



Building  
an inclusive  
world

2017 Annual Report



### From the CEO and Board Chair

At Perkins School for the Blind, inclusion means that every person has a voice, a place, a role, and that each person's unique strengths are recognized and valued.

Everyone brings something different to the table. We know that combining diverse viewpoints and skill sets leads to more productive organizations, closer communities and, ultimately, a stronger world.

For 188 years, Perkins has championed inclusion for people who are blind, visually impaired or deafblind. We have pushed for better educational opportunities for children who are blind in countries around the

world, for employment options for young adults who are visually impaired in the U.S., and to break down social stigma that keeps many sighted individuals from fully engaging with their blind peers.

We couldn't do it alone. Thank you to our generous donors and philanthropic partners who have supported our work and made it possible for us to expand our impact year after year. With your help, we will continue to advocate for opportunities for all those we serve, and work to build a world where people of all abilities have an equal voice.

Warmly,

**W. David Power**  
President and CEO

**Corinne Basler Grousbeck**  
Chair of the Board

## Can you imagine an inclusive world?

We can.

But at Perkins School for the Blind, we're not content to just imagine. We think our students – and all children and adults with visual impairment – deserve to live in a world that values and includes them.

So we're taking action: to break down barriers to education around the globe, to empower children and teenagers with the skills to be independent, and to reverse outdated stereotypes about what people who are blind are capable of.

### We believe

that education is a human right, so we're partnering with governments and organizations worldwide to make sure every child with visual impairment has access to well-trained teachers.

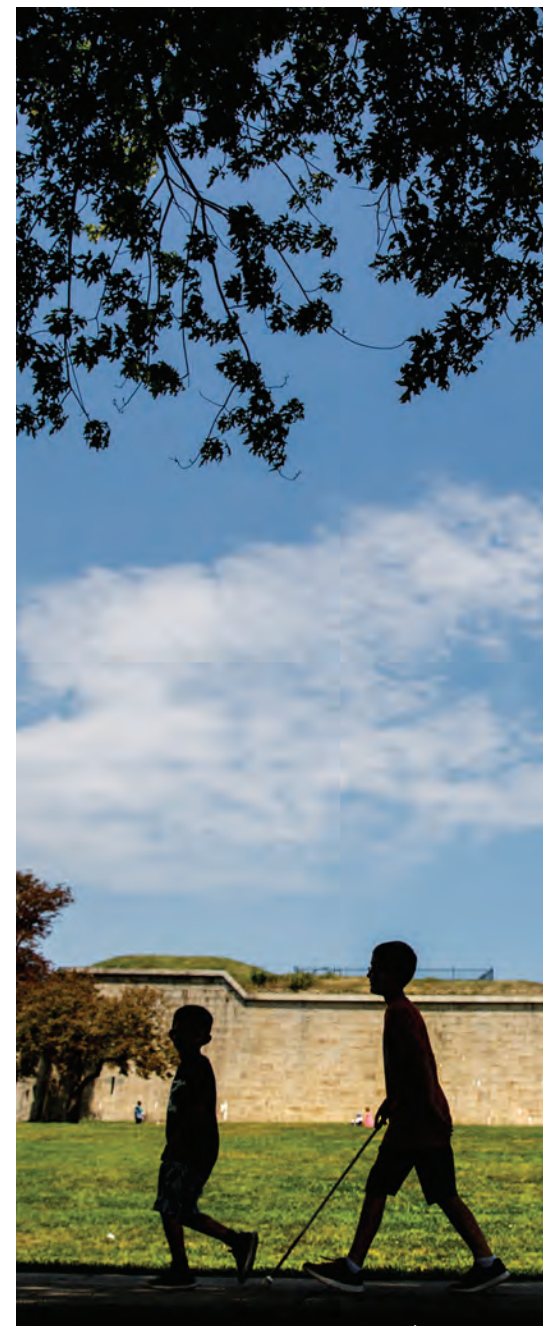
### We are

preparing our students to be their own best advocates, so when they graduate from Perkins, no challenge will be insurmountable.

### We will

challenge society to look past disability, and appreciate the unique perspective that people who are blind can offer.

Read more about our work in the pages that follow, and join us as we strive to make an inclusive world a reality.



# We believe...

## Education is a human right

Every day, millions of children with visual impairment around the world are denied the education they need to thrive.

It happens when a child in India is kept home from school because she is blind with other disabilities, or when a student with deafblindness is placed in a mainstream classroom with a teacher who doesn't know how to communicate with him. In these cases, children with the potential to learn and grow can experience neglect and isolation.

Education is an essential resource for these children – no matter where they live. With access to special educators who understand their learning needs, many can develop communication skills and become active participants in their schools and communities. With the right resources, they may one day be able to live independently, or find fulfillment through a job or volunteer position.

We partner with schools, governments and families around the world because we know education has the power to change lives. And because all children, regardless of their disability, have a right to learn.



In FY17: **66,013** children and families supported globally by our international efforts

## Independence is transformative

When you have a child who is blind, it can be hard to resist the urge to take over certain tasks. It can seem easier to cut your daughter's food into bite-size pieces than to teach her how to use a sharp knife safely.

We believe the best way to "help" our students is to teach them how to help themselves. We do this by empowering them with skills: how to make their own beds and cook their own breakfasts, how to dress themselves and navigate independently. And most importantly, how to take charge of their own lives by making healthy decisions and being their own best advocates.

A student with independent living skills is more likely to be hired at a job, go to college or live away from home. She is more likely to achieve her goals, and to feel pride in her accomplishments, because she has the agency and the power to create her own success.

## An inclusive world is an accessible world

Commuting to work, buying groceries online, applying for a job – nearly every adult performs these activities at some point in their lives. But for people who are blind, accessibility issues often create unwanted challenges.

Navigating across a busy intersection becomes dangerous when audible pedestrian signals aren't functioning properly. Online shopping is difficult if the website isn't accessible to people using screen readers or other assistive technology. The same is true for a company's human resources website or online application.

In order to be included in society, people who are blind need equal access to the systems and information their sighted neighbors take for granted. They also need equal opportunities in the workplace, and to be treated with respect and sensitivity in their communities.

Perkins is helping organizations and businesses understand what it means to be accessible, both online and in face-to-face interactions. Because accessibility is the first step in creating an inclusive world.



In FY17:

**27,840,858** people reached through our social change initiatives



### Focused on the needs of each individual

Teaching means problem solving. It means tailoring each class to the needs of each student. It means innovating for nearly two centuries to pioneer new techniques in blindness education.

Now, confronted with the new leading cause of visual impairment in school-age children in the developed world, Perkins is ready to set the standard again. Cortical visual impairment (CVI) is unlike other forms of visual impairment because it's caused by damage to the brain, not to the eye. Children with CVI might be able to see moving objects but not stationary ones, or primary colors but not facial features. Most importantly, they might be able to improve their use of vision with the right education.

To get that education, they need experts in CVI. Perkins offers essential CVI training for educators, along with an endorsement to recognize those who have achieved expert-level status, to make sure students across the country are getting the services they need. For this new generation of children with visual impairment, a CVI-trained teacher could transform their lives.

### Champions of literacy

Literacy opens up a world of possibility for a person who is blind. Books fuel the imagination, newspapers keep you up to date on world events and notes from friends strengthen bonds.

That's why at Perkins, literacy is at the heart of everything we do.

Our educators use print and tactile materials as well as the latest in assistive technology to teach essential literacy skills to students on campus and in public

schools across the region. Perkins Solutions has put a Perkins Braille in the hands of thousands of students in developing countries worldwide. And through the Perkins Library, we offer more than 110,000 accessible books to nearly 28,000 Massachusetts residents who have difficulty reading traditional print materials.

From a Lower School student reading a brailled children's book to a grandfather with glaucoma listening to his favorite Civil War audiobook, Perkins offers life-changing literacy education and resources.



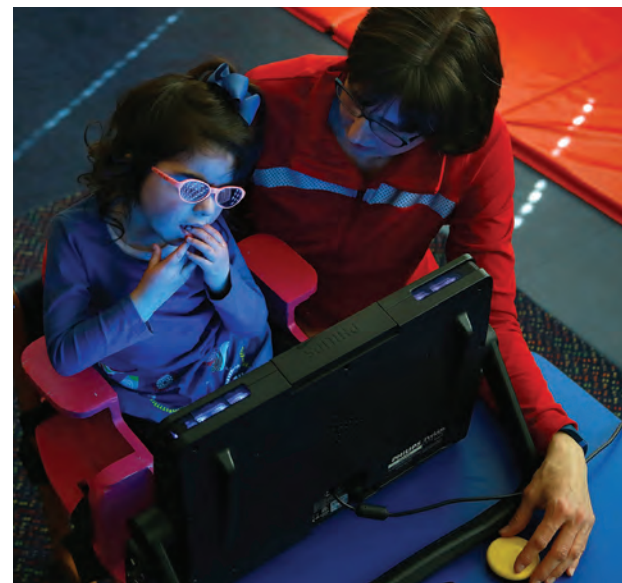
# We are...

### Committed to early intervention

Ages 0 to 3 are a critical time in the life of a child who is blind. That's why from the moment a baby with a visual impairment comes home from the hospital in Massachusetts, a Perkins teacher of the visually impaired is ready. She'll answer parents' crucial questions: Will my child be able to learn? Make friends? Find a job? And she'll work with parents to create the best possible environment – full of sensory toys, tactile symbols and braille labels – for the child to thrive.

On the Perkins campus, the Infant-Toddler Program offers a safe haven – a supportive community where children have a chance to socialize with peers who are visually impaired and parents can share experiences and lessons with one another.

Every baby is born with potential. That's why Perkins is there from the very beginning to set every child up on a path to success.



In FY17: **10,402**

teachers, service providers and professionals around the world provided with specialized training and professional development courses

# We will...

## Prepare students with visual impairment to become their own best advocates

Imagine being blind and excitedly stepping into a college class for the first time. But then your professor only hands out paper copies of his quizzes — and he uses an online portal that can't be navigated with assistive technology.

People who are visually impaired face scenarios like this every day, as they enter new environments that overlook their needs.

We want every Perkins student to be ready to tackle these situations, so we teach self-advocacy from an early age. From picking out their favorite foods at the grocery store to speaking to state legislators about their disability, our students make their voices heard.

We prepare our students for the real world. The Pre-Employment Program, now in its third year, guides students through the basics of applying for jobs and connects them with role models in the workplace. The new College Success @ Perkins program is designed to equip college-bound high school students with visual impairment with the skills and confidence to earn a degree.

Get ready, world. Perkins students are here to make their mark.



In  
FY17:

# 1.4 million

parents, caretakers  
and educators  
reached with our  
online resources



## Expand our global impact

Six million. That's the number of children whose lives will be changed because of Perkins International Academy by 2030.

At Perkins, we know every child can learn, regardless of their visual impairment or additional disability. They need the right teachers, specialists and resources to make that happen — and that's where Perkins International Academy comes in. Launched in June, this ambitious teacher-training program will dramatically increase the number of qualified special educators in the developing world.

Perkins International has worked with government ministries to create training opportunities for educators around the globe. Courses have already been held in Indonesia, Guatemala, Argentina and India, with more planned for 2018.

Children who have never set foot in a classroom because their parents thought they could never learn; children who have been excluded by schools that can't accommodate their visual impairment; children who have faced the stigma of disability — this is their chance for a brighter future.

In  
FY17:

# 41

countries around the  
world benefited from  
Perkins International's  
training and support

## Innovate for inclusion

Technology has the power to revolutionize all of our lives — including people who are blind or visually impaired. From the Perkins Braille, still used around the world today as an essential literacy device, to the iPhone and its built-in accessibility tools, technology has come a long way. But at Perkins, we're not satisfied with the status quo.

We developed a micronavigation app, BlindWays, so people with visual impairment can use physical clues to find the exact location of bus stops in the Boston area. We're working with researchers as they test driverless cars on the Perkins campus, offering feedback on how its features can best serve people who are blind. We're piloting a new braille e-reader — developed to be low-cost, easy-to-use and to lighten the load of patrons used to carrying heavy braille books.

We're always innovating — looking for the next idea that will make the world a more inclusive place for everyone.

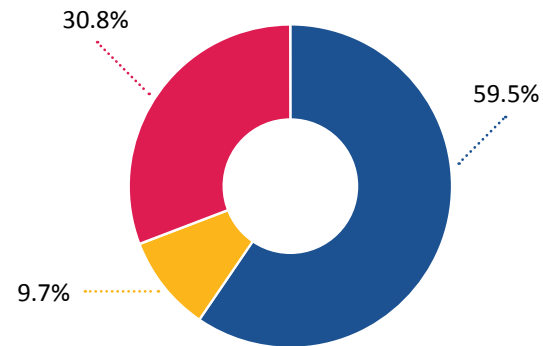


# Financial Summary

For the year ending June 30, 2017

Every year, Perkins School for the Blind carefully evaluates our financial resources in an effort to grow and support our programs and services with an eye toward sustainability. FY2017 was a year of significant investment for Perkins as we launched new programs and initiatives that will help us expand our impact among children and young adults with visual impairment.

## FY2017 Operating Revenue by Source



### Government (federal, state and local)

MA Local Governments .....	\$23,963,514
MA State - Departments and Agencies .....	\$3,544,140
Non-MA State and Local Governments .....	\$8,205,702
Federal .....	\$5,979,639
<b>Total</b> .....	<b>\$41,692,995</b>

### Gifts & Grants

Foundations .....	\$2,841,104
Individuals .....	\$3,304,443
Corporate .....	\$268,148
Planned Gifts * .....	\$359,443
<b>Total</b> .....	<b>\$6,773,138</b>

\* \$2,518,485 in bequests was also received in FY2017 and is not reflected as part of our operating revenue.

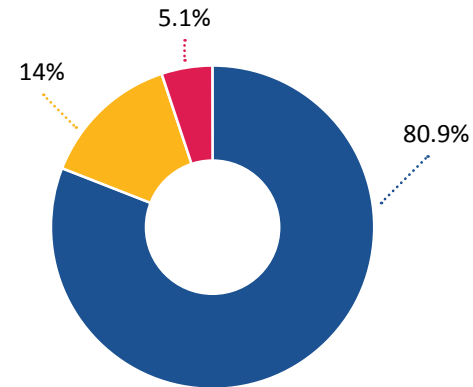
### Other

Private Payers .....	\$573,144
Sales of Products and Services ** .....	\$5,759,142
Donated Volunteer Services .....	\$591,485
Other Revenue .....	\$652,294
Endowment Return Used in Operations .....	\$13,993,729
<b>Total</b> .....	<b>\$21,569,794</b>

\*\* Primarily includes sales of brailers and accessibility consulting services

**FY2017 Operating Revenue Total** ..... **\$70,035,927**

## FY2017 Expenses



### Programs

Educational Services .....	\$38,503,513
Perkins International .....	\$3,657,367
Perkins Library .....	\$2,913,407
Perkins Solutions .....	\$8,351,727
Other .....	\$6,182,019
<b>Total</b> .....	<b>\$59,608,033</b>

**Administrative** ..... **\$10,285,383**

**Fundraising** ..... **\$3,753,288**

**FY2017 Expenses Total** ..... **\$73,646,704**

Net assets for the fiscal year ending June 30, 2017 were **\$337,154,928**.



# Thank you to all our supporters – your generosity makes our work possible.



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## Individuals and Institutions

Every day, a Perkins student hits a new milestone. A Deafblind Program student signs her name. A Lower School student navigates the halls with a white cane. A Secondary Program student learns work skills at a local hotel. A Perkins trained teacher in Malawi welcomes a blind child to the first school they have attended. All of this is made possible through the generous support of individuals and institutions who made a donation in fiscal year 2017 to help our students reach their fullest potential. From the Perkins community, thank you for all that you do.

### \$1,000,000+

Estate of Irene Roman †

### \$100,000 - \$999,999

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**Bold** = Five years of consecutive giving at any level \* = Deceased † = Thomas H. Perkins Legacy Society

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## Bill and Margot Moomaw

Bill and Margot Moomaw have been connected with Perkins School for the Blind for more than 40 years. Margot vividly remembers their son's first day of school at Perkins. "David was the first non-deafblind child with multiple disabilities that Perkins accepted," she says. "What we've always responded to the most about Perkins is its can-do attitude. They're always learning and innovating to make sure they're delivering the best education to each child."

Unique outdoor play facilities are one example of the kinds of shared learning innovations that emerged from the Moomaws' journey with Perkins. Their family was overseas for a year and came back to Perkins with ideas and resources for physical education, an area in which David's school for the blind in Munich excelled. "Many of the custom playground structures at Perkins were built about a year after our return, based on ideas generated from our experience in Germany," Margot says.

The Moomaws have supported both on- and off-campus efforts to provide the best education possible to students. "We know that Perkins' on campus expertise is incomparable," says Bill. "It is especially meaningful to see how Perkins has trained and sent TVIs (teachers of the visually impaired) throughout the state to provide critical resources for school districts to increase Perkins' impact beyond the campus as well."

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As children, both Howard and Robin Reisman developed a growing awareness of the challenges faced by individuals who are blind. Robin's mother read to the blind; Howard's mother supported the Carroll Center's adult services. "We are Perkins donors who do not have blindness in their families," says Robin. "For us, it's a philanthropic area that crosses family generations."

"I became most interested in resources for children who are blind, and got involved with Perkins," Howard says, including taking a campus tour and attending events with Perkins leaders. "Perkins President Dave Power has been working on a number of initiatives related to students after they graduate, all of which require funding," he explains. "I wanted to help ensure some resources were applied as students transition to adulthood and look for work. They benefit from help, advice and training like other young adults – and companies benefit when they know what's needed to create an accessible workplace that empowers individuals who are blind and visually impaired."

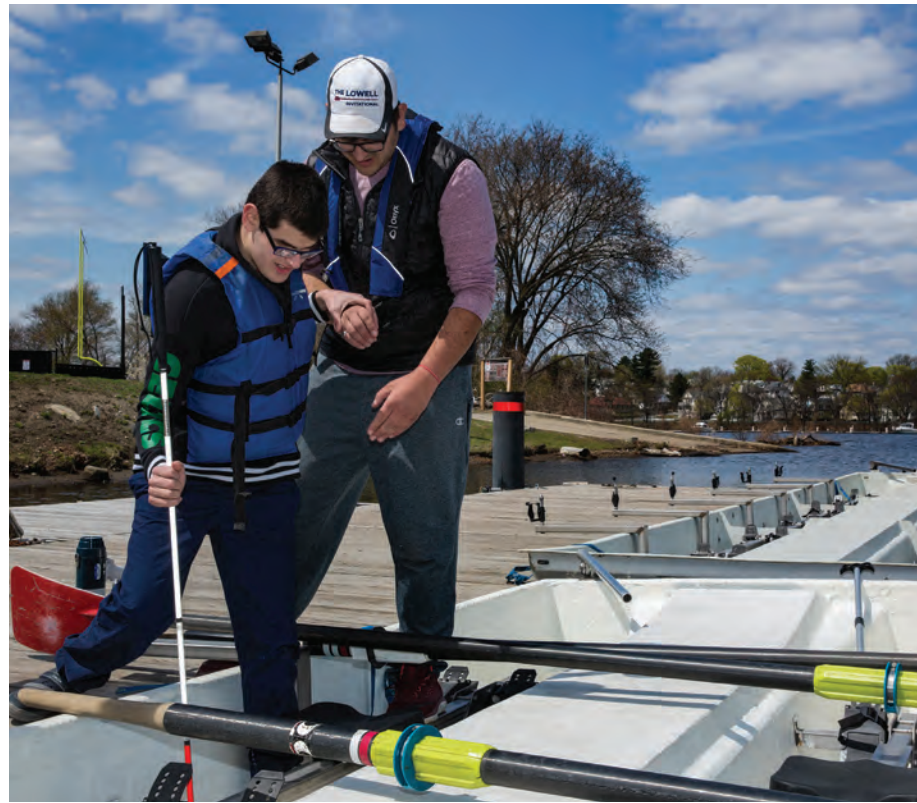
The Reismans have supported Perkins for several years. "Something any charitable donor looks for when they give is whether their gifts are applied wisely. At Perkins, resources are used in an effective and efficient manner to further Perkins' mission," Howard says. "I am astounded by how well Perkins addresses individuals with very different needs, each of whom, as a result, requires an incredibly customized program to maximize their potential."

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Perkins prepares our students for the world – but the world also needs to be ready to welcome them, especially into the workplace. At Perkins, we work with many leading employers to support the creation of more inclusive workplaces. Thank you to the Perkins Business Partnership for breaking down barriers to employment and joining us in creating new opportunities for people who are visually impaired.

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**Bold** = Five years of consecutive giving at any level \* = Deceased † = Thomas H. Perkins Legacy Society

## Perkins

### Possibilities Gala

From energetic student hosts to an electrifying musical performance by '70s funk band WAR, the 12th annual Perkins Possibilities Gala had it all. More than 500 guests raised \$1 million to make a transformative difference in the education of students with visual impairment, with a portion earmarked for assistive technology. To everyone who made the evening such a success, thank you.

### Sponsors

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### 2016 Taste of Perkins

More than 300 guests enjoyed an evening of student musical performances, bid on silent auction items and donned blindfolds to try small bites at the 2016 Taste of Perkins. Thank you to everyone who attended and raised \$120,000 for Perkins programs during a night of food and fun.

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**Bold** = Five years of consecutive giving at any level

## Third Annual Golf Tournament

It didn't matter if players at the third annual Perkins Golf Tournament hit a hole-in-one or a bogey – they all walked off the course feeling like champions because they raised \$150,000 to support the educational and athletic pursuits of Perkins students. Thank you to everyone who took a swing for success.

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## 2017 Marathon Team & Blindfold Challenge Runners

Thank you to all the runners who took to the pavement to support Perkins this spring. Whether they tackled the Blindfold Challenge, running with a sighted guide through the streets of Boston, or the Boston Marathon®, training through snow and rain to conquer 26.2 miles, their determination and grit raised awareness – and more than \$26,500 – for students who are blind.



## Thomas H. Perkins Legacy Society

Every planned gift is an investment in the future of children who are blind. Thank you to those who have designated Perkins as the beneficiary of a will, trust, life insurance policy or other planned giving arrangement. Your philanthropic leadership and personal thoughtfulness will benefit generations of students to come. Look for a † to recognize these donors throughout the Annual Report.

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We strive to ensure the accuracy of donor gift information. If there is an error in the listing of your gift, please contact Emily Ferman, director of development operations, at [Emily.Ferman@Perkins.org](mailto:Emily.Ferman@Perkins.org).

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