



ANNUAL REPORT
2016-2017

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INTRODUCTION TO FESF

Family Educational Services Foundation (FESF) is a non-profit educational organization dedicated to enhancing the quality of life for all members of the community, especially those who are disadvantaged.

We invest in educational development and services enabling recipients to gain competency and self-sufficiency.

DONOR BENEFITS

Donors can claim income tax credit on all donations. **FESF is also eligible for Zakat and approved by the Zakat and Ushr Dept., Govt. of Sindh.** Zakat funds are kept in a separate Shariah compliant bank and expensed according to Shariah guidelines.



LEGAL STATUS

FESF is set up under a license from the **Securities and Exchange Commission of Pakistan** under Section 42 of the Company Ordinance, 1984. Approved U/S2 (36) of the Income Tax Ordinance 2001, read with rule 212 of the income tax rules, 2002. FESF accounts are externally audited by **Haroon Zakaria & Co. Chartered Accountants**, with an internal audit carried out by **KPMG Pakistan**.

FESF AT THE UNITED NATIONS

FESF is honored to be a consultative member of the **United Nations Economic and Social Council (ECOSOC)**, and part of a select number of organizations that are helping to formulate and implement programs in support of the **Sustainable Development Goals (SDG's)** - both in Pakistan and globally.

DIRECTOR'S NOTE

“*No Limits*’, aptly describes our future vision!”

Innovative, relevant, and impactful are key descriptors we commit to when reviewing our programs and projects – and in this past year we saw some very exciting results in our **two flagship programs, Deaf Reach and Eduserve**, which you will read about in the following pages.

We celebrated 20 years of the Deaf Reach Program by holding a week-long workshop for all our teachers and staff at our Rashidabad Campus. The theme, “No Limits”, aptly describes our future vision as we work on creating digital learning resources in Pakistan Sign Language (PSL) that will serve to capacitate teachers for the Deaf and special needs children across Pakistan.

Our **first class of 12 college students conquered their HSC exams**, with all of them getting A+ and A! We also had our first batch of 9th & 10th class students from Sukkur and Hyderabad sit for exams, with all passing. And we are excited to announce that in **2018, we will be starting a BA program** – offering higher education opportunities to Deaf students.

The Eduserve Program achieved some amazing milestones in this past year, conducting youth leadership trainings in a number of less-privileged locations, and engaging more than 1,000 young people in **implementing 241 Social Action Projects**. Additionally, the Citizenship Awards and Community Heroes programs were very impactful.

With your help, lives and communities are being changed – and **we need your continued support** more than ever so that we can expand our reach in the coming year. I hope you’ll enjoy browsing through the photos and summaries in the pages ahead.

- Richard Geary
Executive Director
FESF



OUR PROGRAMS

Deaf Reach

Schools and Training Centers

In Pakistan there are more than 1 million deaf children of school age, yet less than 5% attend school.

The Deaf Reach Program is working to meet the great need for Deaf education in Pakistan. The program's innovative and holistic approach includes education and marketable skills training for deaf children and youth; development of teachers and interpreters; training for parents and communities; advocacy; employment and job placement; and the creation of educational resources for the Deaf.

www.deafreach.com

eduServe

The EduServe program builds capacity in youth, corporate employees, parents and educators. Our training programs are crafted to provide quality educational experiences and opportunities for personal and professional growth.

www.eduserve.com.pk



CELEBRATING 20 YEARS OF THE DEAF REACH PROGRAM

Deaf Reach is celebrating 20 years of service in Pakistan, and the outstanding work accomplished in the field of Deaf Education.

Over 150 teachers and staff from all six Deaf Reach schools attended a week long workshop and training session at the Deaf Reach Rashidabad campus. "No Limits - Moving from Good to Great" was the theme, and Richard Geary, Executive Director and Founder of the Deaf Reach Program, presented a photo journey of Deaf Reach's 20-year history, and the significant milestones achieved in that time.

Deaf Reach

Schools and Training Centers



WELCOME YOU TO OUR



on 12th March, 2017
Time: 10:00am - 5:00pm



Reception

FIRST OPEN HOUSE

Deaf Reach's first Open House was celebrated with friends, parents, supporters and the Deaf Community.

Guests were taken on a tour featuring: Interactive classrooms; Exhibitions of Dast'khat and Kumhart products handcrafted by Deaf artisans; Live painting and pottery demos; Deaf Reach Bakery products; Game stalls, balloon crafts, fun activities, and a photo booth for capturing memories.





ANNUAL CHARITY GOLF TOURNAMENT PLAYING FOR A CAUSE!

The second Deaf Reach Schools Charity Golf Tournament took place in partnership with Defence Authority Country & Golf Club. Sponsors included Emirates Airlines, Soneri Bank, iTextiles, PepsiCo, McDonalds, EFU Life Insurance and many more. The renowned golf groups from the club joined hands with over 90 golfers to play in the tournament.

ABILITIES EXPO 2017

The Abilities Expo 2017 was hosted for the first time in Karachi. Deaf Reach had a variety of exhibits featuring model classrooms, a bakery, and live arts & crafts stalls, showcasing its talent to an audience of more than 10,000 visitors. Events like these go far to bridge the gap between persons with disabilities and the public and private sector.



Hina Noor, PSL manager of Deaf Reach, served as the sign language interpreter for the event, and for the presentation of the Chief Minister.

OPEN FORUM - SILICON VALLEY

Executive Director, Richard Geary and Development Director, Sarah Shaikh, represented Deaf Reach, a project of FESF, at the annual OPEN FORUM - Silicon Valley. Their presentation, "Bridging the Opportunity Gap: Enabling Marginalized Communities" was attended by notable tech and education entrepreneurs, and highly appreciated by all.

SPECIAL OLYMPICS UNIFIED MARATHON 2017

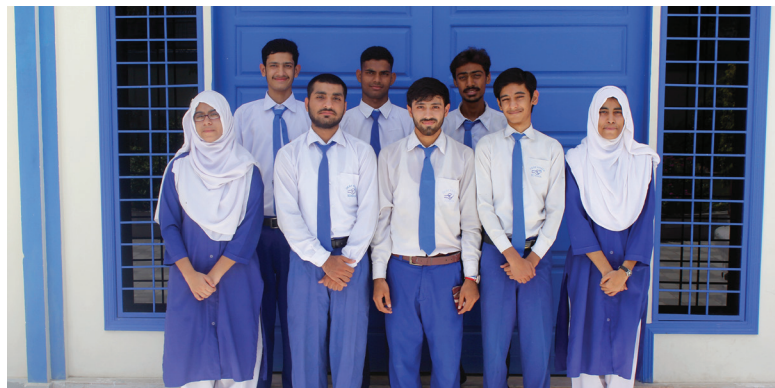
Deaf Reach School students opened the Special Olympics Pakistan Unified Marathon 2017 with a performance of the National Anthem in Pakistan Sign Language (PSL). The marathon, hosted by Special Olympics Pakistan, highlighted the vision of empowering the lives of people with disabilities through sports. A big shout-out to our students and faculty members who participated in the 10 km marathon on Sunday morning in support of Special Olympics.

HIGHER EDUCATION EXAM RESULTS

We are proud to announce that for the second year in a row, Deaf Reach students have performed outstandingly in the HSC Part - I Board Examinations scoring A+ and A grades.

78 students from Karachi, Hyderabad and Sukkur appeared in the SSC and HSC Board Examinations for 2016-2017.

Kudos to the school management, teaching faculty and their parents. We wish our Deaf Reach shining stars all the best in their academic years to come.



VILLAGE OUTREACH - SATELLITE CLASSROOMS

Deaf Reach believes in going the extra mile when it comes to educating Deaf children – especially those in isolated areas with no access to education.

Teams have been visiting villages where there are no educational opportunities for deaf children and conducting weekly classes. These include Wadi Patreen, Abhi Khubbi, and Mirwah Ganch.

TRAINING AT METRO CASH AND CARRY

Metro Cash and Carry welcomed 10 Deaf Reach students for a 6 month training course in their bakery department. Professional bakers trained them in standards of hygiene, equipment usage, baking skills and techniques. Our ultimate goal is to establish a “Deaf Reach Bakery” livelihood scheme at each school campus whereby our students will develop a small business and income stream.

WORLD FEDERATION OF THE DEAF MEETING - SINGAPORE

Richard and Heidi Geary, Deaf Reach founders, made a presentation in Singapore to the board of World Federation of the Deaf (WFD). Members representing 30 countries in Asia were in attendance. At the invitation of Collin Allen – WFD President - Richard shared Deaf Reach’s wealth of experience, successes, and programs that are changing the lives of so many in the Deaf community in Pakistan.

T-20 ASIA CUP DEAF CRICKET CHAMPIONSHIP 2017

Deaf Reach faculty member, Nadeem Ahmed, represented Pakistan at the 2nd T-20 Asia Cup Deaf Cricket Championship 2017 organized by the Bangladesh Deaf Sports Federation.

HUMAN CONCERN INTERNATIONAL (HCI), CANADA TOURS DEAF REACH

Mr. Mumtaz Akhtar, Chairperson HCI and Mr. Kaleem Akhtar, former Executive Director HCI, toured Deaf Reach Schools and were pleased to see the good impact of HCI’s support. All Deaf Reach branches are equipped with vocational training labs offering courses in ICT, cooking and nutrition, arts, handicrafts, sewing, embroidery, pottery and more. Deaf Reach is grateful for HCI’s continued support in empowering our students with marketable skills in order to prepare them for gainful employment.

PSL SPREADS IN PAKISTAN

Pakistan Sign Language (PSL) learning resources continue to be distributed to diverse regions and villages across Pakistan as demand is ongoing. TCS has provided free shipment of 4,050 PSL Books and DVD's to 26 different locations across Pakistan.



PSL TRAINING COURSES

Pakistan Sign Language courses were conducted throughout the year for students from a variety of mainstream schools such as: Karachi University, Grammar School, Southshore, Szabist, Haque Academy and more.

IQRA LITERACY PROGRAM

We are excited to announce the launch of the innovative "IQRA Literacy Program". This WISE award-winning software program was designed exclusively for Pakistan by Dr. Ricardo Rosas and team from Santiago, Chile, in collaboration with FESF.

The program focuses on building literacy skills for primary school Deaf children. IQRA is now available across Pakistan free of cost, and can be downloaded from the Deaf Reach website on this link (<http://bit.ly/2zUnMrj>).





KUMHART AND DAST'KHAT

Handicrafts made by deaf artisans under their unique labels were showcased at a number of locations throughout the year.

Kumhart's trendy and creative pottery was a sell-out at the DHA Flower Show, while Dast'khat products were the highlight of the yearly French Bazaar.

PAF OFFICERS VISIT RASHIDABAD

Deaf Reach School Rashidabad welcomed Air Commodore Hussain Ahmed Siddiqui and 40 Pakistan Air Force members. They were impressed with the confidence and discipline exhibited by our students and congratulated Deaf Reach on working to meet the great need for education in this sector.



We acknowledge the following departments of the Gov't of Sindh for their invaluable support in making education for deaf children possible:

Special Education for providing scholarships for deaf students, and for organizing the 1st "Ability Expo".

STEVTA for no-cost space utilization in Karachi, Nawabshah and Sukkur.

Zakat & Ushr for assisting deserving deaf students.

CDP-P&D for assisting with the set up at Deaf Reach Rashidabad, and providing scholarships for students.



THE EDUSERVE PROGRAM

The EduServe Program focuses on capacity building of youth, parents, teachers and corporate employees. Our training programs are crafted to provide quality educational experiences and opportunities through an experiential and holistic training approach so that participants can reach their full potential.

MOTIVATED VOLUNTEER EMPOWERMENT PROGRAM (MOVE)

The MOVE Program is an innovative leadership training program that focuses on personality development, leadership skills, and community development. Young people become actively engaged in their communities as they cultivate and implement social action projects. They step out of their comfort zones, stretch their capacities and learn to take a more active part in solving community issues.

This year, the MOVE program was implemented in private schools and colleges in Karachi. In addition, several sponsors made it possible for us to reach youth from less privileged backgrounds. Through a generous grant from Karachi Youth Initiative (KYI) we were able to bring the MOVE Program to Malir, Korangi, Baldia Town, Orangi, Lyari, Landhi, Nazimabad, Gulshan Iqbal, Gulistan-e-Jauhar and Mehmoodabad. Infaq Foundation also supported programs in eight less privileged schools and these programs are still ongoing. With support from the National Bank of Pakistan, we were able to reach 100 youth in Lahore.

MOVE IMPACT 2016 – 2017

54 programs were conducted in schools and universities

1,900 youth participated in MOVE programs

1,261 youth implemented **241** Social Action Projects

60,000 Community members benefited from the Social Action Projects

23,000 volunteer hours invested in the communities

Rs. 516,000 raised by the youth for their projects





Themes of Social Action Projects

Aid and Poverty Relief: Distribution of food packages to needy individuals; clothes and toy drives; and distribution in key locations.

Community Uplift: Cleanup drives in neighborhoods and schools; setting up dustbins on the street to reduce litter; awareness campaigns about the importance of maintaining public spaces; renovation in public establishments; painting murals.

Environmental Preservation: Tree plantation and awareness campaigns about key environmental issues.

Animal Rights: Awareness campaigns about animal rights.

Basic Education: Street children schooling project; basic math and literacy skills for orphan and underprivileged children and for transgenders; setting up libraries in underprivileged schools; storytelling sessions for children.

Enrichment Activities: Art and music classes; soft-skills training; entertaining learning camps; character building activities; cultural appreciation; sports.

Health and Hygiene: Awareness campaigns about basic health and hygiene habits; campaigns about drug abuse, childhood diseases and leukemia; art and laughter therapy sessions in hospitals; physical training and fitness sessions.

Awareness programs and Campaigns: Traffic safety; discipline and ethics; women's empowerment and gender discrimination; cultural/ethnic diversity programs; child abuse.

MOVE PROGRAMS HAVE REACHED THE FOLLOWING LOCATIONS:

Karachi – Lahore – Faisalabad – Rawalpindi – Quetta – Peshawar – Hyderabad – Rashidabad - Sukkur



THE CITIZENSHIP AWARDS

To celebrate the achievements of the young people who participated in MOVE, two Citizenship Award events were organized in partnership with Karachi Youth Initiative (KYI) in December 2016 and May 2017. The event included project exhibitions, guest speaker sessions, teambuilding and training activities, awards distribution and a world café activity wherein the young people planned future community engagement.

A total of 387 youth attended these events with 76 teachers and principals present. The two events provided the young attendees an opportunity to interact with diverse youth from 10 areas of Karachi.

Each event was a moment to celebrate their accomplishments in community engagement and to reflect on the impacts achieved through volunteerism.

PARTICIPANT COMMENTS

"After doing this project I am not afraid of saying anything anymore. I want to be a social worker and a public speaker, so this has been a dream come true."

- *Sumair Ahmed (DCTO Academy)*

"This program gave me confidence and made me feel that girls can also do something for the community".

- *Ayesha (Liaquat Model School)*

"There are many disagreements that come up when you work in a team. During the program, I learned how to show a great deal of cooperation. I also learned that I need to be a responsible citizen and how I can fulfill my personal responsibilities. Before, it wasn't easy for me to face others, especially elders and speak with them, but this project enabled me to speak to them with confidence."

- *Munesh Kumar (Korangi Academy)*

"This was a great exposure for our students as they learned a lot about dealing with the public in the process. They learned how to speak in public, and implemented that while promoting their projects in school and outside. I think that one of the main outcomes of the program was to create a sense of empathy amongst the students."

- *Ayman, Teacher at DOVE Foundation Public School*



JUNIOR MOVE PROGRAM (JUMP)

The JUMP Program provides training and experiential activities to pre-teens ages 10 to 14 to enable them to gain leadership skills and social awareness. The focus is on developing and implementing community- centered activities.

JUMP was conducted in the School of International Education (SIE) in Gulistan-e- Jauhar and the Learning Tree in Clifton. Students in the JUMP Program participated in 4 activities:

1. Exploring community needs
2. Implementing volunteer initiatives
3. Organizing a fundraiser
4. Running an awareness campaign

A visit to the Deaf Reach school was the highlight for the students as they became more aware of Deaf Culture and learned some basic Pakistan Sign language.

COMMUNITY HEROES

Community Heroes explores how individuals, or small groups, can become initiators of positive change in society and become 'ordinary' heroes. This tailor-made course pulls from a selection of key concepts and skills unique to becoming an active community member.

Programs were conducted at the Foundation Public School and at Pathways British School. A total of 75 participants actively participated, reflected and explored their role in social change.



WHAT IS NEW IN EDUSERVE

AZME NAUJAWAN

EduServe is partnering with 9 other civil society organizations in Karachi on a collaborative initiative to provide training in 21st Century skills to 1,200 youth. The program offers holistic training in four areas of development: personality development, leadership skills, social action, and entrepreneurship.

The program will be run from 6 community centers across different areas of the city, as well as in partnering schools and universities in the vicinity. In addition to participating in training sessions, the young people will conduct a needs-assessment in their communities, and develop and implement social action projects, campaigns and social enterprises.

HUM AWAAZ

Hum Awaaz is a network of civic organizations who have come together in order to strengthen Civil Society in Karachi and to bring attention to relevant issues. Currently 66 CSOs are part of the network. EduServe has been part of the development and initiation of the Hum Awaaz network and portal.

THRIVE

THRIVE courses aim to enhance personal and professional capabilities of youth. The courses empower students to make well-rounded career decisions, bridge the gap between school, college and professional life, and focus on building leadership skills and emotional well-being. Through meaningful discussion and practical experience sharing, young people are guided to live a more fulfilling life.

FAMILY EDUCATIONAL SERVICES FOUNDATION

INCOME AND EXPENDITURE ACCOUNT FOR THE YEAR ENDED JUNE 30, 2017

	2017	2016
	Rupees	Rupees
OPERATING INCOME		
Donations in cash	165,447,891	142,207,931
Donation in kind	1,227,490	1,292,949
Voluntary participation from parents	7,256,572	5,518,682
Motivated campaign contribution	-	-
Markup income	2,731,334	3,749,645
Exchange gain		28,970
Gain on disposal of equipment	816,208	1,273,212
Unrealized gain on short term investment	36,246	22,222
Total income for the Year	177,515,741	154,093,611
OPERATING EXPENDITURE		
Salaries and other benefits	61,797,808	51,243,922
Transportation	13,926,975	12,585,893
Utilities	8,467,002	6,737,369
Rent, rates and taxes	7,509,808	6,469,928
Pakistan Sign Language Program	26,500	2,654,630
Training costs	6,911,106	4,067,689
Vehicle running expense	9,506,094	8,080,314
Student benefits	4,058,442	4,667,252
Repair and maintenance	4,456,922	3,198,992
Community service	574,750	1,788,462
Events, function and fund raising program	8,921,361	8,452,839
Consultancy and professional charges	349,340	525,762
Printing and stationery	1,778,917	1,948,344
Insurance	1,086,926	905,723
Hospitality	478,693	328,642
Postage and communication	1,079,545	764,877
Eduserve Program	7,279,181	3,837,543
Depreciation	8,593,423	9,858,359
Amortization	106,016	91,731
Other expenses	3,511,850	2,156,629
Loss on disposal of investments	298,354	
Advance tax written off		144,450
Auditor's remuneration	125,000	100,000
Bank charges	351,213	260,897
Total Expenditure for the Year	(151,195,226)	(130,870,247)
Income for the year after expenditure	26,320,537	11,579,455
Less: Project designated funds	(18,512,814)	(6,850,033)
Funds allocated for ongoing school operations	7,807,701	16,373,331

HOW YOU CAN HELP

EDUCATION IMPROVES LIVES, BREAKS THE CYCLE OF POVERTY AND ENSURES THAT ALL CHILDREN, PARTICULARLY GIRLS, ARE EMPOWERED.

SPONSORSHIP COST BREAKDOWN PER YEAR

Enrolment for a student* (@Rs. 6000/month)	Rs. 72,000/-
A classroom of 15 students	Rs. 1,080,000/-
A primary or secondary section in one school	Rs. 6,480,000/-
A complete school, KG – Class 12 (180 students)	Rs. 12,960,000/-

*Enrolment sponsorship includes: Tuition, teachers' salaries, pick and drop service, academic and vocational supplies, uniforms, hot lunch, excursions, the Parent and Teacher Training Programs.

DONATE VIA VISA / MASTER CARD AND ONLINE SERVICES

www.fesf.org.pk/make-a-donation

www.deafreach.com/donate

Donors in USA, Canada, and the UK are exempt from tax on donations.

Donate Etihad Miles: <http://www.goo.gl/x3rxm>

BANK TRANSFER OR CHECK DEPOSIT

Account Title: Family Educational Services Foundation

Account #: 01-2412802- 01 (All currencies)

Branch Code: 72

Bank Address: Standard Chartered Bank

World Trade Center, 10 Khayaban-e- Roomi, Boat Basin, Karachi, Pakistan

Swift Code: SCBLPKKXXXX

IBAN Code: PK67 SCBL 0000 00 124 128 0201

ZAKAT DEPOSITS

Account Title: Family Educational Services Foundation

Account #: 01-2412802- 02 (All currencies)

Branch Code: 72

World Trade Center, 10 Khayaban-e- Roomi, Boat Basin, Karachi, Pakistan

Swift Code: SCBLPKKXXXX

IBAN Code: PK40 SCBL 0000 00 124 128 0202

SEND CHEQUES TO

Family Educational Services Foundation

Office No. 302, Plot 16 – C, Rahat Lane 3, Phase VI, D.H.A, Karachi, Pakistan

Tel: +9221 3584 8428-29

FESF ZAKAT CERTIFICATION

FESF has appointed Mufti Ebrahim Essa, an independent Shariah Advisor to ensure the Zakat funds are used in a Shariah-compliant manner. For the complete profile of the advisor, visit: <http://bit.ly/2iT4dF1>



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