

**Annual Report  
1996-1997**



**The HEAR and SAY CENTRE**  
for Deaf Children and Their  
Parents

#### Patron

His Excellency Major General  
Peter Arnison, AO  
Governor of Queensland

#### Chairman

Mrs Jane Black

#### Directors

Dr Bruce Black  
Sister Mary Lawson  
Mr Paul McDermott  
Dr Bill Orford  
Mr Greg Pratt  
Mr Peter Sheehy  
Mr Alan Whidburn

#### Administration

Clinical Co-ordinator:  
Dimity Dornan

Executive Officer:  
Joan Newton

Development Manager:  
Jim Fagan

Financial Controller:  
Sally Wellington

Office Manager:  
Samantha Hauff

#### Children and Parent Services

Speech Pathologists:  
Dimity Dornan  
Teresa Ruzzene

Teachers of the Deaf:  
Joan Newton  
Samantha Van de Mortel

Early Childhood Teacher  
Sue Hayne

Audiologist:  
Lia Lassig

#### A SPECIAL THANK YOU

Our thanks are extended once again to Mr Tom Hayward, Managing Director of the Bayfield Printing Group for his company's valued contribution towards the production and printing on this Annual Report.

We are grateful also for the help during the year by Arthur Andersen, the Thiess Contractors-Suncorp Charity Committee and McCann Erickson.

The professional services willingly provided by BDO Nelson Parkhill, our auditors, Mr Peter Klar, our honorary solicitor and Richard Bryan of Robin Gibson and Associates, architect, are acknowledged with sincere gratitude.

## Chairman's Message

The year under review has been one of exciting development and a growing sense of shared mission by everyone involved in our Centre.

Parents, staff, board members and all our loyal volunteers and friends have clearly been delighted to be part of an organisation which daily delivers a high standard of services for deaf children and whose worth is receiving recognition in the community.

For example this year we have been winners of two awards for excellence in community service – the Queen's Trust H.R.H. Prince of Wales Trophy, and the Albert and Rose Hingely Award, the latter being worth \$10,000 to the Centre.

The competition among local charities was extremely keen for each of these and we should be justly proud of our achievement.

In my report last year I stated we were raising the money to buy our own premises and that we had asked the Commonwealth Government for a capital grant. I am delighted to report we are to receive \$270,000 from the Federal Department of Employment, Education, Training and Youth Affairs (DEETYA) for this purpose.

We have also received substantial financial support from local and overseas trusts and foundations and we are negotiating now to buy a suitable property.

Unfortunately, while Commonwealth financial support is forthcoming, we have been unable to interest our State Government in providing a favourable response to our submissions.

Your Board welcomed three new members during the year, Paul McDermott, Suncorp, Commercial Property Manager; Peter Sheehy, Thiess Contractors Queensland and Northern Territory, Building Manager; and Alan Whidburn, SEQEB Business Quality Manager.



Their impact is already apparent with their drive and expertise proving invaluable, particularly in our search for new premises, fundraising, corporate awareness and campaigning.

The commitment of all members of the Board has been outstanding and the Centre, and your Chairman, are fortunate to have such wonderful volunteers.

My thanks also to our skilled staff for another year of dedicated work, to our parents for their fundraising support and to our growing band of loyal and generous donors and supporters.

It is with regret we said farewell on her retirement to our first Patron, the former Governor of Queensland, Mrs Leneen Forde AC, who from our early years took an intense interest in our groundbreaking work with deaf children. We are greatly indebted to her. The new Governor, Major General Peter Arnison, AO has accepted our invitation to be Patron and we are grateful for this honour.

We now go forward to another exciting and challenging year, confident that what is being accomplished by our Centre for our much-loved young deaf children will continue in the high tradition of the last five years.

A handwritten signature in blue ink, which appears to be 'Jane Black'. The signature is fluid and cursive, written over a thin horizontal line. Below the signature, the name 'Jane Black' and title 'Chairman' are printed in a serif font.

Jane Black  
Chairman

Front Cover: Centre mother Sarah Douglass shares a moment of joy with her daughter Katie (2). Picture by Nathan Richter, courtesy of The Courier Mail, Brisbane.  
Back Cover: The joy of hearing sound for the first time is reflected in the faces of Matthew Gray (4) and Samantha Van de Lindt (7) when their cochlear implants are "switched on".



Clinical Co-ordinator, Dimity Dornan, with the two Christina's - Christina Reid (4) and Christina Willington (13). Both girls are students of Dimity's and have cochlear implants.

## Clinical Co-ordinator's Report



Maddi Callagan (6) (left) and her twin sister, Sian and Jamie-Lee Lewis (7) below: graduated from the Centre in November.

The parents look me in the eye above their baby's head. The child looks perfect, but the parent's faces tell of the shock they have recently received - something every parent dreads. Their baby has a profound hearing loss. The parents ask me the question straight out, "Do you teach children to speak who are as deaf as our baby?"

It is my favourite moment in my position as Clinical Co-ordinator of the Hear and Say Centre. I can look directly into those parents' eyes and say, "Yes. Hearing technology has improved greatly in the last few years. We have lots of children with a profound hearing loss who can learn to listen, to understand language and to talk intelligibly. The vast majority of them can go to their local schools with other hearing children. They will need lots of help, but yes, the potential is there."

In Queensland, since the Hear and Say Centre opened on 6 July, 1992, over 60 young hearing-impaired children have learned to listen and speak. This means also that more than 60 families have learned how to teach their hearing-impaired children who can now live out their dream and join their hearing world.

Twenty (20) of our current children

wear the latest technology in hearing aids and thirty (30) have a cochlear implant.

In July 1997, the Centre opened its own cochlear implant program when we employed our own audiologist and the enrolment of 9 potential implant candidates. We expect that all of these children will have received their cochlear implant by January 1998.

It was a great honour for our Centre to have Dr John Youngman, Deputy Director-General (Health Services) of Queensland as our guest speaker at our inaugural Graduation Ceremony.

Dr Youngman was unstinting in his praise for our work saying that from what he had seen, the Centre was a close-knit family with interaction between therapists, parents, service providers and supporters.

Through the generosity of Suncorp and Thiess Contractors, the Graduation was held in their newly-constructed Kings Row development on Coronation Drive, Milton with a Christmas party following at historic Milton House. More than 100 past and present parents, friends and supporters attended. They saw parents receive certificates of graduation for their children have left the Centre and gone on to school.

It was a moving time for them and I must admit, for me and the rest of the staff. Some of the parents had been with

## Clinical Co-ordinator's Report (cont'd)

us since we started and have become close friends. Still, it was a time for their children to move on and we wish them well.

I would like to record their names and those of their children in my year's report and they are as follows: Rod & Suzanne Maris (Tia); Bob & Damien Callaghan (Maddi); Stephen & Maritsa Fardoulis (Stephanie); Steven & Peta Rowe (Megan); Dennis & Colleen Gooley (Elizabeth); Cam & Suzie Hart (Andrew); Bill & Paula Jubb (William); Ron & Janice Kreger (Julia); Wally & Jackie Lewis (Jamie-Lee); Philip & Sally Willington (Christina); Gary & Gayle Wharton (Mathew).

On the international scene we have been fortunate to increase our Auditory-Verbal International liaisons thanks to support for professional education from Cochlear Limited and Australian Hearing Aids plus the Queen's Trust Awards. These overseas and national links are vital if we are to maintain our goal of a Centre of international excellence.

Thanks to Rothschild Australia, in 1997 we have been able to instigate a comprehensive research program in which we hope to add to the world-wide body of knowledge of the benefits of the cochlear implants in very young children.

Daily life at the Hear and Say Centre focuses on the individual auditory-verbal lessons which the children attend with their parents. Our parent-based program emphasises the care and support of parents as they tackle the long and often exhausting task of teaching their child to listen and to speak.

Central to our goals is the weekly playgroup, the cradle for our well-integrated children, which is the busiest and most lively day of the week. Hear and Say Centre life revolves around the games, stories and songs, always on an appropriate theme which are being used at playgroup. Visitors have been popular, for example our adopt-a-cops and the local postman, as well as many academics, professionals, students, donors and friends.

The children in our Outreach Program have not been neglected. This year special trips have been made to Mount Isa, Townsville, Bundaberg, Cairns and Armidale. Many of these have been sponsored by local service clubs. A special liaison has been made with Ronald McDonald House and the Wesley Lodge for the comfortable accommodation for our country families.

The best part of our life at the Hear and Say Centre is the exchange of caring which is in evidence every day. Our staff try their best to show parents the best way to teach their children to "Hear and Say" and in return parents reciprocate with mountains of home cooking or produce, offers of help of all types, and fundraising support, each contributing generously in their own way. In addition we are supported by the undimmed enthusiasm of our vibrant and dynamic Board members who are so giving of their time and energy. It is a special place indeed.

The future looks bright with our new Centre planned for Auchenflower, the cochlear implant program and the new cochlear implant technology just released, including the Nucleus 24 cochlear implant system, the new ESPrit behind the ear processors and advanced speech processing strategies.

My personal vision when the Centre opened 5 years ago was to be able to say to all new parents, "Yes, I can help you to teach your child to listen and to speak". This aim has certainly come to glorious fruition and I look forward to the next 5 years with great excitement.



Dimity Dornan  
Clinical Co-ordinator



Andrew Hart (7) and Megan Rowe (5)  
graduated from the Centre in November.

The position of Executive Officer was created this year to assist the transition of the Centre into new premises and to facilitate development of Centre policy and procedures with staff and family input.

While the excellent Centre educative program remains constant, other areas of expansion require careful planning and negotiation.

The future contains many exciting options as families of children who are deaf and hearing-impaired continue to choose our program. Inclusion of staff, families and relevant outside agencies is a top priority. For this purpose, two committees have now been established, namely the Medical and Educational Sub-Committee and a Development Committee, both of which report to the Board.

The Centre's cochlear implant program has expanded its services with the inclusion of a paediatric audiologist as the number of children opting for a cochlear implant is increasing. This has involved planning, staff training plus formulation of policy and procedures and has required coordination and meetings between staff and associated professionals.

The proposed new Centre at Munro Street, Auchenflower will enable the educative needs of our deaf children to be met in the best possible way. Liaison

Last year the Centre launched a \$2 million appeal over five years. The main aims of this appeal were to provide capital funding to purchase new (and its first) wholly owned premises; buy the best and latest audiological equipment technology has available today, employ more staff to handle projected increases in the numbers of children, and to give the Centre future financial security.

I am happy to report we are making steady progress towards these goals.

The money has been raised to buy new premises with main contributors being DEETYA in Canberra; the Charles and Sylvia Viertel Foundation; the Jupiters Casino Community Foundation; the George Alexander Foundation; Perpetual Trustees; the Caroline Gutteres Foundation and the Paul Newman Foundation.

A property has been found at Munro Street in Auchenflower. It is a splendid two-storey building on a large block of land and at this moment it is being used as a church by the Apostolic Church of Australia. Negotiations for the purchase and consent from the Brisbane City Council for us to use it as an educational-welfare establishment are now taking place.

Throughout the entire process of finding a suitable site, organising the finances, working with Council, consulting with our architect Richard Bryan of Robin Gibson and Associates, obtaining site inspections, briefing our honorary solicitor Peter Klar, and the like there has been a

## Executive Officer's Report

regarding audiological requirements has taken place between the Australian Hearing Services (AHS) and several other outside agencies, Hear and Say Centre staff and the Medical and Educational Sub-Committee.

Guidelines set by Catholic Education and the Kindergarten Association are under consideration to assist in promoting a safe, healthy and appealing environment for our hearing-impaired children. The administration area has also been given careful consideration with all suggestions incorporated on merit into the overall plan.

Submissions for funding have been put forward to the Federal Department of Employment, Education, Training and Youth Affairs, the Department of Education, Queensland Department of Health and other funding bodies. Families are also involved and adept at ascertaining potential funding sources in our local area.

One welcome move this year has been the decision to establish a network of interstate charities with similar philosophies to ours under the banner of the Australian Council for Oral/Deaf Children. This will facilitate a free exchange of ideas among educationalists, marketing and



The handsome church at Munro Street, Auchenflower where the Hear and Say Centre intends establishing new headquarters.

fundraising professionals and this can only benefit the Hear and Say Centre.

Charities involved are the Hear and Say Centre, the Shepherd Centre for Deaf Children (NSW); The Advisory Council for Children with Impaired Hearing (Victoria); The Cora Barclay

Centre for Children with Hearing Impairment (SA) and the Speech and Hearing Centre for Deaf Children (WA).

Joan Newton  
Executive Officer

## Development Manager's Report

wonderful sense of shared mission by everyone involved.

Hopefully, we will be successful with our purchase and soon the building will be filled with the voices of deaf children learning how to speak for themselves.

Integral to the new Centre is our Children's Cochlear Implant Unit and one piece of equipment is our hearing assessment sound-proof booth which can be used for implantees and behind-the-ear aided children.

Thanks to a magnificent fundraising effort by Thiess Contractors and Suncorp, plus all the stakeholders on the Coronation Drive Kings Row building site, they have produced the money needed to buy the booth and some audiological necessities.

A Charity Ambrose Golf Day and a Charity Ball were the main contributors to raising the money and it seems certain they will become annual events.

The Centre is still self-supporting and we are grateful for, and dependent on, the generosity of our donors. Although we do not receive any State Government funding, we have a submission for support for salaries before Queensland Department of Health. In early December this year, the Minister for Health, Mr Mike Horan MLA, has promised to visit our Centre.

During the year we introduced the idea of sponsorships whereby donors could help with the education of one of our deaf children either for a year (\$9,000), a day, a month or a week. As



From left; Professor Gerald Shannan, President of the St Lucia Rotary Club; Joan Newton; Dr Bill Orford and Jim Fagan of the Hear and Say Centre, display the trophy for the best display at the Queensland Rotary District Conference.

part of the sponsorship we offer progress reports on each child.

Clubs and organisations like the Pine Rivers Memorial Bowls Club, the Broncos, and the Rotary Club of Bardon have taken up sponsorships, but if we are to reach our target of \$2 million, more sponsors are needed.

A Development Manager's report is usually pragmatic, dealing with facts, figures and names of people whose concern for us we value highly. However, let me conclude by saying that five years ago this Centre started with a dedicated speech therapist, Dimity Dornan, a loyal mum, Sally Willington and just six children.

Dimity and Sally are still with us and the six children have graduated and gone on to school and their own brave new worlds.

Much has changed in the last five years. Today we have nine staff members and 51 children, but the vision and faith of giving spoken language to deaf and hearing-impaired children remains unchanged.

Jim Fagan  
Development Manager

## DIRECTORS' REPORT FOR THE YEAR ENDED 30 JUNE 1997

The directors submit the financial accounts of Hear and Say - Centre for Deaf Children Limited for the financial year ended 30 June 1997 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:

Name	Qualifications, Experience and Special Responsibilities
Jane Black	Chairman A member of the Board since November 1995 Meetings eligible to attend: 6 Meetings attended: 6
Bruce Black	Medical Practitioner A member of the Board since February 1993 Meetings eligible to attend: 6 Meetings attended: 5
Gregory Sidney Pratt	Chartered Accountant A member of the Board since February 1994 Meetings eligible to attend: 6 Meetings attended: 4
Sister Mary Lawson	Senior Education Officer - Catholic Education A member of the Board since November 1995 Meetings eligible to attend: 6 Meetings attended: 6
Bill Orford	Medical Practitioner A member of the Board since November 1995 Meetings eligible to attend: 6 Meetings attended: 5
Paul McDermott	Property Investment Manager Appointed February 1997 Meetings eligible to attend: 3 Meetings attended: 3
Peter Sheehy	Civil Engineer Appointed February 1997 Meetings eligible to attend: 3 Meetings attended: 2
Alan Whidburn	Business Quality Manager Appointed February 1997 Meetings eligible to attend: 3 Meetings attended: 2

### Meetings of Directors

During the financial year six 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 1997, is stated in this report.

### Principal Activities

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

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

### Significant Changes

There were no significant changes in the state of affairs of the company during the financial year as compared to the previous financial period, other than as reflected in the attached accounts.

### 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.

### Operating Results

The operating profit for the financial year amounted to \$48,424 (1995: \$22,856).

### Dividends

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

### 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 1997, other than as stated elsewhere in this report.

### 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 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 indemnified or made any relevant agreement for indemnifying against a liability incurred as an officer, including costs and expenses in successfully defending legal proceedings.

During the financial year the company has paid premiums to insure each of its directors against liabilities for costs and expenses incurred by them in defending any legal proceedings arising out of their conduct while acting in the capacity of officer of the company, other than conduct involving a wilful breach of duty in relation to the company. The aggregate premium paid was \$1,352 (1996: \$0). Signed in accordance with a resolution of the directors.



Director

Director  
Brisbane

Dated: 6th November 1997

## STATEMENT BY DIRECTORS FOR THE YEAR ENDED 30 JUNE 1997

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

- 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 1997;
- 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 1997; and
- 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: 6th November 1997

## PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 30 JUNE 1997

	Note	1997 \$	1996 \$
Operating profit	8	48,424	22,856
Income tax attributable to operating profit	1	-	-
Operating profit after income tax		48,424	22,856
Retained profits at the beginning of the financial period		102,162	79,306
<b>Retained profits at the end of the financial year</b>		<b>150,586</b>	<b>102,162</b>

The accompanying notes form part of these accounts.

## BALANCE SHEET AS AT 30 JUNE 1997

	Note	1997 \$	1996 \$
<b>Current Assets</b>			
Cash	2	62,193	31,362
Investments	3	58,016	45,698
Other	4	2,215	920
<b>Total Current Assets</b>		<b>122,424</b>	<b>77,980</b>
<b>Non-Current Assets</b>			
Property, plant and equipment	5	74,932	24,182
<b>Total Non-Current Assets</b>		<b>74,932</b>	<b>24,182</b>
<b>Total Assets</b>		<b>197,356</b>	<b>102,162</b>
<b>Current Liabilities</b>			
Other	6	11,770	-
<b>Total Current Liabilities</b>		<b>11,770</b>	<b>-</b>
<b>Non-Current Liabilities</b>			
Borrowings	7	35,000	-
<b>Total Non-Current Liabilities</b>		<b>35,000</b>	<b>-</b>
<b>Total Liabilities</b>		<b>46,770</b>	<b>-</b>
<b>Net Assets</b>		<b>150,586</b>	<b>102,162</b>
<b>Members' Funds</b>			
Retained profits	1	150,586	102,162
<b>Total Members' Funds</b>		<b>150,586</b>	<b>102,162</b>

The accompanying notes form part of these accounts.

## STATEMENT OF CASH FLOWS FOR THE YEAR ENDED 30 JUNE 1997

	Note	1997 \$	1996 \$
<b>Cash Flows From Operating Activities</b>			
Receipts from members and others		388,734	165,485
Payments to suppliers and employees		(322,363)	(200,014)
Interest received		2,358	3,496
<b>Net Cash (Used)/Provided by Operating Activities</b>	11	<b>68,729</b>	<b>(31,033)</b>
<b>Cash Flows From Investing Activities</b>			
Payment for property, plant and equipment		(60,580)	(9,244)
Principal on investment		(2,318)	(3,497)
Investment redemption	-	20,000	-
Purchase of investments		(10,000)	-
<b>Net Cash Provided/(Used) by Investing Activities</b>		<b>(72,898)</b>	<b>7,259</b>
<b>Cash Flows From Financing Activities</b>			
Proceeds from borrowings		35,000	-
<b>Net Cash Provided by Financing Activities</b>		<b>35,000</b>	<b>-</b>
<b>Net (Decrease)/Increase in Cash</b>		<b>30,381</b>	<b>(23,774)</b>
Cash at beginning of year		31,362	55,136
<b>Cash at end of year</b>	2	<b>62,193</b>	<b>31,362</b>

The accompanying notes form part of these accounts.

## NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 30 JUNE 1997

### Note 1 - Statement of Accounting Policies

The financial accounts are a general purpose financial report that have been prepared in accordance with applicable Accounting Standards, the Corporations Law and other mandatory professional requirements (Urgent Issues Group Consensus Views). 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. Cost is based on the fair values of the consideration given in exchange for assets. 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 the 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 1997 the number of members was 10 (1996: 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.

**(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.

**Note 2 - Cash**

Cash at bank and on hand

	1997 \$	1996 \$
Cash at bank and on hand	62,193	31,362

**Note 3 - Investments**

Term deposit  
Queensland Community Foundation

Term deposit	47,912	45,698
Queensland Community Foundation	10,104	-
	58,016	45,698

**Note 4 - Other**

Prepayments

Prepayments	2,215	920
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**Note 5 - Property, Plant and Equipment**

Buildings - deposit

Buildings - deposit	16,197	-
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Plant and equipment - at cost  
**Less:** Accumulated depreciation

Plant and equipment - at cost	90,851	46,468
<b>Less:</b> Accumulated depreciation	(32,116)	(22,286)
	58,735	24,182

Total property, plant and equipment

Total property, plant and equipment	74,932	24,182
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**Note 6 - Other**

Unearned revenue  
Accruals

Unearned revenue	10,770	-
Accruals	1,000	-
	11,770	-

**Note 7 - Borrowings**

Loan - employee

Loan - employee	35,000	-
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This is an interest free loan repayable after two years.

**Note 8 - Operating Profit**

Operating profit before income tax has been determined after:

(a) Crediting as revenue:		
Sale revenue	46,931	19,018
Grants and donations received	239,167	202,977
Interest received	2,358	3,496
Other	-	8,976
	290,456	234,467
(b) Charging as expenses:		
Auditors' remuneration	-	-
- auditing the accounts	-	-
- other services	-	-
Depreciation	9,830	10,492
	9,830	10,492

**Note 9 - Directors' Remuneration**

Income received or due and receivable by the directors of the company

-	-
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Number of directors whose income was within the following band:

	No.	No.
\$0 - \$9,999	8	6

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

Sister Mary Lawson	Bruce Black
Jane Black	Gregory Sidney Pratt
Bill Orford	Paul McDermott
	(Appointed Feb 1997)
Peter Sheehy	Alan Whidburn
(Appointed Feb 1997)	(Appointed Feb 1997)

**Note 10 - Segment Reporting**

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

	1997 \$	1996 \$
<b>Note 11 - Reconciliation of Cash Flows From Operating Activities With Operating Profit After Income Tax:</b>		
Operating profit after income tax	48,424	22,856
Non-cash flows in operating profit:		
Depreciation	9,830	10,492
Changes in assets and liabilities:		
(Increase)/decrease in other assets	(1,295)	1,105
Increase/(decrease) in other creditors (65,486)		11,770
Cash flows from operating activities	68,729	(31,033)



# INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF 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 12, of the company for the year ended 30 June 1997. 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 1997 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: 6th November 1997

## 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 momentos, 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.

## Thank You to 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 children and their parents.

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

### Clubs

Apex Club of Burleigh Heads  
Caloundra Bowling Club  
Carawah Women's Club Inc.  
Lions Club of Redcliffe Kippa-Ring  
Lions Club of Central Redcliffe  
Macarthur Club Ltd  
Maroochydore Surf Life Saving Club  
Pine Rivers Memorial Bowls Club  
Quota Club of Beaudesert Inc.  
Quota Club of Beenleigh Inc.  
Quota Club of Boonah Inc.  
Quota Club of Bundaberg Inc.  
Quota Club of Ipswich Inc.  
Quota Club of Jimboomba Inc.  
Quota Club of Moranbah Inc.  
Quota Club of Redcliffe Inc.  
Quota Club of Sandgate Inc.  
Quota Club of Toowoomba  
Quota Club of Wynnum Manly Inc.  
Rotary Club of Bardon  
Rotary Club of St. Lucia  
Toowong Bridge Club  
Tuards  
Wondaree Trefoil Guild  
Wynnum Golf Associates  
Zonta Club of Brisbane South Inc.  
Zonta Club of Redcliffe  
Zonta International of Roma Area

### Associations

Australian Insurance Institute  
Order of the Eastern Star Brisbane District  
Grand Chapter  
Caboolture Arts & Crafts Society  
Employers Reinsurance Corporation  
National Council of Jewish Women  
Order of the Eastern Star Chapter No 153  
Order of the Eastern Star Norman Park  
Pelargonium & Geranium Society  
Queensland Country Women's Association  
Steel Institute of Australia

### Trusts/Foundation

Broncos Youth Foundation  
Charles & Sylvia Viertel Charitable  
Foundation  
Caroline Gutterres Memorial Fund  
Albert & Rose Hingely Trust  
Perpetual Trustees  
Rothschild Australia  
St. George Foundation Limited  
Trust Company of Australia Limited

### Corporate

ADCO Constructions Pty Ltd  
Australian Hearing Aids  
Bonacci Winward  
Bornhorst & Ward Pty Ltd  
Boral Resources (Qld) Pty Ltd  
Bovis TPC  
Bridgestone Australia  
Brisbane BMW  
Chee Corporation Pty Ltd  
Civil & Civic  
Claude Neon (Aust) Pty Ltd  
Clayton Utz  
Cleary Hoare  
Comsure Insurance Brokers Pty Ltd  
Dunhill Madden Butler  
E.S.A. International  
FAI Insurance Group  
Fairfield Services Pty Ltd  
Feez Ruthning  
Formula Interiors Pty Ltd  
Haden Engineering Pty Ltd  
Jardine Aust. Insurance Brokers  
JMC Plumbing Pty Ltd  
John Deere Limited  
Jones Lang Wootton  
Kilcor Developments  
Kingwall Manufacturing Co. Pty Ltd  
Knight Frank  
Leighton Properties  
Lindores Cranes & Rigging  
Macquarie Bank Limited  
Mater Misericordiae Hospital  
McCullough Robertson Solicitor  
McGees Isles Love Pty Ltd  
McKerrell Lynch Architects  
Minter Ellison  
Nadinko Pty Ltd  
National Australia Bank  
Neville Patterson Consultants  
Norman Disney & Young  
Northern Beaches Medical Centre  
Patrick Fire Protection Pty Ltd  
Pioneer Concrete (Qld) Pty Ltd  
Pozzolan Industries Ltd  
Premier Fire Protection Qld Pty Ltd  
Queensland Cement Limited  
Queensland Medical Laboratory  
Rawlinsons Qld  
Ray White Real Estate  
Recochem Inc.  
Richard Ellis  
Rider Hunt Qld Pty Ltd  
SEQEB  
Suncorp  
Superstructures (Qld) Pty Ltd  
Thiess Constructions  
Torrington Stud  
Tradelink  
Triple M  
Welded Mesh Pty Ltd  
Wyatt Group Pty Ltd  
Sheraton Noosa Resort  
Sports Marketing Event Management

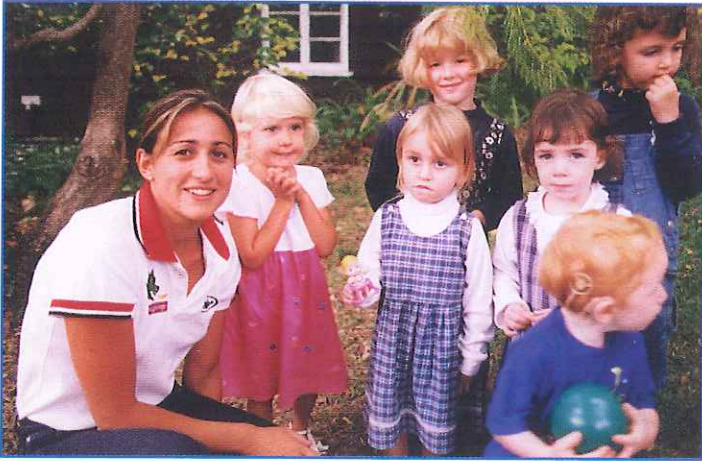
### Schools

Broadbeach State School  
Loreto College  
Sommerville House Jnr School

### Individuals

Mr. H. Baker  
Dr. B. Black  
Dr. S. Burnell  
Dr. M. Cheong  
Dr. J. Christie  
Dr. H. Dalziell  
Mrs & Mrs A & F Dobbin Charleville  
Community  
Mrs. J. East  
Mr & Mrs. C. Hendy  
Ms. R. Field  
Mr. R. Gibson  
Mr & Mrs D. Giddings  
Mrs. R. Gohstand  
Mr. S. Gray  
Mr. & Mrs. K. Greer  
Mr. & Mrs. J. Harpley  
Mrs. M. Hinds  
Mr. J. Hull  
Ms. M. Jameson  
Mr. F. Latham  
Mr. W. Lewis  
Dr. G. Lim  
Mr. B. Lynch  
Dr. B. Mason  
Mr. B. McCosker  
Mr. P. McDermott  
Dr. B. McGowan  
Mr. T. McKeen  
Prof. & Mrs. R. Milns  
Dr. R. Molphy  
Mr. & Mrs. M. Murphy  
Ms. J. Nichols  
Mr. & Mrs. A. Oakhill  
Mr. I. Poole  
Mr. G. Pratt  
Mr. P. Purcell  
Dr. J. Quayle  
Mr. T. Shaw  
Mr. P. Sheehy  
Dr. J. Solly  
Dr. A. Thorne  
Mr. P. Trainor  
Mr. R. Trundle  
Mr. & Mrs. R. Truscott  
Mr. G. Tucker  
Sir Bruce & Lady Watson  
Ms. L. White  
Dr. H. Wilson  
Mr. R. Wilson

## What a Wonderful Year It Was!



Champion swimmer and triathlete, Hayley Lewis, presented a cheque from the St George Bank Foundation.



Centre mother Jackie Lewis speaks at the Centre's first graduation ceremony.



The Centre's new Patron, the Governor of Queensland, Major-General Peter Arnison AO, presents the Prince of Wales Award and Trophy to Centre speech pathologist, Teresa Ruzzene.



Thiess Contractors project manager in Townsville, Geoff Dunnett, talks to Centre graduates Bradley Mathieson and William Jubb. Photograph courtesy of North Queensland Newspapers.



Santa was a popular and portly figure at the Centre's Christmas party.



This delightful photograph of Jessica Sellars was used as a Centre poster. Photograph Robyn Cuerey, Bundaberg News Mail.



**Hear and Say Centre**  
for deaf children and their parents

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Winner 1996 Hingely Award for  
Excellence in Services to Children



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