



2017 ANNUAL REPORT



TABLE OF CONTENTS

5

Letter

From the Board Chair and Executive Director

7

Who We Are

8

What Can You Accomplish in 100 Days?

10

Asia's Story

A Mom Fights for Medicaid

12

Experts On Poverty & The Moth

14

Rachel's Story

Finding a Powerful Platform in Advocacy

17

What's So Special About RESULTS?

Here's What Members of Congress Say

18

Our Supporters

21

2017 Financials

RESULTS and RESULTS Educational Fund

23

2017 Board of Directors

RESULTS and RESULTS Educational Fund



Dear Friends,

“If you’re looking to bolster participatory democracy in the United States today, you’d be hard pressed to find better guidance than the experiences of RESULTS’ volunteers.”

That’s what journalist David Bornstein wrote in the *New York Times* on July 4, 2017. A few weeks later, as if to perfectly illustrate his point, Asia Bijan-Thompson was on stage at the RESULTS International Conference speaking about the importance of Medicaid, which had saved her newborn’s life. But she didn’t stop there. Asia, along with hundreds of other RESULTS volunteers, went to Capitol Hill to urge members of Congress to vote against a Senate bill that would gut the program and leave millions without affordable healthcare.

Around the same time, Rachel Azanleko-Akouete, a RESULTS advocate and REAL Change Fellow, was pushing her member of Congress to sign a resolution in support of the Global Partnership for Education (GPE), which had an ambitious new plan to get 25 million more kids into school. It took persistence: meeting with him and his staff on Capitol Hill, following up repeatedly, and then publishing a letter-to-the-editor in her local paper, where he’d be sure to see it. The advocacy didn’t stop there, though. Because of the hard work of RESULTS volunteers like Rachel all over the country, Congress passed bipartisan global education legislation and made unprecedented investments in GPE.

We highlight these stories (which you’ll read more about in these pages) because Asia and Rachel represent the beating heart of this organization: our volunteer advocates. Despite the daily barrage of political noise, they are focused, seemingly indefatigable, and passionate about ending poverty. But they also understand that change sometimes comes in fits and starts. They know that the best antidote to frustration is action. They know that deep advocacy requires time and persistence.

In 2017, as we faced the most challenging political environment in recent memory, RESULTS volunteers harnessed the bipartisan relationships they’ve spent years developing on Capitol Hill. Along the way, they helped pass landmark legislation. They played a unique role in the national movement to protect Medicaid. They fought back millions of dollars in funding cuts to global poverty programs — and won some key increases. And much more.

As David Bornstein noted in his *New York Times* piece, RESULTS volunteers “are part of a story that is virtually absent from today’s national narrative: how ordinary people can still influence the government through persuasive moral arguments and tenacity.”

Our incredible network of volunteer advocates — from all walks of life, from every corner of the country — is growing stronger every day. Our global network of advocates, researchers, policy experts, and partners is now spread across five continents. We couldn’t be prouder of the work we are accomplishing together to create a more equitable country and world, where everyone has access to education, health, and economic opportunity.

We are grateful for your support.



Kul Chandra Gautam
Board Chair, RESULTS and
RESULTS Educational Fund



Dr. Joanne Carter
Executive Director, RESULTS and
RESULTS Educational Fund



WHO 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 policy makers 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, policy makers, 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 is also home to powerful international partnerships.

ACTION is a partnership of locally rooted, high-impact organizations in 12 countries that advocate for lifesaving care for millions of people who are threatened by preventable and treatable diseases. Across five continents, ACTION works to increase investments, improve policies, and build political support to address diseases of poverty and improve lives.

www.action.org

The Right to Education Index (RTEI) is a global accountability initiative designed to ensure that all people, no matter where they live, can enjoy their right to a quality education. RTEI works with civil society, research institutions, and governments to drive accountability and progress towards the right to education in countries all over the world.

www.rtei.org



WHAT CAN YOU ACCOMPLISH IN 100 DAYS?



ASK A RESULTS ADVOCATE

RESULTS kicked off 2017 with our **First 100 Days Campaign**, which challenged volunteer advocates to meet with their members of Congress in every corner of the country — from Omaha to Albuquerque, Fargo to Louisville — to help set the upcoming agenda for the new Congress and administration.

RESULTS advocates immediately swung into high gear, and when a White House budget proposal threatened to drastically cut critical anti-poverty programs around the world, they fought back. It worked. Not only did the draconian cuts fail in Congress, but key programs — including ones that help kids go to school and people get treatment for tuberculosis — actually saw *increases* in funding.

This early advocacy also set the stage for RESULTS volunteers to successfully push back against proposals that would have gutted Medicaid and left millions without affordable health care. (For more, see Asia's story on page 10).

All in all, during the First 100 Days Campaign of 2017, RESULTS volunteers secured 100 face-to-face meetings with members of Congress, and 200 more with congressional aides. On top of that, they published 300 pieces of media in just four short months!

The New York Times Shines a Light on RESULTS Advocacy

At RESULTS, we've long known that everyday people can become trailblazing advocates for change on Capitol Hill, across the country, and around the world — but in 2017, our country's paper of record took notice, too.

"If you're looking to bolster participatory democracy in the United States today, you'll be hard pressed to find better guidance than the experiences of RESULTS volunteers," wrote journalist David Bornstein in the *New York Times* on July 4, 2017.

RESULTS volunteers are part of a story that is virtually absent from today's national narrative: how ordinary people can still influence the government through persuasive moral arguments and tenacity. At a time when many Americans feel powerless to effect change — and some are deeply concerned about the health of their democracy — it's worth highlighting those instances when democracy actually works the way it's supposed to."

A big thank you to all of our incredible RESULTS advocates for reminding people everywhere that their voices matter and have power.

ASIA'S STORY

A Mom Fights for Medicaid

When Asia Bijan-Thompson's daughter was born 10 weeks premature, she was so tiny and fragile that she needed to stay in the neo-natal intensive care unit for an entire month. But in the midst of all the stress and uncertainty, there was one thing Asia didn't have to worry about: health insurance.

"My daughter is alive today because of Medicaid," said Asia, a RESULTS volunteer leader and Expert on Poverty, as she took the stage at the 2017 RESULTS International Conference.

Medicaid is a federal program that provides health insurance to nearly 70 million low-income people in the United States. But when the new administration and Congress came into power at the beginning of 2017, the program was immediately targeted for major cuts. As Asia told her story at the International Conference, a bill gutting Medicaid was headed for a vote in the Senate.

The threat was imminent — and personal. Asia didn't want anyone — not her kids, not anyone else's kids — to lose their ability to get the care they needed. People don't always realize, she said, the astronomical costs associated with a single hospital stay. Without insurance, her newborn's treatment would have added up to hundreds of thousands of dollars. There was no way she could have paid for it.

"It's unimaginable that anyone would have to weigh the life of their child against the cost of treatment," Asia said. "I can't advocate enough how important these programs are, and how important it is for us to strengthen and protect them."

After months of calls, letters, and op-eds, Asia and hundreds of her fellow advocates descended on Capitol Hill during the International Conference to urge lawmakers to protect Medicaid. Their voices joined an outpouring of opposition from all over the country and the Senate bill ultimately failed.

But harmful new proposals continued to crop up, and Asia knew she had to keep fighting back. She not only continued her own advocacy, but she also wanted to help others like her share their stories and become advocates.

Working in conjunction with staff at RESULTS Educational Fund, she organized trainings in her state on storytelling, media, and advocacy techniques. She then supported trainees to submit letters-to-the-editor and set up meetings with their own members of Congress.

Altogether, Asia and other Experts on Poverty trained almost 300 new advocates.

Despite the barrage of threats, Medicaid is still providing health coverage for millions. Asia can focus on being a full-time law student and mom instead of worrying about how she'll pay for doctor's visits and vaccinations for her two kids. But as other anti-poverty programs continue to come under attack, she knows her work isn't done.

"I'm an advocate because I know what it's like to feel silenced and afraid to speak up for my needs," Asia said. "I raise my voice to lead by example and to teach others that they can, too."

Experts on Poverty

Asia is part of a diverse team of advocates from all across the country who use their firsthand experience of poverty to push for more effective government policies to support low-income Americans. All the Experts have personal experience with Medicaid, SNAP (formerly known as food stamps), 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 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 & THE MOTH

RESULTS Educational Fund was thrilled to partner with [The Moth](#) for an exclusive storytelling workshop for our Experts on Poverty. In June 2017, 10 Experts travelled to New York City for an intensive two-day training that culminated in a riveting live performance.

[The Moth Community Program](#) promotes connection and visibility through the practice of personal storytelling. RESULTS Educational Fund was honored to join forces with The Moth to give our Experts on Poverty an even bigger platform to share their stories!

RACHEL'S STORY

Finding a Powerful Platform in Advocacy

The day that Rachel Azanleko-Akouete's letter-to-the-editor was published in her local newspaper, she forwarded the link to her congressman's office. While she had developed a good rapport with him and his staff during meetings on Capitol Hill a few months earlier, he still hadn't done what she and other RESULTS volunteers were asking: sign on to a resolution in support of the Global Partnership for Education (GPE).

But as soon as Rachel's letter was printed, her congressman, Rep. Mark Pocan (D-WI), signed on. Not long after that, he thanked her in a tweet, even quoting from a RESULTS blog post she had just written about her experience growing up in West Africa and why GPE is so important:

"It is OK to fail, but it is never OK to give up. Thank you, @rachel_azanleko, a local RESULTS REAL Change Fellow for taking the time to share your story, and underscore the importance of H. Res. 466, the Global Partnership for Education."

Not only had Rep. Pocan signed on to the GPE resolution and publicly thanked her on Twitter, but he also happened to highlight the one phrase that had guided her and pushed her to keep going throughout her life: It's OK to fail, but it's never OK to give up.

That's what her father had always said when Rachel was growing up in Togo, West Africa and later when the family immigrated to the United States when she was a teen. She should always keep trying, keep striving — education was the best way forward.

Rachel understood from an early age that lots of kids in Togo and other low-income countries were out of school because their parents couldn't afford the fees. She knew that her own parents were forced to stop going to school for that same reason. It was unjust, unfair, wrong. Why should certain kids have the opportunity to get an education, but not others?

As a RESULTS advocate and REAL Change Organizing and Advocacy Fellow, Rachel is working to make sure every kid, no matter where they live, has a chance to get the education they deserve. That's why the campaign to support GPE — and its ambitious plan to get 25 million more kids into school — had such special resonance for her.

"This campaign was so important to me because of my story and my parents' story," she said. "Education is so dear to my parents. They wanted to make sure that all of us children had a chance to reach our full potential in life."

While Rachel's father eventually built a successful construction business in Togo — allowing her and her siblings to get an education both in their home country and in the United States — her parents still deeply regret not being able to finish their own schooling. Rachel's education was an absolute priority, and she is now a nurse working towards a master's degree in public health at the University of Wisconsin-Madison.

Despite being busy with work and school, Rachel yearned for a platform to talk about (and act on) the issues that matter most to her. That's when she found RESULTS. She applied for the REAL Change Fellowship, was accepted, and flew to Washington, DC for the 2017 RESULTS International Conference. From the moment she arrived, she felt like she had finally found what she'd been looking for.

"I felt like I was in the right place," Rachel said. "It was powerful."

"This campaign was so important to me because of my story and my parents' story. Education is so dear to my parents. They wanted to make sure that all of us children had a chance to reach our full potential in life."



It was also her first time on Capitol Hill meeting with her members of Congress. She realized that as a constituent, her thoughts on policy — about health, education, economic opportunity — mattered. She was going to start speaking up whenever she could.

"I returned to Madison with a lot of motivation to be a very strong RESULTS advocate," she said.

After working on the GPE campaign for the last half of 2017 — calls, letters, tweets, meetings — Rachel was paying close attention as GPE held its financing conference in Dakar, Senegal. She was thrilled to learn that world leaders gathered there made the biggest ever global commitment to fund education.

While the U.S. showed up and voiced its support, it didn't make any new financial commitments that day. This was disappointing, but Rachel and her fellow RESULTS advocates still ultimately helped to secure an increase in the U.S. investment in GPE, and they plan to keep fighting in the years ahead to increase funding even further. How? Because final funding decisions fall to Congress. That's why building relationships with lawmakers is so important, Rachel said.

Rep. Pocan has gotten to know Rachel and her fellow advocates at RESULTS. When she needs his support again, she knows he will listen.

Isn't that what advocacy is all about?

What RESULTS Advocates Made Possible on Global Education in 2017

After a years-long push by RESULTS advocates across the country, the READ Act was finally signed into law. This landmark legislation will help millions of vulnerable children around the world access a quality education. The READ Act was one of the few substantive bipartisan bills to pass both the House and the Senate with overwhelming support in 2017.

Investments in GPE have swelled. Congress recently appropriated nearly \$90 million for GPE, more than double the annual funding from just a few years ago.

Support for global education reached unprecedented levels in Congress from both Democrats and Republicans because RESULTS volunteers wrote letters, made calls, built relationships, and took their message straight to Capitol Hill.

While Rachel and others were building support for education on Capitol Hill, volunteers with RESULTS in Canada, Australia, and the UK were doing the same with their own governments, resulting in significant new pledges for GPE. Together, they are working to make sure that every child, no matter where they live, has access to a quality education.



WHAT'S SO SPECIAL ABOUT RESULTS?

Here's What Members of Congress Say:

"RESULTS is the most effective advocate for global campaigns that I've seen in my 20 years working on Capitol Hill."

- David Jolly, former member of Congress (R-FL)

"We couldn't do anything on Capitol Hill without your hard work and your vision."

- Rep. Barbara Lee (D-CA)

"When you come to Washington, you have the facts, you have the enthusiasm and you make a difference. Never forget that."

- Rep. Nita Lowey (D-NY)

"It is your voices that truly can help shape the decisions that can bring an end to poverty."

- Sen. Susan Collins (R-ME)

"There is no brighter star in the sky than all of you at RESULTS. You work towards a goal that seems impossible: ending poverty. And you do it by leveraging all the forces of democracy and never giving up. I know that collectively, we can make it happen."

- Rep. Gwen Moore (D-WI)

"RESULTS has done amazing work for children here and abroad."

- Rep. Dave Joyce (R-OH)

2017: A Year of RESULTS

800+ 
MEDIA PIECES
PUBLISHED

800+ 
MEETINGS AT
CONGRESSIONAL
OFFICES



**RESULTS VOLUNTEERS
ARE NOW RAISING
THEIR VOICES IN
ALL 50 STATES**

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
Pankaj Agarwal and Sapna Mahwal
Peter and Sharon Fiekowsky
John Hatch
Gordon Irlam
Ellen Kempler and Ken Rosen

\$10,000-\$24,999

Nick Craig ✓
Roger L. Hudson ✓
Martha Karnopp and James Chaput ✓
Theodore Moser
Alan and Ellen Newberg ✓
Ken and Linda Schatz ✓
Fred and Courtney Steves
Peter Stoel and Karen Josephson ✓

\$2,500-\$9,999

Anonymous (6)
Roxanne and Ward Allen
Debbie and Hank Baskin
Pat Behenna
Paul and Kathy Brindle
Dixie Camp
Anne and Garry Child
Bill and Paula Clapp
Charles Gust and Lisa Lewis
John and Mary Hornby
Paul Hornick and Peggy Harvey

Oscar Lanzi III
Scott Leckman
David and Cindy Levin
Mary Martin
Michol O'Connor
Lydia Pendley
S. Rees and J. Winge
Rich and Reba Renner
Bob and Barbara Sample
Susan Selbin
Janice Twombly

\$1,000-\$2,499

Anonymous (5)
Jeannette Allen
Steve Andre and Diana Fertsch
Judy and Jim Arbogast
Steve Arnold and Veda Stanfield
Louisa Barkalow
Jillian Barron and Jonas Simonis
Susan and John Beckett
Phyllis Behlen and Benjamin Matthews
Diane Benjes
Elizabeth Biliske and Patrick Holmes
Phyllis Bjorkman
Ted and Patricia Bruno
David Burns
Mark Butler and Kelly Taylor
Diane and William Bylund
Kim Cagle and Timothy Mullin

Len and Phyllis Chorazy
Andrew and Susan Clarke
Liz Clerkin
Mark Coats and Peggy Stoll
Alexander Counts and Emily Wainwright
Baird Craft
Heide R. Craig
Sam Daley-Harris
Nancy and Tom Daly
Don and Nancy Daniels
Karen and Bruce Davidson
Suzanne Davis-Hornby
Lois Dodson
Kathleen Duncan
Jim Ford and Melinda Lightsey-Ford
Leon and Doris Galloway III
Nancy Gardiner
Kul Chandra Gautam
Karen and Anton Gielen
Frank Gilbert
Edgar Greville and Elaine Shell
Jim and Linda Hargrove
Laura Hart
Gail Hughes and James R. Jones
Jan and Joy Linn
Laura Linn
Maud and Bill Lipscomb
Ernest Loevinsohn
Jennifer Long
Ivan and Marian Lyddon

Leaders for Action ✓

In 2017, 10 generous donors stepped forward with gifts of \$10,000 each to help us create our \$100,000 Leaders for Action Matching Fund. As we faced a deluge of new threats to anti-poverty programs, our Leaders for Action provided vital resources and motivated others to support the incredible work of our advocates. *Leaders for Action donors are indicated with a checkmark in our donor list.*

Lori and Stephen Markowitz
Janis Medley and John Thorpe
Gwendolyn Miller
Frances Moore
Claudia Morgan
Ram Nagarajan
Gabrielle Napolitano
Bill and Tari Nicholson
Susan Oehser
Jeff Olson
Jeff and Marion Olson
Henry J. Oxnard
Lynne E. Patalano
Kelly Penrod and Michael Winters
Carolyn Prouty
Betsy Rice and Barry Allen
Martha Rogers
Amy Rossman and Christian Feuillet
Judy and David Schubert
Steven and Katya Scordino
Jerline and Alan Searle
Kathryn Sherlock
Anne and Tom Singley
Richard A. Smiley
Kathryn Smith
Gregory and Kathryn Solomon
Eloise Sutherland
Preston Thompson
Marc Tolo

Manisha and Gagan Toor
Cynthia Tschampl and Kimball Halsey
Susan Vanderberg
Ginnie Vogts
Eric Westberg and Rebecca Sullivan
Marty and Madeline White
Lynn Willmott
Paul and Beth Wilson
Paula Zwagerman

Foundations/Organizations

Anonymous (4)
1000 Days
Advocates for Development Assistance
Aeras Global TB Vaccine Foundation
The Anne and Henry Zarrow Foundation
The Annie E. Casey Foundation
Bill & Melinda Gates Foundation
BRAC Microfinance
Capital for Good
CaptionAccess
Center for American Progress Action Fund
Children's Investment Fund Foundation
CQ Roll Call

Digilink
Equality Network Foundation ✓
Francis Beidler Foundation
Glaser Progress Foundation
Global Partnership for Education
The Gordon R. Irlam Charitable Foundation
Keating Family Foundation ✓
National TB Controllers Association
Open Society Foundations
PATH
Power of Nutrition
Pritzker Children's Initiative
Prosperity Now
Raptim Humanitarian Travel
Results for Development
Rise Against Hunger
RTI International
Share Our Strength
Singing for Change Charitable Foundation, Inc.
Six Half Dozen
Stop TB Partnership
TB Alliance
Uplift
Wallace Genetic Foundation
Washington Court Hotel
The Williams Family Trust



FINANCIALS

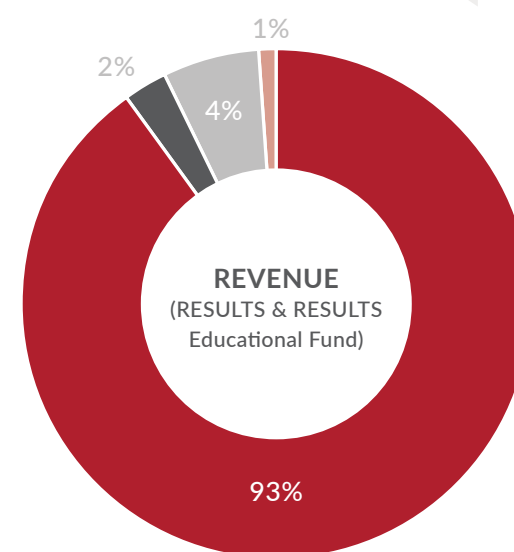
2017

RESULTS & RESULTS EDUCATIONAL FUND

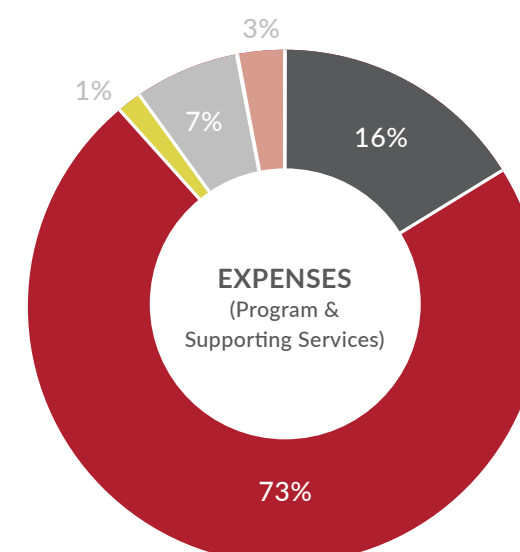
Annual Report Financials FY 2017

(partial year: January - September)

TOTAL BUDGET **\$10,902,439**



- Grants
(includes revenues released)
- Special Events
- Individual Contributions
- Other Income



- ACTION Global Health Partnership
- REF - Education and Advocacy to End Poverty
- Management & General
- Fundraising
- RESULTS Legislative Action to End Poverty



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.



BOARD OF DIRECTORS

2017

2017 BOARD OF DIRECTORS

Kul Gautam

Board Chair, RESULTS and
RESULTS Educational Fund
Former Deputy Executive Director, UNICEF

Joanne Carter

Ex Officio
Executive Director, RESULTS and
RESULTS Educational Fund

Sam Daley-Harris

Founder, RESULTS and
RESULTS Educational Fund

Ernie Loevinsohn

Issues Committee Chair
Executive Director, Fund for Global Health

Maxine Thomas

Grassroots Board Member

Jan Twombly

Treasurer
Finance and Audit Committee Chair
President, The Rhythm of Business

Beth Wilson

Secretary
Board Development Committee Chair
Grassroots Board Member

Steven McGee

Grassroots Board Member

Willie Dickerson

Grassroots Board Member

Pankaj Agarwal

Managing Director, ReCubed Consulting

Cynthia Changyit-Levin

Grassroots Board Member

Vanessa Garcia

Grassroots Board Member

Valerie Harper

Actress

Roger Hudson

Fundraising Committee Chair

Scott Leckman

M.D., F.A.C.S.

Marianne Williamson

Activist and Lecturer

Marian Wright Edelman

President, Children's Defense Fund

Professor Muhammad Yunus

Founder, Grameen Bank

All Board members are independent, voting members except for our executive director, Joanne Carter, a non-voting member and employee of RESULTS and RESULTS Educational Fund.



**YOUR VOICE
CAN CHANGE
THE WORLD**

RESULTS
the power to end poverty

**RESULTS and RESULTS
Educational Fund**

1101 15th St., NW
Suite 1200
Washington, DC 20005



@RESULTS_Tweets



/RESULTSEdFund



@voices4results

RESULTS: (202) 783-7100
RESULTS Educational Fund:
(202) 783-4800
Fax: (202) 466-1397
Email: results@results.org

WWW.RESULTS.ORG

Photo Credits:

Cover, 2, 9, 11, 20, 22, back cover | Tom Maguire
p.4, 6, 8, 12, 13, 15, 16 | Deborah Lash