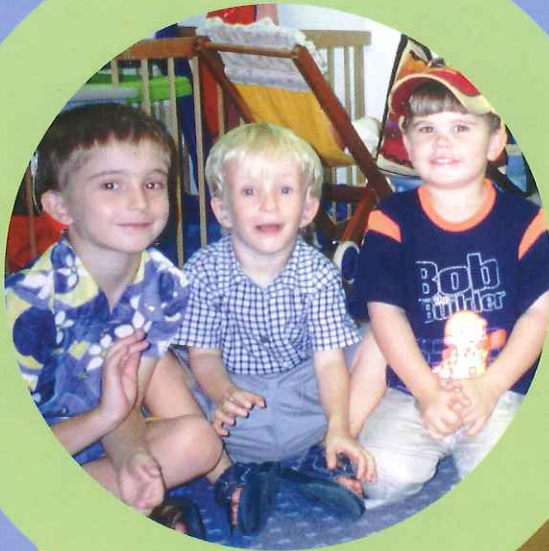


annual report 2002-2003

The **Hear and Say Centre** for children who are deaf or hearing impaired and their families

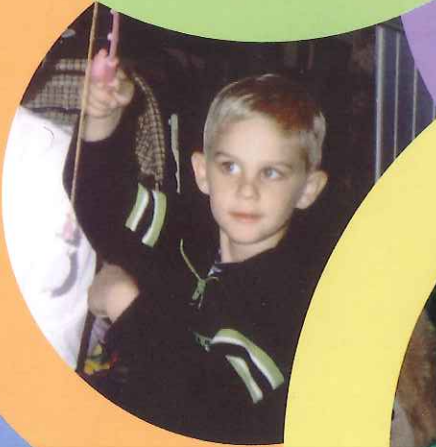
Hear and Say Centre North Queensland



Hear and Say Centre Sunshine Coast



Hear and Say Centre Darling Downs



Hear and Say Centre Brisbane



Hear and Say Centre Gold Coast



Hear and Say Centre

mission statement

to enable families to teach their children who are deaf or hard of hearing to listen and speak

we believe

- *that each family and their child who is hearing impaired is unique*
- *that children with impaired hearing can learn to develop Auditory-Verbal communication skills which will enable them to attend their local schools and be part of mainstream hearing society*
- *that it is essential to provide a warm family atmosphere where dedicated teachers, therapists and audiologists work with the family as a team*

patron

Her Excellency
Ms Quentin Bryce AC
Governor of Queensland

vice patron

Wally Lewis

chairman

Jane Black

directors

Alex Bell
Bruce Black
Richard Keylock
Paul Laxon
Brad McCosker
Paul McDermott
Peter Sheehy
Tony Snape
Alan Whidburn

administration

Clinical Director
Dimity Dornan AM

Executive Officer
Joan Newton

Development Manager
Robyn Symons

Manager Special Projects
Jim Fagan

Development Coordinator
Donna Kramer

Administration Manager
Heather Wheatland

Administration Assistant
Patti Wilson

Clinical/Training Assistant
Jane Thompson

Financial Officer
Ivana Cox

children and parent services

Speech Pathologists
Teresa Daniel
Dimity Dornan
Charlene Hansen
Moirra Lockhart
Jayne Simpson

Teachers of the Deaf
Jackie Brown
Wendy Caldwell
Kerrie Endres
Laurie Ludvigsen
Joan Newton

Early Childhood Teacher
Sue Hayne

Audiologists
Liza Bowen
Lia Lassig
Emma Rushbrooke

Social Worker
Jane Black

the hear and say adventure is...

- A registered charity where children who are hearing impaired 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 children who are hearing impaired and their families where each child's specific needs are met with a program which is intensive, personalised and educational.
- A children's cochlear implant program to twelve years of age.
- MAPPING of the cochlear implant and assessment for cochlear implant children to eighteen years of age.
- Ongoing audiological management.
- The guarantee that the Centre's Auditory-Verbal teaching methods are of international standard.
- A Centre that offers parent guidance, counselling and support for the whole family.
- An experience which is made possible by the generosity of the Centre's friends and supporters.
- Auditory-Verbal Therapy which recognise the parents as the natural language teachers of the child.
- An Infant Hearing Screening Program.
- A Parent/Infant Program for newly diagnosed babies.
- An Outreach Program and Videoconferencing Service for country and isolated families.
- An Adolescent Program to encourage and promote social interaction and life skills.
- Four Outreach Centres located in North Queensland, the Sunshine Coast, the Darling Downs and the Gold Coast.

affiliations

- Auditory-Verbal International Inc.
- Alexander Graham Bell Organisation for Deaf Children
- Co-operative Research Centre for Cochlear Implant, Speech and Hearing Research.

chairman's report

What a year of great achievement. Hear and Say has not only maintained its reputation and tradition of seeking excellence but has created and met many milestones in a manner which has been visionary, energetic, resourceful and committed.

In 2002 we developed a private Newborn Hearing Screening Program (NHS), the first for all babies (not just those at risk) in Queensland, in conjunction with the Wesley Hospital. Accepting that NHS is now the internationally recognised standard of care for all children, a team, co-ordinated by Lia Lassig and Emma Rushbrooke, worked together to develop a program which uses world best standards and is cost effective for parents of newborns. By using ALGO screening technology we have been able to test babies efficiently and reliably in a manner which is non-invasive and simple. We have trained volunteers to provide the testing under the careful supervision of our Audiologists. To do this we created a "Model for Volunteers" which can not only be utilised by the NHS Program, but has been implemented for volunteers in other clinical and non-clinical areas at the Centre. This model is underpinned by the appropriate legislation and privacy requirements and could be used as a tool for other agencies.

By recognising that our maturing children, who have a cochlear implant are reaching an age which is challenging for most of their peers, we established a pioneer program for teens which is both innovative and practical.

STAR (solutions through adventure and recreation) was born with the tireless support and assistance of Chris Lassig and Bill Raymond (one of our graduates and winner of an inaugural Graham Clark Scholarship) and co-ordinated by Emma Rushbrooke and Jane Black. The ten week course is theme based and provides a learning experience designed to enhance leadership and social skills, self-confidence and resilience in teens/adolescents. It provided us with many challenges (especially the rock climbing, both indoor and outdoor) and lots of fun. Based on the philosophy that "best effort equals excellence", the outcome was that students developed self-confidence, developed lasting friendships and found leadership skills.

Feedback from both parents and teens indicates that our first course, held at the Hear & Say centre, was a resounding success. We have had requests for another STAR and have negotiated together as a group which activities we will include in our Christmas get-together.

One teenager said, "When I started STAR if I had to describe my feelings with a colour I would have said dark grey or black as I felt slightly nervous and didn't really know anyone. If I were to answer that question now I would say yellow as I feel more confident and happy".

This year our building program has continued, thanks to the dedication, hard work, energy and support of many people within the community. Our children on the Sunshine Coast and Gold Coast have been taught in temporary premises, while land purchase and construction of our new Centres at Nambour and Robina are underway. Although conditions for our service delivery have not been ideal, the children have thrived under the care of co-ordinators Joan Newton (Sunshine Coast) and Teresa Daniel (Gold Coast) and their staff.

Thanks to the wonderful contribution of the Rotary club of Nambour, the Reed Property Group and numerous supporters from the Sunshine Coast community, the Sunshine Coast Centre will be ready for the children at the start of first term in February next year. The Matrix Group has been appointed to build the Robina Centre which will be completed by next April. Their support and that of the local community is much appreciated.

Our Board has continued to work tirelessly for our children and their families. Each and every member has shown the wisdom, knowledge and skill required to create a secure and stable environment for the Centre. Their commitment, strength and availability has allowed for the addition of various services and research projects and the maintenance of our world class standards. In April we welcomed new board member, Tony Snape, associate director of the Australia-wide financial services group, Ashe Morgan Winthrop. His enthusiastic contribution has brought a new breadth of vision to our work.

With the loyal support of those of you who have been able to help us either with gifts of time or donations, we have been able to continue to give our children the ability to listen and to speak in the fullest sense. For this I thank you.

Jane Black
Chair



clinical director's report

This year has culminated in the wonderful news of the Premier's Award for Community Partnerships to Thiess Contractors, a major sponsor of the Hear and Say Centre.

This prestigious award for Thiess is well deserved and we congratulate and thank Peter Sheehy, Cathy Robinson and all the staff at Thiess for their contribution over the last eight years.

Without this support the Hear and Say Centre would have been unable to enjoy such rapid development in recent times.

Other outstanding achievements for the year have included awards to some of our students, Bill Raymond (Graeme Clark Scholarship for University Students), Julia Kreger (Trinity College, London, Exhibition Award for Grade 6 Speech and Drama, the highest marks in Australia as well as a Quota Award), Sam Bubeck (Lord Mayor of Toowoomba Achievement Award) and James Harlow (Australian National Irish Dancing Championships).

brisbane centre

This year the Brisbane Centre has been busier than ever with all of the offices being used to capacity and the audiological services much in demand. Our three audiologists Lia Lassig, Emma Rushbrooke (Clinical Manager) and Liza Bowen have worked very hard to ensure the children's hearing aids are optimized, and that the children undergoing candidacy evaluation for a cochlear implant are assessed, and that all our cochlear implant children have their ongoing MAPping.

Our popular Newborn Hearing Screening program and liaison with other professionals regarding the children's ability to hear has also been a priority for them.

Thanks to many kind donations we are able to offer the children one of the best audiological facilities in Australia.

Our Brisbane based Auditory-Verbal Therapists are Liza Bowen, Jackie Brown, Teresa Daniel, Dimity Dornan, Charlene Hansen, Sue Hayne, Emma Rushbrooke, Jayne Simpson. We congratulate Charlene Hansen who has achieved her International Certification in Auditory-Verbal Therapy this year. These Auditory-Verbal sessions form the core work of the Hear and Say Centre, in which parents are taught to teach the children to listen and speak.

Playgroup has been most effective in teaching the children about the many themes chosen by Sue Hayne, early childhood teacher, and our wonderful volunteers, Lee Chapman and Miriam Rogers.

Our visiting Australian Hearing Audiologist, Karen McGhie, visits once a month to make sure that the children's hearing aids are fitted well.

This year Jane Black has joined the clinical staff at the Brisbane Centre in the capacity of Social Worker and her talents have added greatly to the care and concern that we are able to provide for our families.

darling downs

A group of children are benefiting from the teaching of Wendy Caldwell, teacher of the deaf, at our Darling Downs Centre, which has become an integral part of Beck St. Community Kindergarten in Dalby.

Thanks to Principal, Judy Edwards, Wendy and her children enjoy full integration facilities and a wonderful environment for listening and language learning.

The Centre has earned community respect and the children's results, despite many of them living long distances from Dalby, are a credit to Wendy's excellence as a teacher.

gold coast

Teresa Daniel who heads our Gold Coast Centre cannot wait until next year when the new Varsity Lakes Centre is completed. Speech Pathologist, Moira Lockhart, has been a valued Gold Coast program member and will continue with the Centre next year when the new building will be able to provide office space for all staff.

Thanks to many wonderful people in the Gold Coast community and Matrix builders, the construction is about to start and the expected date of completion of the project is by May 2004.

All our Gold Coast families will be delighted to have a roof over their head and a permanent place for their playgroup and their lessons. We are indebted to the generosity of Mark and Ceris Ash and Sullivan and Nicolaidis, Benowa, for their provision of a teaching area and other facilities for so many years.

We very much appreciate their support and I am sure that the Gold Coast families would join with me in thanking them.

Maria & Claudia, Hear and Say Centre Brisbane

Newborn Hearing Screening, Hear and Say Centre Brisbane



Tina Worland, Centre Parent with Her Excellency the Governor of Queensland and Hear and Say Patron, Ms. Quentin Bryce, AC

north queensland

Our North Queensland Centre in Cairns, is headed by Kerrie Endres. Kerrie has performed an excellent job as combined co-ordinator, Auditory-Verbal Therapist and fund-raiser and the Centre is a credit to her generous spirit and her team of parents and supporters.

Funding crises have caused some anxiety as more community support has been sought and it is hoped that 2004 will be an easier year. Ken Spain of Thiess Constructions in Cairns has generously agreed to head our fund raising committee. This will hopefully give our children from Townsville to the far north a much needed service.

sunshine coast

With the support of Nambour Rotary Club, Harry and Margaret Reed, Centre Co-ordinator Joan Newton, and Jim Fagan the new Sunshine Coast Centre at Nambour has taken shape at the most amazing pace.

Our congratulations and thanks must go to all these people plus all the many generous providers of architectural and contracting services suppliers etc. who have combined to put together the wonderful building that is emerging from a grassy paddock.

It is expected that it will be open for the commencement of the New Year.

This new Centre will be a monument to the kindness and generosity of the community being the brainchild of Doug Biggs of the Nambour Rotary Club. It is to his credit that the community support has been so enthusiastic and all our families on the Sunshine Coast are delighted to be in the hands of our experienced therapist Laurie Ludvigsen who is in charge of the children's education.

Judy Jacobsen is also a valued member of the Sunshine Coast Centre, assisting with the playgroup program. The Centre families, children, staff and Board congratulate and thank all those concerned.

Newborn Hearing Screening

One of our initiatives for 2002 was our Newborn Hearing Screening program. Since then over 200 babies have been screened and there have been 6 referrals for ongoing assessment and audiology and some of these children have entered our program.

Our audiologists Lia Lassig and Emma Rushbrooke have developed a training course for a band of willing volunteers and Rosalie Lewis has been kind enough to support the staff in putting together the policy for this program.

Our program, the only one of its kind in Queensland, has provided a model for the rest of the state now that the Queensland government has announced its plans for a \$22 million universal newborn hearing screening program to roll out by 2006. The Hear and Say Centre last year also started its Parent/Infant program, which has now developed to include five babies.

We are grateful to Energex, a long time supporter, for sponsoring the Infant Hearing Screening community education program which has enabled us to promote the Screening program to families and medical professionals throughout South East Queensland.

In anticipation of the need for intervention services for newborns, a new area for professionals world-wide, a new education program has been written, "Listen Little Star", which has been published by the Auditory-Verbal Learning Institute, Tampa, Florida and will be available to parents and professionals world-wide on the web site.

This program will enable families to carry on much of their program at home during the baby's earliest months of listening ensuring appropriate education for families and peace of mind for the parents.

Our valued volunteers in the Newborn Hearing Screening program include: Karen Anderson, Jan Ashe, Annette Kaspar, Rosalie Lewis, and Jan Montgomery.

Administration Department

Heather Wheatland, our Administration Manager has been exceptionally competent in managing the Centre's intricate office affairs. Receptionist Patti Wilson, is the bright face you see when you enter the clinic and Ivana Cox has revamped our office accounting systems. Together they make a great team.

Joyce Parker has been an invaluable volunteer helping out in the administration department. I personally could not do without my assistant Jane Thompson who is an invaluable asset to getting through my week.

Fundraising.

This year our talented Development Manager, Robyn Symons, and Manager-Special Projects, Jim Fagan, have been joined by Donna Kramer. There has been much activity during the year in the form of Butterfly Week, "I Love My Dad" Day our Thiess/Suncorp Golf Day, the Ball and many other fundraising events.

Thanks to the talents of this group we have also been successful in gaining some grants and these funds are vital for the \$12,000/year child that we need to keep our Centres open. We are extremely grateful for the 10% of funding we receive from government sources.

Database

Lia Lassig has been working hard with a group from Queensland Hearing, the CRC for Cochlear Implant & Hearing Aid Innovation and the Sydney Cochlear Implant Centre to develop our Clinical Database and we are pleased that this is now ready for action. This has been a huge input on Lia's behalf and her team, and I believe that this clinical database will be a great asset to our Centre records.

Cochlear Implant Program

This year our cochlear implant program, headed by Lia Lassig, has cared for some 80 children. Innovations have included in-theatre attendance by our audiological staff during cochlear implant surgery to perform Neural Response Telemetry, which tests the integrity of the child's cochlear implant while the child is still in theatre.

This year the Centre implanted the youngest child in Queensland, Claudia Rose Worland, at 6 months of age and her progress like that of her older brother Darcy, has been very pleasing.

Adolescent Workshop

Thanks to Chris Lassig, Jane Black, Emma Rushbrooke and Bill Raymond the Adolescent Workshop, The Star Program, has been an outstanding success and a world first. Many thanks especially to Chris Lassig for his expertise and to Education Queensland for their support.

Dimity Dornan, Clinical Director & Dylan



Professional Development

The Hear and Say Centre staff make up 3% of the world's Certified Auditory-Verbal Therapists. They have been actively involved with the Professional Development Committee of Auditory-Verbal International in rewriting the Curriculum for training for Certified Auditory-Verbal Therapists and also in teaching groups of professionals from overseas and nationally during the last year.

Jane Thompson is the course administrator and she very capably oversees the administration, catering and other arrangements for the courses, "Hearing is Believing" Level I and Level II.

Both courses this year were booked out very early and 18 professionals participated in each. Attendees came from India, Brunei, China, Singapore, New Zealand and various parts of Australia. All of the professional staff at the Hear and Say Centre gave their expertise towards teaching the participants and the exchange of information has been invaluable for both groups.

Research

This year I have been the Supporting Party's representative to the Co-operative Research Centre for Cochlear Implant and Hearing Aid Innovation (CRC Hear) and it has been my pleasure to represent such bodies as the major Cochlear Implant Clinics, Hospitals and various Universities.

Our CRC Hear based research projects have included, contributions towards the Database project, long term outcomes project for cochlear implantation, a Neural Response Telemetry project, and a parent diary study for infants.

The Hear and Say Centre has also instigated its own outcomes study in conjunction with the University of Queensland and this is now one year from completion. Ongoing support has been gained from the Queensland Council of Allied Health Professionals and from CRC Hear.

Six Centres Alliance

To increase our clinical links in other geographical areas the Centre has become informally linked to the Six Centres Alliance, joining us with other oral Centres in New South Wales, South Australia, Victoria, Western Australia and New Zealand.

Formed in 2002, this alliance has the vision of more effectively advocating on behalf of children with hearing impairment, bringing data together and developing opportunities for inter-agency research. This alliance should also have benefits for international fund raising initiatives.

Parents and Friends Association

Lisa Morris has been the pro-active chair of the P & F this year. The group has provided a support network for parents, run a successful ladies lunch, helped at a wonderful lunch for the staff, and supported many other initiatives including several raffles. They have great plans for 2004.

Professional Liaisons

We are very pleased to acknowledge the support of Cochlear Ltd, Australian Hearing and the University of Queensland Departments of Speech Pathology and Audiology. These professional liaisons are integral to our work within the professional community and we are honoured to enjoy these alliances.

The Future

At the beginning of 2003 our dreams for the future of our Centre included the initial referral of our children at a much younger age, preferably within the first few months of life.

Thanks to Mr Beattie's government's Newborn Hearing Screening initiative, this looks like it will become a reality within the next 3 - 4 years. Already the children who have been referred to us as tiny babies, have shown huge progress. The implications for this for the Centre are that children will enter our program earlier, their intervention will possibly be less intensive and shorter with children reaching an age-appropriate level for listening, speech and language much faster. In the meantime, however, our referral rate continues to increase and sadly there has been a waiting list for children awaiting placement at the Centre for the last 18 months and this list has been slowly increasing. Recurrent funding will be vital for the future of the Hear and Say Centre and its children.

As the demands for a workforce of the future that has a sound basis in literacy, science and technology becomes more apparent, the success of our children's achievements indicate that we can indeed produce graduates to meet this requirement. However, I would like to see that all Queensland children have the same chance to reach their potential not just the lucky few.

Acknowledgements

Finally I would like to thank the talented Hear and Say Centre staff, our very willing and enthusiastic board and not the least our Chairman, Jane Black. In the last 12 months Jane has carried many of the day to day burdens of running the Centre as well as her many other duties and I personally am very grateful to her for her support.

May the future of Hear and Say in 2004 and beyond be bright!

Dimity Dornan
Clinical Director

financial statements

for the financial year ended 30 June 2003

Director's Report

for the year ended 30 June 2003

The directors submit the financial report of Hear and Say - Centre for Deaf Children Limited for the financial year ended 30 June 2003.

Directors

The directors who held office during the year and up to the date of this report, including disclosure requirements pertaining to each director, are as follows:

Name	Qualifications, Experience and Special Responsibilities
Jane Black	<i>Chairman</i> A member of the Board since November 1995 Meetings eligible to attend: 7 Meetings attended: 7
Bruce Black	<i>Medical Practitioner</i> A member of the Board since February 1993 Meetings eligible to attend: 7 Meetings attended: 6
Paul McDermott	<i>Company Director</i> Appointed February 1997 Meetings eligible to attend: 7 Meetings attended: 6
Peter Sheehy	<i>Civil Engineer</i> Appointed February 1997 Meetings eligible to attend: 7 Meetings attended: 4
Richard Keylock	<i>Engineer</i> Appointed May 2000 Meetings eligible to attend: 7 Meetings Attended: 7
Alan Whidburn	<i>Business Quality Manager</i> Appointed February 1997 Meetings eligible to attend: 7 Meetings attended: 4
Paul Laxon	<i>Tax Consultant</i> Appointed June 1999 Meetings eligible to attend: 7 Meetings attended: 6
Alexandra Bell	<i>Parent</i> Appointed April 2002 Meetings eligible to attend: 7 Meetings attended: 4
Brad McCosker	<i>Solicitor</i> Appointed October 2001 Meetings eligible to attend: 7 Meetings Attended: 3
Tony Snape	<i>Banker</i> Appointed March 2003 Meeting eligible to attend: 2 Meetings Attended: 2

Company Secretary

Kathleen Clothier	<i>Solicitor</i> Appointed May 2002 Meetings eligible to attend: 1 Meetings attended: 0
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Meetings of Directors

During the financial year seven meetings of directors were held. The number of meetings attended by each director for the financial year ended 30 June 2003 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.

Significant Changes

There were no significant changes in the state of affairs of the company during the financial year, other than as reflected in the attached financial report.

Likely Development

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 surplus for the financial year after tax amounted to \$159,861 (2002 \$215,123)

Dividends

The Constitution 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 2003, other than as stated elsewhere in this report.

Environmental Issues

The company's operations are not regulated by any significant environmental regulation under a law of the Commonwealth or of a State or Territory.

Member's Proceedings

No person has applied for leave of Court to bring proceedings on behalf of the Company or intervene in any proceedings to which the Company is a party for the purpose of taking responsibility on behalf of the Company for all or any part of those proceedings.

The company was not a party to any such proceedings during the year.

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 \$1,750 (2002: \$1,700).

Signed in accordance with a resolution of the directors.

Director

Director

Brisbane

Dated: November 2003

Directors' Declaration

for the year ended 30 June 2003

The directors of the company declare that:

1. The financial statements and notes, as set out on pages 5 to 14.
 - (a) comply with accounting standards and the Corporations Regulations 2001; and
 - (b) give a true and fair view of the financial position of the company as at 30 June 2003 and of the performance for the year ended on that date.
2. In the directors opinion there are reasonable grounds to believe that the company will be able to pay its debts as and when they become due and payable.

This declaration is made in accordance with a resolution of the Board of Directors.

Director

Director

Brisbane

Dated: November 2003

financial statements

for the financial year ended 30 June 2003

Statement of Financial Performance for the year ended 30 June 2003

	Note	2003 \$	2002 \$
Revenue from ordinary activities	2	1,128,110	1,041,919
Borrowing Costs		(482)	(2,235)
Depreciation and amortisation		(57,139)	(54,366)
Employee Benefits		(566,581)	(461,724)
Other expenses from ordinary activities, excluding borrowing costs	3	(344,047)	(308,471)
Profit from ordinary activities before income tax	12	159,861	215,123
Income tax expense	1(d)	-	-
Net Profit from ordinary activities after income tax expense attributable to members		159,861	215,123

This statement should be read in conjunction with the accompanying notes

Statement of Financial Position as at 30 June 2003

	Note	2003 \$	2002 \$
Current Assets			
Cash assets	4	392,572	351,681
Other financial assets	5	8,910	9,422
Receivables	6	34,737	41,047
Intangibles	7	-	71
Total Current Assets		436,219	402,221
Non-Current Assets			
Property, plant and equipment	8	1,125,722	983,406
Total Non-Current Assets		1,125,722	983,406
Total Assets		1,561,941	1,385,627
Current Liabilities			
Payables	9	44,952	27,365
Interest-bearing liabilities	10	20	14,502
Provisions	11	23,998	16,996
Total Current Liabilities		68,970	58,863
Non-Current Liabilities			
Provisions	11	14,226	7,879
Total Non-Current Liabilities		14,226	7,879
Total Liabilities		83,196	66,742
Net Assets		1,478,746	1,318,885
Members' Funds			
Retained profits		1,478,746	1,318,885
Total Members' Funds	12	1,478,746	1,318,885

This statement should be read in conjunction with the accompanying notes.

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Statement of Cash Flows for the year ended 30 June 2003

	Note	2003 \$	2002 \$
Cash Flows From Operating Activities			
Receipts from members and others		1,167,458	1,033,338
Payments to suppliers and employees		(924,952)	(758,690)
Interest received		12,734	844
Interest paid		(482)	(2,235)
Net Cash (Used)/ Provided by Operating Activities	15	254,758	273,257
Cash Flows From Investing Activities			
Payment for property, plant and equipment		(199,384)	(70,076)
Net Cash Provided/ (Used) by Investing Activities		(199,384)	(70,076)
Cash Flows From Financing Activities			
Repayment of borrowings		(14,482)	(20,900)
Net Cash (Used)/ Provided by Financing Activities		(14,482)	(20,900)
Net (Decrease)/ Increase in Cash		40,891	182,281
Cash at beginning of year		351,681	169,400
Cash at end of year	4	392,572	351,681

This statement should be read in conjunction with the accompanying notes.

notes to the financial statements

for the financial year ended 30 June 2003

Note 1 - Statement of Significant Accounting Policies

Hear and Say - Centre for Deaf Children Limited is a company limited by guarantee and is incorporated and domiciled in Australia. The financial report is a general purpose financial report that has been prepared in accordance with Australian Accounting Standards, Urgent Issues Group Consensus Views and other authoritative pronouncements of the Australian Accounting Standards Board. The financial report has been prepared on an accruals basis and is based on historical costs and does not take into account changing money values or, except where stated, current valuations of non-current assets. Cost is based on the fair value of the consideration given in exchange for assets. The accounting policies have been consistently applied, unless otherwise stated.

The following is a summary of the material accounting policies adopted by the company in the preparation of the financial report.

(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 present values in determining recoverable amounts.

The depreciable amount of all fixed assets, excluding freehold land, 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 for plant and equipment, and the prime cost method for buildings.

The depreciation rates used for each class of depreciable assets are:

Plant and equipment	20-40%
Buildings	2.5%

(b) Members' Guarantee

The company is limited by guarantee. If the company is wound up, the Constitution states that each member is required to contribute a maximum of \$30 each towards meeting any outstanding obligations of the company. At 30 June 2003 the number of members was 83 (2002: 162).

(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 pursuant to section 50-5 of the Income Tax Assessment Act.

(e) Charitable Body

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

notes to the financial statements
for the financial year ended 30 June 2003

(f) Revenue

Revenue from donations and grants is recognised upon receipt. Interest revenue is recognised on a proportional basis taking into account the interest rates applicable to the financial assets.

(g) GST

All elements in the Statement of Financial Performance are stated exclusive of GST. Receivables and Payables in the Statement of Financial Position are stated inclusive of GST. For the purposes of the Statement of Cash Flows, GST received and GST paid on all activities are recorded on a gross basis and are included in receipts from customers and payments to suppliers respectively.

(h) Comparative figures

Where required by accounting standards, comparative information has been adjusted to conform with presentation changes of the current financial year.

(i) Employee Entitlements

The company provides for employee entitlements to salaries and annual leave as the entitlements become due and payable. The provisions have been calculated at the expected wage and salary rates which will apply when the entitlements are expected to be taken, plus applicable on-costs.

Employee entitlements to long service leave are provided for all employees with more than five years service. The calculation is based on the present value of the estimated future cash outflows to be made for those benefits.

No provision for employee entitlements to sick leave has been made, or is considered necessary, as the amount expected to be taken in future periods will not be greater than entitlements which are expected to accrue in those periods.

	2003 \$	2002 \$
Note 2 – Revenue From Ordinary Activities		
<i>Operating Activities</i>		
Appeals	313,271	45,477
Grants and subsidies	279,598	242,927
Special Events	169,290	272,980
Donations	203,962	365,363
Other Operating Revenue	149,255	114,328
<i>Non-operating Activities</i>		
Interest Income	12,734	844
Total Revenue from Ordinary Activities	1,128,110	1,041,919

Note 3 – Expenses From Ordinary Activities Excluding Borrowing Costs

Rental expenses on operating leases	2,895	2,618
Events Related Expenses	86,328	92,067
Other expenses from ordinary activities	254,824	205,719
	344,047	308,471

2003
\$

2002
\$

Note 4 – Cash Assets

Cash at bank and on hand 392,572 351,681

Included in cash is \$203,926 that has been set aside for the purchase of a Gold Coast property out of which the Gold Coast centre will be based.

Note 5 – Other Financial Assets

Investment - Queensland Community Foundation 8,910 9,422

Note 6 – Receivables

Trade Debtors	21,680	35,315
Sundry Debtors	5075	-
Deposit – Land held for Development	-	5,000
GST Receivable	6,778	732
Unpaid Remuneration	1,204	-
	34,737	41,047

Note 7 – Intangibles

Capitalised borrowing costs	-	71
(a) Capitalised borrowing costs	575	575
Less: accumulated amortisation	(575)	(504)
	-	71

Note 8 - Property, Plant and Equipment

Land and Buildings – at cost	1,062,870	894,009
Less Accumulated depreciation	79,977	57,571
	982,893	836,438
Plant and equipment - at cost	317,248	286,725
Less Accumulated depreciation	186,841	155,790
	130,407	130,935
Motor Vehicles	21,894	21,894
Less Accumulated depreciation	9,472	5,861
	12,422	16,033
Total property, plant and equipment	1,125,722	983,406

Note 8 - Property, Plant and Equipment continued

Current year movements in property, plant and equipment were as follows:

	Land & Buildings	Plant & Equipment	Motor Vehicles	Total
Opening Balance	836,438	130,935	16,033	983,406
Additions	168,861	30,523	-	199,384
Disposals	-	-	-	-
Depreciation	(22,406)	(31,051)	(3,611)	(57,068)
Closing Balance	982,893	130,407	12,422	1,125,722

2003
\$

2002
\$

Note 9 - Payables

Trade creditors	19,845	8,125
Revenue Received in Advance	16,267	19,240
Sundry Creditors	8,840	-
	44,952	27,365

Note 10 – Interest-bearing liabilities

<i>Current</i>		
Loan - Metway Bank (secured)	20	14,502
The Bank Loan is secured by a mortgage over The property located at 44 Munro Street, Auchenflower.		

Note 11 - Provisions

<i>Current</i>		
Provision for Annual Leave	23,998	16,996
<i>Non-Current</i>		
Provision for Long Service Leave	14,226	7,879
Number of employees at balance date	16	16

Note 12 – Movement in Members' Funds

Opening Members' Funds	1,318,885	1,103,762
Add Net Surplus for year	159,861	215,123
Closing Members' Funds	1,478,746	1,318,885

Note 13 - Directors' Remuneration

Income received or due and receivable by the directors of the company	-	-
Number of directors whose income was within the following band:	No.	No.
\$0 - \$9,999	10	11
The names of directors who have held office during the financial year are:		
Bruce Black		
Jane Black		
Paul McDermott		
Peter Sheehy		
Alan Whidburn		
Paul Laxon		
Richard Keylock		
Brad McCosker		
Alexandra Bell		
Tony Snape (appointed March 2003)		

Note 14 - Segment Reporting

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

	2003 \$	2002 \$
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Note 15 - Reconciliation of Cash Flows From Operating Activities With Surplus From Ordinary Activities After Income Tax:

Surplus from ordinary activities after income tax	159,861	215,123
<i>Non-cash flows in operating surplus:</i>		
Depreciation and amortisation	57,139	62,548
Decrease in Value of Investment	512	421
<i>Changes in assets and liabilities:</i>		
(Increase)decrease in other assets	6,310	(41,047)
Increase (decrease) in payables	17,587	27,365
Increase (decrease) in provisions	13,349	8,847
Cash flows from operating activities	254,758	273,257

The Company has an Overdraft limit of \$30,000 with Suncorp Bank.

Note 16 - Financial Instruments

(a) *Interest Rate Risk*

The entity's exposure to interest rate risk, which is the risk that a financial instrument's value will fluctuate as a result of changes in market interest rates, and the effective weighted average interest rates on those classes of financial assets and financial liabilities, is as follows:

Cash and investments bear normal variable commercial rates. The secured bank loan bears a variable interest rate of 6.8%. All other significant financial assets and financial liabilities are non-interest bearing.

(b) *Net Fair Values*

For all assets and liabilities, the net fair value approximates their carrying value. No financial assets or financial liabilities are readily traded on organised markets in standardised form. The aggregate net fair values and carrying amounts of financial assets and financial liabilities are disclosed in the Statement of Financial Position and in the notes to the financial statements.

Note 17 - Operating Leases

Lease payments under operating leases, where substantially all of the risks and benefits remain with the lessor, are charged as an expense in the periods in which they are incurred.

Note 18 - Audit Fees

This audit is done on an honorary basis and no fee is charged.

Note 19 - Company Details

The company's registered office and principal place of business was:

40 - 44 Munro Street
Auchenflower, Qld 4066

Scope

The financial report comprises the statement of financial position, statement of financial performance, statement of cash flows, accompanying notes to the financial statements, and the directors' declaration for Hear and Say Centre for Deaf Children Limited (the company), for the year ended 30 June 2003.

The directors of the company are responsible for the preparation and true and fair presentation of the financial report in accordance with the Corporations Act 2001. This includes responsibility for the maintenance of adequate accounting records and internal controls that are designed to prevent and detect fraud and error, and for the accounting policies and accounting estimates inherent in the financial report.

We conducted an independent audit in order to express an opinion to the members of the company. Our audit was conducted in accordance with Australian Auditing Standards [and International Standards on Auditing], in order to provide reasonable assurance as to whether the financial report is free of material misstatement. The nature of an audit is influenced by factors such as the use of professional judgment, selective testing, the inherent limitations of internal control, and the availability of persuasive rather than conclusive evidence. Therefore, an audit cannot guarantee that all material misstatements have been detected.

We performed procedures to assess whether in all material respects the financial report presents fairly, in accordance with the Corporations Act 2001, including compliance with Accounting Standards and other mandatory financial reporting requirements in Australia, a view which is consistent with our understanding of the company's financial position, and of its performance as represented by the results of its operations and cash flows.

We formed our audit opinion on the basis of these procedures, which included:

- examining, on a test basis, information to provide evidence supporting the amounts and disclosures in the financial report, and
- assessing the appropriateness of the accounting policies and disclosures used and the reasonableness of significant accounting estimates made by the directors.

While we considered the effectiveness of management's internal controls over financial reporting when determining the nature and extent of our procedures, our audit was not designed to provide assurance on internal controls.

Independence

In conducting our audit, we followed applicable independence requirements of Australian professional ethical pronouncements and the Corporations Act 2001.

Qualification

It is not practical for the company to maintain complete control over all receipts prior to them being recorded in the books of account. As there are no practical audit procedures to quantify the effect of this, we are unable to express an opinion on such receipts prior to them being recorded in the books of account.

Audit opinion

In our opinion, except for the effects, if any, of the matter referred to in the qualification paragraph, the financial report of Hear and Say - Centre for Deaf Children Limited is in accordance with:

- (a) the Corporations Act 2001, including:
 - (i) giving a true and fair view of the company's financial position as at 30 June 2003 and of its performance for the year ended on that date; and
 - (ii) complying with Accounting Standards in Australia and the Corporations Regulations 2001; and
- (b) other mandatory financial reporting requirements in Australia.

BDO Kendalls

BDO Kendalls
Chartered Accountants

TJ Kendall

TJ Kendall
Partner

Brisbane
Dated: November 2003

thank you to our donors

The Hear and Say Centre appreciates and recognises the support of our major sponsors

Individuals

Dr & Mrs M Ash
Mr H Baker
Mr & Mrs T Batch
Mr & Mrs D Bell
Mr & Mrs B Bell
Mr & Mrs D Biggs
Dr & Mrs B Black
Mr & Mrs P Clark
Mr & Mrs A Dobbin
Mr & Mrs H Reed
Mr & Mrs M Worland

Corporates

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Trusts & Foundations

ADC Foundation
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CEPA
Fred P Archer Charitable Trust
Gambling Community Benefit Fund
Gold Coast Community Fund
Jupiters Casino Community Benefit Fund
Reuben Peleman Benevolent Foundation
St George Foundation
The Deafness Foundation Trust
Viertel Charitable Foundation

Government

Department of the Premier & Cabinet
Disability Services Queensland
Commonwealth Special Education

Clubs

Charleville Bowls Club
Hear and Say Centre Parents & Friends
Quota Club of Mackay
Quota Club of Townsville
Quota Club of Tweed Heads-Coolangatta
Rotary Club of Brisbane North
Rotary Club of Broadbeach Inc
Rotary Club of Cairns North
Rotary Club of Nambour
Rotary Club of Woombye Sunrise
Variety Club of Queensland

Kyle, Hear and Say Centre Sunshine Coast



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