February 2017

RESULTS Global Poverty National Webinar *Appropriations*

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We will get started in just a few minutes.

Dr. Joanne Carter: Welcome to the Results February webinar. I want to welcome our new members. We have a new team in Iowa City.

The Iowa city folks met with all three of their congressional offices in late January. One of those meetings was with Senator Ernst. He had said no to the Reach Every Mother & Child Act last year, but after meeting with our Iowa City group, the aide said he was interested in the legislation and would bring it up to Ernst. The aide specifically commented on how prepared and professional the team was. This was only their second meeting with a congressional office, ever!

They focused a lot of attention on sharing their own personal stories of why this matter is important to them.

They are a fantastic example of our First 100 Days Strategy. We want them to take powerful action now and to build relationships so that it is an opportunity to move members from skeptics to allies or possibly even champions. We don't what to assume who our champions will be.

Ask the folks who are allies and ask them to be active champions. We need that in this moment.

It is so incredibly important for us to be ambitious. We need to hold out the vision and ambition in this moment. An example and reminder for me was the READ Act was the bill previously known as the Education For All Act passed the full House of Representatives soon after inauguration.

This is a very challenging moment, but we need ambition for what we can make possible. We need even greater bipartisan support to make this stuff happen!

Congress is hugely overwhelmed right now with phone calls, messages, and such. Their staff is swamped. Our ability to connect with members and staff and the ways to take powerful action on these issues is to act like a resource. It matters now more than ever.

Early in the next week the Congressional Management Foundation will release the most researched tests on constituents impact.

We will share this new data with you when it is available. It will be a powerful hook for media work. You have been doing a lot of great work on the issues and the advocacy moment. It will be a powerful tool for your outreach as well. Get face to face meetings with staff. We want to build those relationships.

There are millions more people ready to take action and are looking for people to show them how to be most effective. The news is full of overflowing town halls and protests. This is a much in a generation once in a lifetime movement to build the power of our network.

Someone asked me what keeps me up at night. It is not the challenges that we are facing, we know they are coming. There are challenges in the financial budget and such and the programs that we care about. There are challenges in a divided congress, as well. But the thing that keeps me up at night is the opportunity that we have with this organizing moment and how we can take full advantage of it. We can come out of this moment stronger. We want to think as creatively as possible so we can fully embrace that.

RESULTS has really helped prepare you for this moment to inspire and encourage others to take action. We are building a movement. Continue to be as creative as you have been and continue to be. Reach out proactively. Speak at gatherings. There were some in Albuquerque and they had an advocacy training. Let people know who you are and what RESULTS has to offer people.

We will be providing some new tools. Regular actions that would be coming out like twice a month will be genuinely powerful actions. It will be tools to engage more people that you can pass on to folks. You will share the best lessons for all the outreach programs you are doing. I really do believe that in a short amount of time we can have more action and we can build our network.

It will take bold outreach and it will help people see and experience the deep difference people make. The one on one connection can be a feeder to be building our groups. We come out of this challenging moment even stronger. We do the things necessary to end poverty by 2030.

Continue your bold work on moving members of Congress to be champions.

I will turn the call over to John Fawcett and our special guest, Marin Stein. Marin has been an incredible champion. Since the READ Act has moved forward, in a lot of ways it is because she has put her heart and soul in this effort. She has been an incredible resource for us. Welcome, Marin.

John Fawcett: Any question you ever wanted to ask or were afraid to ask about the appropriations, now will be your chance to do that. Marin Stein has worked with [Rep.] Nita Lowey. She worked for Senator Bill Nelson. And she also worked for [Sen.] Tom Lantos of California.

The appropriations process can be tricky. Things like sign on letters and asking their members to have more requests for speakers.

Marin Stein: Thank you for your kind words. What you have been doing for decades now is incredibly awesome. In democratic offices, every year when your advocates come in with a list of concrete asks it helps frame our conversation in terms of what is important and in our agenda.

As you all can interface with your members and other members to try to your constituents it will help.

When Ms. Lowey goes to bat, it helps to know she is backed up by you and other groups. It helps other members as well.

John Fawcett: Some requests have dollar figures. Robust funding is everyone's favorite catch phrase. What kinds of support really count? What are evidence or observations do you find in your staff?

Marin Stein: When a request letter comes in signed with republicans and democrats, it goes a long way. Making sure that they have bipartisan support is very important. If republicans will sign on to something without a dollar sign but will put their names on an account or issue area, then I would do that.

Concrete numbers do help. There is a tough budget time right now. It is hard to go above the president's request on some things. When groups pursue a higher level than we have done, then I understand why some requests are aspirational. I can't think of the last time I saw an account double between one year and the next.

In this climate, even level finding for the accounts that we all call near and dear to our heart.

John Fawcett: Yes, we have a challenging proposal from various parts of Congress. What is your take on the upcoming rotations cycle and the year?

We have a new chair for the now sub operations committee. You have strong bipartisan support here. What are some of the tried and true things that may still work? What has shifted since the election that we need to be aware of.

Marin Stein: We are operating under continuing resolution ‘til April. We may not get on to a ‘17 bill. I think anybody who says something concrete right now does not need I don't it what the projection will do.

My boss goes way back with Chairman Rogers. They were on the operations committee. Every chairman and ranking people will have issues that they help to prioritize.

I don't want to speak out of line here. She can keep finding for programs she cares about. Hopefully they can find common ground. Ms. Lowey work as hard as possible to work with as many people as she can.

John Fawcett: We can leave time for questions now. You can put a question in the chatbox. I think. We can get those.

Amanda Beals: You can push star 1 on your phone. If you are on the computer you can turn off audio.

David: This is David from the new Philadelphia group. This is for Marin. Yesterday I was confirming with our new congressman Dwight Evans. It looks like we will have face-to-face communication with the congressman. I asked if we might have a [?] than that since I’d know what the details are.

Marin Stein: We have our internal timeline for when we need to hear from groups. Our office allows us 3-4 weeks to purpose language, and build funding levels.

Marin Stein: Keep March 24th on the [books]. We are in flux right now so I can't give you the exact time.

Lynn: In the past, when we were in a different [?] of issues. We want to thank these guys. In the past, it used to be an easy way to mobilize other people in the community who had an interest in those issues.

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Marin Stein: Fortunately, having really robust relationships with your congressmen/congresswomen's staff may help that conversation a bit. The staff will alert when their boss is going to speak or sign off on something.

Lynn: You are right, thanks!

Marin Stein: Staff deal with emails as well. But I try to follow up with the group that requested it to begin with. It is case by case and it is a relationship driven system.

John Fawcett: Another question for Marin?

Male voice: There were changes last year. It is continue except for the following things. How does that work?

Marin Stein: When we were operating under continuing resolution either long or short, the resolution in congress can make anomalies. If the Department of Defense needs $10 million dollars for technology, then that is a concrete change that everyone can agree to. It can be put under a continuing resolution to slightly change the funding level.

They tend to be high ticket items and big picture changes. You need to make sure the agent is working in the way that they need to. It is a nuts and bolts change. In short term conditioned response's they are similar.

John Fawcett: Anomalies are one of those examples of even when things seem dire, it is still important to keep pushing and letting your representatives hear you. There have been anomalies on global health as well. It is not impossible.

I want to thank you for taking some time out of your Saturday to talk to our Grassroots. It is so important to have smart, strategic staff. Thank you for being on today!

Marin Stein: My pleasure. Thank you for all your work since it makes our work possible. We could not have gotten this far with this bill that Ms. Lowey has been introducing since 2004 and it passed the House for the first time this year. I can't thank you enough for being active in this issues. It really does make a huge difference.

John Fawcett: Thanks a lot, Marin.

We will keep talking more about appropriations and the actions we have coming up.

As Marin has described the appropriations is Congress's opportunity to weigh in on the life and death finding around education and AIDS, tuberculosis, and malaria. This is the process where Congress allocates the budget and makes those decisions.

Every single member of the House of Representatives has the opportunity to weigh in on this process. It starts with your outreach meeting. It gets translated into an input into a database where members of Congress fills out. It is sent out to the appropriations committee. They literally count how many members of congress have voiced support for particular issues. It influences the decisions that those members make and it bucks up our champions on those sub committees. It allows Representative Lowey to give it a voice.

We have materials available to help you with these appropriations request. First and foremost there is an appropriations action sheet. It walks through how to make an appropriations request to your member of congress. There is also an Advocacy Workshop Agenda. If you are tabling or inviting folks to join you in taking action, it is an agenda on how to set up doing that. It will be an additional tool to amplify this process.

For each of the issues we have prioritized, we have an additional background not that has more details on those issues. It says why now is an important moment to invest. Since there is a globalization partisan pledge coming up is an important reason to do this now. It also tells the story of a person in the community that is effected by this issue. Additionally, we have a laser talk that we will talk about on this call that will give you some practice and a short concise laser talk to deliver in support of these appropriations requests.

I know there is a lot going on right now. There is a lot going on in your news feed. Congress is being inundated with calls on a wide range of issues. In the midst of all that, we want to make sure that this relatively small part of the budget is life and death. We expect a challenging budget situation. We've faced this bad or worse in terms of the political current. We have demonstrated that whether it is the READ Act, or even our appropriations sign on letters, that we have the ability to build strong bipartisan stands on these issues.

It is about how the pie is sliced up, but we will also weigh in on the size of the pie. Now I will turn the call over to Amanda for the Grassroots Cafe

Amanda Beals: You guys are stuck with me today for the Grassroots Cafe. We want to give you some ideas and tools to put our work into action.

I want to start out by saying, you know the saying, "don't tell me what you value, show me your budget and I will tell you what you value." We want the United States budget to reflect the values that we hold and we want to make sure the programs to make a difference to get the money that they need.

We are well into the First 100 Days of the new Congress and administration. Have you met with your members of congress yet? We set goals at the beginning of the year to make sure that fighting poverty was a priority in their agenda. Face to face meetings are the most powerful thing you can do to influence congress.

Request those meetings and find a town hall you can attend to get in front of them. We want to be the people that are putting these issues in front of them so they have to think of them and act.

We have a new laser talk that will help you craft your message, no matter where it is being delivered. We have Alicia Stromberg to help us with that.

We have already seen a lot of stuff accomplished with what you have been doing so far. We have 18 groups. 21% of you have worked with legislators or their staff. We want to hear how it is going. Please report your lobby meetings. As an extra bonus, your group name will show up on our game board on the campaign page. The link to report your meetings are always at the bottom of the weekly update. Read it all the way to the end and you will find the link to report your meetings there.

As far as outreach goes, our groups mobilize in the community. We have nine groups that have participated in some sort of activity. Outreach is not just one category - it is anything you can do to mobilize, engage and get people into action.

We have had 17 media pieces. We are getting there. We need to ramp it up. Alicia, was that you that just called? Let's go back and do the laser talk. Thank you for sticking with us through that technical difficulty.

Alicia Stromberg: Sorry about that! The laser talk is a great tool to speak powerfully about our appropriations request in the follow up call to our congressional offices. I will read the laser talk out loud. The second time I will read it out loud and leave out key phrases. Think of the words that would fill in those gaps as you listen. The third time, I will want us to say it all together. After the webinar you can find it on the results website under global poverty issues.

For decades the United States has been a leader in fighting poverty. By working in partnership with developing nations, global poverty has been cut in half since 1990. We have more work to do since 16,000 kids under age 5 are still dying form preventable causes each day. By investing in effective programs through the appropriations process, we can make progress in this. Will the representative please include the following amounts? 900 million for maternal health. 450 million for bilateral tuberculosis control efforts. 1.74 billion for the global fund to fight aids and malaria. 925 million for basic education. I can send you more background information on each.

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Congrats everyone! We practiced a powerful tool. I hope knowing that a lot of us will speak out in these issues inspires you to take action.

Amanda Beals: Thank you so much Alicia. I will mute everyone to control the feedback. I will give you some updates on the actions you all have taken.

We need to ramp it up to make the most possible of this time. I want to put that in perspective for you. If we look at what happened last year, we made really fantastic things happen. We had $2.3 billion dollars to the global fund. We had the greatest number of signers on appropriations letters. That all happened with just 53% of groups meeting face to face with a representative and 70% getting a letter to the editor published.

Imagine if we were to ramp that up and meet the 100% goal. If we were to hit the community and move this momentum forward, imagine what we could be reflecting on next year should we make this happen. Let's get out there and do it! Now I want to welcome John Hornby to share an example of what his group had done to build on this momentum

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You guys might be wondering what happened with fundraising last year. We had a great year for fundraising. We had 40 grassroots groups participate in fundraisers. Five of them were first time fundraisers. We raised $62,000 dollars through friends and family and $170,000 through events you all put in and 10,000 in monthly donations initiated by you. It was the biggest year in Friends & Family fundraising ever. Thank you so much for those of you who participated in that.

We have some materials to help you in your 100 Days planning. We have a planning calendar to check out. You can see where campaigns fall for that. We have support material. We have everything from lobby meeting resources and we have recordings of all the trainings and webinars that we have done so far. If you want to catch up on any of that, you can find it on our website under the First 100 Days campaign page.

If you find people in your community who you want to introduce to results, our next introductory call is on Friday February 24, at 1:00 p.m. EST. You can have people register for that call on our website by clicking to get involved.

We also have two exciting webinars and trainings coming up for you that you may want to take advantage of as well. That is on making the most of town hall meetings. We talked about recess and getting together with your members of congress.

Then in March on the 15th, we will be hosting a webinar on how to create bipartisan support for our issues in our communities. We will give you extra support in how to make sure we can be a group that is making that bipartisan group in our community.

The International Conference is open [for registration]. We would love to see you there.

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The last thing I wanted to talk about here was that RESULTS is cosponsoring an HIV panel on the Hill on Valentine's Day. It is targeted for members of Congress and their staff but it is also open to the community. We encourage you to invite your members of Congress.

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Amanda Beals: [John, c]an you share with us what you have been doing in Washington to mobilize your community and bring more people on board with us?

John Hornby: Back in September, our group got an entire delegation sign up to President Obama. We got 10 senators and 2 representatives. We were motivated to see how we could get them involved. We put out a call to all the group leaders and we asked if they knew anybody in the third or fourth district. We came back with someone having a cousin in the Vancouver area. They made a phone call to the minister who was interested in social justice and she agreed to be part of it. Another person had a friend visiting who had a nephew who was also interested in social justice.

Beth Wilson put together emails and phone calls and got all those people together. She and Paul stopped by at a coffee shop to meet these three would be recruits. Because of the enthusiasm that Beth has, they agreed to be part of this commitment. It is important to get eye contact when you want commitment.

Next we studied a meeting with [Rep.] Jamie Herrera Beutler. Beth and I were both going to the Hill and we had the opportunity to meet with that representative. She would not agree to do that unless she had constituents present. We rehearsed what we would say and who would say it. Each of them got an opportunity to introduce themselves, and where they were from, as well as what they were interested in.

The representative had some concerns with the Reach Act. We sent her questions to a recruit. Then we responded assuaging the representative. Next we sent a letter to the editor and a thank you note. Finally, the pastor of the UCC church provided her space for an outreach meeting planned for mid-December.

I think we are going to move forward with getting a presence [for RESULTS] in the 3rd district. At the same time, we are doing some similar in the fourth district. We are striving to get 100% for all districts. If you have a district you are not represented in, recruit ahead of time and have them on the phone as you meet with the senator or representative for that area.

Amanda Beals: Thank you so much! It is so important to get people excited and engaged by inviting them to congressional meetings. Make sure that your group members might know people in the district that you can engage in action. That was a fabulous example of doing that. We are supporting our grassroots groups to learning how to expand. Please reach out to me at abeals@results.org.

That is the end of our call. I am hearing some background. I will mute you guys again. Thank you so much for joining us today. I will be sending out an email. Please email us back and let us know how is joining you in the room and how many people we had. You can unmute yourselves and say goodbye to everyone.

[End meeting.]