



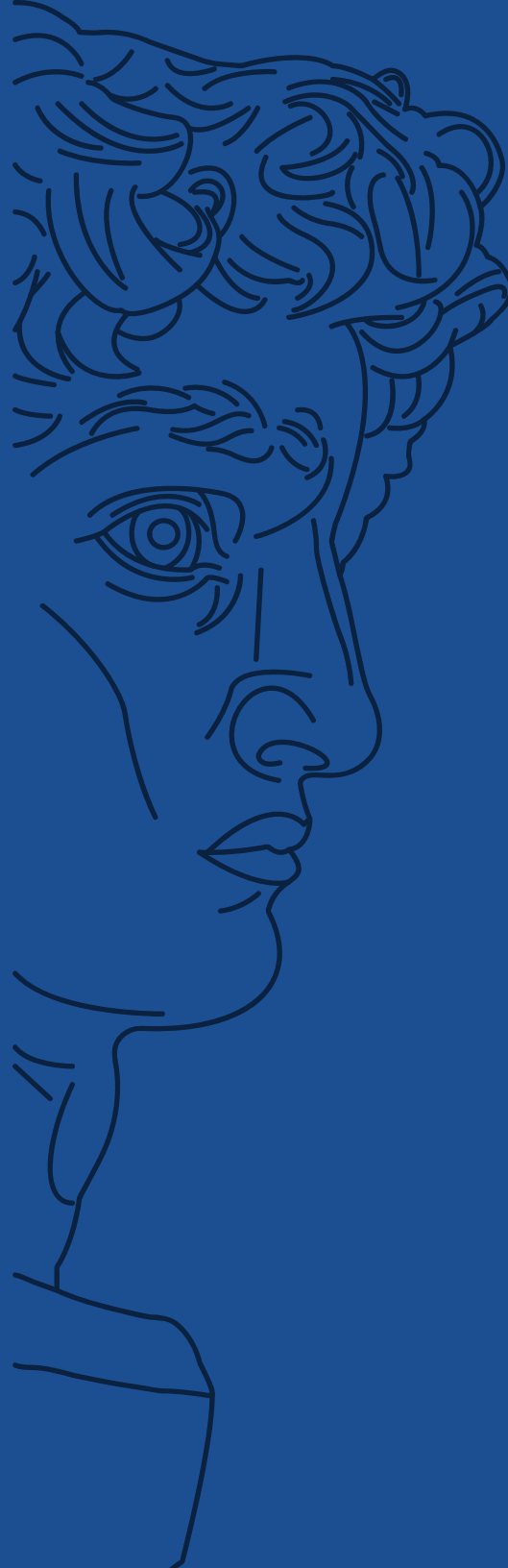
Perkins SCHOOL
FOR THE
BLIND

Unlocking opportunity. Igniting change.

2021 Annual Report

**"Hope sees the invisible,
feels the intangible and
achieves the impossible."**

—Helen Keller



Dear Friends,

We have an amazing opportunity ahead of us: a chance to help a whole global community of children with visual impairments and complex disabilities.

It's an opportunity to confront a growing crisis, as kids with CVI, the new leading cause of blindness, are in urgent need of help.

It's an opportunity to affect change in India, home to more than 1 million children with visual impairments and multiple disabilities, many of whom never go to school.

And it's an opportunity to stand for disability inclusion, and create a world where people with disabilities are prepared for success in higher education and the workplace, and are empowered to participate in their communities.

In these pages, you'll learn how with your help we're already unlocking this opportunity. And you'll discover why we're so proud of the progress we've already made. We're serving our community in a way that is strategic and sustainable, using your philanthropic investment to create lasting change.

Yet there's so much work to be done. We need to bring more attention to the needs of children with visual impairments and additional disabilities and we need to continue growing our reach, to uplift more kids in need, no matter where they live.

For all the work ahead, we can't wait to keep going, because we know we have friends like you in our corner. We invite you to read through these stories, and we invite you to join us as we move forward.

Together, we are unlocking opportunity and igniting change.

With gratitude,



Dave Power
President and CEO



Corinne Basler
Chair of the Board





Unlocking opportunity. Igniting change.

Every day, all across the globe, Perkins educators are reaching children at risk of being left behind. On our Watertown campus, we're constantly innovating to meet the needs of our students. Beyond our home base, we're responding to the real-world, real-time needs of our community. In everything we do, no matter where, we're committed to delivering best-in-class education to children, providing immersive training to professionals and creating a world of inclusion, accessibility and opportunity for people with multiple disabilities.

We believe every child can learn

We believe all children have great potential, that possibility exists in every challenge and that education is a human right.

We stand for disability inclusion

We believe the world is made more vibrant when all people are seen, valued and empowered to make their voices heard.

We believe real change is global change

We believe partnership, collaboration and sustainability are the keys to creating true, lasting change around the world.

Responding to a growing crisis

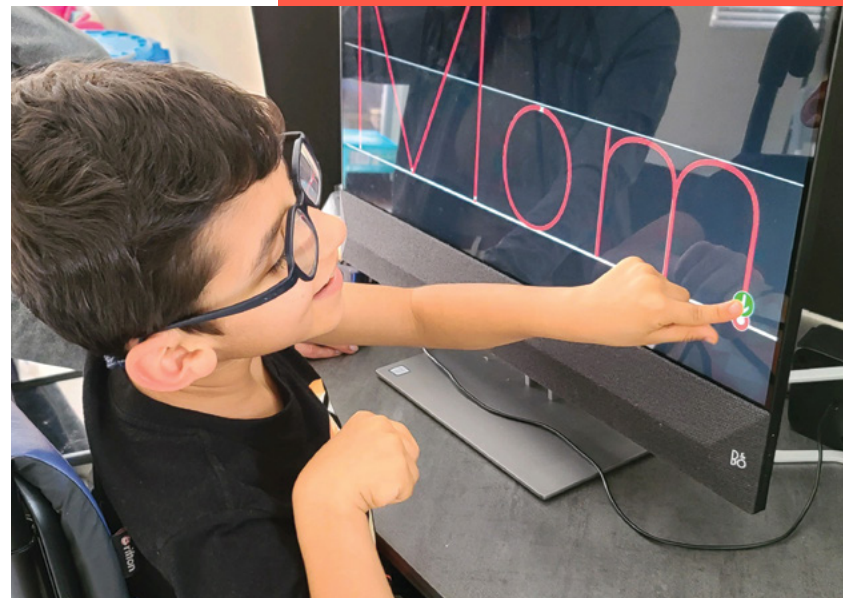
Kids with CVI usually have healthy eyes, but their brains aren't able to process what they're seeing. Unfortunately, because the disorder is still widely misunderstood, misdiagnosis is common and few teachers have the right CVI expertise. As a result, a whole generation of children are at risk of being left behind.

We're leading the charge for kids with CVI. Kids like Aiden, whose mom, Angela, is a member of CVINow, our online home for families to connect with one another and access the very best and latest in CVI research and resources.

"CVI Now gives me hope," says Angela. "It offers connection with others who have similar life experiences, along with the empathy, hope, joy and perseverance we need to lead this charge to ensure our kids have access, opportunity and resources to meet their full potential."

With your help, we're just getting started, developing the best practices for supporting kids and sharing them far and wide.

Visit CVINow.org to learn more about the incredible and urgent opportunity we have to be CVI leaders.

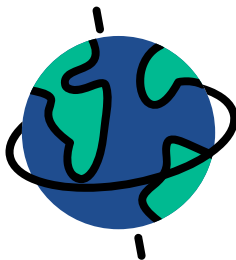




Cortical / Cerebral Visual Impairment is the leading cause of blindness, affecting **150,000+ children** in the U.S. alone. They are in urgent need of expert help.



In just one year, CVINow.org, our online community for parents, grew to more than **1,100 families**.



Your generosity means we'll be able to reach **50,000 children** in the next five years, giving them the support they need to access their world.



Bringing families together

Nathaniel, a three-year-old with CVI and other disabilities, relies on a feeding tube to get his nutrients. His dad Daniel loves to cook, and for a time, thought he'd never be able to share this passion with his son. That changed this past year, however, with some help from a teacher in our Infant-Toddler Program!

In working with the family, Charlene, a teacher of the visually impaired (TVI), helped Nathaniel and Daniel turn mealtime into something both educational and fun.

She suggested Dad cut up the food and give it to Nathaniel so he could play with it, get a sense of how it feels and of what foods are important to his family's traditions. Charlene also helped Daniel learn how to work with Nathaniel on washing the foods. And now, mealtime is one of the pair's most cherished times of day, an opportunity to bond, teach and learn, made possible by one TVI and a dad willing to put in the work!

"Charlene was very clear about her role, her focus isn't just teaching Nathaniel, it's teaching me how to teach him," says Daniel.

Your support brings families together, and helps them share their passions with one another, in whatever ways work best for them.

To get a behind the scenes look at our Infant-Toddler Program and meet one amazing little girl named Addy, visit Perkins.org/Addy.





Our Infant-Toddler Program is the first point of contact for babies born with a visual impairment in Massachusetts and serves more than **500 families** every year.



Your support prepares the **very youngest children we serve** for the road ahead.



Your belief gives families the tools they need to **advocate for their kids** when it matters most.

Real change means global change

Sneha and her brother Ansh are best friends, always playing and laughing together. But their lives have been very different because Sneha has visual impairments and multiple disabilities. While Ansh has spent most of his childhood in school, Sneha, now 7, has been kept at home – in Uttar Pradesh, India, there just aren't enough educators who have the skills to work with kids who have complex disabilities.

We're working across India to change that.

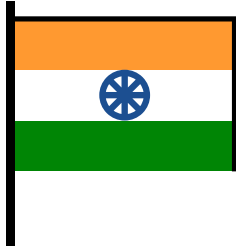
When our Perkins India team found Sneha, we connected her family to our expert partners and a skilled educator named Arti. Now, just like her brother, Sneha is learning every day, and she has access to a whole team that ensures she's getting the individualized support she needs.

Her greatest accomplishment so far? Learning to walk using a walker she received from our Perkins India team. And of course, her brother has been her biggest cheerleader!

"I see so much progress in Sneha since she has started coming to the Perkins center!" says their mom, Roop Rani. "She is always very excited to come here and she loves playing with other children!"

To see how we're supporting children in the world's second most populous country, visit PerkinsIndia.org.

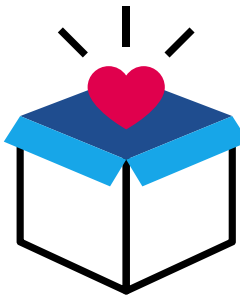




In India, there are an estimated **1 million children** with multiple disabilities and visual impairments. The majority are invisible in their communities, and never get to attend school.



We're working everyday to connect these children to **trained professionals** in their own communities.



With your support, we're bringing them the **specialized education** they need.



Fighting for disability inclusion

You are helping create a whole new generation of leaders – on college campuses, in workplaces and in our communities.

Through Compass, you're pushing college-aspiring high school students to explore and develop their plans for reaching their post-secondary goals. Through Career Launch, you're helping to level the playing field by providing young adults with disabilities the training and the on-the-job experience needed to build a career. And in the community, your support is vital for helping students build the courage and confidence to stand up for causes they believe in. Just this past summer, they organized a Pride parade on campus and petitioned the Paralympic Committee for accessibility accommodations.

We are always working to help students build the confidence to be leaders. They are the ones who will lead the charge, and who will shape a more inclusive world. It's your belief in them that makes it all possible!

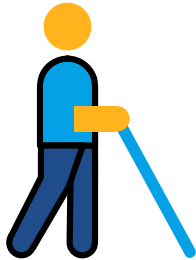
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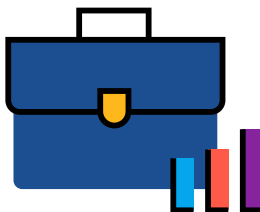




1 in 4 people have a disability in the United States, while **6 in 10 young adults** with visual impairments who enroll in college don't graduate.



People with disabilities remain hugely under-represented on **college campuses and in the workplace.**



With your help, we're creating more inclusive **employment and higher learning opportunities**, and giving students the tools they need to define their success for a lifetime.



For Mal Shanmugaraj, Perkins' global impact hits close to home

As a former teacher, Mal Shanmugaraj has always admired educators who work with children who have disabilities. So when she found herself between jobs and looking for new volunteer opportunities, Perkins stood out. She didn't know a whole lot about the organization at the time. But her work captioning photographs, making them accessible to people with visual impairments, quickly made her realize Perkins was so much more than a school.

"I was totally taken in by the scope of work," she says. "The positive impact, I could see it not only in the U.S., but all over the world. "

Years later, that global impact is really what's kept Mal and her husband Raj involved, as donors and as volunteers pitching in wherever they can. They're particularly drawn to the work being done in India, their home country.

Through their support, Perkins India is identifying children with severe disabilities who are unenrolled in school and unknown to local healthcare professionals. They're helping to connect those children to highly skilled teachers and medical experts. Mal and Raj are helping to ensure they get the chance to learn, participate in their communities and just plain have fun as kids.

"Being able to help Indian children would certainly put an exclamation mark on my life," says Mal. "Raj and I feel, if we can change the direction of the life of even one child, then we will have done our part in making the world a better place!"



Reader's Digest Partners for Sight Foundation supports training for teachers across the country

The Reader's Digest Partners for Sight Foundation (RDPFS) first partnered with Perkins in 2006, supporting our training programs for teachers of students with visual impairments (TVIs).

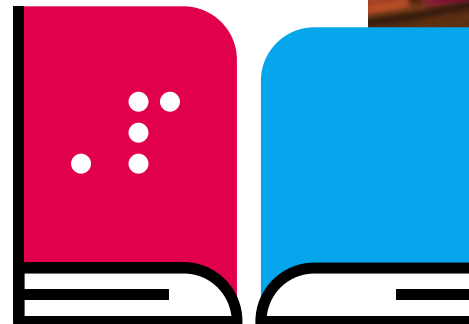
Over the years, their support has allowed us to increase the capacity of TVIs across the country and address critical challenges children with visual impairment face. RDPFS' most recent grant supported Perkins' collaboration with six universities across the U.S. to provide professional training to pre-service and in-service teachers.

"We're always asking, how can we help somebody live more independently?" says Jason Eckert, Executive Director of the Foundation. "How can we help persons living with vision loss get out in the world and participate in their communities?"

Established in 1955, the foundation provides resources to help blind and visually impaired people lead independent, productive lives. RDPFS' partnership with Perkins has supported technology initiatives, teacher training and, true to the Reader's Digest legacy, literacy skill building.

"Literacy is part of our view of independence," adds Eckert.

Together, we've reached 5,000+ students with visual impairments and helped 500+ TVIs make learning more accessible to their students, no matter where they live.

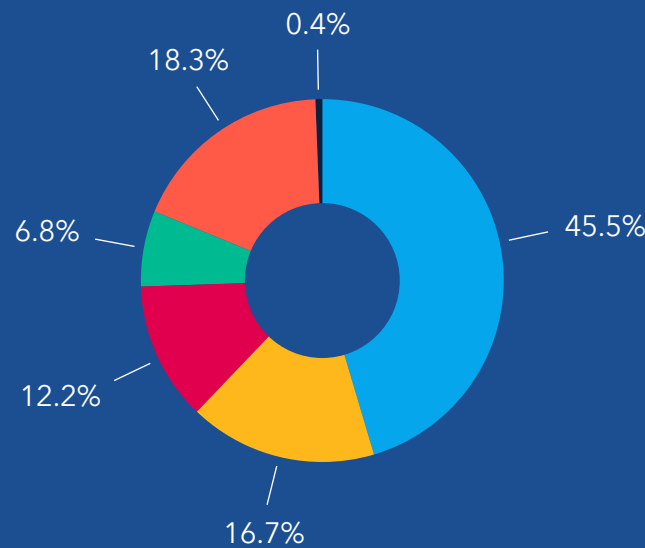


Financial summary

For the year ending June 30, 2021

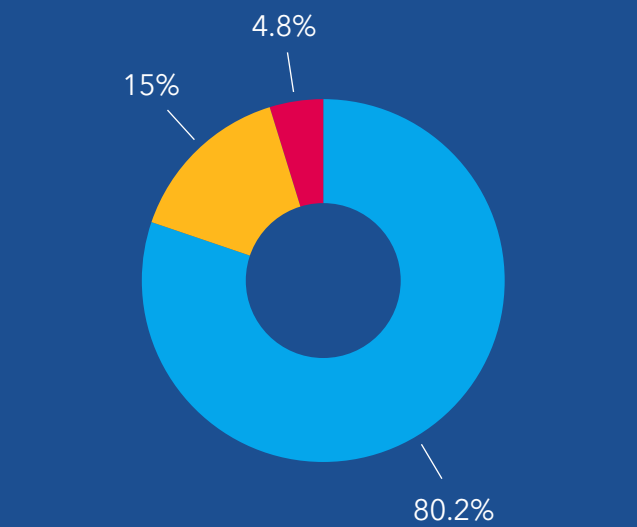


FY2021 operating revenue



Tuition	\$35,107,000
Program service revenue	\$12,912,000
Gifts and grants	\$9,455,000
Sales of materials for the blind ...	\$5,235,000
Endowment support	\$14,150,000
Other	\$341,000
Transfer to board restricted endowment	(\$2,048,000)
FY2021 operating revenue total	\$75,152,000

FY2021 operating expenses



Programs	
Educational Services	\$42,348,000
Perkins International	\$2,403,000
Perkins Library	\$3,221,000
Perkins Solutions	\$5,692,000
Other	\$7,632,000
Total	\$61,296,000
Administrative	\$11,452,003
Fundraising	\$3,684,000
FY2021 expenses total	\$76,432,000

Net assets for the fiscal year ending June 30, 2021 were \$420,476,075.

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

Thanks to individuals and institutions who made generous gifts from July 1, 2020 to June 30, 2021, 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.



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Events

Thank you to all who joined or supported our students at an event this year! Your participation helped us raise awareness of our mission and empowered students on and off campus. In a year of continued uncertainty, friends like you ensured our community was able to stay strong and continue the work in support of children with visual impairments and additional disabilities. Thank you!



Golf & Tennis Tournament

Our golf tournament has always been one of our most fun events of the year. Add tennis to the equation, and you've got a whole other ball game – literally! This year's 7th annual golf tournament, and the first with tennis, was a blast, and we were able to raise vital funds to support children with visual impairments and multiple disabilities. We hope to see you on the course (and courts) again next year!

Perkins Perseveres

Livestreamed music from X Ambassadors? Check. Comedy from Lenny Clarke? Check. Supporting a great cause and helping kids with disabilities reach their full potential. Check and check! Thank you for keeping the good times rolling, even at a distance.



Everybody In! Walk/Move for Perkins

Friends like you made our first ever walk for inclusion so much fun! We started on our historic, picturesque campus and made our way down the famous Braille Trail along the Charles River, all the while raising more than \$345,000 for building a more inclusive, accessible world for all. We hope you'll join us again next year to **#MoveForPerkins!**

We'll see you soon!

We can't wait to see you again soon, and to share and celebrate all of our students' amazing achievements! Until then, thank you again for making this last year so memorable.

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As of June 30, 2021



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Trustees

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 and a mother of a Perkins grad. She also serves as a Trustee with Save the Children, is a 2021 Fellow in the Advanced Leadership Initiative at Harvard and continues to counsel other nonprofits.

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. #

Julia Satti Cosentino is a partner at Boston law firm Nutter, McClennen & Fish, LLP. She's also a trustee or director of numerous private trusts and family foundations and is active in inclusion initiatives in the legal community.

RoAnn Costin is founder and president of private equity firm Wilderness Point Investments. She has invested in or sat on the boards of 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 Kinard is the treasurer of the Board and chairs the Investment Committee. He has been

= Governor appointees

an investment officer at Fiduciary Trust for 16 years, and holds a BSE from Princeton and an MBA from New York University.

Elena Matlack chairs the Perkins Committee on Trustees, is a co-chair of the Corporation, serves on the Trust Board and Perkins International Committee. She is on the board of Boys and Girls Clubs of Boston, MGH for Children's Advisory Board, and 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, in the classical music field, she held various director roles with Boston Landmarks Orchestra, Rockport Music and Boston Symphony Orchestra, and worked as an attorney practicing commercial litigation and health care law in Boston. #

Oz Mondejar most recently served as 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.

Stephen Pelletier recently retired as executive vice president and chief operating officer at Prudential. He is the proud father of a Perkins graduate.

Meredith Rosenberg leads the Global Digital Education and edTech Practice at Russell Reynolds Associates. She advises global

organizations across the education and technology sectors on innovation, talent and transformational leadership issues.

Larry Skutchan served six years as the director of technology product research at American Printing House for the Blind (APH) before retiring in 2020. An expert in the field of accessible technology, he's passionate about helping people, like himself, who are blind.

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.

Vijay Vishwanath has served as Senior Partner at management consulting firm Bain & Company since 1993. He's been affiliated with Perkins since 2015, primarily focusing on supporting Perkins India.



ArteDivine brings Michelangelo to Perkins!

Our replica bust of Michelangelo's David stands more than four feet tall and gives students the chance to feel one of history's most impactful art works. This amazing piece was generously gifted by ArteDivine President David Newren and Vice Chairman David Krebs. We thank them both for their tireless work bringing the visual arts to kids with visual impairments!

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Making Perkins a true home away from home

In nearly four decades of service, Marcia Moore has been an integral part of life at Perkins. She started as a Teaching Assistant, spent 28 years as a program coordinator and today serves as the supervisor of all residential life. That means her job is to ensure our campus is a true home away from home for every student who resides here, and to help students build vital independent living, social and recreational skills during off-hours. In celebration of her dedication, we're proud to recognize Moore with Perkins' highest honor, the Janet Williams Excellence in Service Award.



Through Perkins' Core Programs and Services, we work to fulfill our mission of serving children and young adults with multiple disabilities and their families around the globe, as well as the educators, professionals and researchers who support them, by focusing on innovation and excellence in educational services, accessibility and professional development.

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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Around the globe, in over 93 countries, Perkins-trained educators are reaching children at risk of being left behind. On campus, we're constantly innovating to meet the needs of our students. And everywhere in between, we're responding to the real-world, real-time needs of our community. We're committed to delivering best-in-class education to children, providing immersive training to professionals and creating a world of inclusion, accessibility and opportunity for people with multiple disabilities.



Perkins.org/Unlock

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