

ANNUAL REPORT 2019-20





**TURNING
DREAMS
INTO REALITY**
FOR DEAF CHILDREN

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INTRODUCTION

Family Educational Services Foundation (FESF) is a charitable organization committed to education and social impact in Pakistan. We focus on the empowerment of disadvantaged deaf children and youth through a holistic approach to deaf education, skills training, job placement, and sign language development – creating lasting change in their lives and that of their families.

OUR VALUES

Respect:

We respect all people, and support and advocate for children and youth who face challenges due to disability.

Inclusiveness:

We succeed by working effectively with others, both inside and outside our organization and schools. We come together in common cause to create and implement solutions in our local communities.

Empowerment:

We believe that every child deserves access to language and education that will empower them to reach their potential, be socially engaged, and experience an improved quality of life.

Lasting Impact:

We strive to achieve significant and lasting impact in the lives of the children and youth we serve. We embrace innovation, responsiveness, and technology to become agents for development and change.

DONOR BENEFITS

Donors can claim income tax credit on all donations.

FESF is eligible for Zakat donations and approved by the Zakat and Ushr Dept., Govt. of Sindh. Zakat donations are collected and utilized under the supervision of Alhamd Shariah Advisory Services Pvt. Ltd. under a 3-member committee headed by Mufti Ibrahim Essa. Zakat funds are kept in a separate Shariah compliant bank account and expensed according to Shariah guidelines.

INTERNATIONAL DONORS

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

Donors in USA

FESF is a partner of I-Care Fund America Inc., a 501(c)(3) tax exempt organization in the USA. I-Care will provide receipts that can be used to claim tax exemption from the IRS in the USA. Their Federal Tax Identification Number (EIN Number) is 262437362.

Donors in Canada

FESF is a partner of Human Concern International in Canada with tax exempt status having Charitable Registration Number: 107497125RR0001.

LEGAL STATUS

FESF is set up under a license from the Securities and Exchange Commission of Pakistan under Section 42 of the Companies Ordinance, 2017. Approved U/S 2(36) (c) of the Income Tax Ordinance 2001, read with I.T. rule 214 and 220 of tax rules 2002. FESF financials are audited by Deloitte Yousuf & Adil Chartered Accountants & Co.

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 (SDGs) - both in Pakistan and globally.

In line with government policy, FESF is a registered organization with Pakistan Centre for Philanthropy (PCP).

FESF is a member of the National Literacy Coalition and has consultative status to advise on matters related to Deaf education.

FOUNDER'S NOTE: ADAPTING TO A NEW REALITY

The following quote holds great significance for this year's update

"Great challenges are a catalyst for great changes"

As the year began we were on track with our annual goals when suddenly the world changed – and we found ourselves needing to re-strategize and adapt to a new reality as we confronted the impact of the pandemic on our students and schools.

Deaf children are one of the most vulnerable groups within the disability sector. The majority belong to low-income families and are highly marginalized, often deprived of education and language development. These families frequently lack access to basic utilities and struggle to meet essential needs, especially during this pandemic.

The initial lockdowns resulted in job loss and reduced income for many. Your swift support made it possible to provide full food packages for 5 months to all our deaf students and their families across the 7 Deaf Reach Schools. Additionally, we were able to retain all of our teachers and staff members, keeping them on full salary in spite of the difficult circumstances.

A primary goal was to find a way to continue our students' education and prevent erosion of their language skills. The majority of deaf children live in isolation, as their family members are not usually fluent in sign language, and they miss the nurturing environment of their school peer group.

To meet these great needs, we developed and launched the Distance Learning Program. A digitized curriculum in sign language covering the academic content for all grade levels was filmed in-house, loaded on donated low-cost laptops, and a device given to each student. This valuable digital curriculum will also be available online for access by schools, teachers, and families of deaf children nationwide.

The Eduserve program had a full calendar schedule of live training programs and events planned. Suddenly, a year of hard work was suspended and the uncertainty was a challenge to navigate. The team adapted to the new environment and shifted the training courses to digital platforms resulting in greater student collaboration and successfully reaching new communities that previously had been untouched.

Covid-19 is an undeniable reality for the foreseeable future, but having learned and acclimated thus far, we will continue to adapt to ensure the ongoing care of those whom we serve. As 2021 ushers in uncertainty regarding when, or if, schools will reopen and any kind of "normal" will return, we are counting on your continued support to sustain the many years of hard work that have brought us this far.

With thanks and appreciation,



Richard Geary
Founder

OUR PROGRAMS

Deaf Reach

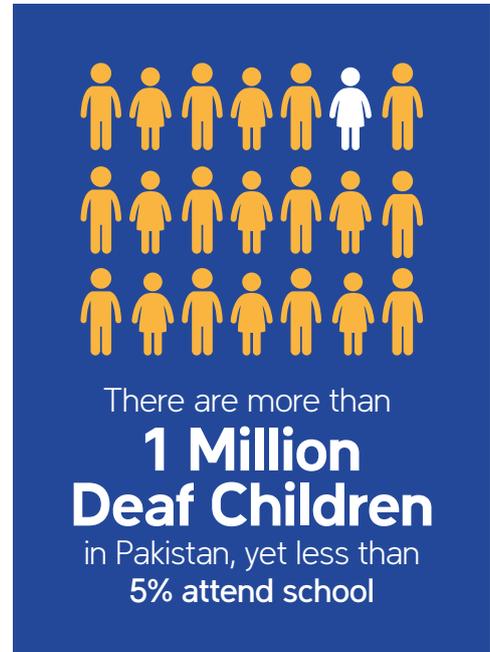
Schools | Training Centers | Colleges

According to recent demographics in Pakistan there are over one million deaf children, yet less than 5% of these have access to education!

Deaf Reach is one of the only branch networks of schools for the Deaf in Pakistan reaching out into rural areas, and is continually expanding its programs to further empower marginalized urban and rural deaf youth, the majority of whom are economically challenged, to provide them a brighter future.

The program's innovative and holistic approach focuses on education and skills training for deaf children and youth; development of teachers and interpreters; Pakistan Sign Language programs for parents and communities; advocacy; job placement; and the creation of educational resources for the Deaf.

www.deafreach.com



eduServe

EduServe focuses on the training and development of youth, educators, and parents, as well as corporate and development professionals. Our tailor-made training programs have been designed to provide participants with a transformative learning experience and opportunities for personal and professional growth.



5,146
Participants Trained



166,515+
Beneficiaries



442
Social Action Projects



PKR. 1,987,540+
Funds Raised



12,058+
Hours Invested in
Community Service

www.eduserve.com.pk

Adapting to a New Reality: COVID 19 Response Activities

Ration Program

Deaf Reach provided a monthly basic food basket of Rs. 5,000 value to our 1,200+ Deaf students and their families, as well as more than 100 of our lower income staff and their families for 5 months. The majority of these live in rural villages and katchi abadi areas.

Operational Changes At Deaf Reach

All our teachers have been retained and continue to work at their respective campus in developing digital content for the Distance Learning Program. They are also staying in touch with each of the students to assist them with their school work while schools are closed down.

Information And Awareness Content For The Deaf Community

Deaf Reach has been creating timely and important health and hygiene information available in sign language for the Deaf community across Pakistan who are often excluded from accessing news channels and other social platforms. Working with both the Governments of Sindh and Punjab, Deaf Reach created a series of short informational videos in sign language for understanding Covid-19. Local channels have continued to broadcast these videos, reaching the Deaf community nationwide.

Partner With TCF Teleschool

Deaf Reach partnered with The Citizens Foundation (TCF) in their weekly IIm ka Aagan and Suno Kahani telecast on PTV's TeleSchool channel, making educational content accessible to the Deaf so they can learn alongside their hearing peers.

Basic Utility Survey

We conducted a survey to assess the availability of basic facilities among households of students enrolled in our school system. Data collected is guiding the plan.



DELEGATIONS HOSTED AT DEAF REACH



Air Chief Marshal

Chief of Air Staff, Air Chief Marshall Mujahid Anwar Khan, paid a visit to Deaf Reach School Rashidabad-Tando Allahyar.

He was moved by his visit and took time to make a personal connect by shaking hands with each of the school's 212 deaf students.



Syed Babar Ali

We were pleased to receive Mr. Syed Babar Ali - Founder of Packages Group, at Deaf Reach School and College Karachi. Mr. Babar was inspired by the school set up and dedication of the staff, and stated that he would like to fund the establishment of a Deaf Reach School in Lahore (see pg. 10).

ACTIVITIES AT DEAF REACH

Deaf Reach Collaborates with Sindh Gov't

Expansion of the outreach and impact of Deaf Reach Schools across Sindh was enabled by a grant-in-aid from the Sindh Gov't, making school more accessible for deaf children, particularly in outlying rural areas. Deaf Reach also serves as a consultant to the Sindh Gov't in matters pertaining to assistive services for special needs children. We extend our heartfelt thanks and appreciation for this ongoing support!



Driving Licenses for the Deaf

The Sindh Assembly passed a landmark bill paving the way for deaf persons to be given driving licenses – a first in Pakistan – and the result of advocacy by FESF and other organizations working for persons with disabilities. Deaf people in Sindh will now be able to commute for jobs, education, health care and improve their quality of life.

CISCO Humanitarian Hero Award

Mr. Ovais Iqbal, Director Systems Engineering at CISCO, a global technology conglomerate, was appointed in 2019 as Deaf Reach's Good Will Ambassador for North America.

With 80,000 CISCO employees watching from 92 countries around the world, the CISCO CEO proudly announced Ovais as the winner of their Global Community Hero Award to honor his work in support of FESF's Deaf Reach Program in Pakistan.



Golf Tournament 2020

Defence Authority Country & Golf Club hosted the 5th Charity Golf Tournament in support of Deaf Reach in Karachi on 8th March, 2020.

KFC was the platinum sponsor as over 80 avid golfers played and 25 companies partnered for a successful tournament. The luncheon ceremony was closed with a touching performance by young deaf students of the famous song, "Sonhi Dharti."

First Lady hands over AC Vans to Deaf Reach

The First Lady, Mrs. Samina Alvi, handed over four air conditioner units donated by Thal Engineering and fitted into school vans of the Deaf Reach network.

Deaf Reach provides pick and drop for all its students across its 7 campuses up to a 50 km radius, and this contribution will make the children's commute more pleasant, especially in the summer heat.



Pakistan Super League - PSL

After many years, cricket returned to the Karachi grounds in all its glory. Millions of viewers worldwide watched our deaf young heroes accompany the international team owners on stage for the opening ceremony as they took the oath, which was interpreted simultaneously in Pakistan Sign Language (PSL) by our students.

New Lahore Deaf Reach Campus

FESF signed a MoU with the Social Welfare Dept, Govt of Punjab for the space utilization of a building located in the Social Welfare Complex in Township, Lahore to establish a Deaf Reach School, College and Training Center with capacity for 200 deaf children.

The founder of Packages Group, Syed Babar Ali, supported the renovation and setting up of a state-of-the-art facility for deaf education through his foundation.



"Help Me Solve It" session at Wise 2019 Summit, Doha

As 2018 winners of the award, FESF hosted a session at WISE 2019 Summit in Doha, Qatar to commemorate the 10 year anniversary of WISE.

Since its inception in 2009, WISE received more than 4,500 applications from over 150 countries. To date, only 72 projects have been awarded.



Pakistan Poverty Alleviation Fund (PPAF) Partners with Deaf Reach

We are grateful to PPAF for their capacity building support of Deaf Reach. They also arranged for representatives of a dozen organizations from FATA, KPK and Baluchistan to visit our school campus in Karachi to better understand our Deaf Reach model.

THE DISTANCE LEARNING PROGRAM

Due to Covid – 19 school closures, deaf children became increasingly vulnerable and at a risk of losing out on their education and language retention. To meet this challenge, we implemented the Distance Learning Program (DLP), which provides digital curricular content in sign language to our out-of-school students for all grades 1 – 12 across four core subjects: Math, Science, English, and Urdu.

Deployment

All Deaf Reach students received donor-sponsored refurbished laptops on which to view the materials, and follow a monthly lesson plan supplemented by worksheets and a daily study calendar. Each month parents and students visit their Deaf Reach campus on designated days to discuss their children's progress, troubleshoot any challenges, and receive their new content for the coming month.



End Results

It has been heartening to see our students able to continue on their educational pathway in spite of the difficulties. We look forward to posting all the sign language content online, making it accessible nationwide to the Deaf community and their families, as well as to teachers and schools for the Deaf.



NO CHILD LEFT BEHIND CASE STUDY ON LATE LEARNERS

Muhammad Siddique is a 14 yr. old deaf boy, currently enrolled at the Deaf Reach School in Sukkur, Pakistan. He resides in Lakhi Ghulam Shah, a small village in district Shikarpur, Sindh. His father, Abdul Ghaffar Soomro, earns his living by teaching the Quran and is the sole breadwinner to support his family of seven. Muhammad Siddique is one of five siblings and is the only deaf member in his household.

Deafness is hereditary in Muhammad's maternal family with many of his relatives having hearing loss, and Muhammad has been deaf from birth. Belonging to a low-income family, Muhammad's father struggled to educate all of his children. Not only was it difficult to afford education, it was nearly impossible to find an institution catering to the needs of his deaf son.

For Muhammad, watching his siblings and friends attend school also sparked an interest in doing the same. He longed to go to school and would often accompany his father to the Madrasah. His father recalls the days when Muhammad would repeatedly ask to be taught what his friends were learning but due to the language barrier he would fail to understand the lesson. He watched his son's frustration and felt helpless that he could not teach him due to his own inability to communicate with him in a meaningful way. Discovering Deaf Reach School was a blessing for the entire family. Muhammad had lost precious years of early learning and his family was delighted to find a school that provided an accelerator program for other deaf students like him. Currently, Muhammad Siddique is enrolled in the Basic Education and Skills Training (BEST) Program at Deaf Reach School, Sukkur. The program, focusing on the No Child Left Behind principle, has made it possible for Muhammad to study in an environment tailored to his learning needs and where all his teachers and peers use sign language.

Muhammad's father is proud of how his son has improved since joining the school. Muhammad can now sign fluently and express himself, and is flourishing academically. He is now more confident and does not hesitate before taking part in discussions. He can freely communicate with those around him and uses Pakistan Sign Language (PSL) to convey his viewpoint. His father, Abdul, is also learning sign language by attending the Parent Training classes held two times a month and is overjoyed that he can now communicate with his son. Muhammad's enthusiasm is intense when he speaks about Deaf Reach. After years of feeling left out he is excited to have received the opportunity to attend school and is eager to learn and experience all that he can. When asked about his future, Muhammad looks forward to pursuing his love of engineering when he grows up.

Overall, joining Deaf Reach has been a highly positive experience for Muhammad Siddique. Not only has he progressed academically but is now part of a community where he can continue to learn and grow in his pathway to self-reliance.



EDUSERVE

Youth Development: Learners Today, Leaders Tomorrow

In 2019-2020, EduServe continued its mission to empower youth to create sustainable social change via the MOVE, JUMP, Azme Naujawan and Champions of Change programs.

Motivated Volunteer Empowerment Program (MOVE)

MOVE is an innovative 'service learning' program for youth, aged 14 to 25. It provides skills, knowledge and an opportunity to take positive social action. Young people work together to analyze problems in the community, brainstorm solutions, fundraise, manage a budget and develop and implement a Social Action Project (SAP).

Highlights of the MOVE Program 2019-2020



EduServe is very grateful for the continued support of the Infaq Foundation in supporting MOVE programs for students from underprivileged areas of Karachi.



Testimonial

Ms. Shahnaz from The Scholars Foundation School

"My students gained self-confidence, self-awareness and communication skills, and learned teamwork. MOVE gave them the opportunity and a precise strategy to create and sustain their social action projects. Collectively they made a sizeable difference".



The Azme Naujawan Program (AeN)

The Azme Naujawan Program (AeN) is a collaborative effort of eight organizations to provide training and capacity building to youth from six districts of Karachi. The program focuses on Youth Development, Community Engagement and Peace Building and helps participants bring about a positive social change in their communities.

 **1769**
Youth Trained

 **65,000+**
Beneficiaries

 **PKR 775,920**
Raised

 **241**
SAPs Implemented

 **7000**
Hours Invested

EduServe developed the AeN curriculum, supervised the training implementation, and conducted a 12 days 'Train the Trainer' program for **28 trainers** and co-trainers. Trainers for Arts and Culture conducted modules on 'Arts for Social Change', 'Personality Development through Visual Arts', and 'Music and Theatre for Social Change' for **1641 youth participants**. Participants then used theatre, music and visual arts in the implementation of **23 Social Action Projects** to reach their community with messages of peace, inclusion, mental health and general awareness.

During COVID-19, youth participants implemented SAP's online which included Facebook live talks, zoom sessions, and they created photo essay competitions and general COVID related awareness videos.



Testimonials

”

We all work in our community and have struggled with gathering people towards our cause. EduServe's 'Public Narrative' workshop has provided me with a very powerful tool to engage people towards my vision and has shown me how I can include them in my story.

Trainer Khaleeq

”

I was so confused before this session, because most people didn't like me due to my intolerant behavior. But the paint along activity gave me the new direction and understanding of how can I become more tolerant. I pledge I will try to make myself a better person.

Ahmed, AeN participant during 'Bardasht Ka Sabaq' SAP

Champions of Change

Champions of Change is a unique social internship program, designed for university students to awaken their sense of civic and social responsibility and to promote a culture of peace and inclusion. Each of the participants gains valuable work experience in the social sector, builds their professional portfolio, and develops leadership and social skills. The social action projects focused on peacebuilding and acceptance of diversity, mental health, advocacy and aid.

The program was conducted in partnership with the following universities:

- University of Karachi (UoK)
- Shaheed Zulfikar Ali Bhutto Institute of Science and Technology (SZABIST)
- Usman Institute of Technology (UIT)
- NED University of Engineering and Technology
- Newports Institute of Communications and Economics (NICE)



 **389**
University Students Trained

 **45**
SAPs Implemented

 **PKR 180,030**
Raised

 **5**
Partner Universities

 **71,000+**
Beneficiaries



Testimonials

Champions of Change is not just an internship course but a learning phase for me. I have had the opportunity to showcase my potential and think about real-life issues and solving them in a resilient way. I will remain part of this amazing team and spread peace in society.

Syed Hasnain
NED University



The COC sessions made me more confident, responsible and thoughtful. I suggest that this course should be introduced to every university to empower youth to make this world a better place to live.

Imaan Farooq
Usman Institute of Technology



The Journey of Change Event

Champions of Change brought together 200+ university students and faculty members to celebrate their Journey of Change in December 2019. The event included a panel discussion that focused on the role of youth in building resilient communities, and a World Café wherein students addressed how to build peace and tolerance on university campuses. They engaged in cultural activities to highlight how arts and culture can be used in the peacebuilding process. Mr. Nawab Ali Wassan, Special Assistant to the Chief Minister Sindh, encouraged the participants and several senior faculty and heads of the partnering universities shared their experience.



The Junior Movers Program (JUMP)

The Junior Movers Program (JUMP) is developed for pre-teens. Collective learning, teamwork and social action are corner stones of this program as participants learn the basics of 'service learning' such as assessment of a community issue, fundraising, volunteerism and campaigning.

Highlights of the JUMP 2019-2020:



116
Participants



17
SAPs Implemented



PKR 300,000
Raised



1000
Beneficiaries



Corporate Training Programs

Training programs were conducted for a number of corporate entities. These trainings were tailor made to meet the respective organization's needs, and touched upon a variety of topics including Mental Health, Anger Management, Board Dynamics, Communication Skills, Conflict Resolution and more.

EduServe contributed to the Standard Chartered Bank's **Global Learning Week** in Karachi where we conducted five workshops: Understanding Mental Health, Workplace Stress & Anxiety, Anger Management, Bullying & Harassment, and Conflict Resolution.

Testimonial

The training was extremely useful, and I'd like to use the practices experienced to de-stress my own team, which will lead to more productivity.

Mr. Ali Burney
Head of the Client Delivery Department
Global Banking (IMO)



CONNECT Training Program

Connect equips **parents and teachers** with the theoretical and practical learning skills needed to raise children in a way central to their wellbeing.

Testimonials

I would like to attend more workshops like these, and request they come to our school where the entire team could benefit from it.

Munira Nadeem
Academic Coordinator
Haque Academy



Kazim Trust 5th Annual Conference

EduServe delivered a session on The Impact and Implications of Traumatic Life Events on the Mental Well-Being of People with Neurodevelopmental Disorders at Kazim Trust's 5th Annual Conference titled Diffability- A Path towards Possibility. The talk focused on the need for bio-psycho-social assessment, and strategies that would help a child grow into their full potential.



FINANCIAL SUMMARY

FAMILY EDUCATIONAL SERVICES FOUNDATION

INCOME AND EXPENDITURE STATEMENT

	2020	2019
	Amount in Rupees	
Donations in cash	275,958,075	201,851,693
Donations in kind	2,589,998	3,953,596
Other Income	18,214,841	19,371,845
Total Income	296,762,914	225,177,134
Salaries and other benefits	129,583,112	107,670,164
Eduserve curriculum and training project	15,450,069	10,698,015
Technology based deaf education project	294,190	2,960,401
Utilities	7,117,361	6,319,809
Rent, rates and taxes	5,344,651	4,841,361
Training costs	2,891,237	3,062,310
Vehicle running expense	7,545,850	6,396,910
Student lunch & benefits	6,221,004	5,821,712
Repair and maintenance	4,553,129	8,677,518
Events, functions and fund raising program	14,364,833	9,275,298
Consultancy and professional services	451,639	385,123
Printing and stationery	2,813,115	2,538,322
Insurance	882,747	1,169,986
Postage and communication	1,627,397	1,348,867
Administration expenses	12,534,038	10,812,426
Depreciation	9,917,616	10,477,265
Project operational expenses	10,862,325	18,159,983
Total expenditure	(232,454,313)	(210,615,470)
Income after expenditure	64,308,601	14,561,664
Less: Project designated funds	(36,330,276)	(7,685,240)
Funds allocated for ongoing school operations	27,978,325	6,876,424

External Audit Conducted By:

Deloitte Yousuf Adil Chartered Accountants

HOW YOU CAN HELP

Education improves lives, breaks the cycle of poverty and ensures that all children, particularly girls, are empowered.

Sponsor the per year enrolment of a:	
Deaf student * (@Rs. 7500/month)	Rs. 90,000/-
Classroom of 15 students	Rs. 1,350,000/-
Entire primary or secondary section	Rs. 8,100,000/-
Entire school (KG - Class 12)	Rs. 16,200,000/-

* **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 Worldwide

www.deafreach.com/donate

Online Bank Transfer or Check Deposit

General Donations

Account Title: Family Educational Services Foundation

Account #: 0196-0101394980 (All currencies)

Bank: Meezan Bank Ltd

Swift Code: MEZNPCKAGR

IBAN Code: PK28 0001 9601 0139 4980

Zakat Donations

Account Title: Family Educational Services Foundation

Account #: 0196-0101665603 (All currencies)

Bank: Meezan Bank Ltd

Swift Code: MEZNPCKAGR

IBAN Code: PK23 MEZN 0001 9601 0166 5603

Send Cheques To

Family Educational Services Foundation
Deaf Reach School, Next to PTCL Telephone Exchange,
Block 12 Gulistan-e-Jauhar, Karachi.

Tel: +9221 3401 7000

Fesf Zakat Certification

Zakat donations are collected and utilized under the supervision of Alhamd Shariah Advisory Services Pvt. Ltd. under a 3-member committee headed by Mufti Ibrahim Essa.

BOARD OF DIRECTORS

Mr. Qadeer Baig

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