

Perkins School for the Blind  
Annual Report 2007



A close-up photograph of a woman on the left and a young man on the right, both looking towards each other. They are holding their hands together in a supportive gesture. The woman has dark hair and is wearing a dark blue shirt. The young man has short dark hair and is wearing a light-colored striped shirt. The background is a bright, plain white wall. The text 'we are perkins' is overlaid in the center of the image.

we are  
perkins

# Message from the Chair and the President

Perkins School for the Blind truly is everywhere. We are a beautiful campus with classrooms, a training center for professionals and a special program for infants and toddlers and their families. We produce the Perkins Brailier® on our campus and in assembly plants in South Africa and India. We send teachers to help students in public schools across Massachusetts. Our library enables people throughout New England to read. We are helping develop programs for children in over 62 developing countries.

On campus, in the community and around the world, Perkins is doing what we have done since before the days of Helen Keller. We sent Perkins alumna Anne Sullivan into the community, to the Kellers' house in Alabama, and later educated Helen as a full-time residential student. Today we continue Helen's commitment to helping people all over the world. As it was in Helen's time, it is today.

It is a pleasure to reflect upon the tremendous accomplishments of 2007, our 178th year, and the vast number of people who have come together to ensure that Perkins continues to transform lives. We thank staff, trustees, volunteers, donors, and friends for their commitment to helping over 90,000 people on campus, in the community and around the world.

Thank you for the commitment that makes dreams come true today and that plants seeds for an even greater future — everywhere.

Sincerely,



Janet B. James  
Chair of Perkins Board of Trustees



Steven M. Rothstein  
President



*Founded in 1829 as the nation's first school for the blind, Perkins today serves babies and elders in their homes; school-age students on campus and in public schools; and children who are blind or deafblind in over 62 developing countries. Perkins Braille & Talking Book Library reaches patrons throughout New England; Perkins Products produces and distributes the Perkins Braille®; and the Perkins Training Center runs classes for educators. In 2007, Perkins reached over 90,000 people.*

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we are  
**everywhere**  
All we see is **possibility.**





“Oh what happiness!  
To feel at home in the great world!”

— HELEN KELLER

Above: Helen Keller (left) and Anne Sullivan.  
Left: Perkins teacher Angela Muscetta-Smith (left)  
and Deafblind Program student Nicole Spencer.



All that Perkins does begins on campus. The magic between a student and teacher, the independence gained by step after step of hard work, the accomplishment of developing to one's full potential...it all begins with our services on campus and is the foundation for success of the over 90,000 people Perkins serves every year.

# we are campus

## 2007 highlights

- 200 day or residential students learned from the best teachers, clinicians, therapists, and counselors, in classrooms, computer rooms, gyms and everywhere on campus.
- In order to maintain the best staff, we continued our multi-year plan of reducing the gap between Perkins salaries and the higher public school salaries by increasing wages above the rate of inflation.
- Following the Perkins Strategic Plan 2005-2010, we continue our technology expansion. We:
  - Hired our first Adaptive Technology Specialist who trains Perkins teachers how to incorporate the latest technology into their lessons.
  - Introduced more computers into more classrooms.
  - Began plans for an expanded all-campus technology resource center.
- Purchased KNFB Readers, portable devices that read text aloud (for instance labels in a grocery store) for students.
- 550 volunteers worked in classrooms, offices, libraries and in the community.
- Perkins students learned about the world of work during internships in 25 Boston-area companies.



"Really" Cool Stuff

# we are community

Perkins goes to where the need is. We send teachers into the homes of families with babies who are blind and vision rehabilitation therapists to help people adjust to late in life sight loss. Our library delivers recorded and braille books to people who thought they might not read again. We train teachers and other professionals to deliver services in New England and beyond. So much of life happens in the community. Perkins is there.

## 2007 highlights

- We sent teachers to help over 220 students in their public school classrooms across the Commonwealth.
- Perkins Training Center helped over 3,100 teachers and other professionals deepen their knowledge and expand their work across New England.
- Almost 200 public school students attended Perkins short courses from overnights at the Museum of Science to snowshoeing, windsurfing and on-the-job training.
- Over 3,800 people sought information from the Perkins Research Library and DB Link, a resource for families and educators of people who are deafblind.
- Over 26,000 New England children and adults received free recorded books and braille books from Perkins Braille & Talking Book Library.
- 1,200 people of all ages and disabilities received eye care from the New England Eye Low Vision Clinic at Perkins.
- Perkins Outreach Services for Elders expanded its mission and name to **Strategies for Life: Services for Ages 55 and Older** in order to provide the best service to a wider spectrum of adults coping with vision loss.
- Rehabilitation Specialists trained over 570 caregivers and community groups working with elders.



Professionals from developing countries study for a year in the **Perkins Educational Leadership Program** before returning home to develop and lead programs for children who are deafblind or blind with multiple disabilities. We celebrate the current class from:

Bulgaria	Lebanon
Chile	Panama
China	Russia
Colombia	South Africa
Croatia	Ukraine
Indonesia	

Everyone everywhere has the right to an education. A right to develop to one's fullest. This was the call for Helen Keller personally and for her international work. This is the call that Perkins is answering throughout the world today.

# we are around the world

## 2007 highlights

- Through the **Hilton/Perkins Program**, we helped develop programs in 62 countries for 38,000 children who were deafblind or blind with additional disabilities, their families and teachers.
- Committed to increasing the ability of local populations to provide their own services, we trained 6,900 professionals working with blind or deaf-blind children.
- We sponsored the Africa Forum in Kenya, the only continent-wide conference on blindness, bringing together 300 professionals, government officials, consumers and families from 35 African countries.
- The U.S. Commerce Department recognized Perkins for supporting braille literacy through Perkins Braille® sales in 143 countries.
- We expanded assembly capacity of our Braille partners in India and South Africa.
- We developed two large projects with USAID for training hundreds of teachers of children with visual impairments and additional disabilities in the Dominican Republic, Ecuador, Mexico and the Philippines.
- In cooperation with the Government of China, Perkins professionals led a training for administrators and teachers from 50 schools for the blind in the country.
- Over 10,000 individuals, schools and other agencies received Perkins Braille®, training and other materials that build literacy around the world.
- We have begun work in the Middle East, sponsoring workshops in Bahrain, helping programs in Israel and Jordan, and distributing 1,000 Perkins Braille® in Saudi Arabia.



# we are everywhere

The map reflects direct services to children, families and professionals.

Perkins School for the Blind also promotes literacy around the world through Perkins Brailers® and other products. In addition, for generations professionals have studied on the Perkins campus and then brought their expertise throughout the world.

Argentina	Croatia	Hungary	Mongolia	St. Lucia
Armenia	Cuba	India	Nepal	Tanzania
Bahrain	Czech Republic	Indonesia	Panama	Thailand
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China	Guatemala	Malawi	Slovakia	Zimbabwe
Colombia	Haiti	Mexico	South Africa	
Costa Rica		Moldova	Sri Lanka	

## Financial Summary

For the year ending June 30, 2007

### RESOURCES (IN DOLLARS)

Tuition	27,741,145	51.4%
Investment Income Returns	6,706,351	12.4%
Sale of Materials for the Blind	5,231,619	9.7%
Unrestricted Contributions*	3,117,408	5.8%
Net Assets Released From Restriction	2,538,837	4.7%
Library Services	2,331,545	4.3%
Government Contracts	1,773,838	3.3%
Private Grants and Resources*	1,587,045	3.0%
Unrestricted Gifts and Legacies*	1,188,569	2.2%
Other Private Resources	751,094	1.4%
Government Grants and Resources*	599,485	1.1%
Income from Outside Trusts*	374,740	0.7%
<b>Total</b>	<b>\$53,941,676</b>	<b>100.0%</b>

\*\$6,867,247 was raised and used in current programs and an additional \$20,987,398 was raised and allocated for future strategic initiatives.

### EXPENDITURES (IN DOLLARS)

Campus Programs	30,948,234	57.4%
Community Programs	6,502,997	12.0%
Administration	5,387,258	10.0%
Perkins Products/Howe Press	4,305,685	8.0%
World Programs	3,065,388	5.7%
Development	2,420,558	4.5%
Administration Occupancy	1,311,556	2.4%
<b>Total</b>	<b>\$53,941,676</b>	<b>100.0%</b>

## Summary of Programs & Services

For the year ending June 30, 2007

Perkins School for the Blind served 92,831 people in FY 2007.

### COMMUNITY PROGRAMS

Braille & Talking Book Library	26,675
Perkins Training Center	3,192
Low Vision Services	1,235
Outreach Services	703
Infant/Toddler Services	447
Off-Campus School Age Services	222
Diagnostic Evaluations	79
Community Living Services	6

### ON-CAMPUS PROGRAMS

Secondary Programs	84
Lower School Services	56
Deafblind Program	54
Preschool Services	11

### NATIONAL AND INTERNATIONAL RESOURCES

Hilton/Perkins International Program	38,000
Perkins Products/Howe Press	10,122
Publications	5,314
DB Link and the Samuel P. Hayes Research Library	3,880
New England Center for Deafblind	1,200
Parent and Family Services	990
Volunteer Services	550
Educational Leadership Program	11

# Thank You!

Campus, community, around the world... Perkins would not be anywhere without your help everywhere. The generosity of individuals, corporations and foundations enabled Perkins to transform 92,831 lives this year. We thank you for being part of the Perkins family in 2007.

This was a banner year for Perkins giving. We received well over 22,000 gifts including an \$18 million bequest from the William H. Hayes Trust, the largest bequest ever to Perkins, which brought our fundraising total to a spectacular \$27,854,645!

At Perkins School for the Blind, we celebrate all gifts to Perkins — the gifts of volunteering, internships, mentoring and staff time. In these pages we acknowledge and celebrate all outright gifts, pledges and pledge payments of \$500 or greater made in fiscal year 2007.

For all that you do and all that you give, we thank you!

Together all we see is possibility.

## Perkins Possibilities Gala 2007 Donors

On May 10, 2007 over 550 devoted friends gathered under a tent on our campus for the Perkins Possibilities Gala. Emcee WBZ-TV's Lisa Hughes, a video, and performances by students and by Sister Hazel began the exciting evening. An auction of one-of-a-kind items topped off the event. Everyone experienced first-hand how Perkins transforms lives here on campus, in the community and around the world. The evening was a huge success, raising over \$1,000,000 to help children and adults be the best they can be. Perkins gratefully acknowledges the following individuals, corporations and foundations for making the Perkins Possibilities Gala 2007 a resounding success.

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**Perkins Possibilities Gala 2007**  
**In-Kind Gifts**

The Perkins Possibilities Gala 2007 was an enormous team effort. We are very grateful to the following companies, organizations and individuals that contributed goods and services to make the 2007 Gala so successful. Their generous support ensured that proceeds went directly to support the life-transforming services of Perkins School for the Blind.

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As a testimony to the belief that each and every person truly makes a difference we gratefully acknowledge the following individuals. We are grateful to every individual who shares Perkins vision and mission, and demonstrates their commitment with a gift to Perkins. Perkins has been and continues to be a source of inspiration and opportunity for people who are blind, deafblind, or have multiple disabilities. Thank you to every individual, whose generous support ensures inspiration and opportunity to all whom we serve.

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The Perkins School for the Blind Trustees celebrate our remarkable staff and volunteers. Thank you for bringing possibility to over 90,000 people! You are changing lives on campus, in the community and around the world. Thanks to you, so many are heading into a brighter future.



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