



From the CEO and Board Chair

Dear Friends,

It is our great pleasure to introduce you to the faces of Perkins—the many faces of our community. Inside these pages you'll find the faces of our students and families, filled with strength, courage and determination. You'll see the faces of our educators and volunteers, shining with generosity, kindness and humanity. And you'll find faces of our supporters—people just like you—who make our work possible.

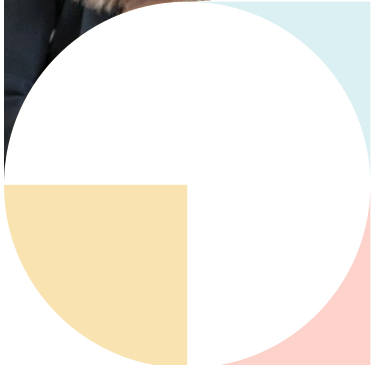
Together, these faces tell our story. For nearly 200 years, Perkins has worked to ensure that every child with blindness and additional disabilities has the opportunity to discover and realize his or her full potential. The work is constantly changing—from new innovations in assistive technology and programming, to new challenges like cortical/cerebral visual impairment. And while that work is far from done, knowing that we count you among the many faces of our supporters is what fuels our belief that success is possible. Thank you for your unwavering support. Together, we take a step forward towards building a better, more inclusive world every day.

Together, we are Perkins.

Warmly,

W. David Power
President and CEO

Corinne Basler
Chair of the Board



Faces of Perkins



With your help, what began as the first U.S. school for the blind almost 200 years ago has become a diversified, international nonprofit organization that leads the way in serving children and young adults who are blind or visually impaired around the world. We are grateful for your ongoing support.

In the pages that follow, we introduce you to the faces of Perkins, faces of the community we have created with your help. Together, we are building a world where all children and young adults can reach beyond what they thought possible to achieve their full potential.



**"Amanda is a girl
who truly loves life."**

Amanda

“Amanda is a girl who truly loves life,” says mom Ileana. Sit with Amanda even briefly and you can’t help but notice this is true.

Amanda began her time at Perkins when she was four years old. Like many Perkins students, Amanda requires a unique set of therapies and support. In fact, her family moved from Cuba to Guatemala and then Florida in search of these services. At Perkins, they found what they need; her decade on campus proves it.

Here, Amanda has developed many skills, but of particular importance for a social butterfly like Amanda was learning how to communicate through assistive technology. Before, she couldn’t verbalize her needs or preferences. Now she’s “able to have a voice,” says Ileana, and interact with the people around her.

As Amanda prepares to enter our Secondary Program, her family is confident that she’ll succeed because “she’s gone through difficult times but always with a big smile.”

WHY YOUR SUPPORT MATTERS

Students and their families choose Perkins for services and support that can’t be found elsewhere. A lack of vision impacts a child’s development in significant ways. Incidental learning—such as reading social cues or orienting oneself within a room—is disrupted for children with visual impairment, leading to developmental deficiencies and other issues.

Perkins’ educators use unique approaches and the Expanded Core Curriculum (ECC) to address this issue and to set students on the path to success.

Perkins educates the whole child, from traditional academics to the technology skills that allow our students to have a voice from the moment he or she steps on campus.

Lucas

It doesn't take much to keep Lucas happy. He's always been an easygoing kid, describes his mom, Agnes, but his journey to Perkins' Deafblind Program wasn't easy.

Lucas has cortical/cerebral visual impairment (CVI)—a medical condition that affects his ability to see and process the world around him. A child with CVI, for example, may see the world as a swirling mass of color. "We didn't understand what CVI was," says Agnes. "The doctors wouldn't say he's blind, but they wouldn't say he's not blind."

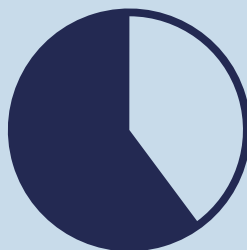
For Lucas' parents, there was a real urgency to find him the best care. That's because when a specially trained educator works with a child with CVI and his or her family, the child's vision and life can improve dramatically. Every hour that passes without the right care truly is a lost opportunity. On their first campus visit, Agnes remembers feeling relieved, "Perkins gave us so much hope." Perkins' educators were not only confident about how to treat Lucas but were excited to work with him.

WHY YOUR SUPPORT MATTERS

Lucas' family is not alone. Today, 60 percent of kids who are blind have CVI. But while CVI is the fastest growing cause of blindness in children in the U.S., too few educators and medical professionals are equipped to diagnose and intervene. Meaning countless families struggle to get people to listen to them about something they see and feel.

As a global leader and innovator in blindness education and services, we won't stop until every child and family has access to the resources they need. Diagnosing and teaching children with CVI requires new approaches, new research and a retraining of educational

professionals on a massive scale, but we're undaunted. With your continued support, Perkins can help more children like Lucas see.



60%
of kids who are
blind have **cortical/
cerebral visual
impairment (CVI)**



**"Perkins gave us
so much hope."**

Teacher Claire Jones signs "all done" into Lucas' hands, indicating the completion of a classroom activity.



"I'm one part **teacher**,
one part **cheerleader**."

Teacher Sue Sullivan works with Nihi to group blocks into sets of 10 to build her non-visual sense of numbers.



Sue

Lively, kind-hearted, warm and passionate are just a few words that describe Sue Sullivan, a beloved teacher at Perkins. She helps students overcome hurdles and unlock their full potential by making STEM subjects—like math and computer science—accessible and fun. “I’m one part teacher, one part cheerleader,” she says.

One of her greatest achievements happened this past year: She brought computer science to Perkins’ high school program. Sue realized that many students across the country were being introduced to coding

and she wanted to ensure students who are blind or visually impaired have the same opportunity. She taught herself computer science, researched best practices and adapted computer science instruction to make the lessons more accessible.

“I meet students where they are and give them the support they need to succeed,” Sue tells us. In doing so, she opens up a whole new world to our eager and excited students.

WHY YOUR SUPPORT MATTERS

Students at Perkins succeed in large part because of teachers like Sue, one of many passionate, innovative professionals who bring education to life for Perkins students.

Perkins’ teachers provide educational experiences that are both highly intentional and specifically tailored to each student’s unique needs—from ensuring that our materials are in braille when

appropriate, to using assistive technologies and other tactile materials and so much more. Your ongoing support ensures we can attract and retain dynamic, inventive and committed teachers like Sue. Accommodations like these can make all the difference for students who are blind, deafblind or visually impaired with additional disabilities.

John

After being homeschooled for seven years, John came to Perkins when he was 16. Here, he transformed from a shy boy to a confident young man. Among many things he learned on campus, John developed crucial skills that prepared him for life after Perkins. For instance, working at the café on campus sparked John's dream of selling hot dogs at Fenway Park.

"He has so many skills," says Jena, his mother. "It just takes him more time to learn."

Perkins' educators build learning these important life and vocational skills into every

classroom at every age. Students learn how to manage money, can work in the cafe like John or deliver flowers around campus.

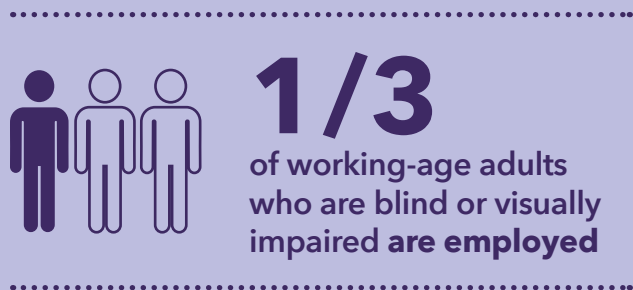
Fast forward to today: After John graduated from Perkins, he built a thriving business, DogHouseDogs, where he and his friends sell hotdogs at local softball tournaments, town events, public events and parties in Massachusetts—and the Pawtucket Red Sox games in Rhode Island. John has tackled a host of medical challenges throughout his life, but he never lets anything stop him from achieving his dreams.

WHY YOUR SUPPORT MATTERS

When it comes to entering the workforce, young adults who are blind or visually impaired face multiple obstacles. For example, far too many young adults graduate high school without the right technological skills to succeed in a modern workplace.

Studies show only one-third of working-age adults who are blind or visually impaired are employed.

You work to increase that number when you support Perkins School for the Blind. Your dollars help us develop more ways to prepare our students, like one of our newest programs, Career Launch, that trains high school or college



graduates who are blind and visually impaired in the skills necessary to land their first career-oriented job.

Thanks to your generosity and support, Perkins can empower more students with what they'll need to succeed in life, college or on the job.





John never lets
anything stop him from
achieving his dreams.



**"This work is
food for my soul."**

Supriya

Ayush, 13, lives with his family in India. For years, he was unable to attend school: His teachers didn't know how to handle his visual impairment and additional disabilities, and wrongly believed he could not learn.

He's not alone. In India an estimated 1 million children like Ayush live a life of isolation, without education. This is because parents, doctors and teachers are not yet trained to identify the special learning needs of these children and connect them with schools and services to help them learn.

Ayush's story is headed in a different direction, in part because of people like Supriya Das. For over 10 years, Supriya has worked to improve the lives of children like Ayush in India because she believes, as does Perkins, every child can learn.

After Supriya graduated from the Perkins International Educational Leadership Program in 2014, she returned home to India full of ideas. With limited resources, she began an infant and toddler program that grew from serving three families to 30 in just one year. She trained her staff using the best practices she learned at Perkins.

To date, Supriya has trained over 200 professionals some of whom have started their own programs, trained more educators and helped even more children like Ayush unlock their full potential. Supriya is one person, reaching thousands: she brings hope and learning to countless children, families and communities.

Every day, she wakes up grateful: "This work is food for my soul," she says.

WHY YOUR SUPPORT MATTERS

Every day, millions of children with visual impairment around the world are denied the education they need to reach their full potential. Early identification and intervention can drastically change a child's life, but it takes a complex set of skills to identify and teach children who are blind, deafblind or visually impaired with additional disabilities. Outside of the U.S., many educators often lack this essential training.

Perkins International breaks barriers to education for children like Ayush. Over the past 100 years, we've trained teachers from all over the world, transforming educators into leaders. Your support is vital: It costs \$50,000 per participant to support an educator in the

Educational Leadership Program. The program brings educators from around the world to Perkins, where they learn from our exceptional faculty through peer-to-peer instruction and hands-on learning with our students in the classrooms.



100 years
of reaching the world's
most vulnerable children

Peter

Peter Gelhaar first came to Perkins over 20 years ago. He didn't know sign language, and couldn't read braille, but he was a strong competitive swimmer in college and wanted to make a difference. He volunteered to teach swimming lessons to Perkins students, not knowing that his time at Perkins would be some of the best days of his life. He's reminded of those days every year when he attends Perkins' holiday concert.

Over the years, Peter's role has changed from volunteer to donor. "There are many organizations

that help people, but I support Perkins because I continue to be struck by the seemingly boundless determination of the students," he says.

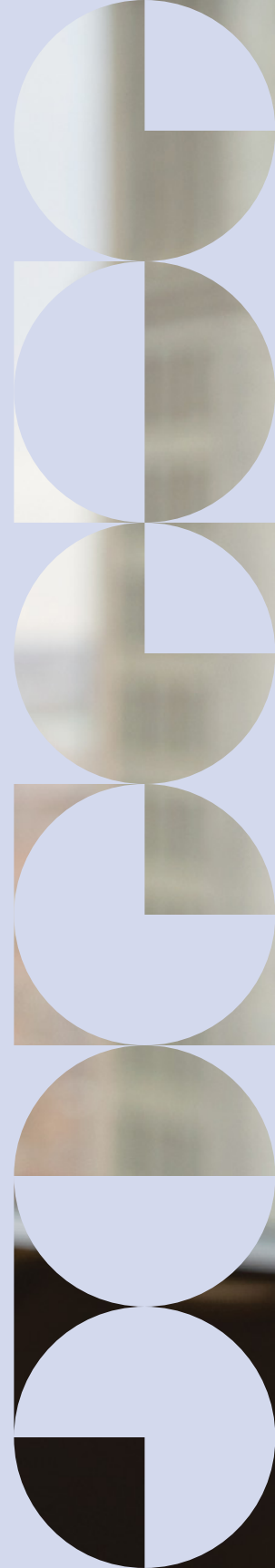
When it comes to the future of Perkins and blindness education, Peter is excited about the opportunities new technology will provide. "Technology evens the playing field for so many Perkins students," he says. "The technology is as inspiring as the students that benefit from it. I've seen so many Perkins' kids overcome challenges—always with smiles on their faces. Those smiles keep me invested."


WHY YOUR SUPPORT MATTERS

Supporters of Perkins School for the Blind give both their generous gifts and their time. Volunteers play an important role in the success of the work we do here at Perkins. Whether building specialized equipment in the Assistive Device Center to empower students on campus, supporting children and families in our Infant and Toddler Program or

recording audio books for Perkins Library patrons, volunteers make a profound difference in the lives of our students and in the work that we do.

A special thank you to our supporters—past and present—for their life-changing impact on children and young adults who are blind, deafblind or visually impaired.





**"Those smiles
keep me invested."**



"College Success is about **becoming the best person you can be.**"

Steph

College was always part of the plan for Steph, but after graduating high school, Steph lacked the confidence and know-how to thrive in higher education as a student who is blind.

To get better prepared, Steph joined Perkins' new program, College Success. For nine months, Steph and seven other ambitious students who are blind or visually impaired from across the country developed the technological literacy, independent living,

orientation and mobility and academic skills necessary for success in college and beyond.

"[At Perkins], you don't feel like you're on your own. But at the same time you are encouraged—in fact required—to push yourself," says Steph. "College Success is about becoming the best person you can be." That's certainly what Steph achieved. Steph discovered inner confidence and here's proof: This fall, Steph started at Lesley University.

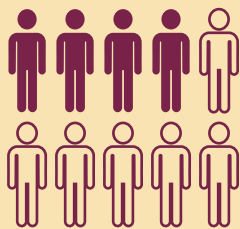
WHY YOUR SUPPORT MATTERS

Every year, smart, ambitious students who are blind or visually impaired like Steph either skip college or matriculate only to discover they don't have the skills needed to successfully navigate the demands of college life.

As a result, only an estimated four of every 10 enrolled college students with visual impairment graduate.

It's likely, based on what we have learned from the College Success program, that countless students who are blind or visually impaired never achieve their full potential because of inadequate preparation.

Perkins' College Success program works to close that skills gap. Your unwavering support enables us to admit participants who don't have access to funding through their school district or their family resources. Together, we make the difference for these students' futures.



4/10

enrolled college
students with visual
impairment **graduate**

CABOT



The Cabot Corporation Foundation has proudly supported Perkins since 2006. Then-CEO Ken Burnes agreed to support Perkins' development of a science and math curriculum specifically related to meeting state-standardized testing requirements in mathematics.


Cabot's giving philosophy prioritizes science, technology, engineering and mathematics (STEM) education, recognizing that today's students will be the thinkers, innovators and leaders of the future. This philosophy aligns well with Perkins' mission to prepare children and young adults with visual impairment and multiple disabilities with the education, confidence and skills they need to realize their potential. Since 2006, the Foundation has generously provided several multi-year grants to support math education in the Secondary Program, which has enabled students to receive more individualized instruction and create tactile graphics that make it easier to understand new math concepts.

"Our hope is that more Perkins students will excel in STEM, expanding their access to both college and employment opportunities," says Sean D. Keohane, the Foundation's President and CEO. "Through our association with Perkins, we know that every child can learn, and we're thrilled to be a part of it."

Over the past 13 years, the Foundation's involvement has evolved: Employees serve as Members of the Corporation and on several Board committees, as well as participate in the Perkins Business Partnership and the Career Launch program. Cabot employees have also assisted in crowdsourcing transportation location data to populate the BlindWays mobile app, which helps to close the navigation gap for the visually impaired in Boston. Cabot has also generously sponsored the annual Perkins Possibilities Gala.

Says Keohane, "Our Foundation is committed to providing education opportunities and making a positive impact in our community, and we are excited to continue supporting Perkins to further these goals."





"Our hope is that more
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excel in STEM."

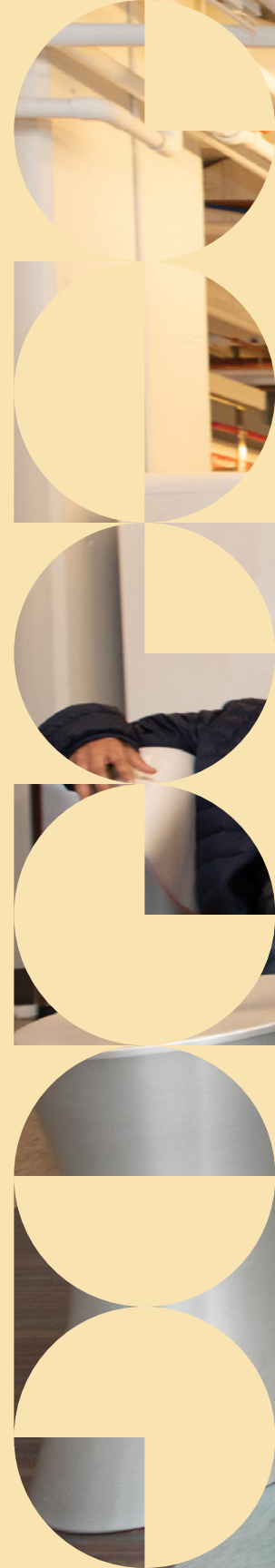
Kyle and Annikamarie create an obstacle course to navigate with a Sphero ball—a robotic toy controlled with code they wrote on an iPad.





The faces of Perkins—our supporters, teachers, parents, administrators, staff and board members—represent a diverse community that contributes wide-ranging talents and support that make our work possible, every day. Perkins couldn't do what it does without you, nor would we have achieved the successes we have for children, young adults and families alone. We are grateful for your support.

Our annual financial results, events and lists of our esteemed Board, Members of the Corporation and supporters follow.

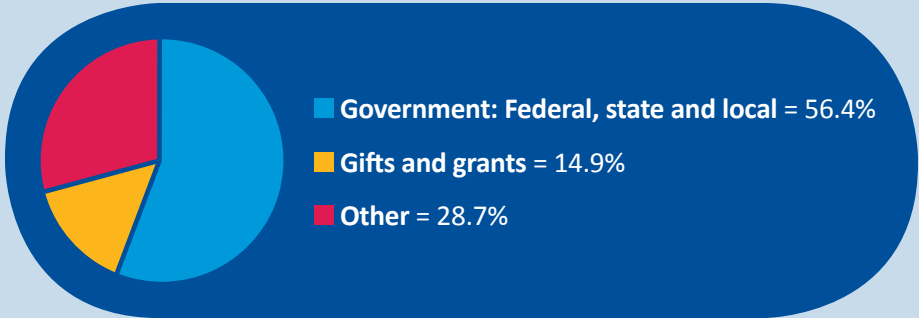




Financial summary

For the year ending
June 30, 2019

This past year was critical for the future impact of Perkins School for the Blind, launching new initiatives and continuing to fund our core programs. Like every year, Perkins strives to strike a balance between sustainability and strategic growth.

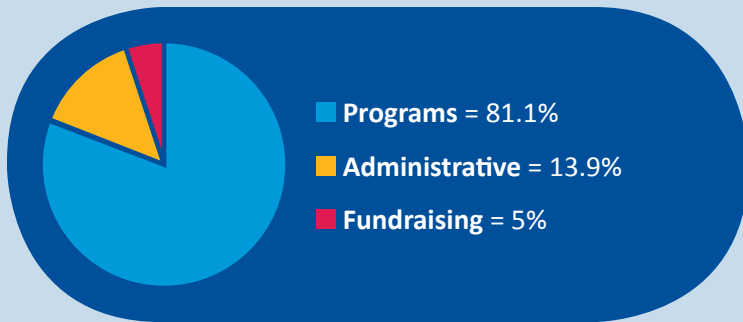


FY2019 operating revenue by source

■ Government: Federal, state and local	
State and local	\$36,109,273
Federal	\$4,976,729
Total	\$41,086,002
■ Gifts and grants	
Foundations	\$2,005,062
Individuals	\$4,161,309
Corporate	\$400,739
Planned gifts	\$450,095
Bequests	\$3,797,735
Total	\$10,814,940
■ Other	
Private payers	\$1,140,503
Sales of products and services *	\$5,731,614
Donated volunteer services	\$558,658
Other revenue	\$1,419,589
Endowment return used in operations	\$15,843,591
Transfer to board restricted endowment	(\$3,797,735)
Total	\$20,896,220

* Primarily includes sales of brailers and accessibility consulting services

FY2019 operating revenue total	\$72,797,162
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FY2019 expenses

Programs

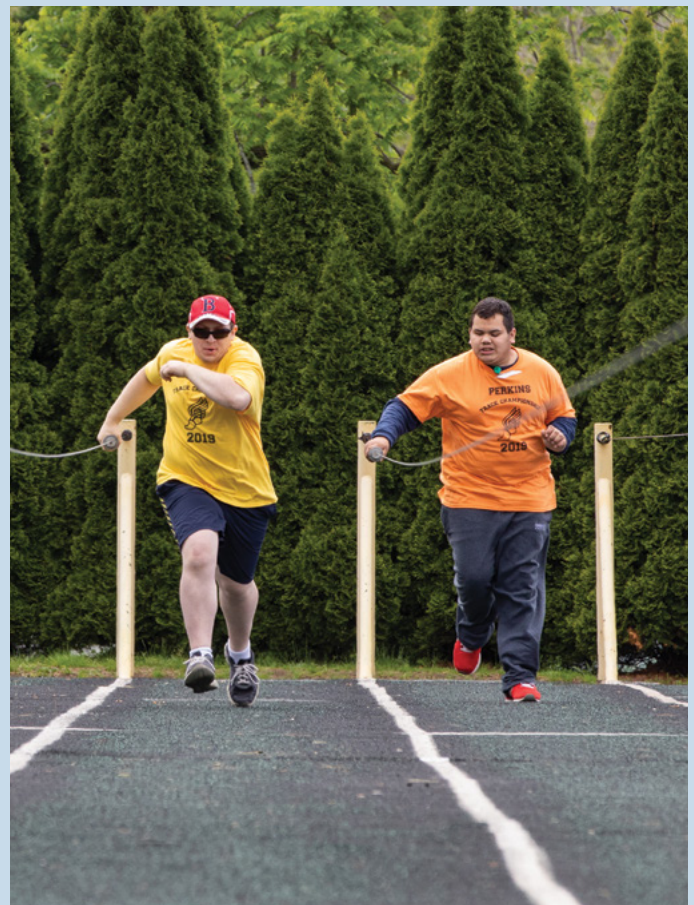
Educational services	\$39,488,387
Perkins International	\$3,218,317
Perkins Library	\$2,985,816
Perkins Solutions	\$6,069,383
Other	\$8,819,529
Total	\$60,581,432

Administrative **\$10,376,855**

Fundraising **\$3,734,041**

FY2019 expenses total **\$74,692,328**

Net assets for the fiscal year ending June 30, 2019 were **\$352,008,287**.



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

Because of individuals and institutions who made generous donations in Fiscal Year 2019 (from July 1, 2018 to June 30, 2019), Perkins was able to empower and educate students while planning for future success. 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 India to better serve students who are blind or visually impaired with multiple disabilities. Thank you from the entire Perkins community.



\$1,000,000+

Estate of Marion B. Bianchi ◇
Estate of Mary Gempka ◇
Lavelle Fund for the Blind, Inc.

\$100,000 - \$999,999

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\$2,500 - \$4,999

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Events

Thank you to all who attended and supported Perkins events this year. Your participation helped us create awareness, connect donors with students, strengthen our community and raise over \$1.4 million!



Perkins Possibilities Gala

The 14th Annual Perkins Possibilities Gala was an inspiring night with Grammy Award-winning group the Blind Boys of Alabama. More than 500 attendees celebrated the past year's achievements and looked ahead to the future. Thank you to everyone who supported this tremendous event!



Fifth Annual Golf Tournament

Thank you to everyone who came out this June to raise money for Perkins academics and athletics and play golf at the Charles River Country Club in Newton. The weather was perfect for a game of 18 holes and everyone played like a champion.



Taste of Perkins 2018

Great food. Good friends. Delectable wines. Taste of Perkins always promises a wonderful evening and this past year was no different. Attendees enjoyed listening to music from Perkins' students, bidding in a silent auction and eating delicious treats while blindfolded. Thank you to everyone who supported this event!

2019 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. Thank you to everyone who participated in and supported this event.

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 arrangements. 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.

Trustees and Members of the Corporation

As of June 30, 2019



Corinne Basler is chair of the Board. She led the school's first comprehensive capital campaign, has 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 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 14 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.

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Chair of the Corporation
Katherine Chapman Stemberg

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Greg J. Pappas
Katherine Chapman Stemberg

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Trustees

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

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 board member of the Boys and Girls Clubs of Boston, where she co-founded the Artemis women's leadership group and co-chaired the organization's primary fundraiser, House Party. Additionally, she serves on the MGHFC's Advisory Board and annually co-chairs the Breast Cancer Research Foundation's Symposium in Boston.

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. His contributions to Perkins include serving as the Chair of the Perkins Capital Committee and advising instruction for Perkins' EdX course, "Introduction to Inclusive Talent Acquisition."

Vaithehi Muttulingam is 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 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 to 2000 and is co-founder of a specialty retail chain 2001 to present.

Members of the Corporation

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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 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

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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.



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