





Top: A student shows Dave Power a braille machine at Kilimani Primary School in Nairobi, Kenya.

Bottom: Corinne Basler encourages the class of 2018 to advocate for themselves during graduation.

From the CEO and Board Chair

At Perkins School for the Blind, success is a journey made up of both big and small moments: a hard-won epiphany in math class, a needed connection with a career mentor, the discovery of a new app that helps with mobility. It's those moments that reassure families, students and educators that success is worth fighting for, and fuel our motivation to make the world a more inclusive place for everyone.

In its 189th year, we at Perkins are focusing on success: the roads toward it, the vehicles that empower it and the ways our students embody it. Without a doubt, much work remains to ensure all children have access to a quality education and the opportunities to fulfill their potential. For us, success is not just a single, triumphant end goal.

Your generous support — through donations, through time, through advocacy — is what makes this success possible. Without you, there is no Perkins. Without you, there is no impact to the blind community.

With your help, we're making changes and helping people with visual impairments build success all over the world. And the small moments of discovery and achievement are just as valuable and worthy as the big milestones.

In these divisive times, we're taking action. Your support allows us to advance this critical work in the world and help students to continue succeeding now and into the future.

Warmly,

W. David Power

President and CEO

Corinne Basler

Coninne Basler

Chair of the Board

How do we define success?

By redefining what's possible.

At Perkins School for the Blind, every moment of every day is an opportunity for our students to learn. Each win — each moment of success, large or small — is a way to break down barriers and a chance to celebrate the value of each person.

Defining success

What does it mean to succeed? To help students reach their fullest potential, Perkins looks beyond what seems possible.

Building success

What leads to success? With the right access and tools, Perkins shows students how to embrace challenges and chart a path forward.

Celebrating success

What does success do? It builds confidence. It proves a point, and leads a student to his or her next step. It brings more success.

Because of your generosity, success is within our students' grasp. Read on to learn about the milestones Perkins and our families marked this year — with your support — in the fight to help all children with visual impairment reach their potential.







Tackling emerging causes of visual impairment

Cortical, or sometimes cerebral visual impairment (CVI) is a condition caused by damage to the brain's visual pathways and visual processing centers. It's emerged as the new leading cause of blindness among children, but the disorder is still widely misunderstood. As a result, children are going undiagnosed and aren't being given the tools they need to learn.

Perkins is taking action. We're developing innovative education plans designed to help students improve their use of vision. We're also partnering with families, teachers and doctors from around the country to put those plans into practice.

And children are benefiting already. In August, Perkins hosted the first-ever CVI Family Vacation, bringing together families with children who have CVI for a weekend of learning and recreation.

Joel, 8, was one such child who came to campus with his family. For Joel, the weekend was educational but mostly fun. His favorite part? "Everyone's been my friend," he said. For his parents, the weekend was an invaluable learning opportunity, connecting them with families in similar positions while simultaneously teaching them about CVI and how to advocate for their child. Isa Flores, Joel's mother, said, "This is a new door that just opened for us."

With work like this, the possibilities are life-changing.

Uniting for change

Individuals can ignite change on their own, but it doesn't compare to the incredible work they can accomplish together.

The deafblind community is no exception. Advocates are working constantly to improve student resources and change public attitudes. This April, Perkins co-sponsored Deafblind International's inaugural Network of the Americas Conference to bring these incredible individuals together to maximize their impact.

The international conference gathered over 400 participants, including former UNICEF executive director Anthony Lake, all committed to creating lasting change. At the four-day symposium, collaborators focused on how to champion lifelong learning through partnerships. They asked: how can we help each other create a more inclusive world?

Perkins President and CEO Dave Power spoke about global initiatives like Perkins International Academy, which helps nations provide inclusive, quality education for all children. He summed up the goals of the conference and beyond: "We know every child can learn," he said. "It's our responsibility to make sure every government, community and school has the training, tools and expertise to deliver that education."





Independence through innovation

Perkins has a long history of embracing technology that empowers people with visual impairment. Now, we're more focused than ever on helping everyone else do the same. This means championing inclusive design so that budding entrepreneurs and business leaders alike consider the needs of all people when designing digital products and customer experiences.

Through Perkins Access, we're partnering with forward-thinking companies in every sector to ensure websites, apps and digital products are accessible. We provide consulting services from the earliest stages of design and incorporate the perspectives of users with disabilities in our testing. By helping companies embrace accessibility, they're able to grow their brand and win new clients by making the customer experience more inclusive for all.

We're also working with the future in mind. At this year's first-ever Perkins Hackathon, over 100 college students from around the U.S. came to campus to try to solve common challenges for people with visual impairment.

Their 22 solutions included apps to help students find empty cafeteria seats and a tactile lever device that uses 3D printing to allow coders to physically feel data. Every student walked away understanding what it means to create accessible technology for every user, knowledge they'll take with them as they start their own careers.





What happens after school? We're not content to simply help students map their road to academic success — what comes after is equally important.

That's why we introduced Career Launch@Perkins, designed to equip young adults who are blind with the skills and experience necessary to jumpstart a long-term, sustainable career. With planning underway to welcome a pilot class in 2019, Career Launch will prepare young adults with the skills they need to land roles in customer success, a field of growing importance to all kinds of industries including healthcare, hospitality and tech. With this much-needed expertise, a talented young person takes the first step towards a rewarding lifelong career. In turn, a business gains a diligent worker with a unique perspective and approach to solving problems.

By providing skills training, internship experience and a helping hand in the job search, Perkins helps participants take a bold first step toward building a fulfilling career.



Celebrating success

Focusing on what matters most

The educators in Perkins' Deafblind Program are tirelessly committed to helping their students make meaningful connections with their friends, families and the world around them. To do that, they must embrace the unique needs of every student, empowering them to make their presence felt in the classroom, at home and in society. But how?

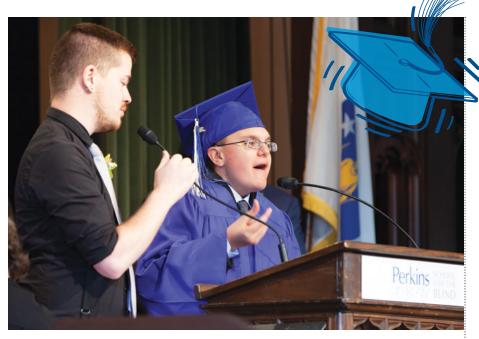
For starters, the Deafblind Program at Perkins is devoted to the philosophy of Total Communication. That means any and all methods of communication are taught, encouraged and celebrated. Interaction could be through spoken word, braille, signing, gestures, pictures, the use of technology or even objects.

In this way, educators can meet students at their level, and help them convey what they need using the communication tools that suit them best. When a student succeeds in making a connection for the first time, like learning to sign or write her own name, it's a big milestone.

The same goes for helping students navigate the world around them — a skill known as orientation and mobility — starting with their world on campus. The residential program practices learning through consistency, furthering this development and helping long-term habits form.

We believe every student has the potential and ability to learn, and we're committed to helping students make the connections that matter most — for today and tomorrow.





Every milestone, a new beginning

Antonio Moura came to Perkins' Deafblind Program in 2012 as a 15-year-old, but he was already thinking seriously about his future. He longed, ultimately, to learn how to cook for himself, to do his own laundry, to make friends, to swim, to work. He wanted to gain the skills to live independently.

Perkins offered him the communication, residential and curricular resources he needed to reach those goals.

Living on campus, Antonio learned how to perform the everyday chores and responsibilities necessary for adult life. Through the Expanded Core Curriculum, he built both vocational and social skills for success at work and life. And because Perkins offers a Total Communications approach to learning, he was empowered to speak up for himself using sign language, spoken word, technology and more.

This individualized approach was critical to Antonio's current success. But his time here will also help him build the future he imagined. This past June, he delivered opening remarks at graduation. Now 21, he's planning his transition away from Perkins and, with the skills he acquired on campus, he's hoping to find an accessible apartment and long-term employment opportunities. His journey's just beginning.

Climbing on

Small, everyday accomplishments are important — but the big ones are life-changing. Myat Haggart, a student in the Deafblind Program at Perkins, has wanted to climb the hill Dumyat in Ochil Hills, Scotland, his entire life.

Myat's early life was plagued by surgeries and treatment; he developed blindness and deafness at a young age from a gene mutation so rare he's the only one known to have it. Myat calls Dymyat "his hill;" his father used to climb it when he was young, and it's the origination of Myat's name. Dumyat stands 1,371 feet high, and it seemed out of reach for Myat once his condition developed.

But Myat never gave up his goal. He decided to ask people to support his climb and donate the money back to Perkins. This year, at age 12, Myat climbed Dumyat and he raised almost \$2,000 for Perkins through his climb.

Now he's back on campus, finding new mountains to climb.

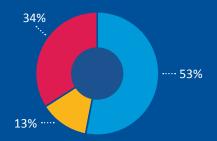


Financial summary

For the year ending June 30, 2018

This past year was a critical one for Perkins School for the Blind, filled with the development of new initiatives and continued funding of our core programs. In 2018, like every year before it, Perkins aims for a balance between sustainability and strategic, thoughtful growth.





FY2018 operating revenue by source

■ Government — Federal, State and Local

MA Local Governments	\$23,672,601
MA State - Departments and Agencies	\$3,729,783
Non-MA State and Local Governments	\$6,746,090
Federal	\$5,757,443
Total	\$39.905.917

Gifts and Grants

Total	\$9,741,128
Planned Gifts *	\$386,953
Corporate	\$539,839
Individuals	\$3,922,929
Foundations	\$4,891,407

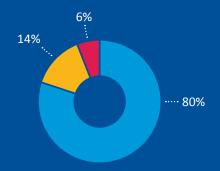
* \$3,454,246 in bequests was also received in FY2018 and is not reflected as part of our operating revenue.

Other

Private Payers	\$749,834
Sales of Products and Services **	\$5,474,555
Donated Volunteer Services	\$540,967
Other Revenue	\$962,561
Endowment Return Used in Operations	\$17,846,636
Total	\$25,574,553

** Primarily includes sales of braillers and accessibility consulting services

FY2018 Operating Revenue Total \$75,221,598



FY2018 expenses

Programs

Educational Services	\$38,189,850
Perkins International	\$3,753,628
Perkins Library	\$2,976,539
Perkins Solutions	\$7,260,120
Other	\$6,557,566
Total	\$58,737,703
Administrative	\$10,118,082
Fundraising	\$4,171,655
FY2018 Expenses Total	\$73,027,440

Net assets for the fiscal year ending June 30, 2018 were \$352,845,033.



Your support makes what we do possible. Thank you for your generosity.



Individuals and Institutions

Because of individuals and institutions who made generous donations in FY2018 (from July 1, 2017 to June 30, 2018), Perkins was able to empower and educate students while planning for future success and milestones. The impact of your financial support could be as simple as a braille algebra textbook for a student that loves math, or as complex as a teacher training in Africa to better serve students with blindness and multiple disabilities. Each is critically helpful and makes a lasting impact. Thank you, from the entire Perkins community.

\$1,000,000+

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Sallyan and Steve Pelletier

For Sallyan and Steve Pelletier, the work being done by Perkins School for the Blind is deeply personal. Steve's son, Tom, spent seven years as a residential student, learning to make the most of his academic, personal and social capabilities before graduating in 2017. "He showed phenomenal growth while at Perkins," says Steve, adding the school helped him develop a "stronger sense of identity, first as a teenager, then as a young adult."

But their continued support of the organization is about more than personal connection. Both Steve, who sits on the Board of Trustees, and Sallyan say they're excited about how impactful the organization's international work, community outreach efforts and technology initiatives have proven to be. Steve calls technology a "force of liberation" for his son, and a critical tool for the future success of all Perkins students.

Ultimately, though, watching Tom grow revealed to Steve and Sallyan how committed the organization's staff is to the children and young adults that Perkins serves. And that, more than anything else, has inspired them to continue their support. "For us, it really started with encountering the incredible selflessness, passion and professionalism of Perkins' faculty and staff. I've never seen people so dedicated to their mission," says Steve. "There's no way we can ever repay the debt of gratitude we owe them. We can only seek to pay it forward. That's why we're involved with Perkins the way we are."

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Candy Haydock

Candy Haydock isn't afraid to put a little elbow grease behind her support of Perkins sometimes literally. She's been a member of Perkins' Corporation, a volunteer leadership group, since 2013. Haydock fondly remembers volunteering with her son, George, early on in the school's assistive device center, manufacturing and decorating a chair designed for children with

disabilities. In fact, she says she's enjoyed all her experiences at Perkins: attending the Gala, donning a blindfold each year at the Taste of Perkins, helping organize the annual golf tournament, and, yes, even getting her hands dirty building adaptive equipment.

But she's not just here to have fun. Haydock says she's been particularly impressed by how Perkins has responded to challenges facing young people with visual impairment after they graduate, especially programs designed to ready them for higher education (College Success@Perkins) and break down barriers to employment (Perkins Business Partnership). "Perkins leaders have really addressed the fact that there's life after Perkins, and it's hard to get a job, it's hard to stay in college," she says. "They're working to give these kids a future like everybody else's."

That said, Candy is hard pressed to pick any one element that has most motivated her to give to Perkins — she's as passionate talking about the organization's technological strides as she is about student holiday concerts. For that reason, she views her support holistically. "So much happens here," she says. "So my motivation is just to help wherever I can."

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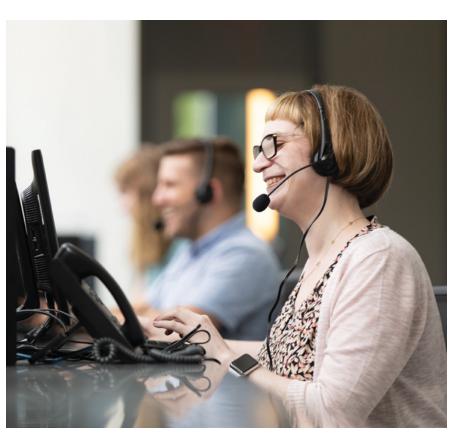
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Perkins Business Partnership

For people with visual impairment, the possibility of independence through employment can mean everything. Members of the Perkins Business Partnership work with us to break down barriers in the workplace and extend the opportunity of employment to more talented individuals. Perkins thanks every one of these dedicated employers for their commitment to this critical goal.

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Perkins Possibilities Gala

From the Perkins Chorus performing "Don't Stop Believin'" to performances by soul musician Ellis Hall and legendary comedian Lenny Clarke, the 13th annual Perkins Possibilities Gala was a night of music and celebration. More than 500 attendees raised more than \$1 million, including \$131,000 earmarked for assistive technology. Thank you to everyone who participated and supported us!

Hope - \$100,000

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Fourth Annual Golf Tournament

Thank you to everyone who came out this June at the Charles River Country Club in Newton to play golf and raise money for Perkins academics and athletics! The weather was perfect for a game of 18 holes and everyone played like a champion, raising more than \$170,000 in the process.

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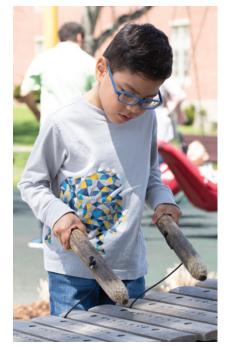
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2018 Blindfold **Challenge Runners**

One of the hardest races to run is also for one of the most important causes. Participants ran the streets of Boston with a sighted guide in a totally sightless 5K, running for Perkins students who are blind, deafblind or visually impaired. Participants raised over \$4,000. Thank you for your participation and support!







Thomas H. Perkins Legacy Society

Thank you to all our donors who have designated Perkins as the beneficiary of a will, trust, life insurance policy or other planned giving arrangement. Each planned gift gives a future to Perkins students with visual impairment. Your philanthropy and forethought will impact students for generations to come. Donors who participate in this society have been recognized with a † throughout the Annual Report.



2017 Taste of Perkins

Taste of Perkins celebrated 10 years in 2017! Over 300 participants raised more than \$115,000 while they enjoyed music from Perkins students, bid in a silent auction, tested out accessible AI and snacked on treats while blindfolded. To everyone who attended, thank you for your support!

Epicurean Enthusiast - \$10,000

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Stephanie Andrews is chair of the Trust Board. She brings to Perkins extensive experience in both the investment and fundraising sectors, most recently working as vice president of Fidelity Investments.

Corinne Basler is chair of the Board. She led the school's first-ever comprehensive capital campaign, boasts extensive marketing experience and has advised a wide array of nonprofits.

Kevin Bright is producer and director of the Perkins Possibilities Gala. He is a two-time Emmy Award winner and one of the most recognized names in TV comedy. He is best known for his work as executive producer and director of the sitcom "Friends."

Anantha P. Chandrakasan is dean of MIT's School of Engineering and the former head of its Department of Electrical Engineering and Computer Science.

Frederic M. Clifford has been a Trustee since 1986 as a governor's appointee. A renowned advisor to early stage companies, he served as chair of the Board from 2008 to 2014. ‡

RoAnn Costin is founder and president of private equity firm Wilderness Point Investments. She has invested in or sat on the boards of a wide array of companies, including Genuine Health International, 2020 On-site Optometry and Lululemon.

Jim Down chairs the Perkins International Committee. He has served as a strategic advisor in the private and public sector, helping lead strategy at UPS, the Centers for Disease Control and Prevention and elsewhere.

Tom Hehir is a professor at Harvard University Graduate School of Education. Previously, he served as director of the U.S. Department of Education's Office of Special Education Programs, holding the role from 1993 to 1999.

Raymond W. Hepper brings to Perkins vast legal and board governance expertise, most recently serving as principal legal advisor at ISO New England. He also serves on the Perkins Education Committee, which he previously chaired, and the Committee on Trustees.

Randy E. Kinard chairs the Investment Committee and also serves as the treasurer of the Board. He has been an investment officer at Fiduciary Trust for 13 years, with previous experience at JP Morgan and Salomon Brothers.

Janet LaBreck is a trustee and Perkins alumna. She is a nationally recognized senior executive and speaker with over 30 years of experience implementing strategies to help people with disabilities at the federal and state levels.

Philip L. Ladd is vice chair of the Board as well as the chairman of Dwight Rudd & Company, a Boston-based insurance firm. He previously served on the Board of Dedham Country Day School, including five years as chair.

Hunt Lambert is the dean of Harvard's Division of Continuing Education and University Extension. At Perkins, he chairs the Education Committee and is an active member of the Perkins Business Partnership.

Elena Matlack is a community fundraiser, volunteer and philanthropist in nonprofits benefiting children. The chair of the Committee on Trustees, she is an active member of the Perkins Corporator group and has served on the Perkins Possibilities Gala committee since 2009.

Katherine McGaugh is senior vice president, senior counsel at Brown Brothers Harriman. She has served as vice president, senior counsel at State Street Bank and Trust Company and was in private practice in the business law department of Goodwin Procter LLP. ‡

Jo Frances Meyer is the executive director of the Boston Landmarks Orchestra. She has practiced health care law and commercial litigation and served as director of institutional giving and government relations for the Boston Symphony Orchestra. ‡

Oz Mondejar is the senior vice president of Mission and Advocacy for Partners Continuing Care. His contributions to Perkins include advising instruction for Perkins' EdX course, "Introduction to Inclusive Talent Acquisition."

Vaithehi Muttulingam is a member of the Boston Security Analysts Society, Massachusetts Society of CPAs and the AICPA. She is also treasurer of Siharum Advisors, LLC.

Greg J. Pappas is chair of the Perkins Finance Committee. He became the managing director at Berkshire Partners in 2013, where he leads the portfolio support group.

Stephen Pelletier is executive vice president and chief operating officer of Prudential's U.S.-based businesses as well as the father of a Perkins graduate.

Paul Perrault is the president and chief executive officer of Brookline Bancorp and chairman of Brookline Bank. He is a member of the Board of Directors of First Ipswich Bank and Bank Rhode Island. He is also the father of a 2007 Perkins graduate.

Michael Schnitman has been a trustee since 2011, serving as secretary, as well as senior vice president and head of product at Mackenzie Investments.

Cynthia Stead was appointed to the board by Governor Charlie Baker in 2016, after serving as executive director of Sight Loss Services, Inc. ‡

Katherine Chapman Stemberg serves as chair of the Corporation and vice chair of the Board. She founded, ran and sold a manufacturing company from 1986-2000 and co-founded a specialty retail chain in 2001.

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Established in 1829 as the nation's first school for the blind, Perkins today impacts the lives of children and young adults who are blind, deafblind or visually impaired with additional disabilities, as well as educators, professionals and caregivers. Our reach extends across the nation and the world. The school is an accredited member of the New England Association of Schools and Colleges. It is licensed by the Massachusetts Department of Elementary and Secondary Education and by the Department of Early Education and Care. Perkins does not discriminate on the basis of race, color, religion, gender, national or ethnic origin, disability, age or sexual orientation.