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RESULTS International (Australia) Reports for 2011 Annual General Meeting, 18 May 2011

President and National Manager Report 2010

Leadership and moving forward in 2010

In 2010, despite the bleak global outlook and the ongoing fallout of the global financial crisis, RESULTS International (Australia) continued with our persistent grassroots advocacy efforts, yielding some extraordinary achievements.

2010 represented a year in which to self-reflect, consolidate and focus on rebuilding toward a stronger viable future for our organisation, and our effectiveness in generating the end of poverty in our lifetime.

In doing that, we reevaluated how we go about administrating the 'business' of RESULTS. We began work from an office, the first time we have succeeded in doing that in 15 years. Our National Manager and Funding Coordinator were salaried and we generated income to fund our work of around \$100,000 that was generously provided by our members, donors and corporate sponsors including VMAC and Eli Lilly, as well as, strong support from our Hobart members to generate the largest fundraising effort in our history.

We changed our name and updated our constitution, along with new branding, stationery, banners and a website. We secured grant funding from the RESULTS US for our participation in the UN Health Conference workshop and Education for All research.

Leadership was a theme throughout 2010 and this was exemplified by a strong and effective committee team and importantly by honouring one of our chief parliamentarian advocates, Bob McMullan, who has been inspirational and key in providing the parliamentary leadership for generating the *political* will to end poverty. Senator Clare Moore spoke in Parliament in March on World TB Day and a motion on the Global Fund was moved in November, these actions being nurtured and encouraged by our citizenry.

Our campaigns in 2010 did not all produce the desired outcomes we wished for, however, we ensured that the campaigns we championed, increased in contributions and moved in the direction that was called for. We had partial success regarding Australia's contribution to the Global Fund to fight AIDS, Tuberculosis and Malaria (\$210 million which represented a 55% increase but not the full increase we sought). The Debt2Health agreement through the Global Fund was finalised

resulting in \$37.5 million over 5 years to combat tuberculosis in Indonesia as well as \$75 million of their debt to Australia being cancelled. 2010 saw the launch of Australia's first ever aid strategy relating to microfinance with funding steadily increasing (up from \$16.5 million in 2009-10 to a predicted \$21 million in 2010-11).

It is very apparent that all our achievements are sourced from our grassroots. The mums and dads, the friends, the students, the retired, the people, who just want to make a difference to the world in their own quiet way. That is and will continue to be the source of power for RESULTS. We had 3 new groups join us this year in Launceston, Burnie and Brisbane and our membership doubled. We had countless letters written to our MP's and numerous MP's visited. 26 letters to the editor were published, 23 online comments were printed, 1 television piece, 1 newspaper article and 3 radio interviews. We worked in partnership with other non government organisations on the Global Fund replenishment campaign and aid budget and aid review submissions. Our Canberra lobbying trip (March 2010) had 8 delegates, we co hosted two pre election forums (Warringah – Tony Abbot's electorate and Denison in Tasmania). We met with the Australian Executive Director of the World Bank in Washington and held a highly successful workshop on "Women and Tuberculosis" at the UN Health Conference (August 2010). Two RESULTS delegates were sponsored to attend the annual Advocacy to Control Tuberculosis Internationally (ACTION) meetings in the UK and we were invited to participate in research for "Education for All" and in an Australian coalition. We held our first National Conference in over two years for members with international expert guest speakers and held an entertaining and rewarding fund raising dinner.

All in all, 2010 was a full year, driven by our volunteer membership. On behalf of RESULTS International (Australia) we thank you for your enormous contribution, your spirit, your generosity and your hard work in creating such outstanding advocacy achievements. We thank those who have supported and continue to support RESULTS over many years and to those who lead local RESULTS groups around Australia.

And lastly, we wish to thank the 2010 Executive Committee for continuing to provide the management and leadership to the organization.



**Maree Nutt,
National Manager
28 April 2011**



**Aldo King
President
28 April 2011**

RESEARCH AND ADVOCACY COORDINATOR'S REPORT 2010

RESULTS International (Australia)'s work on advocacy in 2010 involved greater successes and opportunities, and also some greater challenges and complications, than in previous years.

The successes (outlined in more detail in the next section) below were:

- Having the Australian Government release its microfinance strategy *Financial Services for the Poor* in March 2010.
- The conclusion of the agreement between Australia and Indonesia for the Debt2Health Swap in July 2010.
- Running a successful seminar on Women and TB at the United Nations Health Conference in Melbourne in August 2010.
- Having the Australian Government announce an increase in its contribution to the Global Fund to Fight AIDS, TB and Malaria in October 2010 (although the increase was less than RESULTS had been seeking, so we would describe this announcement as a partial success).

The challenges were:

- The increased demands that the growth of RESULTS and new opportunities have created for our volunteers and the members of the Research and Advocacy Group.
- As the Australian aid program increases, the media are also applying increased critical scrutiny to Australia's aid, which has led to increased demands on our media work.
- Late in the year, we saw the beginnings of a backlash against microfinance, particularly in India.
- The very close Federal Election result and delay in forming a government in August and September created some challenges in formulating actions and directing letters.

Some further details on RESULTS' actions on these issues are set out below.

Progress on existing issues

In relation to the issues which have been priorities for RESULTS for several years, we can report the following progress:

- **Microfinance:** In March 2010, the Government released its final microfinance strategy, *Financial Services for the Poor*, was released in March 2010.) The Budget for 2010-11 also indicated that funding for microfinance would increase to \$18-20 million by 2012-13. Advice from AusAID in response to an Estimates hearing question late in the year indicated that the Government may be making this level of spending in 2010-11.
- **Debt 2 Health Swap:** In July 2010, the governments of Australia and Indonesia finalised an agreement for a Debt 2 Health swap, in which Australia agreed to cancel \$75 million of Indonesia's debt, with half of the reduction in debt being used for TB programs. This success completed a three-year campaign for

RESULTS, and has also led to interest among our international partners in promoting similar swaps in other countries with a high rate of TB infection.

- **Health and the Global Fund:** The Australian Government announced an increase in health funding in the 2009-10 Budget, which was welcome but less than we had been expecting. In October 2010, the Minister for Foreign Affairs announced that Australia would be contributing \$210 million to the Global Fund to Fight AIDS, TB and Malaria in 2011 to 2013, an increase from \$135 million in 2008 to 2010. The increase fell short of what RESULTS had requested, and in 2011 we will be seeking a supplementary contribution from Australia.
- **Education for All:** The 2010-11 Federal Budget included an increase in funding for education to \$744 million. In September, the Minister for Foreign Affairs indicated that aid funding for education would be \$5 billion from 2010-11 to 2014-15 (an average of \$1 billion per year), making Australia one of the few bilateral donors increasing aid to education significantly. RESULTS has started work on its second education research project, which examines the performance of specific education projects supported by AusAID, the World Bank and the Asian Development Bank.

New issues and priorities

With significant new developments on our existing issues, RESULTS' one new action for the year was:

- **Addressing Indigenous Poverty:** RESULTS took its second action on indigenous poverty in November, calling on the Government to improve the quality and relevance of indigenous basic education.

As I noted in the introduction, the Australian media in 2010 were running articles which focused on evidence or allegations of misuse of aid more frequently. As the aid program grows, this negative attention creates a new challenge in our work. In responding to these articles, it has been important to strike a balance between recognising that the aid program still has room for improvement, while also rebutting or putting into perspective inaccurate assertions about the aid program or negative generalisations based on a small number of projects.

In microfinance, the rapid growth of commercial microfinance providers, which often charge high interest and aim to move into profit after operating for a short time, has led to governments in India and Bangladesh seeking to impose restrictive regulations on the sector. The challenge for us is to ensure that the backlash against commercial microfinance does not lead to inflexible regulation that stops the growth of poverty-focused microfinance organisations.

Submissions

In addition to writing letters and visiting Parliamentarians, RESULTS influenced Government considerations through the following submissions:

- A contribution to the submission by the Australian Council for International Development (ACFID) to the 2011-12 Federal Budget (October)

- Preliminary input to the development of the combined agencies' submission to the Review of Aid Effectiveness (which the Minister for Foreign Affairs announced in November 2010).

Membership and partnerships

The RESULTS Research and Advocacy Group in 2010 consisted of Mark Rice, Garth Luke and Peter Gregory. I would like to thank both Garth and Peter for their input to actions and discussion of future issues.

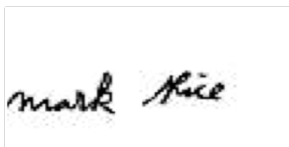
RESULTS Australia played an active role in the ACTION project (the international TB campaign led by RESULTS in several countries), after joining ACTION in 2009. RESULTS received support from RESULTS for the seminar at the UN Health Conference and worked with us on the Global Fund replenishment campaign.

Through our partnerships with other organisations, we have been able to hear from guest speakers at our conference calls, who have provided valuable insights, including Dr Bobby John from Global Health Advocates, Andrew Hassett from World Vision Australia, Grant Hill from Oxfam Australia, Bill Bowtell from the Lowy Institute and Teresa Hutchins from World Vision Australia (the latter speaking on indigenous education).

Of course, the success of any actions that we prepare relies on the willingness of RESULTS volunteers to take action. I would like to express appreciation for the work of RESULTS volunteers in writing letters and visiting MPs, and in organising the RESULTS National Conference and display at the United Nations Global health Conference.

Future of the Research and Advocacy Coordinator Role

At the end of 2010, I had indicated to the Executive Committee that I was planning to step down as Research and Advocacy Coordinator by mid 2011. The primary reason for this decision is that the increasing range of advocacy work that RESULTS undertakes and the growth of RESULTS membership and activity has expanded the role of the Coordinator beyond what I could do in the time available as a volunteer. As this reflects RESULTS' growth, it is a positive development, and it is also providing the opportunity to clarify the scope of the Coordinator's role as we undertake the selection process for a new Coordinator.



Mark Rice
Research and Advocacy Coordinator
28 April 2011

GROUP DEVELOPMENT CO-ORDINATOR REPORT

I think 2010 was a breakthrough year for group development.

Again in 2010, volunteers demonstrated outstanding courage speaking on behalf of those living in poverty; sacrificing their personal comfort for something more important. What they achieved constantly exceeded expectations.

I believe RESULTS is getting better and better at its 'bread and butter' activities. And as more volunteers become comfortable with writing letters, visiting MPs and speaking to others about poverty issues, it opens up space for new and bigger challenges. Those who have been involved in RESULTS for any period of time would scarcely believe what they routinely accomplish now as compared to when they first became involved. Often volunteers don't even realise just how knowledgeable they have become and that they have valuable expertise to share with the newer generation. I urge you to take a minute to think about how your skills have grown.

The group development team worked to provide formal support to compliment this self-development. Each month group leaders came together to share and explore varied topics such as 'successful MP visits', 'goal setting' and 'passionate inviting'. Drawing upon the mixture of vast experience and 'fresh eyes' around the country; group leaders were largely able to support each other with little outside help. It was a pleasure to see the sharing of ideas, successes and even frustrations which highlighted the robust skills-mix now seen in the groups.

Our groups are bigger and taking on more every year. The number and needs of groups grew to such an extent in 2010 that it became important to appoint a specific outreach organiser as part of the group development team. This is a huge step forward. As a result of this expansion and specialisation we saw an unprecedented number of group starts and the revitalisation of some existing groups.

Brisbane, Launceston and Burnie groups were born! Sydney City and Mackay held introductory events and recommenced monthly meetings. Well done to outreach organiser Jeremy Picone for this amazing progress and other vital group development team member Sue Packham for all of her hard work!

RESULTS also took **better advantage of collaboration opportunities in 2010.** Six of our Tasmanian and Victorian colleagues trained as presenters for the Global Poverty Project (GPP). This intensive training equipped these volunteers with unparalleled skills to inform the public about poverty issues and, most importantly, solutions. A significant number of new group members in 2010 came from the GPP collaboration.

RESULTS volunteers really shone at the UN DPI/NGO Conference in Melbourne. Collaboration with the Pacific Friends of the Global Fund saw three amazing international speakers visit Australia and share their experiences of women and tuberculosis with an international audience. The organisation received very positive feedback about the professionalism of our workshop and the tenacity of our volunteer crew who promoted the event. Ladies from the Sydney Northern Beaches Group were instrumental in the flawless organisation of RESULTS' presence there.

This was a unique and challenging opportunity that our volunteers really ran with and got a lot in return.

The Melbourne Hills group were able to mobilise with amazing rapidity to pull off one of the best National Conferences ever! Thanks to this group, we all got to benefit from the international speakers in town for the UN conference. I know it was a highlight of 2010 for those that attended. Yet another example of RESULTS volunteers saying 'yes' to daunting tasks for the benefit of others. Well done Melbourne Hills.

There are wonderful achievements from *all* groups around the country; I wish I had space to list them! Each and every one of you sacrificed something of yourself to help those less fortunate and you should be very proud of that. 2010 was a big year for our groups – hard to top! But I feel the culmination of a few years ground-work: building collaborations; extending our skills and groups; and building a culture of challenge setting in RESULTS will come together to make 2011 the best year yet.

A handwritten signature in black ink, appearing to read 'Sarah Brinckman', written in a cursive style.

Sarah Brinckman
Group Development Co-Ordinator
9 May 2011

FUNDRAISING COORDINATOR REPORT 2010

For the average yet dedicated grassroots member of RESULTS fundraising may not have the highest priority compared to writing letters to MPs or running a local group meeting. However most members also appreciate that funding is integral to the boldness of our vision and how much we can achieve

The 2010 strategies initially set early in the year by the then fundraising coordinator Ian Sansom included increasing the donors, members and corporate sponsor base, increasing and supporting group fundraising, and increasing and restructuring the fundraising team.

When I took over this role mid way through the year, I was grateful for Ian and Maree Nutt's ongoing support which helped us achieve many of the goals by year end.

The last six months of the year saw a more than doubling in financial memberships (from 35 to 76). Throughout this time, my focus has regularly been on contacting our current member base/donors thanking them for their ongoing support as well as encouraging our active members to introduce new members. This must be continued to ensure RESULTS financial sustainability.

In 2010 RESULTS also secured two new Lifetime members - Peter Graves and Maree Nutt - both have given in so many ways to RESULTS over the years so this additional contribution is outstanding.

I acknowledge VMAC our Gold corporate sponsor for their ongoing and generous support throughout the year and welcome Eli Lily Australia as a new corporate sponsor in 2010 who supported our tuberculosis education activities.

The US based RESULTS Educational Fund (REF) also provided significant support for our ongoing "Education For All" research. Both REF and the Australian Council For International Development (through a grant from AusAID) also supported RESULTS tuberculosis education event at the UNDPI conference in Melbourne.

In total, grants in 2010 from external sources totalled \$26,380.00 so it is clear that developing corporate partnerships (often through the contacts of RESULTS members) is and will continue to be a significant contributor to our funding base helping us achieve the grassroots advocacy goals.

Some highlights from the second half of 2010 include:

- The August National Conference Fundraising Dinner and Auction held in Melbourne Hills and ably led by the Hills group team of Emmanuelle Emile Blake, Ann Herbert and Sue Packham which raised \$5,437.00. An amazing job much appreciated for all that supported, attended and gave generously.

- The third annual Hobart RESULTS group Fundraising Dinner held in September again led by Mike Picone and his team raised \$9804.00 and in the May the Hobart Quiz evening raised \$2,311.00 -Tasmania has put up a challenge for other states to raise some funds so let's see what the mainland can achieve in 2011!
- Sydney Corporate Networking workshop facilitated by Executive Committee member Janet Maddock which also helped build volunteer skills around developing corporate partnerships at the event to recognise Bob McMullan.

As per the treasurers report, I am delighted that RESULTS finished the year with 50% more income than budgeted putting us in a stronger position to achieve our objectives for 2011.

I am also grateful to the Executive Committee for increasing my hours of work enabling me to complete tasks and plan for the year ahead.

I enjoy working with highly motivated volunteers at such a stimulating yet challenging time around the world and look forward to raising awareness and funds for the important work RESULTS does for those more needy than most Australians.

A huge thank you to all the volunteers, group leaders and Executive for your ongoing support as we all work together to end poverty in our lifetime.



Christine Clarke
Fundraising Coordinator
20 April 2011

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