

1996

The Hear and Say Centre Adventure Is:

- A Centre that teaches young hearing-impaired and deaf children to learn to listen, understand language and to speak and where the main objective is full integration into mainstream education.
- A unique early intervention learning opportunity for hearing-impaired and deaf children and their families.
- The guarantee that the Centre's Auditory-Verbal teaching methods are to international standard.
- A service which is a registered charity.
- A place where each child's specific needs are met with a program which is intensive, personalised and educational.
- A Centre that offers parent guidance, counselling and support for the whole family.
- An outreach program for country and isolated families throughout Queensland.
- A home with self-contained accommodation which welcomes country families and is provided free of charge.
- An experience which is made possible by the generosity of the Centre's friends and supporters.
- Teaching methods which recognise the parents as the natural language teachers of the child.

General Manager's Report

Like the metamorphosis of the butterfly, the year 1995-1996 has seen the Hear and Say Centre undergo considerable and rapid growth. Also, like the butterfly, the result is wonderful and I take great pride in sharing its' evolution.

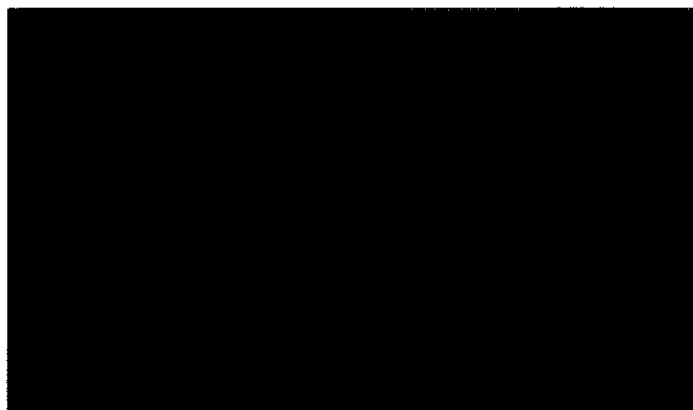
When I first developed the concept of establishing a private, Auditory-Verbal charity program for hearing-impaired children and their families in 1991, and actively set out to achieve its fulfilment, I had little concept of what could be achieved. Even when the doors of the Hear and Say Centre first officially opened on the 6th July 1992 with 6 children, I could not anticipate the extent and scope of its future development.

The year 1995-1996 has particularly been one of exceptional growth with the projected figures of 40 children for the calendar year ending 1996 being met by mid-year, six months earlier than anticipated.

The staff complement of 4 at the end of 1995 increased to 7 this year and we now have the services of a teacher of the deaf, two speech pathologists, an early childhood teacher, a development officer, accounts manager and office manager.

The Hear and Say Centre is moving closer to the total incorporation of the Queensland Children's Cochlear Implant Centre, Holy Spirit Hospital. We will then become the first fully integrated, specialist cochlear implant centre in Queensland. This will mean that cochlear implant services will be combined under one roof, involving a large multi-disciplinary team effort servicing any child from throughout Queensland. Services will be greatly accelerated by being better co-ordinated and hopefully we will be able to achieve our aim of making implants available to suitable children at the ideal age of 18 months.

As we move closer towards becoming Queensland's first fully integrated, specialist cochlear implant centre, the help of our major sponsors becomes more significant. We have received no government help to this date apart from a one-off part-time salary grant for an Outreach Program teacher from the Framing Machine Community Fund. The Queensland Country Women's Association, the Broncos football club and the Pine Rivers Bowls Club have been of great assistance and we thank them for all their efforts. Mr Bob Bryan, Mr Dick Keever and Merle Bowman of the MacArthur Club have also been generous in their work for our Centre.



The Hear and Say Centre's General Manager Dimity Dornan with from left: Paul McDermott, Commercial Property Manager, SUNCORP; Peter Sheehy, Manager, Thiess Building, Queensland and Northern Territory; Jim Fagan, Development Manager, Hear and Say Centre; and Wally Lewis, Centre parent.

The ongoing support we have received from the corporate giants of Thiess and SUNCORP has exceeded our dreams. The \$50,000 they have raised will be used to construct and technically equip a sound proof hearing assessment booth. We are extremely grateful to them and to Australian Hearing Services who have generously agreed to provide an audiologist to perform on-site hearing assessments and hearing aid fittings, further increasing our service to the children and their families.

Consistent efforts are being made to put a permanent roof over our children's heads. Our Development Manager, Jim Fagan, who joined us as a staff member in January, has been working tirelessly to this end. Should we be able to purchase a property, prominent Brisbane architect Robin Gibson's staff have already drawn up plans for a new Hear and Say Centre. We are hoping that the coming year will see its fruition.

At the start of 1996 we said farewell to former staff members Wendy Snider and Anne Lazenby. We welcomed Joan Newton, a well known teacher of the deaf who left her position as General Manager of the Shepherd Centre in Sydney to join our staff. Her assistance in developing an extensive Centre policy is greatly appreciated. We were also pleased to see Teresa Ruzzene, Speech Pathologist and Samantha Hauff, who now looks after our office administration, join our staff. Sally Willington now moves on to become Accounts Manager.

The children themselves continually amaze us with their ability and keep us all attuned to the fact that they are (or are becoming) listening members of our society. We particularly see the evidence in our Playgroup, run by Sue Hayne and assisted by volunteer Althea Pearson, which continues to be very popular. We seem to have quite a few new babies in the group and there is a constant stream of visitors, students and volunteers, all of whom are very generous in their time and contributions in various ways.

Parent education evenings have been enthusiastically received, and the social evenings for parents a great success. The Hear and Say Centre Offner Library (named for Mr Mac Offner O.B.E.) continues to be the most popular area at the Mouse House with parents and children making the most of this facility. A computer for the children has been donated by Clayfield Kindergarten and will be housed in this area.

Several successful "Butterflies functions", organised by chief Butterfly Anne Lazenby, have been well very attended and we are very grateful to this small but dedicated group of ladies.

Staff members have attended the Asia-Pacific Auditory-Global Conference in Taiwan and the Alexander Graham Bell Association for the Deaf Biennial Conference in Snowbird, Utah, United States of America. This has allowed a huge input of knowledge gleaned from international specialists. The information has not only been enriching for the staff and parents, but a number of other professionals have also benefited from what has been learned.

A very successful first has been accomplished this year, our annual workshop, Hear and Say at Home. Many professionals, including a representative from Cochlear Limited, donated their time to speak and the parents and professionals that attended were very pleased with the day. Special emphasis was placed on the vital importance of the parents to the success of the program and I would like to take the opportunity to thank our parents for their ongoing support.

The setting up of a research program has been a priority in 1996, with the employment of an independent assessor, Jane Barker, and the setting up of a database by Tamara Wilson with negotiations continuing with the University of Queensland's Speech Pathology and Audiology Department regarding suitable research project design.

Finally, I would like to thank our Chairperson, all our dedicated Board members, staff, volunteers and especially our families for their efforts in giving our children the chance to listen and to talk.

Dimity Dornan
General Manager

Directors' Report

The directors submit the financial accounts of Hear and Say - Centre for Deaf Children Limited for the financial year ended 30 June 1996 and report as follows:

Directors

The directors in office at the date of this report including disclosure requirements pertaining to each director are as follows:

- Jane Black (Chairperson)
A member of the board since November 1995
- Bruce Black
Medical Practitioner
A member of the Board since February 1993
- Gregory Sidney Pratt
Chartered Accountant
A member of the Board since February 1994
- Sister Mary Lawson
Registered Nurse
A member of the board since November 1995
- Bill Orford
Medical Practitioner
A member of the board since November 1995

Principal Activity

The principal activity of the company remained unchanged during the year and is to act as a charitable body operating as a rehabilitation centre for the hearing-impaired children in Queensland, Australia.

Review of Operations

The operating profit for the financial year amounted to \$ 22,856 (1995: \$ 30,009).

Significant Changes

There were no significant changes in the operations of the company during the financial year as compared with the previous financial period.

Likely Developments

At the date of this report there are no likely developments which would substantially affect the operations of the company, or the expected results of those operations.

Matters Subsequent to Balance Date

No matters or circumstances have arisen since the end of the financial year which significantly affected or may significantly affect the operations of the company, the results of those operations or the state of affairs of the company in the financial years subsequent to the year ended 30 June 1996, other than as stated elsewhere in this report.

Dividends

The Memorandum of Association provides that no dividends may be paid to members.

Meetings of Directors

During the financial year five meetings of directors were held. The number of meetings attended by each director in office at the date of this report, and for the financial year ended 30 June 1996, is stated in this report.

Peter John Klar resigned as director in November 1995. Mr Klar was eligible to attend two meetings and attended two.

Contracts with Directors

No director has received or become entitled to receive, during or since the financial year, a benefit because of a contract made by the company or a related body corporate with a director, a firm of which a director is a member or with an entity in which a director has a substantial financial interest.

This statement excludes a benefit included in the aggregate amount of emoluments received or due and receivable by directors and shown in the company's accounts, prepared in accordance with Schedule 5 of the Corporations Regulations, or the fixed salary of a full time employee of the company or a related body corporate.

Directors and Auditors Indemnification

The company has not, during or since the financial year, in respect of any person who is or has been an officer or auditor of the company or a related body corporate:

- (a) indemnified or made any relevant agreement for indemnifying against a liability incurred as an officer, including costs and expenses in successfully defending legal proceedings; or
- (b) paid or agreed to pay a premium in respect of a contract insuring against a liability incurred as an officer for the costs or expenses to defend legal proceedings.

Signed in accordance with a resolution of the directors.

.....
Director

.....
Director

Brisbane
Dated:

Independent Auditor's Report to the Members of the Hear and Say Centre for Deaf Children Limited

Scope

We have audited the accounts, comprising the Statement by Directors, Profit and Loss Account, Balance Sheet, Statement of Cash Flows and notes to the accounts, as set out at pages 4 to 11, of the company for the year ended 30 June 1996. The company's directors are responsible for the preparation and presentation of the accounts and the information they contain. We have conducted an independent audit of these accounts in order to express an opinion on them to the members of the company.

Our audit has been conducted in accordance with Australian Auditing Standards to provide reasonable assurance as to whether the accounts are free of material misstatement. Our procedures included examination, on a test basis, of evidence supporting the amounts and other disclosures in the accounts, and the evaluation of accounting policies and significant accounting estimates. These procedures have been undertaken to form an opinion as to whether, in all material respects, the accounts are presented fairly in accordance with Australian accounting standards, mandatory professional reporting requirements (Urgent Issues Group Consensus Views) and other statutory requirements so as to present a view of the company which is consistent with our understanding of its financial position and the results and cash flows of its operations.

The audit opinion expressed in this report has been formed on the above basis.

Audit Opinion

In our opinion, the accompanying accounts are properly drawn up in accordance with the provisions of the Corporations Law and so as to give a true and fair view of:

- (a) the state of affairs of the company as at 30 June 1996 and of the results and cash flows of the company for the year ended on that date; and
- (b) the other matters required by Division 4, 4A and 4B of Part 3.6 of that Law to be dealt with in the accounts;

and are in accordance with applicable Accounting Standards and other mandatory professional reporting requirements.

BDO Nelson Parkhill
Chartered Accountants

.....
Gregory T Colledge
Partner

Brisbane
Dated:

Statement by Directors for the Year Ended 30 June 1996

In accordance with a resolution of the directors of the company, we do hereby state that in the opinion of the directors:

- (a) the accompanying Profit and Loss Account is drawn up so as to give a true and fair view of the results of the company for the financial year ended 30 June 1996;
- (b) the accompanying Balance Sheet is drawn up so as to give a true and fair view of the state of affairs of the company as at 30 June 1996; and
- (c) at the date of this statement, there are reasonable grounds to believe that the company will be able to pay its debts as and when they fall due.

Signed for and on behalf of the directors by:

.....
Director

.....
Director

Brisbane
Dated:

Profit and Loss Account For The Year Ended 30 June 1996

	Note	1996 \$	1995 \$
Operating profit	7	22,856	30,009
Income tax attributable to operating profit	1	-	-
Operating profit after income tax		22,856	30,009
Retained profits at the beginning of the financial period		79,306	49,297
Retained profits at the end of the financial year		102,162	79,306

The accompanying notes form part of these financial statements

Balance Sheet As At 30 June 1996

Current Assets			
Cash	2	31,362	55,136
Investments	3	45,698	62,201
Other	4	920	2,025
Total Current Assets		77,980	119,362
Non-Current Assets			
Property, plant and equipment	5	24,182	25,430
Total Non-Current Assets		24,182	25,430
Total Assets		102,162	144,792
Current Liabilities			
Other	6	-	65,486
Total Current Liabilities		-	65,486
Total Liabilities		-	65,486
Total Assets		102,162	79,306
Members' Funds			
Retained profits	1	102,162	79,306
Total Members' Funds		102,162	79,306

Statement of Cash Flows For the Year Ended 30 June 1996

	Note	1996 \$	1995 \$
Cash Flows From Operating Activities			
Receipts from members and others		165,485	204,944
Payments to suppliers and employees		(200,014)	(141,802)
Interest received		3,496	3,185
Net Cash (Used)/Provided by Operating Activities	10	(31,033)	66,327
Cash Flows From Investing Activities			
Payment for property, plant and equipment		(9,244)	(27,087)
Proceeds from asset disposal		-	1,685
Principal on investment		(3,497)	(3,172)
Investment redemption		20,000	10,000
Net Cash Provided/(Used) by Investing Activities		7,259	(18,574)
Net (Decrease)/Increase in Cash		(23,774)	47,753
Cash at 1 July		55,136	7,383
Cash At 30 June	2	31,362	55,136

Note 1 - Statement of Accounting Policies

General purpose financial statements have been prepared in accordance with applicable Accounting Standards, the Corporations Law and other mandatory professional requirements (Urgent Issues Group Consensus Views), including the disclosure requirements of Schedule 5 of the Corporations Regulations. The accounts have been prepared on the basis of historical costs and do not take into account changing money values or current valuations of non-current assets, except where stated. Unless noted, the accounting policies adopted are consistent with those of the previous year.

The following is a summary of the material accounting policies adopted by the company in the preparation of the accounts:

(a) Property, Plant and Equipment

Property, plant and equipment are brought to account at cost, less, where applicable, any accumulated depreciation or amortisation. The carrying amount of property, plant and equipment is reviewed annually by directors to ensure it is not in excess of the recoverable amount of these assets.

The recoverable amount is assessed on the basis of the expected net cash flows which will be received from the assets employment and subsequent disposal. The expected net cash flows have not been discounted to their present values in determining recoverable amounts.

The depreciable amount of all fixed assets are depreciated over their anticipated useful lives commencing from the time the asset is held ready for use using the diminishing value method of calculation.

(b) Members' Guarantee

The company is limited by guarantee. If the company is wound up, the Memorandum and Articles of Association state that each member is required to contribute a maximum of \$2 each towards meeting any outstanding obligations of the company. At 30 June 1996 the number of members was 10 (1995: 10).

(c) Reconciliation of Cash

For the purpose of the Statement of Cash Flows, cash includes cash on hand and at bank, net of outstanding bank overdrafts.

(d) Taxation

The company is a registered charitable body exempt from income tax.

(e) Charitable Body

The company is a charitable body operating as a rehabilitation centre for hearing impaired children.

(f) Employee Benefits

The company has made no provision for employee benefits, if any, that exist at balance date. This matter is to be reviewed by the directors to determine the extent of the company's liability at any balance date.

The accompanying notes form part of these financial statements.

(g) Unearned Revenue

Unearned revenue represents grant income to be brought to account over a specific period or unexpended grant income at balance date which has been received for a specific purpose.

	1996	1995
	\$	\$

Note 2 - Cash

Cash at bank and on hand	<u>31,362</u>	<u>55,136</u>
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Note 3 - Investments

Term deposit	<u>45,698</u>	<u>62,201</u>
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Note 4 - Other

Prepayments	<u>920</u>	<u>2,025</u>
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Note 5 - Property, Plant and Equipment

Plant and equipment - at cost	46,468	37,224
Less Accumulated depreciation	<u>(22,286)</u>	<u>(11,794)</u>
	<u>24,182</u>	<u>25,430</u>

Note 6 - Other

Unearned revenue	<u>-</u>	<u>65,486</u>
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Note 7 - Operating Profit

Operating profit before income tax has been determined after:

(a) Crediting as revenue :		
Sale revenue	19,018	25,151
Grants received	72,486	114,006
Donations received	130,491	29,869
Interest received	3,496	3,185
Other	<u>8,976</u>	<u>1,270</u>
(b) Charging as expenses:		
Auditors' remuneration		
- auditing the accounts	-	-
- other services	-	-
Depreciation	<u>10,492</u>	<u>8,513</u>

Note 1996 1995
\$ \$

Note 8 - Directors' Remuneration

Income received or due and receivable by the directors of the company	<u>-</u>	<u>-</u>
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Number of directors whose income was within the following band:

	No.	No.
\$0 - \$9,999	<u>6</u>	<u>3</u>

The names of directors who have held office during the financial year are:

Peter John Klar	Sister Mary Lawson
Bruce Black	Jane Black
Gregory Sidney Pratt	Bill Orford

Note 9 - Segment Reporting

The company operates wholly within the public charitable industry within Australia.

Note 10 - Reconciliation of Cash Flows From Operating Activities With Operating Profit After Income Tax

Operating profit after income tax	22,856	30,009
Non-cash flows in operating profit:		
Depreciation	10,492	8,513
Loss on asset disposal	-	262
Changes in assets and liabilities:		
(Increase)/decrease in other assets	1,105	(2,025)
Increase/(decrease) in other creditors	<u>(65,486)</u>	<u>29,568</u>
Cash flows from operating activities	<u>(31,033)</u>	<u>66,327</u>

How Your Bequest Will Help

At the Hear and Say Centre a wonderful thing happens when deaf babies and young children come to us.

Sounds turn into words and sentences. Words spoken to children which once flashed past in silence take on meaning. One by one the barriers of communication tumble as the young ones prepare for success in their hearing and speaking world.

Since the Centre started in 1992, it has managed to keep its doors open for deaf children through the generosity of supporters who see the need to share in its work.

And one popular way of sharing is to include the Centre in a Will after providing for your family and friends.

When it comes to determining your estate, only the written word matters which is why everyone should write a Will. If you do not, then your estate will be settled in accordance with Government regulations. This means your true wishes may not be met.

Your written word is an instruction for sharing. It is a written version of your innermost thoughts, desires and aspirations ... a plan to be shared by those living.

Write a Will for Your Family

Your will provides for your partner, your children and their children too. Memories in the form of art, jewellery and antiques, money, property, shares and bonds can be selectively left to family members according to your wishes.

Write a Will for Your Friends

Your will is also a way to provide for your friends by instructing in writing that special friends, not part of the family, shall share or receive special mementos, treasures of some part of your assets.

Write a Will for The Hear and Say Centre

When you include the Hear and Say Centre in your Will, you can take comfort knowing your bequest ensures our services will continue for deaf babies, young children and their parents.

Confidential Reply

Other friends and supporters have included the Hear and Say Centre in their Wills. If you have provided for the Centre in your estate plans, or intend to do so, such information will be helpful to us in planning for our future. Please advise us as we would like to thank you personally. All replies will be considered strictly confidential.

Who Should Prepare Your Will?

Your solicitor or trustee company. This is the best way to make sure your wishes are properly transcribed into the legal words of a Will. If you do not have a solicitor or a trustee company, the Hear and Say Centre is happy to assist you. Please call the Development Manager on (07) 3870 2221 for a confidential and no obligation discussion.

A Special Thank You

The Hear and Say Centre extends a very special thank you to Mr Tom Hayward, Managing Director of the Bayfield Printing Group for his donation of the printing and production of this Annual Report.

It is with gratitude that we acknowledge the professional services of the Queensland Neuro-Otology Clinic; Arthur Anderson; Mr Wrem Bruijn of McCann Erickson; BDO Nelson Parkhill, our auditors; Mr Peter Klar, our solicitor; Louise Thomas and Rachel Gallagher of Thomas Gallagher Design; and Robin Gibson and Richard Bryan of Robin Gibson and Associates.

Acknowledging Our Supporters

By giving to our fundraising appeals, contributing to our special projects or attending our major events, our friends and supporters have helped us to continue our high standard of service to our young students and their parents.

Following is a list of those who have contributed \$200 or more this financial year.

Associations

Australian Liquor Hospitality Workers
Queensland Country Women's Association

Clubs

Beta Sigma Phi Chapter
Burleigh Heads Apex Club
Caloundra Bowling Club
Eastern Star - Norman Park
Lions Club of Redcliffe City
Pine Rivers Memorial Bowls Club
QCWA Boyne Valley Branch
QCWA Tambo Branch
Quota Club of Beaudesert
Quota Club of Boonah
Quota Club of Ipswich
Quota Club of Jimboomba
Quota Club of Moranbah
Quota Club of Nundah/Clayfield
Quota Club of Redcliffe
Quote Club of Sandgate
Quota Club of Toowoomba
Quota Club of Wynnum Manly
The Macarthur Club Ltd
TUARDS
View Club of Aspley
Wondaree Trefoil Guild
Zonta Club of Redcliffe

Corporate

ADCO Constructions
Arthur Anderson
Australian Insurance Institute
Bernafon
Boral Resources (Qld) Pty Ltd
Bovis TPC
Bridgestone Australia
CBA Staff Charity Fund
Civil & Civic
Commonwealth Bank of Australia
Comsure Insurance Brokers
Corrs Chambers Westgarth
Dunhill Madden Butler
Employers Reinsurance Corporation
FAI Insurance Group
Fairfield Services Pty Ltd
Feez Ruthning
Formula Interiors
Haden Engineering
Jardine Australia Insurance Brokers
John Deere Limited
Jones Lang Wootton
Light Frank
Lindores Cranes & Rigging
Logan Textiles Pty Ltd
Norman, Disney & Young
Pioneer Concrete (Qld) Pty Ltd
Premier Fire Protection Qld Pty Ltd
Queensland Cement Limited
Rhino Plural Component Membrane Pty Ltd
Rider Hunt Qld Pty Ltd
Sheraton Noosa Resort
SUNCORP Insurance and Finance
Thiess Contractors
Tradelink
Welded Mesh Pty Ltd
Wyatt Group Pty Ltd

Private

Mr Don Argent
Mr Craig Bax
Mr S L Burnell
Mr J S Christie
Ms Bettina Cocksedge
Ms Victoria Cox
Mr S Cuffs
Mr Ian Daley
Dr Hamish Dalziel
Mr Nicholas Daniel
Mr & Mrs A Dobbin
Mrs Jan East
Dr Kevin Feely
Dr A M Forsythe
Mr Robin Gibson
Mr Peter Gomm
Ms Patricia Grant
Mr Stephen Gray
Mr & Mrs K Greer
Dr Barbara Hall
Mr & Mrs G Harlow
Mrs & Mrs Harpley
Mr & Mrs Hayne

Mr & Mrs C Hendy
Mrs Marion Hinds
Mr John Hull
Mrs Mary Johns
Mr & Mrs Jubb
Mr & Mrs G Kelly
Mr T Kilmartin
Mrs D Kinnane
Mr & Mrs H Lazenby
Mrs Helen Lew
Mrs & Mrs W Lewis
Mr & Mrs P Lightfoot
Dr N J Lutton
Mr Bevan Lynch
Mr Brad McCosker
Mr Paul McDermott
Dr B McGowan
Mr Frank McLaughlin
Mr K Miller
Professor & Mrs Milns
Dr R Molphy
Mr M J Morrow
Mrs & Mrs M Murphy
Mr & Mrs D Nichols
Ms Shauna Niland
Mr Tim O'Driscoll
Mr T Patrick
Ms G Plumridge
Mr Greg Pratt
Dr & Mrs Quayle
Mrs Cathy Robinson
Dr S Scherman
Mr T Shaw
Mr Peter Sheehy
Dr J E Solly
Dr F G Szallasi
Mr Ken Thomson
Dr A Thorne
Mr Roger Trundle
Mr & Mrs R Truscott
Mr Graham Tucker
Mr Charles Wallace
Mr & Mrs J Ward
Sir & Lady Bruce Watson
Dr C F Winzar

Schools

Broadbeach State School

Trusts

ANZ Funds Management
Ian Potter Foundation Ltd
Trust Company of Australia

The accompanying notes form part of these financial statements