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INTRODUCTION TO FESF

Family Educational Services Foundation (FESF) is a non-profit educational organization active in Pakistan.

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 services to enable recipients to gain competency and self-sufficiency, empowering them to reach their full potential.

www.fesf.org.pk



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 rules, 2002. FESF accounts are internally audited by **Haroon Zakaria & Co. Chartered Accountants** and an external audit was conducted by **KPMG Pakistan for this past year.**

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

"We are happy and proud to blow the trumpet heralding the 20th year of the Deaf Reach Program!"

From its humble beginnings in 1995, Deaf Reach is now positively affecting the entire Deaf Community nationwide and beyond, gaining international recognition for its efforts.

From a small one-room classroom located in the heart of Saddar, our first Deaf Reach Center with just 20 young deaf students has grown to encompass 6 schools across the country - including last year's launch of Deaf Reach College. Additionally, significant change has been affected through advocacy and the development of innovative, low cost educational resources that are now being used by thousands of deaf children and their families nationwide.

The EduServe Program is also having a great impact, focusing on youth leadership as well as professional teacher development. In this past year our dedicated team conducted 27 workshops for over 842 participants in a wide variety of locations.

Its taken time to grow, to learn to serve, and to develop strong solid programs with trained personnel. But with much hard work along with your support, we are delivering quality services that make a real difference in the lives of others. Thank you for being partners in our journey, and we hope you enjoy reading more in the report that follows.

**- Richard Geary
Executive Director
FESF**

OUR PROGRAMS

DEAF REACH

In Pakistan there are more than 1.25 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 development of educational resources for the Deaf.

www.deafreach.com

EDUSERVE

We build capacity in youth, employees, parents and educators.

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

20 YEARS OF THE DEAF REACH PROGRAM

Only branch network
of Deaf schools
in Pakistan:

Karachi,
Hyderabad,
Rashidabad,
Sukkur,
Nawabshah
and Lahore



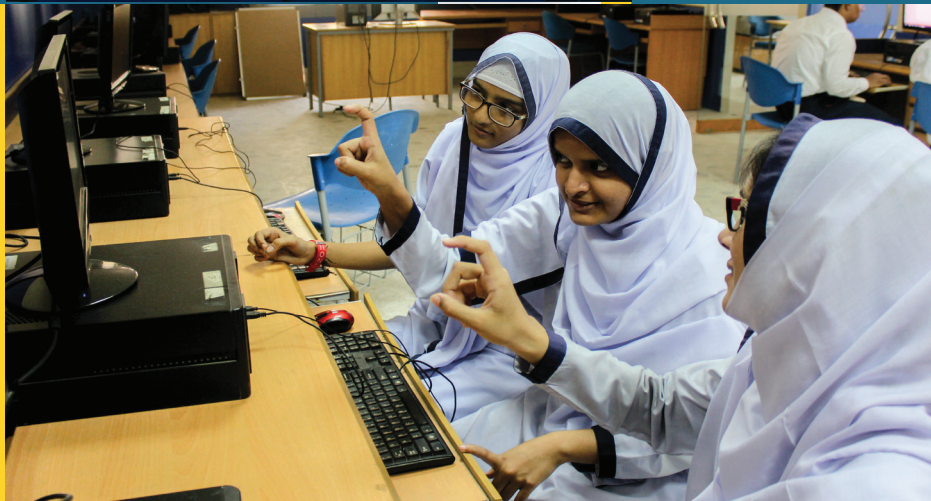
Trilingual!

Our students are literate in 3
languages: Pakistan Sign
Language, Urdu and English.

Deaf educators for the Deaf:
50% of our 125 teachers
are Deaf!

98% of Deaf Reach students
are on full scholarships

Deaf Reach
students achieve high
marks in matriculation
and intermediate exams.
(High School and College)



IT labs in each campus

Transportation up to
40 km
radius





1400+
Deaf Children
educated daily



Award-winning
Pakistan Sign Language
Resources!



Over
600 jobs created



Parent Training

Biweekly sign language and literacy classes help parents communicate with their children.

Marketable Skills Training

Deaf Reach vocational training labs include courses in ICT, culinary arts, arts, handicrafts, sewing, embroidery, pottery and tailoring.

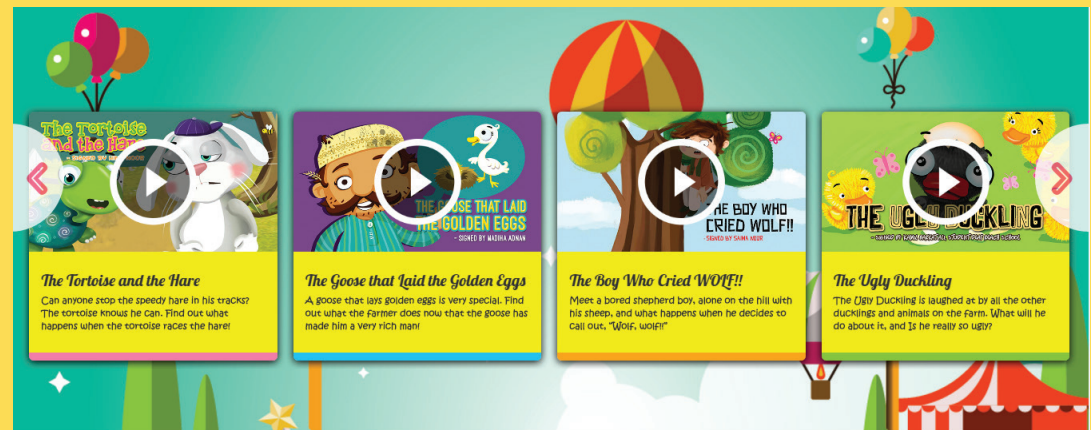
Over **1.25 million**
Deaf children in Pakistan
yet less than 5%
have access to school.

PAKISTAN SIGN LANGUAGE SIGNED STORIES

Unlike hearing children, deaf children lack early language input in their native language, PSL. 90% of deaf children are born to hearing parents who are most often not equipped with the needed sign language skills, creating a great disadvantage for the deaf child.

FESF is working to reduce this deficit by providing deaf children and their families with Pakistan Sign Language (PSL) learning resources.

Building on the success of the PSL Dictionary (www.psl.org.pk), **PSL Stories** (www.stories.psl.org.pk) are designed to provide a fun, engaging and entertaining way for deaf children to learn to read and increase their vocabulary. PSL Stories feature well known children's tales presented in Pakistan Sign Language (PSL).



Each story is animated with the option of **Urdu** or **English** both spoken and captioned throughout the story.

DEAF REACH IN THE NEWS

COKE STUDIO FOR THE DEAF

Coke Studio for the Deaf video was launched and went viral following a tremendous response from the global community. With over 6 million views and major coverage in the international press, this innovative project has created a wave of interest and awareness about the Deaf community in Pakistan.



'HEAR MY VOICE'

'Hear My Voice - Education and Innovation', the 3rd International Deaf Conference in Dubai, UAE, was attended by Deaf Reach representative Salman Ahmed, and included delegates and educators from leading global institutes.

THE WORLD HEALTH ORGANIZATION (WHO)

The World Health Organization (WHO) organized a Provincial Consultative Workshop, aimed at developing a disability strategy for Sindh in line with national and international goals. FESF Executive Director, Richard Geary, participated on the panel.

GIVE ME 5 PROGRAM

The Give Me 5 Program was launched to create awareness about Deaf Culture and the needs of the Deaf community. Programs were initiated in a number of schools and universities in Karachi and other areas of Sindh, with students learning basic Pakistan Sign Language skills, leading to greater inclusion and understanding.



TOYOTA DREAM CAR CONTEST

Deaf Reach students **won gold, silver and bronze** prizes at the **Toyota Dream Car contest**. We are very proud of our art students and their dedicated teachers. This is one of the world's largest art contests for children under 15 years old.

DEAF REACH SCHOOLS AND KFC

KFC added their branding to the Deaf Reach School and College Karachi campus, announcing KFC's increased investment in Deaf education. As of 2016, 7 KFC restaurants presently employ more than 125 Deaf youth in Pakistan, with more Deaf-run branches soon to open in new areas.



MUSICAL EVENING

A Musical Fundraiser featuring Sanam Marvi live in concert was attended by over 400 distinguished guests. Deaf Reach students started the event with the National Anthem in sign language. Leading brands from the corporate sector and philanthropists from across Karachi joined hands to make the event a success.



PAKISTAN SIGN LANGUAGE CLASSES CONDUCTED FOR SCHOOLS

Pakistan Sign Language classes were conducted for a number of schools including Southshore A Levels, Haque Academy, and Karachi University. Students completed their course by visiting Deaf Reach School and practicing their new PSL skills while joining in classroom activities.

DEAF REACH CHARITY GOLF TOURNAMENT

A Charity Golf Tournament in support of Deaf Reach was organized by the DHA Golf Club. 125 avid golfers played an 18-hole tournament while their families participated in other competitions.



SPECIAL OLYMPICS UNIFIED MARATHON

Deaf Reach joined the **Special Olympics Unified Marathon**, helping to raise awareness for an equal-opportunity and inclusive society. The Deaf Reach athletics team kicked things off with a heartfelt performance of the national anthem in Pakistan Sign Language, and then successfully completed the 10K marathon, receiving medals for their efforts!

AIR CHIEF MARSHAL VISITS DEAF REACH

Air Chief Marshal Sohail Aman toured the Deaf Reach Rashidabad campus, and was greatly impressed with the custom-built facilities donated by RMWO and the exemplary educational opportunities provided for deaf children from surrounding villages.



MEDIA, PRESS AND BLOGGERS CONFERENCE

FESF hosted its **first Media, Press and Bloggers event** at a leading hotel in Karachi. Representatives from major media organizations were able to view mock classrooms in action, gaining insight on how Deaf Reach schools are run.



SHELL'S GLOBAL SMILING STARS AWARD

Aslam Khoso, Deaf, received international recognition as the **proud recipient of Shell's Global Smiling Stars' 2015 Country Service Champion Award**, and was given an all-expenses paid trip to the ceremony held in Tokyo, Japan! Aslam joined Shell along with 25 other Deaf youth in 2010 as part of an employment partnership between Shell and Deaf Reach, and he is now training more Deaf candidates for Shell locations in Pakistan.

THE DHA ANNUAL FLOWER SHOW

Deaf Reach's prize-winning **KUMHART pottery** was featured at The DHA Annual Flower Show in Karachi, where our ever popular pottery pieces were displayed along with an assortment of handicrafts, all made by our Deaf Reach student artists.



©Marijum Mirza



Mirza

THE EDUSERVE PROGRAM

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



MOVE

The **Motivated Volunteer Empowerment Program** (MOVE) is an innovative leadership training program which empowers youth across Pakistan **to take action and respond to needs in society**. The program combines interactive and lively training sessions with supervised community projects. This gives participants a full leadership experience, enabling them to take action in many civic and professional spheres.

EduServe partnered with visionary sponsors such as Karachi Youth Initiative (KYI), National Bank of Pakistan and Bayer Pharmaceuticals to reach youth from diverse socioeconomic backgrounds. The MOVE program was conducted in private educational institutes from middle and low income areas where there is a dire need for programs focusing on critical thinking, social action and youth empowerment.

As a result of the MOVE training young people impacted their own communities through a variety of Social Action Projects.

MOVE IMPACT 2015-2016

27 training programs were conducted in schools across Karachi

842 young people participated in the MOVE training program

130 Social Action Projects were successfully created and implemented by MOVE participants

25,650 community members benefited from the Social Action Projects



THEMES OF SOCIAL ACTION PROJECTS

Education: setting up libraries, teaching at underprivileged schools, providing art classes and other extra-curricular activities.

Health: providing sports activities, setting up heatstroke stands, organizing personal health and hygiene awareness campaigns.

Environment: planting trees, renovating public spaces, doing street cleanup.

Advocacy and Awareness: organizing child labor awareness campaigns, anti-smoking and drug campaigns.

Micro-enterprise: providing sewing machines to deserving women.

Visitation: visiting orphanages, elderly homes and centers for people with disabilities to carry out enriching activities.



THUS FAR, MOVE PROGRAMS HAVE REACHED:

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



THE CITIZENSHIP AWARDS

The MOVE program in partnership with Karachi Youth Initiative (KYI) is implementing MOVE in **50 schools** and **colleges in 10 areas of Karachi**. Currently over 592 youth have already been trained and 92 Social Action Projects have been developed and implemented.

On June 2nd, 2016, a **Citizenship Award Ceremony** was organized at a local hotel to bring together youth from **12 different platforms**. They had done **noteworthy work to bring social change to their communities**.

During the event the participants set up stalls to showcase their Social Action Projects and they exhibited innovative solutions to health, environmental issues, educational challenges, and issues concerning peace and diversity.

BENEFICIARIES' COMMENTS

"I learned that peace is not only necessary in times of war but also needed to amicably solve problems in general".

- H., student from Little Genius Grammar School

"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."

- S. A., student from DCTO Academy



"[Through MOVE] a lot more of the schools' needs are going to be met and with the students more engaged in the school, attendance will increase. With better attendance, there will be improved academic outcomes."

- Staff from a Government School

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

- A., student from Liaquat Model School



JUMP



The Jump Program guides pre-teens ages 10-14 to better engage with their communities by implementing small community uplift initiatives.

Students in the JUMP Program participated in 4 activities: Exploring community needs; Implementing volunteer initiatives; Organizing a fundraiser; and Running an awareness campaign.

UPCOMING- STAY TUNED

VOLEE

Have you ever wanted to get involved in community work, but you simply didn't know where to go or wondered what causes would match your skills?

EduServe is developing a unique app that will connect volunteers with organizational causes and will connect organizations with available and skilled volunteers. Keep your eyes open for the launch!

THRIVE ENRICHMENT PROGRAM

THRIVE is a series of courses created to help young people develop leadership and interpersonal skills, and to help them understand and manage interaction and emotion.

Through meaningful discussion and practical experience sharing, young people are guided to live a more fulfilling life.



OTHER ACTIVITIES

In addition to existing programs, the EduServe team has initiated activities focused on empowering youth and promoting community service as a 'lifestyle' for all. These activities included:

- **Community Heroes** workshop for 25 A level students of Foundation Public School
- **Understanding Drugs and Addiction** workshop for 40 youth hosted by Agha Khan Youth and Sports board
- **Engaging Communities in a Divided Karachi** discussion hosted by Karachi Youth Initiative
- **I AM KARACHI** art challenge to paint the "Karachi of Tomorrow"
- **Youth Empowerment and Service Learning**, a series of workshops done in schools across Karachi
- Training Sessions for **RABBT**, a youth led organization in Lahore

FINANCIAL REPORT OR SUMMARY

FAMILY EDUCATIONAL SERVICES FOUNDATION INCOME AND EXPENDITURE ACCOUNT FOR THE YEAR ENDED JUNE 30, 2016

	2016	2015
	Rupees	Rupees
OPERATING INCOME		
Donations in cash	130,564,022	136,002,200
Donation in kind	1,292,949	1,553,885
Community contributions	5,518,682	4,734,680
Motivated Campaign contribution	-	450,000
Markup income	3,749,645	2,750,783
Exchange gain	28,970	286,256
Gain on disposal of equipment	1,273,212	-
Unrealized gain on short term investment	22,222	-
Total Income for the year	142,449,702	145,777,804
OPERATING EXPENDITURE		
Salaries and other benefits	51,243,922	39,661,010
Transportation	12,585,893	12,527,813
Utilities	7,502,246	6,579,149
Rent, rates and taxes	6,469,928	6,224,901
Pakistan sign language program	2,654,630	15,546,198
Training costs	4,067,689	7,337,936
Vehicle running expense	8,080,314	6,769,221
Student benefits	4,667,252	2,525,564
Repair and maintenance	3,198,992	3,080,672
Community service	1,788,462	1,211,446
Events, function and fund raising program	8,452,839	2,801,078
Consultancy and professional charges	625,762	798,331
Printing and stationery	1,948,344	1,765,546
Other operational expenses	17,583,974	21,261,431
Total Expenditure for the year	(130,870,247)	(128,090,296)
Income for the year after expenditure	11,579,455	17,687,507
Less: Project designated funds	(6,850,033)	(11,643,909)
Surplus for the year	4,729,422	6,043,598

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.

VIA ONLINE SERVICES

<http://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 CHEQUE DEPOSIT

Family Educational Services Foundation

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

Standard Chartered Bank

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

Swift Code: SCBLPKXXXX

IBAN Code: PK67 SCBL 0000 00 124 128 0201

ZAKAT DEPOSITS

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

Standard Chartered Bank

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

Swift Code: SCBLPKXXXX

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: +9221-35848428

FESF ZAKAT CERTIFICATION

FESF has appointed Mufti Ibrahim 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://www.fesf.org.pk/wp-content/uploads/2016/07/Profile-for-General.pdf>



FESF is dedicated to enhancing the quality of life for all members of the community especially those who are disadvantaged.



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