnership’s Secretariat team at RESULTS Educational Fund, helped make sure the Global Fund achieved its funding goal.

While ACTION has a formal presence in eleven countries, its reach and impact stretches across the globe through a network of civil society organizations, grassroots volunteers, political champions, patient advocates, health workers, and community leaders. Together they’re focused on ending the TB epidemic, undernutrition, and the preventable deaths of children, with a vision of a world where all people have equitable access to health.

ACTION partners helped to secure over $9.8 billion of the nearly $13 billion pledged to the Global Fund in 2016. As importantly, now their advocacy and accountability work is making sure that those pledges get delivered and are spent effectively.
The Right to Education Index (RTEI) was born. For the pilot year in 2015, they sent out an open call for applications. Fifteen civil society organizations from all over the world applied for five slots. Just one year later, they received 82 applications for 15 slots. “It’s very demand-driven, which we really appreciate about this project,” said Ally Krupar, Senior Associate for RTEI. She manages RTEI partnerships and the questionnaire, constantly fine-tuning it and adjusting the methodology.

With the support of RESULTS Educational Fund, organizations around the world are turning the 2016 findings into an advocacy tool. Each of RTEI’s five current advocacy partners — organizations in Honduras, Indonesia, Palestine, Tanzania, and Zimbabwe — are working on projects ranging from abolishing corporal punishment in schools to promoting education for girls and children with disabilities.

For Tony and Ally, this is only the beginning. “RTEI has the potential to revolutionize how citizens and governments monitor and uphold basic human rights.” The Right to Education Index (RTEI) was born. For the pilot year in 2015, they sent out an open call for applications. Fifteen civil society organizations from all over the world applied for five slots. Just one year later, they received 82 applications for 15 slots. “It’s very demand-driven, which we really appreciate about this project,” said Ally Krupar, Senior Associate for RTEI. She manages RTEI partnerships and the questionnaire, constantly fine-tuning it and adjusting the methodology.

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"There are no requirements or qualifications needed to raise your voice. I am a true believer in the African proverb: ‘If you want to go fast, go alone. If you want to go far, go together.’ When we work together and hold each other up, we are able to accomplish so much more."

— Rackel Nderi, RESULTS volunteer and 2016 REAL Change Fellow

"What drives me to stay involved with RESULTS is the feasibility of our goals and how working within the system is truly possible and effective. A representative democracy will not function without the feedback and engagement of those it represents."

— Michelle Tawil, RESULTS Atlanta

"I was inspired to become an advocate by all the work RESULTS does to save programs that I benefitted from as a child living in poverty. I love the fact that I could potentially help a struggling single mother or a hardworking family put a meal on the table."

— Andy Trujillo, RESULTS Expert on Poverty

"The amazing people who make up RESULTS motivated me to become an advocate. Their love for humanity and will to fight is an inspiration. They’ve shown me that there is incredible good in this world."

— Yaseer Khanani, RESULTS volunteer and 2016 REAL Change Fellow

"My children inspired me to become an advocate, and I became a RESULTS advocate because I was always told that I had a voice. I like that as an advocate, when we walk into an office or meet with a person, we are taken seriously. We are valid and important."

— Yolanda Gordon, RESULTS Expert on Poverty

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681
MEETINGS AT CONGRESSIONAL OFFICES

580
MEDIA HITS ACROSS THE COUNTRY

RESULTS GROUPS IN 46 STATES

BIGGEST INTERNATIONAL CONFERENCE EVER, WITH

600
ATTENDEES FROM 35 COUNTRIES
OUR SUPPORTERS

RESULTS volunteers are using their voices to change the world — thanks to YOUR SUPPORT. Our work is made possible by the generosity of private foundations, our dedicated volunteers, and individuals from all walks of life.

$25,000+
Anonymous (1)
David and Katie Bodrick
Mehul Gandhi
Israel Ellen Kempler and Ken Rosen
Fried and Courtney Steves

$10,000-$24,999
Nick Craig
Roger L. Hudson
Theodore Mose
Michal O’Connor
Susan Selbin
Thomas and Kathy Thatcher

$5,000-$9,999
Paul Hornick and Peggy Harvey
Oscar Lanz Iii
Scott Leckman
Martin Mann
Mary Martin
Alan and Ellen Newberg
Lynne E. Patalano
Lydia Pendley
S. Rees and J. Winge
William Reichardt
Rich and Reba Renner
John and Bille Rowles
Bob and Barbara Sample
Cynthia Tschamp and Kimball Halsey
Janice Twomby
Ginnie Voet

Pat Behenna
Diane Benjes
Phyllis Bjorkman
Hugh Boyle
Ted and Patricia Bruno
David Burns
Joanne Carter and Geoffrey Barron
Elizabeth Choy
Andrew and Susan Clarke
Liz Cerkno
Mark Coats and Peggy Stoll
Sam Dake-Harris
Don and Nancy Daniels
Karen and Bruce Davidson
Lois Dodson
Kathleen Duncan
George Durazzo, Jr.
Peter and Sharon Fiekowski
Jim Ford and Melinda Lightsey-Ford
Diane Friedman
Steven and Anne Gagne
Joan Gast
Kul Chandra Gautam
Karen and Anton Gielen
Frank Gilbert

Edgar Greville and Elaine Shell
Charles Gust and Lisa Lewis
Martha Kapniss and James Chapat
Jaqueline La Plant
David and Cindy Levin
Jan and Joy Linn
Laura Linn
Maud and Bill Lipscomb
Jennifer Long
Susan Lorence
Ivan and Marian Lydton
Frances Moore
Claudia Morgan
Ram Nagarakar
Gabrielle Napolitano
Suzanne Neumann-Martensson
Bill and Tari Nicholson
John Odenwelder and Nancy Noonan
Susan Oehser
Jeff Olson
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John Roberts
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Steven and Judy Scordino
Jeline and Alan Searle
Richard Segal

Kathryn Sherlock
Anne and Tom Singley
Neeladi Sinhababu
Richard A. Smiley
Gregory and Kathryn Solomon
Peter Stool and Karen Josephson
Peggi Sturm
Eloise Sutherland
Manisha and Gogan Toor
Victoria S. Treland
Susan Vanderberg
Matthew Wheeler
Martin and Madeline White
Paul and Beth Wilson
Paula Zwagerman

Foundations/Organizations
Anonymous (1)
Aeras Global TB Vaccine Foundation
Alliance to End Hunger
Arent Fox LLP
Atlas Service Corps Inc.
Bill & Melinda Gates Foundation
BRAC Microfinance
Carl Victor Page Memorial Fund
Center on Budget and Policy Priorities
Children’s Investment Fund Foundation
Conrad N. Hilton Foundation
Equality Network Foundation
Feeding America
Francis Beidler Foundation
International Civil Society Support Johnson & Johnson
Keating Family Foundation
Kohn’s Department Stores, Inc.
Meah Family Foundation
National TB Controllers Association
Open Society Foundations
Raptim Humanitarian Travel
Singing for Change Charitable Foundation Inc.
Stop TB Partnership
TB Alliance
The Annie and Henry Zarrow Foundation
The Annie E. Casey Foundation
The Anne and Henry Zarrow Foundation
The Annie E. Casey Foundation
The Gordon R. Irlam Charitable Foundation
The K Foundation
The Reed Family Donor Fund
The Williams Family Trust
The Williams Family Trust
Trickle Up Program
UpStart
US Fund for UNICEF
Wallace Genetic Foundation

“Working with RESULTS allows us to channel our frustration into positive action. The organization gives more to its volunteers and participants than we can ever give back. We feel joyful when we send our annual donation to RESULTS knowing that it is being transformed to do good in the world.”
— Ellen Kempler and Ken Rosen
2016 FINANCIALS

RESULTS and RESULTS Educational Fund

TOTAL BUDGET $12,448,658

RESULTS Educational Fund is a Four Star Charity! Charity Navigator is America's premier independent charity evaluator.

All figures are provisional, pending final auditor's report. The final auditor's report is available at www.results.org.
“When we work together and hold each other up, we are able to accomplish so much more.”
RESULTS
the power to end poverty

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