



FESF
Family Educational Services Foundation

ANNUAL REPORT

2013 | 2014



FAMILY EDUCATIONAL SERVICES FOUNDATION

Family Educational Services Foundation is a non-profit educational organization active in Pakistan since 1984. FESF is dedicated to enhancing the quality of life for all members of the community, especially those who are disadvantaged. We invest in educational development and provide innovative training programs and services to enable recipients to gain competency and self-sufficiency, empowering them to reach their full potential.

PROGRAMS



THE DEAF REACH PROGRAM

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 development of educational resources for the Deaf.



MOVE

The MOVE (Motivated Volunteer Empowerment Program) trains and engages Pakistani youth in volunteerism and community development. The program directs and motivates volunteers to identify the needs in their communities, and plan and implement innovative solutions through social action projects.



THE EDUSERVE PROGRAM

The Eduserve Program aims to strengthen the educational infrastructure by providing training to teachers, parents and educational administrators. The program courses focus on teaching methodologies and best practices, pedagogy, and child development and psychology for educators working in the field of mainstream and special education.

DIRECTOR'S NOTE

“ This past year at FESF has been all about building capacity in and creating opportunities for the people and communities whom we serve.

Our **MOVE program** unleashed the genie in thousands of youth who engaged in community development programs and learned about the joy of serving others. Via the **Eduserve Program** many teachers were trained, particularly those who work in underdeveloped areas, ultimately making a qualitative difference in the lives of so many students. **Deaf Reach Schools** increased educational opportunities for more deaf children with the opening of the new purpose-built campus in Tando Allahyar. And the **Pakistan Sign Language Digital Lexicon** was launched and is available for all country-wide at www.psl.org.pk - the first of it's kind in Pakistan!

Looking back over these accomplishments reminds me that each person we come in contact with, each being that makes up our great big world, is a unique individual with a contribution to make - and empowerment lies in providing opportunities to unlock and enable that potential. It's been a remarkable year, and we thank you for your continued friendship and support.

*Richard Geary
Executive Director*



DEAF REACH





“ *The term Deaf-gain was coined by deaf British performing artist Aaron Williamson. He reframes the definition of “Deaf” as a form of sensory and cognitive diversity that has the potential to contribute to the greater good of humanity.*

He questions the conventional view of a deaf person as being “impaired” or “disabled” - but instead posits that deafness is not a loss of something, but rather gaining entrance into a language, a culture, and a way of life that is vibrant, exceptional and valuable.

7 Deaf Reach Schools and Training Centers are located at: Karachi, Hyderabad, Nawabshah, Sukkur, Tando Allahyar, and Lahore

Visual Learning

Seeing is understanding is never more true than when teaching Deaf children, as visual learning is key to the students' success. Each classroom is equipped with a computer for lessons, and all students are trained in IT skills from an early age.



Academics / Scholarships

Serving across all socioeconomic levels, Deaf Reach Schools and Training Centers provide scholarships and subsidized tuitions to 98% of all students, meeting a critical societal need. Each student is given all the essentials including uniform, books, daily healthy snack and transportation.



Parent Training Program

The child–parent relationship is fundamental to a student’s education, critical thinking, and social development. Yet, without a common language, parents struggle. The Parent Training Program addresses this challenge, investing each parent with the sign language skills needed to communicate effectively with their child. Held two times per month in each school, these sessions result in an enabling home environment, reducing parental stress, and optimizing the student’s potential for success.



Pick & Drop Services

Students in each school are provided pick and drop services spanning a 40 km. radius. 39 hired and self-owned vans ensure educational accessibility for Deaf children in each school area, providing a safe and comfortable daily commute from home to school and back.



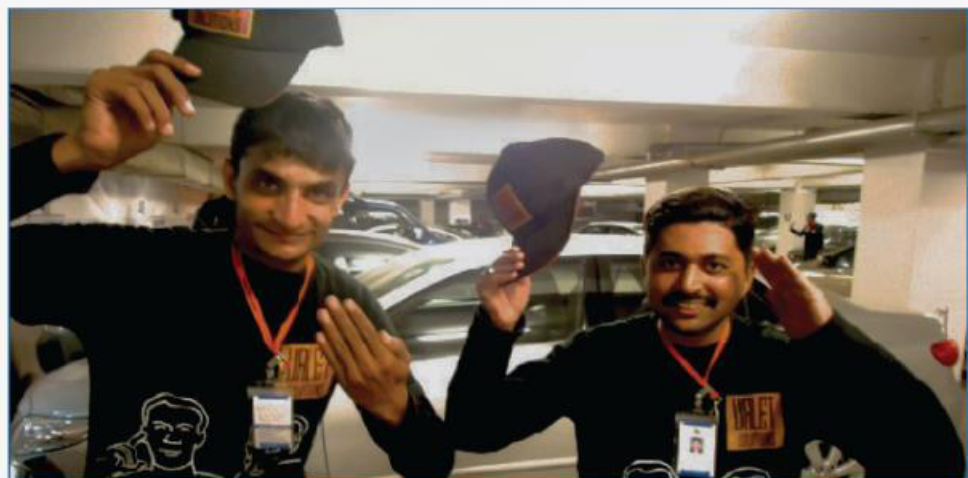
Teacher Training Program

A robust, In-house Teacher Training Program focuses on mastering sign language, curriculum development and teaching methodologies for Deaf education. Of the 100 member teaching faculty, 65% are deaf - excellent role models for the students.



Job Placement Program

The Job Placement Program assists young deaf adults to learn new employable skills, gain financial independence and become productive citizens. To date, more than 600 deaf youth have been employed in a wide range of businesses including KFC, DHL, Allied Caterpillar, Nobel TV, Pizza Hut, Valet Solutions, UBL Bank, and many other organizations.



Marketable Skills

Marketable skills are taught to all students from class five onwards, enhancing their opportunities for success after taking the national Matric exams and graduation. A wide array of courses is available, such as IT, sewing, embroidery, art, cooking, textile design, tailoring etc.





DAST' KHAT

Products created by
deaf artisans

Dast'khat
Handmade Heartfelt

ORIGIN:

- Dastakhat (Urdu) – signature, to sign or personalize
- Dast (Persian) – hand; Khat (Urdu and Persian) – writing, alphabet, letter

You can order products online via Facebook at Dastkhat



Dast'khat, an apparel line of products made by deaf artisans, sells both clothing and an ideal. Proceeds from sales provide scholarships for students in the Deaf Reach School program, creating consumers whose purchase also transforms them into benefactors.

Dast'khat was born with the idea to provide high quality products, as well as a career for the students who ultimately graduate from Deaf Reach School and enter the local job market – a daunting challenge for someone who is deaf. Their training in sewing, embroidery and design starts when they are in class five, and upon graduation, they can then be employed in the Dast'khat line. When you buy a Dast'khat product, you not only get a unique and beautiful hand-made item, but you also create an empowering circle that continues to give and benefit others.

Pakistan Sign Language - Bridging the gap with technology

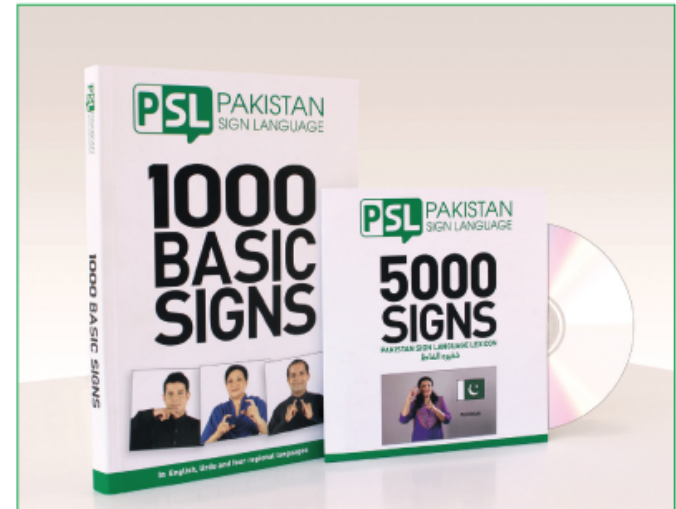
For the first time in Pakistan, FESF has developed Pakistan Sign Language (PSL) Learning Resources to bridge the existing gap in educational materials for the Deaf.

This innovative project, sponsored by ILM Ideas, features a 5,000 word visual lexicon in both English and Urdu on a searchable Web portal, DVD and Phone app. The book, **1000 Basic Signs**, also contains translations from PSL into the four main regional languages.

These open-access PSL resources are now widely available countrywide to assist the Deaf in gaining literacy skills, and to enhance their opportunities for education, employment and social inclusion. They have proven to be a key resource for those working in Deaf education, as well as for parents, families, and employers.

They are also a tremendous teaching tool for mainstream children who want to learn English, as well as for any special needs child with communication challenges.

Discover the PSL Learning Resources online at: www.psl.org.pk



DIDYOUKNOW?

Sign language is not universal: Like spoken language, sign language is unique and different in every country – even countries with the same spoken language.

Sign language is not a translation of a spoken language: Sign language, a deaf person's native tongue, is a natural and complete language with its own grammatical structure.

In Pakistan there have been scant PSL materials: But now, for the first time, PSL Digital Learning Resources are available to all countrywide.



Praise For PSL Learning Resources

“ I am particularly touched by the perseverance with which FESF has succeeded in setting up world class educational services for deaf children in my country. The PSL Learning Resources are a unique and pioneering contribution which will serve to enrich the lives of many deaf children and their families in Pakistan.

It will also enable non-deaf people like me to learn the language and be able to communicate with the Deaf Community. The website, phone app and book open up a whole new range of possibilities. I congratulate the FESF leadership and wish it all the success. I also look forward to a productive interaction between FESF and the University of the Punjab.

Dr. Mujahid Kamran
Vice Chancellor
University of Punjab
Lahore, Pakistan

“ As President of Gallaudet University, I take genuine interest in the Deaf Reach Program that has produced a free online PSL Lexicon geared towards deaf and hard of hearing children and adults. It will benefit their families, those who work in deaf education, as well as employers and the community at large.

I applaud the Pakistani Deaf Community and FESF for its ingenuity and initiative in developing this informative and resourceful lexicon that will enhance the quality of life for deaf and hard of hearing people in Pakistan.

T. Alan Hurwitz
President
Gallaudet University
Washington D.C., USA (the world's only Deaf University)

Deaf Reach

Rashidabad, Tando Allahayar

Opens its Doors to the Region

Located in the model service city of Rashidabad, central Sindh, the unique 2-acre purpose-built campus was gifted to FESF by Rashid Memorial Welfare Organization (www.rashidabad.org), and has room for more than 500 Deaf students. A center of excellence for both academics and vocational skills training, it is a place where the Deaf can develop their full potential and increase their opportunities for success in education and employment. State of the art facilities include an IT lab, full service kitchen, library, teacher resource center, residential accommodations, and large play area.



A dream becomes reality

“ *I want to build you a school where deaf children can have a world class experience, free of any cost to you – and then you will take responsibility for the operation. Would you be open to that?*

asked Air Commodore Shabbir, head of Rashid Memorial Welfare Organization.

Our journey of 1,000 miles began with that first step. A site visit followed and the first digging began in Dec. 2010. The original concept was to build a day school for 250 children on 40,000 covered sq. feet, and noted architect Samya Abidi generously donated her time and talent to design a state of the art facility.

But as Com. Shabbir and his team’s vision kept growing so did the campus, as they added residential facilities for 100 students, staff housing quarters, additional classrooms and vocational training rooms, a full basketball court, playground, industrial kitchen, and more.

The completed campus is now on 2 acres of land with over 100,000 covered sq. feet and room for more than 500 students. It stands as a testament to what vision, initiative and cooperation can accomplish to make a difference in the lives of those who will benefit so greatly from this effort.



The following services are provided:

Academic Program

Pre-primary through Class 12. Teaching methodologies are specialized for Deaf education with an emphasis on literacy skills in Urdu, English and Sign Language.

Vocational Skills Training Program

Vocational labs to teach sewing, tailoring, embroidery and textile design; IT lab, training kitchen, and more. Adult literacy programs are also available.

Parent Training Program

Services to train parents in communicating with their deaf children via regular classes in Sign Language and Deaf Awareness.

Job Placement Program

An employment assistance program to help deaf young adults obtain gainful employment.

Pakistan Sign Language (PSL)

Basic PSL courses are taught throughout the year.

Pick and Drop Transport

Available for selected areas.

EDUSERVE

The Eduserve Training Program

builds capacity in teachers, parents and educational administrators working in the field of mainstream and special education. Professional development of teachers is a key to improving the quality of education for students in schools.



Via the Eduserve program, training and support was provided to 5 master trainers and 55 teachers at Safi Teacher Training Center during the months of June to August. This newly established center provides training to teachers of Neelum Colony, Shah Rasool Colony, Korangi and other underserved sectors of the city.

Course topics were: Teaching Methodologies, Learning Through Play, Behavior Management, and Reading to Think. All the women also attended a three month English course and made amazing progress in conversational and presentation skills. Short courses on grooming and etiquette gave the women greater confidence and self-esteem.

Courses were also conducted for parents and educationalists who work daily with children with special needs. The course on Behavior Management emphasized care and understanding as the foundation for creating behavioral change, and examined challenges in teacher/parent-child interaction. Creative strategies were discussed to assist in modifying a child's behavior, and practical implementation discussed and demonstrated.

“ Strategies I will use more with my students are open-ended questions, and the use of reading journals. I also learnt to criticize my students less and to use a more positive approach to build a relationship with them.

-Ms. Javeria

“ I am more confident now to take up all challenges I face in the classroom.

- Ms. Shireen

MOVE

The Motivated Volunteer Empowerment Program

focuses on developing youth to become leaders in their communities. Lively training sessions and hands-on volunteer work instill self-confidence in the attendees, who learn to identify the needs in their communities and implement innovative solutions through social action projects.

MOVE provides them with the impetus, skills and experiential learning to make a lasting difference in the lives of the participants and the beneficiaries they impact upon.

Program Impact

Ask any young person in Pakistan, “**What can we do to change things for the better?**” and you will likely get an impassioned response. Pakistani youth are motivated and have many ideas for positive change in their communities - but the oft-missing ingredient is for them to know “**how and where to start**”.

The **MOVE** program provided this needed stimulus to over **700** participants this year who were given the opportunity to implement their ideas via a social action venture in service to their communities. Projects were diverse and highly impactful, such as:

Urban Development: Tree planting, waste disposal, environmental issues.

Health Care: Play Therapy in children’s hospital wards; Health awareness

Child Development: Mentoring in orphanages; Storytelling, arts and sports, youth counseling.



Highlights of 2013-2014

17 MOVE Programs conducted in Karachi, Islamabad, Lahore, Hyderabad, Sukkur and Quetta.

718 Participants from universities, colleges and high schools enrolled in the program.

58 Social Action Projects designed and implemented by the participants to communities in need, such as: Provision of basic necessities, economic empowerment, uplift, education, awareness and health care.

25,000 plus beneficiaries reached through social action projects.

1,600 plus work days spent by the volunteers in fieldwork.





Kar Dikhao / Make it Happen

FESF joined hands with Karachi Youth Initiative (KYI) to launch the innovative “Kar Dikhao/Make it happen” project, in support of the I am Karachi campaign. Kar Dikhao was an online platform and experiment in kindness and citizenship, with unity, pride and resilience as the focus. The over **200** city-wide Kar Dikhao participants were tasked with completing **10** acts of kindness in **20** days, and then to talk about that they did on our online community blog. The 2 months campaign and resulting Kar Dikhao facebook page reached over **40,000** people.

Testimonials of Move participants

“ *I was more than glad to be a part of this awe-inspiring project. Being a volunteer in the hospital, we came face-to-face with the lives of children and their parents. Seeing them smile gave me the joy of giving someone something valuable. I made some amazing friends along the way - friends to keep for life.*

Maria Shahid – MOVE Summer Camp

“ *Great experience and really helpful. Gave us exposure and taught us valuable things such as patience, observation and compassion. I would love to return next year as well.*

Fatima Matanat – MOVE Summer Camp



FINANCIALS



Income	2014 Rupees	2013 Rupees	2012 Rupees
Donations in cash	90,351,813	99,068,161	93,889,089
Donations in kind	2,562,553	5,095,603	2,160,290
Markup income on fixed deposits	2,117,200	2,805,118	2,719,394
Other income	5,826,839	2,346,003	1,170,107
	100,858,405	109,314,885	99,938,880
Expenditure			
Students Benefits	2,751,650	5,803,997	6,416,400
Utilities and Hospitality	5,095,012	3,197,586	3,202,924
Salaries and Other benefits	39,360,324	31,433,606	26,394,432
Transportation and maintenance	18,049,440	16,267,913	13,933,980
Operational expenses	20,796,794	17,300,941	19,817,617
Insurance	917,170	782,544	476,843
Events, functions and fundraisers	2,144,493	1,590,099	1,800,573
Community service	2,415,117	132,737	5,754,835
Distribution of donations in kind		642,032	1,155,202
PSL project expenses	7,610,991	3,806,891	
	99,140,991	80,958,346	78,952,806
Excess of Income over expenditure	1,717,414	28,356,539	20,986,074
Upcoming project designated funds		-25,468,452	-19,654,859
Surplus for the year	1,717,414	2,888,087	1,331,215

HOW YOU CAN HELP



Zakat and donations may be sent as follows:

Donate Online

Donate Via VISA Debit/Credit Cards and MASTERCARD  
<http://www.fesf.org.pk/jpg>

Cross cheque

Family Educational Services Foundation
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Direct Deposit

Family Educational Services Foundation
 Account #: 01-2412802-01 (PKR/USD/EUR)
 Standard Chartered Bank
 World Trade Center, 10 Khayaban-e-Roomi Clifton Branch,
 Boat Basin, Karachi, Pakistan
 Swift Code: SCBLPKXXXX
 IBAN Code: PKR PK67 SCBL 0000 00 124 128 0201
 IBAN Code: EURO PK41 SCBL 0001 60 124 128 0201
 IBAN Code: USD PK29 SCBL 0000 1012 4128 0201

Donors in USA

The i-Care Fund America Inc.
 Donate Online: <http://www.i-care-america.org/family-educational-services-foundation>
 55 Anderson Street, Suite 445, Boston, MA 02114, USA
The i-Care Fund America Inc. is a tax exempt 501 (c) (3) org
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Donors in Canada

IDRF (Int'l Development and Relief Foundation)
 Charitable Registration #132542705RR0001
 Donate Online: <https://payment.csfm.com/donations/idrf/donate.php>
 IDRF is a Canadian registered charitable organization
Designate for FESF Pakistan

Etihad giving

Donate Air Miles to Educate a Deaf Child in Pakistan.
 Visit Etihad Guest Giving World at: <http://goo.gl/x3rxm>

FESF is setup under a license from Securities 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 rules, 2002. All donations are tax exempt. FESF is eligible for Zakat as approved by Zakat and Ushr Dept., Govt. of Sindh.



Caring for today...Investing in tomorrow



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