



Hear and Say  
Opening worlds

# 2020 – 2021 **ANNUAL REPORT**

Opening worlds for individuals,  
families and communities





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## Dennis and Lyla's story

Dennis' granddaughter, Lyla was born with rare conditions microtia and atresia, and came to Hear and Say for specialist support to learn to listen and speak.

"We could not have hoped for a more understanding, professional and caring organisation than Hear and Say," Dennis said.

When Dennis then decided to investigate his worsening hearing loss, he was already well-acquainted with the team.

"Getting my hearing aids has built my confidence again, being able to participate in my volunteer work and social activities and have more quality time with my family and friends."

Click here  
to read Dennis  
and Lyla's story





## Our Impact

Over 300 babies are born with hearing loss in Australia each year.<sup>1</sup> In 2020-21 Hear and Say continued to change lives.



Over **570** children, teenagers and adults developed their listening and speaking skills with specialist speech therapy support.

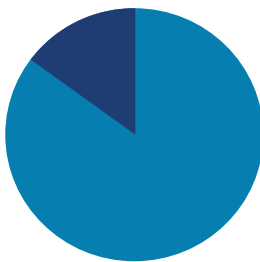


One cochlear implant each fortnight was switched on — that's **25 children** and **two adults** who heard for the first time or re-gained their hearing.



Kids thrived at school, with **90%** having language skills within or above the average range.\*

Improved access: **84%** of families were supported to receive services via NDIS funding.



On average, Hear and Say children with severe to profound hearing loss received their first cochlear implant at **eight months old**.

### 19% of school students

were found with hearing or ear health issues needing monitoring or follow up, helping children to get the most out of their education.



**20,758 students'** hearing health was screened across **269 schools** to pick up previously undiagnosed issues.



**Our impact:**  
click here to see Charlotte's cochlear implant switch-on

\*Children otherwise typically developing and whose diagnosis was not delayed

<sup>1</sup> Queensland Health. (2020). *Screening Protocols and Guidelines 2016 V2*. Queensland Health. <https://www.childrens.health.qld.gov.au/wp-content/uploads/PDF/healthy-hearing/2017-newborn-prot-guide.pdf>



# Who We Are

Experts in hearing technology and specialised speech therapy

**Vision:** A world where everyone has the ability to communicate, connect and live their best lives.

For almost 30 years, Hear and Say has been dedicated to opening worlds for people with hearing loss. Our work is shaped around the latest research and hearing technology to best support the needs of children and adults impacted by hearing loss, and empower individuals to live life connected with their communities.

Together with families and health professionals, our specialised speech therapy teaches children to listen and speak so they can go on to reach milestones at the same rate as their peers.

Hear and Say promotes early identification of hearing loss by supporting screening at birth, through our school program and via our hearing services for adults. As a not-for-profit organisation, Hear and Say relies on the generous support of our passionate community, government and National Disability Insurance Scheme, and philanthropic partners to create impactful and sustainable change.

## Looking ahead: the future sounds like...

As Hear and Say moves into its third decade, we are focused on the following priorities to help those in need continue accessing vital services for many years to come.



**Profit for purpose:** Creating efficiencies in what we do and delivering programs that best meet the needs of our clients.



**Growth:** Striving to achieve strong and sustainable growth by being adaptable to the ever-changing external environment.



**Leadership:** Continuing influential leadership as a respected voice within the sector; advocating for individuals, families and communities.

Lyla working on her speech and language skills with Listening and Spoken Language Specialist, Emma Heberlein

# Welcome

While the uncertainties and challenges of 2020 followed us into this year, the passion of our community in ensuring people with hearing loss are not being left behind has remained a constant.

The year has been filled with many highlights, from the resilience and adaptability of our specialist speech therapy and audiology services, to our school hearing screening, research, events, advocacy and so much in between.

We also sharpened our focus on three key strategic priorities around profit for purpose, growth and leadership. These priorities will take Hear and Say into its next decade, as we celebrate 30 years of vital service delivery for families and communities in need.

The financial landscape surrounding all charities in Australia is ever-evolving, and in 2020-21 Hear and Say generated 38 per cent of our revenue through our incredibly generous community and philanthropic and corporate partners. This significant increase

on the previous financial year is with heartfelt thanks to a very generous donor. Twenty-four per cent of revenue was through funding from the Australian Government and the Queensland Government; and 38 per cent through service delivery under the National Disability Insurance Scheme, Medicare and private programs.

Our gratitude extends to our tremendous community, who are the true backbone of all we achieve. On behalf of the children, families and clients you have supported this year – thank you. Your generosity is as vital as ever, as we work to open worlds for more people impacted by hearing loss.



**Mr Matthew Ames**  
Chair



**Mr Chris McCarthy**  
Chief Executive Officer

## Farewell to CEO, Chris McCarthy

After more than 14 years with Hear and Say, Chris McCarthy stepped down as CEO in October 2021. Chris has been instrumental in the growth of our organisation, and his leadership, passion and dedication has led Hear and Say through more than a decade of immense change. The Hear and Say community sincerely thanks Chris for his unwavering commitment to the cause, and for the significant legacy he leaves.

Hear and Say Board Chair,  
Matthew Ames with CEO,  
Chris McCarthy



# Supporting Children with Hearing Loss

In  
**2020-21:**

**132**

new families chose Hear and Say to guide their children to listen and speak.

Over  
**570**

children, teenagers and adults were supported by specialised speech therapy.



Families worked with specialised listening and spoken language therapists to train their child's brain to listen, process speech and talk, just like their siblings and friends.

**25 kids**

heard for the first time following the switch-on of their cochlear implants.



Group Social Skills programs brought families together and guided children to build resilience, self-confidence and communication skills, so they were ready to overcome everyday challenges.

Thanks to telepractice, children and families accessed vital listening and spoken language services, no matter where they lived. Many families transitioned online during the coronavirus pandemic and lockdowns, and some continued to access a mix of in-person and online lessons to best meet their needs.



The emotional and developmental needs of families were supported by our social worker and occupational therapist.

Kids were ready to thrive at school, with **90%** achieving language skills within or above the average range.\*

Watch Leo's  
journey of  
learning to  
listen and speak





# Abby's Story

“It wasn’t until we got to Hear and Say, and it was explained to us about the limited range of sounds Abby was naturally hearing, that her diagnosis began to make sense. Now of course we can see a massive difference when Abby is wearing her hearing aids,”

— Joel, dad to  
one-year-old Abby

Abby was a much-anticipated first baby for Sunshine Coast parents, Joel and Yuliya. Although a pregnancy during a global pandemic had not quite been what they were expecting, Joel and Yuliya said the biggest surprise came when they discovered Abby had been born with hearing loss.

Abby’s reactions to loud noises – such as when a door slammed or if someone shouted nearby – initially left them questioning whether the diagnosis was a mistake.

“I think we would have really let her down not knowing what she needed to successfully hear and speak well, and we wouldn’t have known what she needed without coming to Hear and Say. It’s given us the tools and information we need to help Abby with her hearing that we didn’t have before,” said Joel.



**Click here**  
to watch more



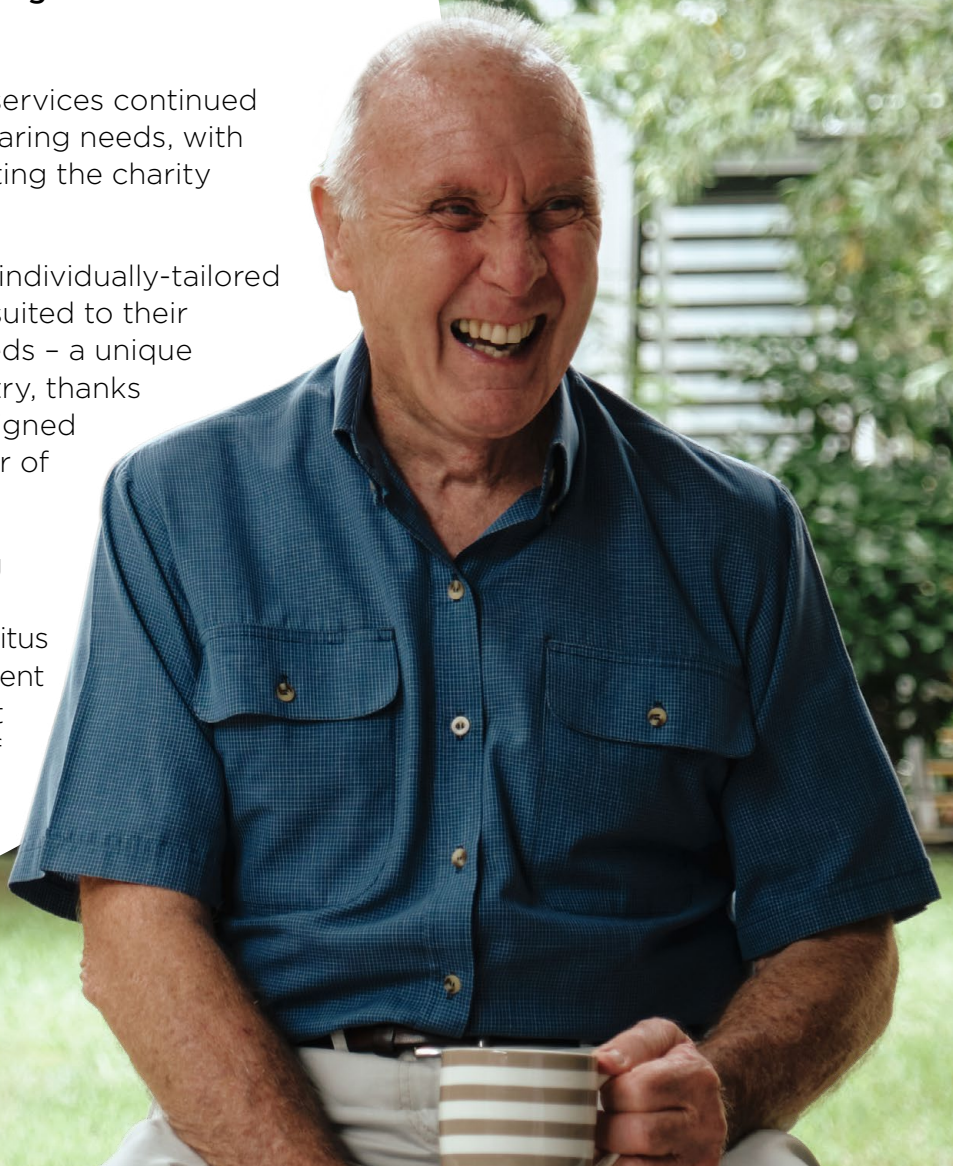
# Supporting Adults with Hearing Loss

**One in three people over the age of 65 experiences hearing loss.<sup>1</sup>**

Our specialist adult hearing services continued to support people in their hearing needs, with the added benefit of supporting the charity work we do with children.

We provided 114 clients with individually-tailored care and recommendations suited to their personal communication needs – a unique offering in the hearing industry, thanks to Hear and Say not being aligned to any brand or manufacturer of hearing devices.

From hearing tests to hearing aid fittings, cochlear implant assessments, ear plugs or tinnitus assessments – each appointment focused on delivering the best possible outcomes for each of our clients.



## Don's story

"Getting my hearing back with my new hearing aids has highlighted how the gradual loss of my hearing was denying me the pleasure of enjoying so many experiences in life," said Don.

"I was missing out on so much of the conversation with family and friends, and at times felt like an accessory to what was going on around me.

"With my hearing aids, I can now more actively join group conversations, watch television without subtitles, and my wife appreciates that I rarely have to ask her to speak louder or repeat herself."



**Click here**  
to watch  
Don's Story

<sup>1</sup> Cochlear. (2019). *The State of Hearing Report*. <https://www.cochlear.com/shared-library/downloads/global-downloads/cochlear-implant/d1591517-the-state-of-hearing-report-2019>



# School Hearing Screening

## Helping children succeed in the classroom

One to two in every 1,000 babies born in Australia each year have hearing loss.<sup>1</sup> By the time children reach school-age, this number doubles.<sup>2</sup>

Classrooms can be noisy and tiring environments, especially for children with hearing loss. Early detection, coupled with technology like hearing aids, can mean hearing issues aren't interfering with students' learning. Our mobile hearing screening team travelled far and wide to identify hearing loss, including through Central Queensland thanks to the program's founding regional partner, Thiess.



We aim to identify hearing concerns early and prevent children from missing out in the classroom.



**19%** of children screened were found to have hearing or ear health issues on the day of screening.

### Sadie's story

When Hear and Say's school hearing screening program visited five-year-old Sadie's Prep classroom last year, her parents Nicole and Simon were anxious to see what the results would show.

"My heart sunk as I put on a brave face to listen to Sadie's results, which had shown a potential hearing loss in both ears," recalled Nicole.

A series of appointments followed and, less than six weeks after the initial screening at Sadie's school, she was fitted with her very own set of pink hearing aids.

"We have noticed such a great improvement in Sadie engaging and interacting with us and her peers without becoming distracted," said Nicole.

"We are completely overwhelmed by the difference these amazing little hearing aids have made in all our lives. Sadie is so much happier, more confident and hearing all of the new sounds for the first time has been an adventure. The smile on her face says it all!"



Sadie with her pink hearing aids



**Read more**

<sup>1</sup> Queensland Health. (2020). *Screening Protocols and Guidelines 2016 V2*. Queensland Health. <https://www.childrens.health.qld.gov.au/wp-content/uploads/PDF/healthy-hearing/2017-newborn-prot-guide.pdf>

<sup>2</sup> Deloitte Access Economics. (2017). *The Social And Economic Cost of Hearing Loss in Australia*. Hearing Care Industry Association. [http://www.hcia.com.au/hcia-wp/wp-content/uploads/2015/05/Social-and-Economic-Cost-of-Hearing-Health-in-Australia\\_June-2017.pdf](http://www.hcia.com.au/hcia-wp/wp-content/uploads/2015/05/Social-and-Economic-Cost-of-Hearing-Health-in-Australia_June-2017.pdf)

# Training and Education

**Building collective knowledge so children with hearing loss can be better supported**

Our WorldWide Training and Education program supported professionals to obtain their Listening and Spoken Language Specialist, Auditory-Verbal Therapist certification and provided practical insights for supporting children with hearing loss. Almost 230 health and education professionals and families were empowered to better support their communities.



**21 teachers** learnt strategies to support children in the classroom.

Many parents joined webinars for information on tackling fussy eating, raising children in a digital world, supporting development, and more.



**164 professionals** upskilled in areas including auditory processing disorder, tinnitus, outcomes and for children with hearing loss and more.

## Microtia and atresia

Delivering education, support and advocacy for families, Hear and Say's Microtia and Atresia Support Centre is the only one of its kind in Australia.

Hear and Say proudly hosted the annual Microtia and Atresia Conference, offering a unique opportunity for families and health professionals to hear from global experts in the fields of microtia and atresia. The coronavirus pandemic took the 2020 conference fully online for the first time, where 94 attendees learnt about ear reconstruction surgery, innovative 3D printing technology for ears, the role of an ENT specialist, available supports for families and much more.

Professionals upskilled to better support children with hearing loss



# Driving Research

Research bridges the gap between science and better hearing, by providing practical solutions for individuals and families impacted by hearing loss.

Through collaborations with academic, clinical and industry experts, our research aimed to continually advance the clinical knowledge underpinning all Hear and Say programs. Using evidence-based initiatives and support also enabled us to advocate for the importance of early identification and intervention for those with hearing loss.

## Spotlight on single-sided deafness

One of our recent projects looked into the benefits of cochlear implants for children with hearing loss in only one ear, known as unilateral or single-sided deafness. Hear and Say audiologist and the study's key author, Sharon Bruna said the outcomes

added to a growing body of evidence clearly demonstrating the benefits of cochlear implants as an option for children with single-sided deafness.

"This project is very exciting because it helps to show that children who receive a cochlear implant for single-sided deafness see significant and sustained improvements in their day-to-day hearing abilities, particularly for directional hearing and hearing in noise," said Sharon.

The findings were presented this year at clinical conferences organised by Audiology Australia,<sup>1</sup> the largest professional organisation for audiologists in Australia, and by the Alexander Graham Bell Association for the Deaf and Hard of Hearing<sup>2</sup> based in Washington DC, United States.

Advancing our knowledge to best support children like Sameh



<sup>1</sup> Bruna, S., Abdulla, S. U. and Rushbrooke, E. (2021, June). *Do children with single sided deafness show functional improvement in listening ability after cochlear implantation, and is this improvement maintained over time?* [conference presentation]. National Conference Audiology Australia, <https://www.auda2021conference.asn.au/>

<sup>2</sup> Bruna, S., Abdulla, S. U. and Rushbrooke, E. (2021, May - June). *Outcomes in Children with Cochlear implant for Single Sided Deafness* [conference presentation]. AG Bell Global Listening and Spoken Language Virtual Symposium, <https://agbellsymposium.com>

# Thank You

**The community surrounding Hear and Say enables our extraordinary outcomes, and we are forever grateful.**

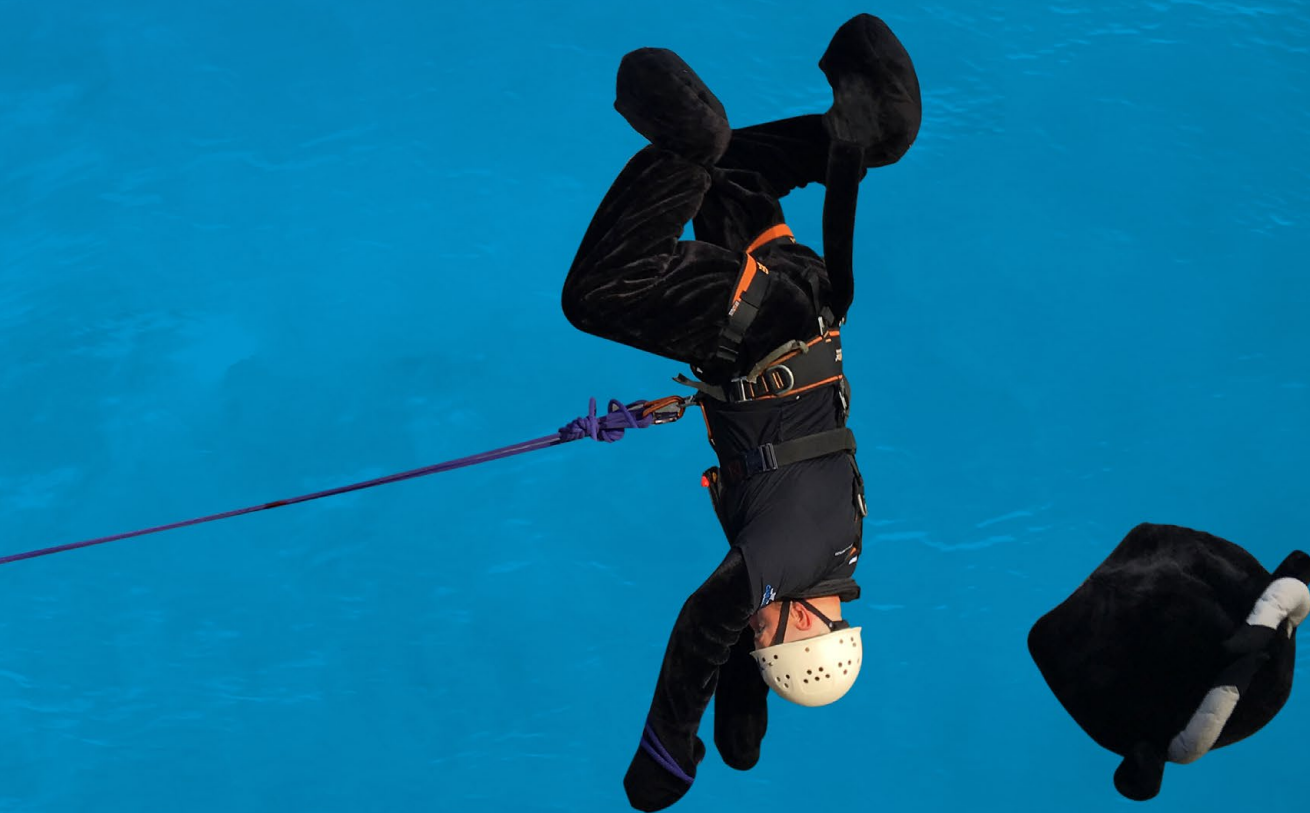
We sincerely thank our families, donors, partners and everyone who is part of the Hear and Say story. It is with this incredible support that we can continue to open worlds for children, adults and families impacted by hearing loss.

## **Meat at Billy's recipe for success**

For over five years, Billy Gibney and the team at Meat at Billy's have rallied together with their stores' local communities to raise incredible awareness and over \$34,000 in donations for Hear and Say, across a range of projects and campaigns.

Such dedication has seen Billy take a brave plunge off the Goodwill Bridge (dressed as a bull, no less); staff dressed in their brightest outfits for Loud Shirt Day; fundraising workshops and events; and an annual sausage sizzle with the spatula-wielding support of Ashgrove The Gap Lions Club.

"At Meat at Billy's we love being involved in our local community, and we have been proud to partner with Hear and Say over recent years to support hundreds of children and their families impacted by hearing loss," said Billy.



**Find out how  
you can give  
back here**



Meat at Billy's, Billy Gibney at  
the Hear and Say Goodwill  
Bridge Swing.





Bruce and Alex Bell

Davidson and Hickey Family

Glen and Lisa Richards Foundation

Goldburg Family Foundation

In memory of Elizabeth Grieve

Mrs Maureen Stevenson

Mr John and Mrs Gay Hull

Mrs Ngaire Roberts

The Thompson Family Foundation

Stan and Maureen Duke Foundation

The Crommelin Family Foundation

The Estate of Robyn Loder

The Lamsam Family

The Samuel And Eileen Gluyas Charitable Trust



**Queensland  
Government**

### Queensland Government

- Department of Social Services
- Gambling Community Benefit Fund
- Non-State Special Needs Organisations Program, Department of Education
- Queensland Health
- Specialist Disability Support in Schools Program, Department of Education

# Meet our Board

Hear and Say board directors volunteer their time and expertise to lead Hear and Say's strategic growth.

## Mr Matthew Ames Chair

Matthew has almost 20 years' experience in the energy and resources industry, and has found innovative ways to apply his skills after the loss of all four of his limbs and significant hearing loss in 2012. In addition to Hear and Say, Matthew is a board member of Bionics Queensland and Xavier Children's Support Network; a council member for Centacare and a member of a number of steering committees for Queensland Health. Matthew joined the Hear and Say Board in November 2019 and was elected Chair in June 2020.

## Dr Jane Black Deputy Chair

Jane has a longstanding career in clinical management of paediatric disorders. She has played a key role in the development of Hear and Say from inception to present day. Jane has a proven record of executive leadership, having worked in both for-profit and

not-for-profit organisations. She is a current member of the Board of Directors of the Children's Hospital Foundation and serves on the Finance Audit and Risk Management Committee. Jane joined the Hear and Say Board in November 1995, chaired the Board from 1996 to 2008 and was appointed Deputy Chair in May 2010.

## Dr Dimity Dornan AO Executive Director and Founder

Dimity is a qualified speech pathologist, and Founder and Executive Director of Hear and Say. She is also Founder and Chair of Bionics Queensland. Dimity is an Adjunct Professor at The University of Queensland and Adjunct Associate Professor to the Science and Engineering Faculty, School of Mechanical, Medical and Process Engineering, Queensland University of Technology, and to Griffith University Health; Honorary Associate at Macquarie University, and a current member of The University of Queensland Senate.

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Dr Margaret Steinberg AM, Mr Mario Pennisi AM,  
Dr Peter Riddles AM, Mr Andrew Fraser, Mrs Evelyn Goggin,  
Dr Dimity Dornan AO, Mr Matthew Ames,  
Mr Darren Sumich, Dr Jane Black.





## Mr Andrew Fraser

### Non-executive Director

After a career in public office in which he held the position of Treasurer of Queensland from 2007 to 2012, Andrew now serves on a diverse range of boards. Previously Head of Strategy and Investment at the NRL, he is now an independent director and Chair of Sunsuper, a top 10 Australian superannuation fund with more than one million members. He is a director of Watpac, ASFA and 3rd Space, and is the Chair of Orange Sky Australia and Motorsport Australia. Andrew is a graduate of Griffith University, with degrees in law and commerce, in which he achieved first-class honours and won the University Medal. He now serves as the Deputy Chancellor of Griffith University. Andrew joined the Hear and Say Board in September 2017.

## Mrs Evelyn Goggin

### Non-executive Director

Evelyn has over 34 years' experience in the energy, infrastructure and retail sectors, holding senior management positions in international companies primarily in accounting and corporate governance. Volunteer roles in the not-for-profit sector have allowed Evelyn the opportunity to leverage her substantial financial and accounting experience to enhance school and charity boards. Evelyn has an enduring passion for the sector and a strong association with Hear and Say, having worked with the organisation in a consulting capacity in 2018. Evelyn joined the Hear and Say Board in September 2020.

## Mr Mario Pennisi AM

### Non-executive Director

Mario is a strategist and trusted advisor with more than 30 years' experience in managing and growing commercial operations in the life sciences industry. Mario is Chair of Suncare Community Services and Non-Executive Director of Elo Life Systems Australia, Queensland Eye Institute Foundation, Alpine Immune Sciences Australia, Omniox AU, and Briz Brain & Spine. He is also Chair of the Griffith University Clinical Trial Unit and the Compounds Australia Strategic Advisory

Board, as well as a B20 Participating Delegate and a member of the Queensland Government Biofutures Industry Advisory Group. Mario joined the Hear and Say Board in August 2020.

## Dr Peter Riddles AM

### Non-executive Director

Peter seeks to contribute to sustainable development through innovation from science. He is a board member of the CSIRO, where he Chairs the Board Science Excellence Committee. He is also Chair of the Experimental Development Program, Chair of the Infrastructure CoLaboratory and advisor to several health technology enterprises. He is an Elected Member of Chatham House, a Fellow of the Royal Society for Arts, Manufacture and Commerce, and a Fellow of the Australian Institute for Company Directors. Peter joined the Hear and Say Board in November 2013.

## Dr Margaret Steinberg AM

### Non-executive Director

Margaret has expertise in ethical decision-making as a clinician, academic and administrator. A former Commissioner, including of the Criminal Justice and Crime and Misconduct Commissions, Margaret currently sits on several boards and tribunals, and was previously on the Metro North Hospital and Health Service Board. Margaret joined the Hear and Say Board in April 2006.

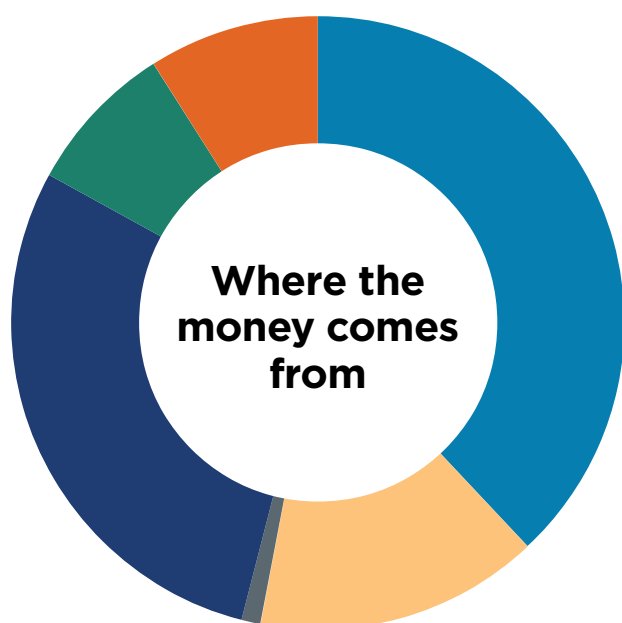
## Mr Darren Sumich

### Non-executive director

Darren is a lawyer with over 20 years' experience, specialising in structuring and negotiating financial transactions. He is currently a Partner of MinterEllison and leads the firm's Financial Solutions practice in Queensland. Darren has also led MinterEllison's community investment and pro bono practice and is driven by his passion for bringing his commercial experience to assist not-for-profit and community welfare sectors. Darren joined the Hear and Say Board in September 2020.

# Financials 2020-21

The below graphs showcase the various streams of Hear and Say's revenue in the 2020-21 financial year, as well as highlighting where funds were directed across our programs and services.



- Philanthropy and fundraising (38%)
- Government service agreements (15%)
- WorldWide Training and Education (1%)
- Government streams and rebates (29%)
- Clinical and private (8%)
- COVID-19 assistance (9%)



- Audiology (24%)
- Fundraising (13%)
- Listening and Spoken Language Therapy (48%)
- Research (1%)
- Hear to Learn - School Hearing Screening program (10%)
- WorldWide Training and Education (4%)



# Statement of Profit or Loss and Other Comprehensive Income

FOR THE YEAR ENDED 30 JUNE 2021

|  | 2021              | 2020             |
|--|-------------------|------------------|
| <b>Income</b>                                  | \$                | \$               |
| Clinical services                              | 3,808,327         | 3,190,938        |
| Government service agreements                  | 1,586,439         | 1,643,375        |
| Non-government grants and donations            | 3,941,531         | 1,549,302        |
| Gain on disposal of assets                     | -                 | 617              |
| Interest revenue                               | 1,806             | 7,175            |
| Government assistance – COVID-19               | 972,500           | 464,000          |
| Other income                                   | 130,622           | 80,459           |
| <b>Total income</b>                            | <b>10,441,225</b> | <b>6,935,866</b> |
| <b>Expenditure</b>                             |                   |                  |
| Advertising and promotion                      | 136,902           | 20,081           |
| Bad and doubtful debts                         | 43,511            | 39,177           |
| Board governance                               | -                 | 30,000           |
| Cleaning                                       | 50,326            | 54,000           |
| Clinical services                              | 47,556            | 54,033           |
| Consultant fees                                | 298,890           | 180,591          |
| Depreciation and impairment charges            | 769,357           | 803,389          |
| Employee benefits expense                      | 5,447,453         | 4,938,809        |
| Fundraising expense                            | 63,820            | 82,364           |
| Insurance                                      | 74,359            | 69,715           |
| Interest expense                               | 2,052             | 5,038            |
| Licenses and fees                              | 79,713            | 53,875           |
| Occupancy costs                                | 90,918            | 115,617          |
| Other expenses                                 | 120,959           | 135,210          |
| Postage, printing and stationery               | 69,500            | 78,653           |
| Repairs and maintenance                        | 216,739           | 207,680          |
| Telephone and internet                         | 42,175            | 47,331           |
| Travel and accommodation                       | 38,342            | 84,836           |
| <b>Total expenditure</b>                       | <b>7,592,572</b>  | <b>7,000,399</b> |
| <b>Total comprehensive income for the year</b> | <b>2,848,653</b>  | <b>(64,533)</b>  |

# Statement of Financial Position

30 JUNE 2021

|                                      | 2021              | 2020              |
|--------------------------------------|-------------------|-------------------|
| <b>Assets</b>                        | \$                | \$                |
| Cash and cash equivalents            | 5,677,687         | 1,990,126         |
| Trade and other receivables          | 257,784           | 288,562           |
| Inventories                          | 8,069             | 7,495             |
| Other assets                         | 106,417           | 127,255           |
| <b>Total current assets</b>          | <b>6,049,957</b>  | <b>2,413,438</b>  |
| <b>Non-current assets</b>            |                   |                   |
| Property, plant and equipment        | 10,323,270        | 10,968,420        |
| Other financial assets               | 10,000            | 10,000            |
| <b>Total non-current assets</b>      | <b>10,333,270</b> | <b>10,978,420</b> |
| <b>Total assets</b>                  | <b>16,383,227</b> | <b>13,391,858</b> |
| <b>Liabilities</b>                   |                   |                   |
| <b>Current liabilities</b>           |                   |                   |
| Trade and other payables             | 707,176           | 656,928           |
| Provision for employee benefits      | 611,697           | 559,085           |
| Other liabilities                    | 287,465           | 227,000           |
| <b>Total current-liabilities</b>     | <b>1,606,336</b>  | <b>1,443,011</b>  |
| <b>Non-current liabilities</b>       |                   |                   |
| Provision for employee benefits      | 38,334            | 58,943            |
| <b>Total non-current liabilities</b> | <b>38,334</b>     | <b>58,943</b>     |
| <b>Total liabilities</b>             | <b>1,644,670</b>  | <b>1,501,954</b>  |
| <b>Net assets</b>                    | <b>14,738,557</b> | <b>11,889,904</b> |
| <b>Equity</b>                        |                   |                   |
| Asset revaluation reserve            | 2,495,597         | 2,495,597         |
| Retained earnings                    | 12,242,960        | 9,394,307         |
| <b>Total equity</b>                  | <b>14,738,557</b> | <b>11,889,904</b> |



## Statement of Changes in Equity

FOR THE YEAR ENDED 30 JUNE 2021

| 2021                           | Retained earnings | Asset revaluation reserve | Total             |
|--------------------------------|-------------------|---------------------------|-------------------|
|                                | \$                | \$                        | \$                |
| <b>Balance at 1 July 2020</b>  | <b>9,394,307</b>  | <b>2,495,597</b>          | <b>11,889,904</b> |
| Profit/(Loss) for the year     | 2,857,653         |                           | 2,857,653         |
| <b>Balance at 30 June 2021</b> | <b>12,251,960</b> | <b>2,495,597</b>          | <b>14,747,557</b> |

| 2020                           | Retained Earnings | Asset Revaluation Reserve | Total             |
|--------------------------------|-------------------|---------------------------|-------------------|
|                                | \$                | \$                        | \$                |
| <b>Balance at 1 July 2019</b>  | <b>9,458,840</b>  | <b>2,495,597</b>          | <b>11,954,437</b> |
| Profit/(Loss) for the year     | (64,533)          | 0                         | (64,533)          |
| <b>Balance at 30 June 2020</b> | <b>9,394,307</b>  | <b>2,495,597</b>          | <b>11,889,904</b> |

## Statement of Cash Flows

FOR THE YEAR ENDED 30 JUNE 2021

|  | 2021             | 2020             |
|--|------------------|------------------|
|  | \$               | \$               |
| <b>Cashflow from operating activities</b>                  |                  |                  |
| Receipts from appeals, supporters and services             | 10,530,662       | 7,067,850        |
| Payments to suppliers and employees                        | (6,718,645)      | (6,143,059)      |
| Interest received  | 1,805            | 7,175            |
| Interest paid  | (2,052)          | (5,038)          |
| <b>Net cash provided by/(used in) operating activities</b> | <b>3,811,770</b> | <b>926,928</b>   |
| <b>Cash flows from investing activities</b>                |                  |                  |
| Movement in property, plant and equipment                  | (124,209)        | (202,269)        |
| <b>Net cash used by investing activities</b>               | <b>(124,209)</b> | <b>(202,269)</b> |
| <b>Cash flows from financing activities</b>                |                  |                  |
| Net increase/(decrease) in cash and cash equivalents held  | 3,687,561        | 724,659          |
| Cash and cash equivalents at beginning of year             | 1,990,126        | 1,265,467        |
| <b>Cash and cash equivalents at end of financial year</b>  | <b>5,677,687</b> | <b>1,990,126</b> |



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07 3850 2111  
[hearandsay.org.au](http://hearandsay.org.au)  
[mail@hearandsay.com.au](mailto:mail@hearandsay.com.au)



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