

2020 ANNUAL REPORT



Your support means everything to our students. On campus and around the world, you have put learning materials in their hands, equipped their classrooms with groundbreaking technology and helped them overcome countless personal hurdles. For that, we thank you. Today, I hope you'll take a few minutes to read some of the stories that have inspired us over the past year. These are stories of resilience, hope and growth. They have all been made possible by friends like you. On behalf of the entire Perkins community, thank you for believing in the potential of all children.

Warmly,

A handwritten signature in white ink that reads "Dave Power".

Dave Power
President and CEO

Perkins SCHOOL
FOR THE BLIND

2020 ANNUAL REPORT



Perkins
SCHOOL
FOR THE
BLIND

From the CEO and Board Chair



Dear Friends,

It is with great excitement that we extend to you an invitation.

No, we're not talking about gathering together in person. Rather, we invite you to the journey that lies ahead; to join us as we move forward, to work side by side with us and to continue empowering children who have visual impairments and additional disabilities, no matter where they live.

In these pages, you'll meet our students, their families, our teachers and community members. You'll read about the challenges they faced this past year, and how they responded to those challenges with perseverance and determination. And you'll find out how we're evolving, and using the lessons we've learned to inform our future work.

We've always been committed to excellence, service and leadership, and your support has been vital to our ability to live up to that commitment. For that, we thank you.

Perhaps now more than ever, though, we need you. Like everyone else, we don't quite know what the world will look like in the days, months and years ahead. We do know this: Perkins is on the move, and we can create a more inclusive world for the children we serve. We hope you'll join us as we move forward in that endeavor.

With gratitude,

Dave Power

President and CEO

Corinne Basler

Chair of the Board



Join us on our journey forward. Watch at Perkins.org/Forward



FORWARD

Since our founding in 1829, we've persevered through wars, economic depressions and, yes, even pandemics, in every case emerging stronger on the other side to empower children with visual impairments and additional disabilities. Given that history, when the coronavirus emerged, we didn't question whether we could continue our work. As a world leader in special education, we resolved to find a new way forward.

Here's how we're doing it:

CREATIVELY

We're imagining new ways of delivering our expertise, services and support to those who need and rely on our leadership most.

TENACIOUSLY

These are challenging times, yet we have and are continuing to work tirelessly to empower every child we serve, no matter their abilities and no matter where they live.

COLLABORATIVELY

We're partnering with families and supporters of Perkins, public school systems, universities, governments and NGOs to make sure no child is left behind during an unprecedented time in our shared history.



MOVING FORWARD **CREATIVELY**

Ingenuity and innovation drive everything we do. This last year has been one of the most challenging in recent memory, and we were able to reimagine the ways we educate children with disabilities and deliver vital services to our community. Your support made it possible.

For Mila, a small suggestion helps reduce some ups and downs of learning at home

Mila loves elevators.

The 7-year-old in the Deafblind Program always has fun riding them, while the numbered buttons assigned to each floor have helped teach her to count. That's why, throughout remote learning, her dad Mike made a habit of taking her for daily elevator rides in a nearby parking garage.

There was just one problem: When it came time to go home, Mila never wanted to leave.

"She was so frustrated with not being able to go to school," he says. "It was hard to pull her away from one of the few comforts she had."

That's when her teachers at Perkins stepped in with a new strategy. Identifying music as another of Mila's interests, they recommended bringing a miniature piano along on those trips. When it came time to go home, they said, give her the piano to ease the transition to a new activity.

"That became our daily routine," says Mike. "With the piano, she's not angry or frustrated whatsoever when we leave."



Watch how Mila and her family are moving forward: Perkins.org/Mila



HOW WE'RE MOVING FORWARD

At Perkins, every student learns differently. They need individualized instruction from educators who know their unique needs, interests and behaviors. We're continuing to deliver that one-to-one guidance.

Our teachers, counselors and educational leaders routinely meet with parents and students through individual conferencing to identify concerns and come up with solutions.

That's how they helped Mila learn to leave the elevators. That's how they're helping students across the school overcome their own barriers. Your belief in their abilities makes it possible.

Literacy begins with Natalie's story box

For 9-year-old Natalie, learning language arts is a full-on multi-sensory activity.

It starts with her teacher, who creates what's known as a "story box," a collection of items Natalie uses in her day-to-day life. Natalie is then handed an object from the box, like a hairbrush, to get a sense of what it feels like, what it's used for and how. Since sign language is her primary mode of communication, she's then taught the corresponding sign for the object, so she can communicate that she wants it.

"Once she gets really familiar with these items that we're exploring, she's able to expand her vocabulary," says teacher Moira Kenny.

And that's just the start, Kenny says. In fact, these story boxes are instrumental to Natalie's future learning.

"Building these foundational skills will be hugely important for getting her on an academic track in the future," Moira says.



Watch how Natalie and her family are moving forward:
Perkins.org/Natalie



“Building these **foundational skills** will be hugely important **for her future.**”



HOW WE'RE MOVING FORWARD

For students like Natalie who have multiple disabilities, learning a new word is a major milestone. At Perkins, success isn't always defined by grades. Rather, it's measured in the strides every individual student makes in learning to communicate, to express and to speak up for themselves.

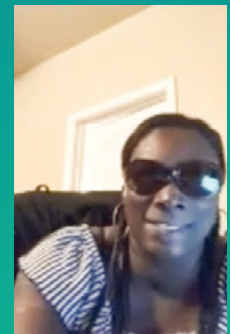
Thanks to your belief in the potential of all our students, we're doing whatever it takes to give every student the same opportunity to thrive.

Career Launch: 'I came out with much more confidence'

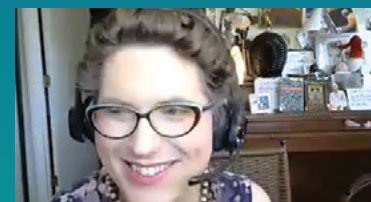
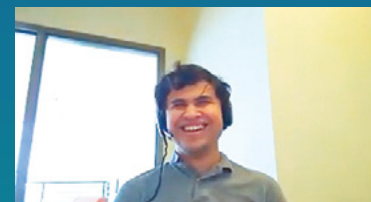
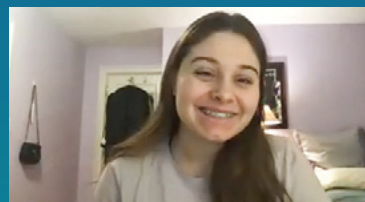
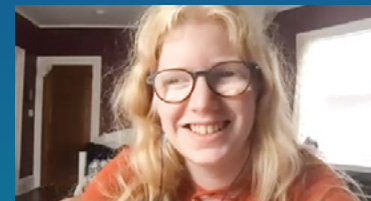
While Tamika had the drive to enter the job market, she knew that to really stand out from her sighted competition, she'd need to sharpen her professional skill set. So earlier this year, she took part in a trial run of Career Launch @ Perkins' entirely virtual job readiness program.

From the comfort of her home in Alabama, she received a course in time management, learned to use critical workplace tools like Salesforce and Microsoft Office and participated in mock job interviews and other workplace scenarios.

"I went in nervous, but came out with much more confidence," she says. "I realized I could problem-solve and engage with customers better than I imagined and I learned how to think on my feet."



100%
of Career Launch
participants **landed**
an **internship**



HOW WE'RE MOVING FORWARD

Given the success of this virtual trial, Career Launch will now provide the program both remotely and in-person.

This means we can support more young adults with visual impairments in their professional pursuits by bringing the program right to their homes. And for those who want the in-person experience, that program is slated to restart as soon as possible.

Your support is instrumental in enabling us to reimagine our programs in response to new and emerging challenges. You are empowering career-driven young adults with visual impairments and putting them on the track to meaningful, long-term employment.

MOVING FORWARD **TENACIOUSLY**

Our community is diverse in age, ability and location. Every member relies on us for different services and forms of support. This is something we've always celebrated. In the last year, given the sheer breadth of our work, the pandemic presented us with new challenges: How can we support our very youngest students if we can't be with them in person? How can we help the thousands of people who look to the Perkins Library for accessible reading materials? What do we need to do differently for children around the world? Each question had its own answer, but they were universally fueled by our tenacity.



Ashley ama la biblioteca de Perkins*

For Ashley, lifelong learning is important. It's why she had recently taken up learning Spanish. When the pandemic set in earlier this year, she wasn't sure she would be able to keep getting accessible learning materials to continue her studies. But the Perkins Library was there for her.

A 17-year-patron of the library, Ashley has relied on Perkins throughout the pandemic to deliver her books in English and Spanish audio, as well as in Spanish braille.

Once she receives the books, she listens to 10 minutes of the story in English. She then reads that same passage over in Spanish braille. And to drive it home, she listens to the passage once more, this time in Spanish audio. She's not fluent yet, but she is making progress every day.

"This is something I don't think I'd be able to pull off without the Perkins Library. It's been invaluable to my language learning," she says. "It's just so helpful that they have such a big language selection."

By the end of the summer Ashley had worked her way through the Spanish version of the first Harry Potter book and is now excited to finish the series.

* Translation: Ashley loves the Perkins Library

HOW WE'RE MOVING FORWARD

Patrons of the Perkins Library are a diverse group, in age, ability and literary interests. That equals tens of thousands of orders, and fulfilling them takes a lot of work. With your help, we remain up to the task.

One of the ways we are keeping up is by training more and more of our patrons to use our braille and audio reading download site that connects borrowers to our vast library, all digitally. And we're thrilled to now be seeing the number of users grow every month. We've also established a suite of remote services, including book clubs, trivia groups,

audio-described movie afternoons and so much more. Today, hundreds regularly participate in these activities and our online community is thriving. Even through these challenging and socially distant times, we have kept our community connected.

We are excited to bring the services our borrowers have always loved back to them, while continuing to champion our digital products and offering these new remote opportunities.



RoAnn Costin has big dreams for Perkins International here and abroad

As a child, RoAnn Costin was deeply moved by the life of Helen Keller. It changed her perception of what people with disabilities could accomplish and helped shape her own lifelong belief in the importance of a quality education. That's why even today, when discussing her support of Perkins' international work, she can't help but reference the story of history's most famous deafblind person.

"I feel like we're going to find the next Helen Keller," she says. "That child could be anywhere in the world, so I'm inspired by the work Perkins does internationally."

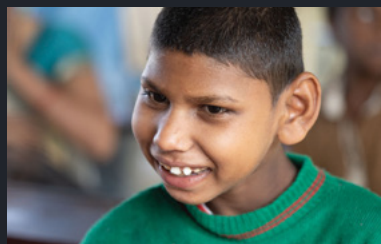
In particular, RoAnn is drawn to the Educational Leadership Program (ELP). Celebrating its 100th anniversary this year, the ELP brings educators from around the world to Perkins for nine months of intensive study. They then return home to use what they learned at Perkins to uplift children with visual impairments and multiple disabilities and provide expert leadership in their communities. As a result, every day, in every region of the world, a child with disabilities is able to learn thanks to the help of a Perkins-trained teacher.

"The ELP Program gives me so much hope," says RoAnn. "The 100-year journey of this program is a testimonial to the excellence in leadership at Perkins, the dedication of all its teachers and the commitment of those who leave their homes to come and learn from us for the sake of children in their countries."



Perkins-trained
educators are
working in

92
countries



LOOKING FORWARD

RoAnn is excited to see how graduates will utilize technology to keep in touch with one another, share best practices and educate children remotely. At the same time, she's thrilled to use her own voice to continue championing the work done through the program, on campus and around the world.

"I am focusing my efforts on expanding the program's group of friends and backers," she says. "Without support, this work just wouldn't be possible, and there's still so much work to be done."

A photograph of three children in an outdoor setting. A young boy in a red and white checkered shirt and brown pants is seated in a red metal wheelchair, smiling broadly at the camera. He is wearing a black safety harness. Behind him, another boy in a purple patterned shirt is leaning over the wheelchair, looking down at the boy in the chair. To the left, a third boy in a red and white checkered shirt and brown vest is smiling. In the background, a yellow cloth is draped over something, and a banner with the text 'YOTI PUBL' and 'SDRM, CA' is visible. The overall scene is bright and sunny.

MOVING FORWARD **COLLABORATIVELY**

As we have always done, we continue to partner with families and supporters of Perkins to make sure no child is left unserved, no matter where they live. Today, those partnerships just look a little different. Thanks to support from donors, and unmatched determination from the families, schools and government bodies with whom we work, we are still empowering children all around the world.

In Lucknow, India, a pair of twin girls are now learning

Naina and Sunaina are twin girls from a village near Lucknow, India, who have visual impairments and additional disabilities. They spent most of the first eight years of their lives confined at home without any sort of educational or rehabilitative support. Their parents wanted to help them — they just didn't know how.

Then field workers from Jayati Bharatam, a partner of Perkins India, arrived.

Having found the sisters through a village-wide screening, the team helped identify their disabilities and then designed an intervention plan to put both girls on a new path. Most importantly, both sisters are now enrolled in school, and Naina, who has severe mobility issues, was also provided a wheelchair.

This has changed not only the trajectory of both girls' lives, but the whole family's outlook about their capabilities.

"We didn't have any information before, and since there was nothing available, we thought, what can be done except keep them at home?" says their father, Suresh. "Now that we know these people from Perkins, we feel encouraged. I'm confident now my girls will overcome their challenges."



See how these twin sisters are moving forward: [Perkins.org/Twins](https://perkins.org/twins)

HOW WE'RE MOVING FORWARD

Our future in India uplifting children like Naina and Sunaina lies with our local partners and families.

Through what we're calling Project IDI, short for Identification and Intervention, we're working with eye hospitals, local non-governmental organizations (NGOs) and schools to change children's lives. We're identifying children in even the most remote villages and connecting them to the services they need to access education. Where those services don't exist, we help to establish them. After they are established, we put them in the hands of our strong partners, who know their communities better than anyone, bringing about the best results.

Today, we're doing this work wearing masks, socially distanced, and through technology where applicable. As we continue that work, in however way we must, we're replicating our Identification and Intervention model in other communities.

As we look to grow our impact in the world's second-most populous country, your support makes all the difference.

Tiago and Alisha find family in new places

Alisha describes her son, Tiago, who's visually impaired and on the autism spectrum, as a funny, high-energy kid who loves to jump in muddy puddles.

"He's just so full of life, every day," she says of her 3-year-old.

A big part of the reason for that is Perkins' Infant-Toddler Program, which has been working with him through home visits since he was just nine months old. Alisha says over the first two-and-a-half years of his life, she's learned from Perkins how to understand Tiago's strengths and unique needs, which has helped her empower him to be his happy-go-lucky self.

When coronavirus shut down in-person services, though, the biggest help became the online network of families they found through the program. There, Alisha says she's been able to connect with families like hers, while filling "a huge binder" with resources and answers to her most pressing questions.

"The parent group is just priceless. The information, support and friendship we've been receiving, there's no end to it," says Alisha. "These people have become our family."



Families served by Perkins'
Infant-Toddler Program:

488

From July 1, 2019 to June 30, 2020

Virtual home visits provided:

1,475



HOW WE'RE MOVING FORWARD

Early intervention is critical for young babies and toddlers like Tiago, in order to set them up for future success.

Thanks to your support, that work has continued. In addition to connecting families like Tiago's with one another through our online community, our teachers have delivered more than 1,000 hours of instruction for children with visual impairments ages birth to 3 throughout New England, all online.

In fact, even before the pandemic, Perkins had begun offering online services to families in need. We will keep supporting families of young children remotely, as well as in person, even after we return to in-person learning. This pandemic has shown us just how much good can be done virtually.



Throughout Latin America, Lavelle Fund for the Blind helps to create brighter futures for all children

The Lavelle Fund for the Blind first partnered with Perkins in 2008 to support our work throughout Latin America. The Fund has remained a partner because Perkins not only empowers underserved children and their families, but works to change entire education systems, says Susan Olivo, executive director of the Lavelle Fund.

“What we really like about Perkins is the commitment to foster systemic change,” she says. “When you can impact a system or a country — changing the way that things have always been done — then the value of [our support] lives on into the future.”

One example close to Susan’s heart is Perkins’ work in Yucatan, Mexico.

There, Perkins and the Lavelle Fund are partnering with a public school to create what is known as a “model program,” meant to teach children with multiple disabilities using best practices in special education.

“When we visited, we met with teachers and they shared how what they’ve learned from Perkins has changed their work,” says Olivo. “Our staff and board members met with parents who told stories from the heart about the challenges of their family with daily life, transportation and other needs. If that school disappeared, their lives would not be the same.”

“When you can impact a system or a country — **changing the way that things have always been done** — then the value of [our support] **lives on into the future.**”



HOW WE'RE MOVING FORWARD

With the Lavelle Fund's help, Perkins is able to partner with the Ministry of Education and the local university to ensure the lessons learned from the model program in Yucatan can be shared and applied in other communities and schools throughout the region.

This year, Lavelle Fund expanded its partnership with Perkins to also invest in training for educational leadership in Latin America, building capacity for long-term sustainable change.

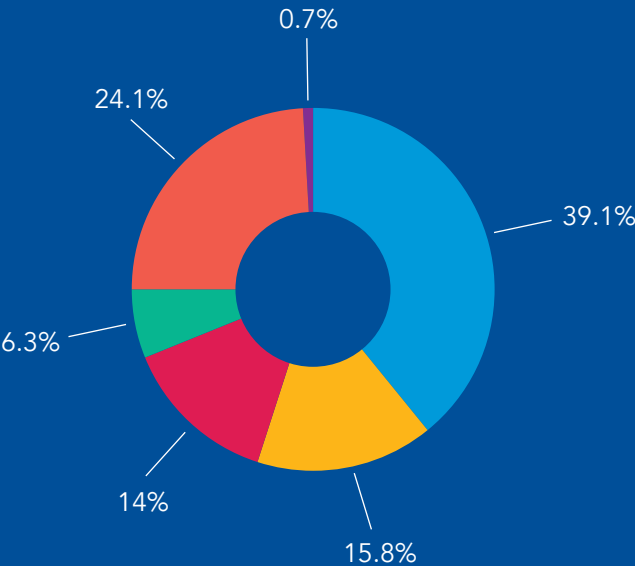
Financial summary

For the year ending June 30, 2020

This past year presented the unexpected challenge of COVID-19, as well as the launch of exciting new initiatives. What wasn't different was our deeply held commitment to those we serve around the world, and to serve them in a way that balanced fiscal sustainability and strategic growth.

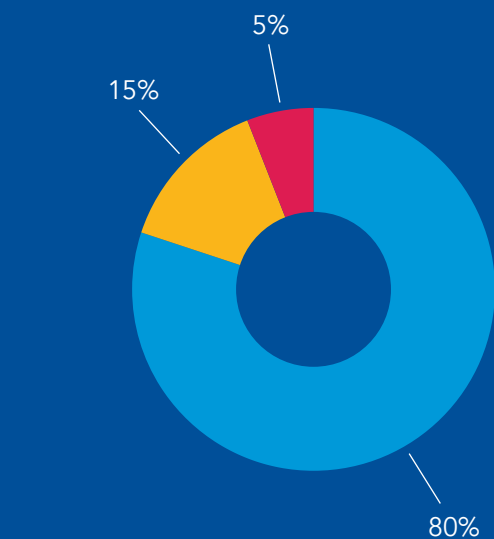


FY2020 operating revenue



Tuition	\$30,688,000
Program service revenue	\$12,392,000
Gifts and grants	\$10,955,000
Sales of materials for the blind	\$4,982,000
Endowment support	\$18,945,000
Other	\$576,000
Transfer to board restricted endowment	(\$1,823,000)
FY2020 operating revenue total	\$76,715,531

FY2020 operating expenses



Programs	
Educational Services	\$40,711,611
Perkins International	\$3,047,149
Perkins Library	\$2,962,522
Perkins Solutions	\$5,403,526
Other	\$8,784,261
Total	\$60,909,069
Administrative	\$11,457,160
Fundraising	\$3,596,616
FY2020 operating expenses total	\$75,962,845

Net assets for the fiscal year ending June 30, 2020 were \$342,760,334.

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

Thanks to individuals and institutions who made generous gifts from July 1, 2019 to June 30, 2020, we were able to empower and educate our students in entirely new ways. Your support was vital, enabling students to keep learning and challenging themselves every day as they strived to realize their potential. From the entire Perkins community, thank you.



\$1,000,000+

Carl F. Moore Trust ◇
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\$100,000 - \$999,999

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Thank you to all our donors who have designated Perkins as the beneficiary of a will, trust, life insurance policy or other planned giving arrangements. By including Perkins in your long-term and estate planning, you will keep our education programs strong and vital for future generations. Members of our Thomas H. Perkins Legacy Society play a key role in the future of Perkins. Donors who participate in this society have been recognized with a ♦ throughout the Annual Report. Learn more at Perkins.org/Legacy

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Events

Thank you to all who joined or supported us at a Perkins event this year. Your participation helped us raise awareness of our mission while empowering students on and off campus. Our community is as strong as it is, even in unprecedented times like these, because friends like you are so committed to helping it flourish. Thank you.

Taste of Perkins 2019

Nothing brings together friends for a night of fine dining, all for a good cause, quite like the Taste of Perkins. Celebrating its 12th year, the 2019 Taste was another huge success, with a competitive silent auction and some of the most delicious treats yet during the blindfolded tasting. Cheers to that!



Perkins Golf Tournament

The sixth annual Perkins Golf Tournament might have been pushed from summer to fall, but thanks to friends like you, that mulligan made all the difference for our students. Thanks for joining us to raise money for athletics and academics at Perkins. See you on the greens next year!



Stay connected, virtually

We invite you to join us online for a series of conversations with experts, advocates and change-makers working together to build an inclusive future for children and young adults with visual impairments. Learn more at Perkins.org/In-Action

We'll see you soon

We can't wait to come together in person once more, to enjoy each other's company and to celebrate the potential of all children. Only together can we create a more equal world for children with disabilities. Your continued support has meant everything to us this past year, and we look forward to meeting once again, face to face, and sharing with you all of the amazing achievements happening at Perkins.

Trustees and Members of the Corporation

As of June 30, 2020

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Elena Matlack

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Trustees

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

Corinne Basler is chair of the Board. A mother of a Perkins grad, she also chairs the annual gala and led the school's first comprehensive capital campaign. She brings to Perkins extensive marketing experience and advises a wide range 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. An investor in and 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 sectors, helping lead strategy at UPS, the Centers for Disease Control and Prevention and elsewhere.

Tom Hehir is a retired 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 legal and board governance expertise, most recently serving as general counsel at

ISO New England. He is a board vice chair and serves on the Perkins Education Committee, which he previously chaired, and the Finance, Audit and Solutions committees.

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 15 years, with previous experience at JP Morgan and Salomon Brothers.

Elena Matlack chairs the Perkins Committee on Trustees, is a co-chair of the Corporation and serves on the Trust Board and Perkins International. She sits on the Boys and Girls Clubs of Boston board and the Mass General Hospital for Children's Advisory Board, and also co-chairs the Breast Cancer Research Foundation's Annual Symposium.

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 a Director at Puddingstone Consulting. Previously, she worked in the classical music field, holding various director roles with Boston

Landmarks Orchestra and Boston Symphony Orchestra, and as an attorney practicing commercial litigation and health care law in Boston. #

Oz Mondejar is the Senior Vice President of Mission and Advocacy for Spaulding Rehabilitation Network & Partners Network at Home. His contributions to Perkins include serving as the Chair of the Perkins Capital Committee, advising instruction for Perkins' EdX course, "Introduction to Inclusive Talent Acquisition" and collaborations with Perkins Solutions.

Vaithehi Muttulingam is secretary of the Board and a member of the BSAS, Massachusetts Society of CPAs and AICPA. She is also treasurer of Siharum Advisors, LLC and Refugees International, Inc.

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 recently retired as executive vice president and chief operating officer at Prudential. He is the proud 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 Bank Rhode Island. He is the father of a 2007 Perkins graduate.

Michael Schnitman has been a trustee since 2011. He is Senior Vice President and Head of Alternative Investments 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 Stenberg serves as co-chair of the Corporation and vice chair of the Board. She founded a manufacturing company in 1986, which she ran until selling it in 2000, and is currently the co-founder of a specialty retail chain founded in 2001.

Members of the Corporation

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Remembering Mike Cataruzolo

We lost a beloved member of the Perkins community this summer with the passing of Mike Cataruzolo. For six decades, Mike was a vibrant part of Perkins, as teacher, coach, volunteer, leader and friend, and he impacted the lives of countless families, teachers, staff and visitors. We'll never forget Mike's spirit and love for Perkins.

The Perkins School for the Blind mission is to prepare children and young adults who are blind, deafblind or visually impaired, including those who have additional disabilities, with the education, confidence and skills they need to realize their potential.

We strive to ensure the accuracy of donor information. For updates, please contact Emily Ferman, director of development operations, at Emily.Ferman@Perkins.org.

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Perkins SCHOOL
FOR THE BLIND



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.

[Perkins.org/Forward](https://perkins.org/Forward)

