

RESULTS and RESULTS Educational Fund

Board of Directors

Minutes – March 21 & 22, 2015

Board Members attending: Scott Leckman, Chair, Pankaj Agarwal, Cindy Changyit-Levin, Sam Daley-Harris, Vanessa Garcia, Kul Gautam, Roger Hudson, Patrick Hughes, Ernest Loevinsohn (second day), Lydia Pendley, Jan Twombly, Treasurer, Beth Wilson, Secretary

Staff attending: Joanne Carter, Executive Director, and during discussions related to their areas of responsibility: Mark Butler, Finance Director, Meredith Dodson, Director of Domestic (U.S.) Campaigns, Ken Patterson, Global Grassroots Manager, Larry Reed, Director of MSC (by phone), John Odenwelder, Director of Organizational Effectiveness, Colin Smith, Communications Director, Victoria Treland, Director of Program Development (by phone) and Jen Paprotna, Development Director (by phone)

Chair Dr. Scott Leckman called the meeting of the RESULTS and RESULTS Educational Fund Board of Directors to order at 12:07 p.m. E.T.

Agenda Item 1: Welcome

Scott Leckman welcomed everyone to the meeting, including a special welcome to our two new Board Members, Pankaj Agarwal and Roger Hudson. All members introduced themselves.

Agenda Item 2: Executive Director Report

Executive Director, Dr. Joanne Carter, provided an extensive report on the activities and progress of RESULTS and REF during 2014. In review:

- U.S. funding for global education continues to increase.
- The huge success at the Gavi Vaccine Alliance Pledging Conference was strongly influenced by RESULTS in the U.S. and partners around the world, with \$3.6B of the \$7.6B pledged being from countries in which RESULTS and ACTION partners were advocating. The U.S. pledge met our request of \$1B, thanks in large part to the work with our Members of Congress and the media.

- Our Domestic work continues on the Financial Security Credit, Earned Income Tax Credit (EITC), Child Care Tax Credit (CCTC) and Supplemental Nutrition Assistance Program (SNAP).
- ACTION is working with partners in 10 countries on five continents.
- Our grassroots efforts are increasing.
- Real Change is very successful and is a promising way to create more diversity and young people's engagement in RESULTS's work.

Agenda Item 3: Global and Domestic Campaigns and MCS

Larry Reed presented (by phone) an update on the Microcredit Campaign Summit.

- The next Summit will be held between October 2015 – March 2016.
- Conditional Cash Transfer is emerging as an effective social protection and poverty reduction strategy, especially when the funds transferred go into recipients' savings accounts.

John Fawcett reported on the 2015 Global Campaigns.

- RESULTS is developing and will be working to introduce and advance authorization legislation to increase the impact of U.S. foreign assistance for maternal child health (MCH) through greater focus, transparency and coordination. The purpose is to enshrine effective and accountable U.S.AID MCH work in Congressional legislation rather than leaving it up to the discretion of each administration.
- We will also be engaging in advocacy regarding nutrition programs, education, the Sustainable Development Goals and extending global capacity from early childhood education to secondary education, and the Global Fund.

Meredith Dodson reported on our Domestic work.

- RESULTS currently has thirty-five domestic chapters.
- We are continuing our 2014 campaigns on EITC, CCTC and SNAP into 2015.

Ken Patterson and Meredith Dodson reported on our expansion efforts as laid out in the strategic plan.

- We will meet our global expansion goals by 2016 and almost meet our domestic goals by that date.
- The Real Change program is our best expansion strategy.

Agenda Item 4: Strategic Plan

John Odenwelder reported on the 2016 – 2018 strategic planning process that is being planned and implemented.

Agenda Item 5: Proposed change(s) in Board Guidebook

To bring the Board Guidebook current, the following actions were taken:

Beth Wilson, Chair of the Board Development Committee, moved and Sam Daley-Harris seconded the follow: The last paragraph of section 3.8.1 regarding the functions of the Board Development Committee be revised to read as follows, “Under the overall guidance of the Executive Committee, the Board Development Committee is responsible for working with the Executive Committee to ensure that a succession plan for the Board chairperson is in place and is operationalized as appropriate.” Motion passed.

Roger Hudson, Chair of the Fundraising Committee, moved that the following text be adopted to describe the role and responsibility of the Fundraising Committee. Scott Leckman seconded the motion.

“3.8.8 Fundraising Committee Purpose: The Fundraising Committee is charged with contributing to the financial solvency of RESULTS Educational Fund and RESULTS, hereinafter referred to collectively as RESULTS, by: sustaining and increasing the level of charitable contributions to the organization(s) through a variety of means, including: personal donations; personal recruitment and cultivation of existing and new major donors; recruitment of potential additional Fundraising Committee members with appropriate resources and contacts; and coordination with staff and other Board members on those and related activities. The Fundraising Committee may also make recommendations to the Board on development and implementation of additional fundraising strategies, and enhancement of existing strategies and their execution.

Membership: The Committee should include non-Board members who are major donors and who are interested in helping recruit others to become major donors.

Authority and Scope of Activities: The Board grants the Committee, and its individual members, the authority and direction to engage in the following activities:

1. To maximize their own personal financial contributions to RESULTS;
2. To identify, recruit, and cultivate other potential major donors, individual and organizational, from their own circles of acquaintance and beyond;
3. To identify, recruit, and recommend major donors and others for appointment to the Fundraising Committee;
4. To engage in personal networking towards the end of identifying additional potential major donors, educating them, and obtaining their financial support for RESULTS;
5. To propose, organize, and assist with preparation of events or meetings by which to deepen relationships with and secure the financial support of identified major donors;
6. To inform themselves regarding other existing RESULTS fundraising activities, including group events, partner friends and family campaigns, legacy giving, major grant applications, and the like, and to make recommendations for the expansion or enhancement of such existing strategies, as well as to study, evaluate, and recommend other fundraising strategies which might be utilized, consistent with Board, staff, and partner capacities and available resources;
7. Such other duties as may be assigned.”

Sam Daley-Harris moved and Lydia Pendley seconded the following amendment to the motion: Change wording in the second line from “financial solvency” to “financial health”. The motion passed.

Pankaj Agarwal moved and Cindy Changyit-Levin seconded the following amendment to the motion: add to the following line in the first paragraph “including: personal donations; personal recruitment and cultivation of existing and new major donors” the word “upgrading” so that the entire phrase reads “including: personal donations; personal recruitment, cultivation and upgrading of existing and new major donors”. The motion passed.

The original motion passed as amended.

Kul Gautam moved and Sam Daley-Harris seconded a motion that all references to “he” in the entire document be changed to “he/she”. The motion passed.

Agenda Item 6: Approval of Officers and Committee Assignments

The slate of members for Board Officers were:

Dr. Scott Leckman – Chair

Jan Twombly – Treasurer

Beth Wilson – Secretary

Roger Hudson moved and Vanessa Garcia seconded election of the slate. The motion passed.

Scott Leckman provided his appointments to Board committees for 2015. Lydia Pendley moved and Vanessa Garcia seconded that they be accepted by the Board. The motion passed.

Agenda Item 7: Reelection of Board Members

Beth Wilson moved and Vanessa Garcia seconded that each of the following Board Members be reelected for another term: Kul Gautam, Patrick Hughes, Ernest Loevinsohn and Muhammad Yunus. The motion passed.

Agenda Item 8: Board Development Committee Report

Beth Wilson, Chair of the Board Development Committee (BDC), reported that the BDC has prepared a Board meeting self-assessment survey form for Board Members to complete following each Board meeting. It was distributed in paper and digital form to Board members on the second day of the meeting.

Beth also reported that following a close review of the BDC section of the Board Guidebook, she has prepared a workplan for the BDC which will be revised and used to guide the work of the BDC for the next several years.

Agenda Item 9: Development Report

Victoria Treland joined us by phone regarding our financial resource development.

The meeting was adjourned at 6:00 p.m. and reconvened on Sunday, March 22 at 10:10 a.m.

Agenda Item 10: Marketing Committee

Pankaj Agarwal, Chair of the Marketing Committee (MC), reported that the MC is considering three objectives:

1. Acquire, obtain and upgrade the participation of stakeholders;
2. Hold staff accountable; and
3. Connect marketing staff with external expertise.

Colin Smith, Communications Director, reported on the work with Leagas/Delaney (L/D), the marketing consulting firm with which RESULTS has contracted.

Agenda Item 11: Finance, Audit & Compensation Committee

Jan Twombly, Chair of the Finance, Audit & Compensation Committee, reported that we had a very good year in 2014. The Finance Committee reviews the financial performance of RESULTS quarterly and organized the audit. The 2013 audit was very good. The 2014 audit is scheduled for May 2015. The financial management of the organization is very strong and becoming even stronger.

Agenda Item 12: Issues Committee

Ernie Loevinsohn, Chair of the Issues Committee, led a discussion regarding the issues that RESULTS could be addressing in the coming years. All confirmed that the work of the Issues Committee should inform the strategic planning process.

Agenda Item 13: Bylaws Committee

Lydia Pendley, Chair of the Bylaws Committee, reminded us that the Bylaws for RESULTS were adopted at the last Board Meeting in June 2014. The Bylaw revisions for RESULTS Educational Fund are not ready to adopt. They will be presented at the next Board meeting in July 2015.

Agenda Item 14: Fundraising Committee

Roger Hudson, Chair of the Fundraising Committee, and Jen Paprotna, Development Manager, reported that they would like to change the description of the role of the Fundraising Committee that was added to the Board Guidelines Manual to reflect the fact that the work of the Committee is to help all members of the Board raise money, not to do it only by the Committee and its members.

Board members were encouraged to submit their pledge forms. Roger asked the Board members to suggest names to him of individuals who are not Board members who could be good members of the Fundraising Committee for donor recruitment purposes. Jen thanked everyone for their participation in organizational fundraising.

Jen encouraged all Board members to attend the 35th Anniversary Gala on Wednesday, July 22nd, the day after the IC in Washington, D.C. Muhammad Yunus will be keynoting the event.

Agenda Item 14: Decision of date of July Board and Executive Committee Meetings

The Board decided that the next Board meeting will be held on Wednesday, July 22nd and the Executive Committee meeting will be on morning of Saturday, July 18th.

The meeting of the Board was adjourned at 1:00 p.m.

Meeting minutes provided by Beth Wilson, Board Secretary.