



## Annual Report 2004 – 2005



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

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## 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

### General Manager

Chris Lassig

### Operations Manager

Heather Wheatland

### Managerial Assistant

Jane Thompson

### Administration Assistant

Patti Wilson

### Finance Officer

Ivana Cox

### Receptionist, North Queensland

Silke Hardeland

### Receptionist, Sunshine Coast

Tracey Green

## Development

### Development Manager

Robyn Symons

### Fundraising Co-ordinator

Karen von Homeyer

### Fundraising Assistant

Cathy Holland

## Child and Parent Services

### Clinical Director

Dimity Dornan

### Speech Pathologists

Lynda Close

Teresa Daniel

Dimity Dornan

### Teachers of the Deaf

Jackie Brown

Roxanne Innes

Lauri Ludvigsen

Jayne Simpson

Trudy Smith

### Early Childhood Teacher

Sue Hayne

### Audiologists

Jenny Bergman

Liza Bowen

Lia Lassig

Emma Rushbrooke

### Social Worker

Jane Black

## 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**

## 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 Regional 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

**The past year has been one of both challenge and achievement and I am delighted to be able to present to you the 2004–2005 Chairman's report for the Hear and Say Centre for Deaf Children.**

**It is appropriate at this time for me to reflect on our accomplishments, to identify potential areas for growth and to contemplate the future.**



*Jane Black with Claudia*

## **Our Year in Review – Corporate and Community Support**

Hear and Say has been very fortunate to have had a continuation of the outstanding support which we have received from our many corporate, philanthropic and community partners. More than ever, we recognize that these relationships are assisting in the achievements of our organisational objectives and that 'strategic fit' and 'natural synergies' underpinned by mutual trust maximise these quality partnerships.

May I thank Suncorp, Matrix, the Queensland Group, Cochlear, Thiess, Runaway Bay Child in Need Trust and the Variety Club of Queensland for their ongoing commitment and extensive financial and 'in kind' support. Our children are the better for their involvement. They have helped change the world and its opportunities for a great many people.

## **Infrastructure**

This year we were very excited to officially open our centre at the Gold Coast. Through the collaborative work of many, we are able to bear witness to a modern educational centre characterized by strong architecture, purpose built therapy rooms, a state of the art audiology suite, an outstanding playgroup area and a range of specialist facilities. Most importantly, a key feature of this new building is the access to a wonderful amount of space for staff to undertake therapy and audiological diagnostics, MAPping and assessments.

Our next significant challenge is the need to expand our Auchenflower centre where we now have to cater for the greatly increased demand for therapy rooms. With careful coordination, planning and human resource management we will commence 2006 with only enough space for current staff.

Our ability to meet the increased demands, becoming more apparent in our society, by being able to accept more children will require either extending our existing infrastructure and/or seeking additional or alternate premises. This will, of course, be underpinned by many financial considerations.

## **New Technology**

Early paediatric intervention heralds a ground shift in cochlear implantation and this is challenging, not only current surgical methods, but also implant hardware design, and the assessment and speech habilitation processes.

Thanks to the widespread use of neonatal screening for deafness, increasing numbers of congenitally deaf children can now be detected shortly after birth and early paediatric implantation in suitable early detection cases is seeking to duplicate the normal physiological process of listening/hearing/speech development, as closely as possible.

We were excited when recently, Cochlear released its new generation Nucleus Freedom Cochlear Implant. This groundbreaking device incorporates a number of exciting new components including a powerful digital microchip, which has the flexibility to adapt to the technological breakthroughs of tomorrow.

Use of this device for our infants, coupled with our assessment and habilitation services will further enhance outcomes for our babies.

## **Changing Environment**

This year more than any other we have seen great change and complexity in the environments within in which we operate.

Children with a hearing loss are being diagnosed much earlier, options for education for them are increasing, the not for profit sector is progressively becoming more competitive and we have recognized the ongoing need to become ever more business like.

During this time we have re-evaluated our operating assumptions and clearly defined what is sacred and what is not. We have learnt that we have the ability to simultaneously manage continuity of relationships and the value of families and change. This tandem focus has required discipline and conscious practice to keep us a visionary organisation.

We have been able to remain true to our core business of supporting children and their families, whilst tailoring our operating practices and business strategies to meet market conditions.



Playgroup



Claudia

### Corporate Governance

With cooperation and collaboration our Board has worked tirelessly to re-conceptualise its governance role. It is now in a better position to direct the affairs of the centre by ensuring that it is solvent, well run and delivering the outcomes for which it was designed. This has been an evolutionary process, and continues to be a 'work in progress'.

We have moved towards being more collectively accountable and have carefully scrutinized areas such as governance, compliance, internal control, risk management and importantly, equality and diversity. These processes have enabled us to be more vigilant within the changing environment of our society and to be in a better position to ride out the current, bumpier economic outlook for not for profit organisations.

We have also continued to seek greater financial independence so we are not exposed to the potentially damaging consequences of singular reliance on income from government. We all know the vagaries and potential fickleness of the political world. I would like to thank all Board members for their commitment to these processes and the hard work underpinning them. Our organisation has travelled far on the skills, talents and goodwill of these capable people.

### Our People

The Hear and Say team is not only well honed and transdisciplinary but achieves great outcomes through common goals, cooperative relationships, coordinated activities and a high level of cultural competence. Their purpose is to meet the needs of our children and their families and I would like to recognize their outstanding contribution this year — their persistence, determination, skills, knowledge and professionalism have directly impacted on positive outcomes for many, many children.

### The Future

Our future promises to be challenging — health in Queensland is at a crossroads, technology is in a state of rapid growth with the promise of bilateral cochlear implantation becoming more common, semi-implantable hearing aids a certainty for the future, and Auditory-Verbal therapy now a recognised educational option.

As a result, our ongoing commitment to our children will mean that we will need to be flexible in our approach so that we will be in a position to meet the changes appropriately. Above all, we will need to remember that all our actions will be measured by our success in achieving this goal.

In closing, therefore, I am reminded of the words of Albert Einstein "the future is not someplace we are going to but one we are creating together. The paths to it are not found but made."

**Jane Black**  
Chairman



It was with much sadness that we accepted the resignation of Paul McDermott during the year. Paul has been a longstanding member of our Board and during that time has been pivotal in decision making, supportive of projects and a mentor and friend to us all. We are delighted that he continues to work with us on our Building Committee and continues to contribute in many other ways.

# General Manager's Report

**In past year we have been focused on making the shift to being a more business-like not-for-profit (NFP) organisation to ensure our future sustainability and viability. I am proud to report that we have made significant progress towards this goal without losing sight of our reason for existing — our mission 'to enable families to teach their children who are deaf or hearing impaired to listen and speak'.**



Chris Lassig, General Manager with Lily

Operational aspects of the organisation have been shaped and enhanced without a negative impact on service provision to our children and their families. As a result outstanding outcomes for our children have been achieved.

A key component of our journey towards being a 'best practice' NFP was the development of the 2004–2007 Strategic Plan. Collaboratively developed with the Board of Directors this plan sets out the strategic direction for the Hear and Say Centre for the next three years and will provide the overarching framework for all activities during that time. The strategic plan articulates the vision of the centre, to be "a world leader and innovator in learning and communication strategies and support for children with a hearing loss — embracing dreams for our children's future".

Our vision is strongly underpinned by our mission, and progress toward its attainment will be measured through the level to which our four organisational objectives have been achieved. These objectives are:

- Continuous Quality Improvement  
– enhancing outcomes for our children and families;
- Enhanced Internal Capability;
- Knowledge Organisation; and
- Increase Revenue.

The Strategic Plan is a fluid document that can and will respond to environmental demands and changes. As such, this 'blue-print' for our future is likely to be shaped to meet the complex and ever-changing contemporary environment.

The Strategic Plan will be operationised in the next financial year through the implementation of an Annual Operational Plan (AOP). The AOP will outline specific actions targeted for implementation in 2005/2006 and essentially captures everything we are doing now but in a formal and structured way. It is anticipated that future Annual Reports will report on the level of achievement of AOP goals.

A significant strategy in moving to being a 'more business-like NFP' has been the diversification of our income streams. The contemporary environment has shifted meaning that we can no longer be solely reliant on traditional fundraising income. Significant recurrent government funding was a big step towards this goal however a number of other deliberate steps have also been taken this year.

After much deliberation, a clinical levy was implemented in January — parents now make a modest contribution towards the costs of service provision. Through an extensive information program and family support mechanisms the clinical levy has been implemented relatively smoothly. The levy combined with income from Medicare and infant screening has resulted in a solid clinical income stream.

This clinical income when combined with government funding and new corporate and philanthropic sponsorships has helped diversify our income streams, improve our financial position and reduce our heavy reliance on fundraising strategies. This transition is not complete, but indications are that we are headed in the right direction.

Quality partnerships have continued to be the foundation for all activities this year — none more important than the relationship between Hear and Say staff and our children and families. Our dedicated team of professionals has demonstrated an exceptional level of commitment and dedication in supporting our families and this combined with the love and effort of our parents has once again resulted in maximising outcomes for our children.

Our clinical team may be at the 'coal face' in terms of service provision, however it is the fundraising and administration teams that provide the 'support behind our support'. This combined effort and teamwork ensures that we remain focused on our 'core business', whilst maintaining a warm child-centred and family-focused atmosphere. On behalf of the Hear and Say community thank you to our dedicated staff and volunteers for your magnificent contribution during the year.

Building on the significant recurrent funding last financial year, our partnership with government departments has been consolidated this year. Our relationship with Education Queensland continues to grow — to the extent that we have just completed providing Auditory-Verbal Therapy training to fifty EQ personnel. This maturing relationship is recognition of the AV approach and the quality outcomes of our programs.



Monique



Ruby, Anne, Tim and Ned

Our level of Commonwealth Special Education (NSO) funding has been maintained. This is a very good outcome as this funding pool has been frozen and many other organisations had their funding reduced. For the first time the centre has entered into a formal partnership agreement with Disability Services Queensland, which consolidates the relationship as well as forming the basis for future funding requests.

The support of our corporate sponsors has been exceptional again this year. Suncorp have provided an extra-ordinary level of support — both financial and 'in kind'. The CEO Mr John Mulcahy hosted the inaugural Queensland Business Leader's Dinner at Suncorp Stadium (of course) in April as the launch vehicle for another very successful Butterfly Appeal — both initiatives combined raised in excess of \$200,000 for Hear and Say. Suncorp have also continued to sponsor our strategic processes, assisted in enhancing government relations, supported our HR Strategy development and provided an endless supply of volunteers.

The Thies Ball once again was the highlight of our event schedule and the Thies Golf Day at Royal Queensland maintained prominence (dominance really) on the Charity Golf Day calendar. These events generated funds well in excess of \$50,000 or the equivalent of sponsoring five of our children's support for a year. Five is also the number of children who Variety Queensland sponsored this year. The support of community groups like Variety and our corporate friends has all significantly contributed to providing programs for our special children.

Our regional focus has continued with the opening of the magnificent Gold Coast Centre at Varsity Lakes. This purpose-built building now provides an exceptional home for our Gold Coast and Northern New South Wales families. Matrix must be acknowledged for their commitment and drive to construct this centre, on-time and well below budget — an amazing feat considering the building industry environment at the time of construction. Matrix also hosted our annual Gold Coast Golf Day that raised more than \$20,000.

The Sunshine Coast Centre continues to boom with the support of the community and dedication of our team of professionals. The North Queensland community continues to support our centre in Cairns — numbers are continuing to grow in the north and we are expanding our service offerings there to meet this growth.

Our Darling Downs services are now provided remotely through a travelling therapist from Brisbane, but with continued community support (especially through the Truck Thunder Committee) and increased child numbers a centre is likely to be established in Toowoomba at shared premises in the near future.

Lastly I would like to give sincere thanks to the Board of Directors for their tremendous enthusiasm, guidance and support. This year I have felt very valued and tremendously supported as the General Manager by our Board members and have greatly appreciated their encouragement to achieve the best possible outcomes for our children and families.

Though we have achieved much this year, many challenges still exist. Our Brisbane Centre is at a saturation point in terms of space, the challenge of generating \$1.8 million to maintain services this year remains and there are significant changes in the hearing loss environment to which we must be responsive to. To meet these challenges and those around the corner, we must be vigilant, proactive and focused on providing world-class support to our children. It is with a great sense of confidence in the people of Hear and Say that I look forward to meeting these challenges in the future.

**Chris Lassig**  
General Manager

# Clinical Director's Report

**The potential for a child born with hearing loss in Queensland today is quite different to that of a decade ago. Now children have the chance to learn to listen and speak and live in the hearing world with many life options. The Hear and Say Centre can be very proud of its leadership role in these changes.**



*Dimity Dorman with Caitlin and Lily*

We have lobbied for universal newborn hearing screening, worked on State Government Health and Education committees, run trials on new technology, and added significant research information to the body of knowledge. Most importantly we have over the last thirteen years produced hundreds of children with hearing loss who can tell you themselves how wonderful it is to be able to communicate using spoken language. As well we have developed a large group of happy, parents who are rightly proud of their achievements as the natural language teachers of their child.

The core business of the Hear and Say Centre is the interfacing of modern hearing technology (cochlear implants and digital hearing aids) with the latest Auditory-Verbal techniques, to achieve these significant outcomes.

During 2004–2005, the Hear and Say Centre enrolment has been 150–156 children over our five regional centres at any one time. The clinical staff has expanded to include a team of six internationally Certified Auditory-Verbal Therapists (3% of total world number) plus seven Auditory-Verbal teaching professionals and four audiologists. Some of our staff have multiple professional backgrounds and all work in a transdisciplinary way to achieve the best outcomes for the children.

The Brisbane Centre is our busy head office where all new families attend initial orientation and all intensive cochlear implant services take place. Playgroup is well attended by around 14–18 regular and new families and the various play activities and theme days allow the children to listen and respond to a wide variety of language.

Currently there are 12 Children in our North Queensland program, 12 at the Sunshine Coast, 25 on the Gold Coast, 9 on the Darling Downs, and 13 enrolled in our outreach program. Other services at the Hear and Say Centre include newborn hearing screening (845 babies referred to date) with 20 babies referred for further testing and 6 babies entering our Parent/Infant program.

The State "Healthy Hearing" universal newborn hearing screening program has been rolling out steadily at major public and some private hospitals with 50% of babies born in the state now being screened. This has resulted in a steady stream of newborns with hearing loss and their parents, and we expect a 23%–43% increase in newborn enrolments in the coming year.

We currently have 82 children enrolled across Queensland weekly in intensive early intervention. Other services include our Cochlear Implant program for children to 12 years of age, the adolescent support program, parent support and counseling by our social worker, plus full audiological services. These include improved audiological facilities and new services to all our regional centres.

Lia Lassig, head cochlear implant audiologist, has developed a new specialized clinical database which has revolutionized the keeping of our clinical records.

A large part of our clinical service delivery is centred on supplying information to prospective and new families, and there have been 31 phone enquiries and 22 prospective new parents interviewed, with 17 new children enrolled.

This year saw Sue Hayne's retirement from the Outreach program. Sue has led this program for eight years, undertaking termly visits to all her students and families, in rural and regional Queensland, sending weekly lessons and teaching them in person and by teleconference. Trudy Smith is the new co-ordinator and the outreach teleconferencing unit has now been moved to the Sunshine Coast Centre. There have been 37 teleconferencing sessions to areas including Barcaldine, Winton, Emerald, Mt. Isa and Darwin.

Monthly Parent Education classes have featured a variety of guest speakers and have been well attended. Professional development of staff has been a vital part of our year with all staff lecturing at, or attending our "Hearing Is Believing" training Workshops for professionals. Four staff attended the Auditory-Verbal International conference in Toronto, Canada, plus other workshops. A formal system of mentoring and clinical supervision of new staff has been developed to ensure adequate preparation for international certification and quality of service across our regional centres.





Aidan and Melissa



Learning to listen

The Hear and Say Centre staff and children have been involved in a number of research programs in collaboration with the Co-operative Research Centre for Cochlear Implant and Hearing Aid Innovation (CRC-HEAR) and also the University of Queensland. These have included the development of a national outcomes study, plus a study on the progress of children in our Auditory-Verbal program. This latter has shown that a group of 29 children with hearing loss in our Hear and Say Centre program (aged two to six years) has made significant progress in development of listening and spoken language and this development has been at the same rate as a group of hearing children (matched for language, gender, intelligence and socio-economic status). The results of this study were presented at the Auditory-Verbal International Conference in Toronto in July 2005.

Internationally, there have been significant changes for the centre, with Auditory-Verbal International, Inc@ currently moving to an interim restructuring agreement with the Alexander Graham Bell Association for the Deaf and Hearing Impaired. The Hear and Say Centre has been an affiliate of both peak international bodies for a number of years. A new certification board, the A.G. Bell Academy for Listening and Spoken Language has been formed in the amalgamation and I have been appointed to this board.

Two "Hearing Is Believing" professional training workshops have been held over the last year based on the Auditory-Verbal International curriculum. Professionals from nine Asian countries plus New Zealand and Mexico have now been trained and as a consequence a number of overseas centres have developed new Auditory-Verbal programs. We are very excited to have formed a training agreement with the Children's Hearing Foundation, Taiwan who care for 500 children over two centres. This will be an exciting experience for our team. Presentations have also been made in Korea and the Phillipines.

As universal newborn hearing screening continues to change the face of our clientele, it is important to ensure that we can accept children from all referral sources, and cater for our new caseload of babies. We look forward to new challenges such as the expected increases in children with multiple handicaps, and more children from ethnically diverse backgrounds and languages. Solving our Brisbane staff accommodation shortages will also challenge our team.

However it is certain that, with our innovative staff, General Manager, Chairman and Board, we will be able to make swift adjustments to the Hear and Say Centre program to meet the changing needs of our incoming babies and the changing outside environment.

I look forward to seeing the faces of the parents of our 27 graduates (24 from the Hear and Say and 3 from St. Gabriels) this year. We welcome Jackie Brown, co-ordinator of St. Gabriels, Queensland, as a valued fulltime staff member of Hear and Say. The two centres complete their amalgamation this year. The words of Jessica Holland (5 years old and who has a language age of 7 yrs 9 months), encapsulates what the Hear and Say Centre can do.

"Next year I'm not going to be a little girl any more, I'm going to be a big girl at big school. And I'm going to the same school with my sister".

This is the essence of the results of our Auditory-Verbal program — a child who can live and work in the mainstream environment and have a wide choice of multiple life pathways. The future holds a vision bright not only for Jessica, but for all of our children.

**Dimity Dornan**  
Clinical Director

# Clinical Services



*Maria during the butterfly appeal*

## Clinical Services

The families of the Hear and Say Centre are unique — each has different needs, dreams and aspirations for their child who has a hearing loss. Our team acknowledges and embraces this uniqueness and programs are designed to meet the individual needs of each child and their family.

The Hear and Say Centre is primarily an early intervention program, which dove tails modern hearing technology with the Auditory-Verbal approach to enable children who are deaf and hearing impaired to learn to listen, understand what they hear, and to speak.

Our goal is to enable our children to participate in all listening and learning environments, attend their local schools with their peers and siblings, engage in mainstream society and be exposed to the entire range of life pathways.

We are focused on providing a warm, friendly and family-focused atmosphere where our staff work in partnership with the child and their family. Our multidisciplinary team of clinical staff includes Certified Auditory-Verbal Therapists, Speech Pathologists, Teachers of the Deaf, Early Childhood Teachers, Paediatric Audiologists and a Clinical Social Worker. This combined clinical expertise and skills enables us to provide a comprehensive and holistic program for the families who attend the Hear and Say Centre.

## Early Intervention Services

We provide early intervention services to children from birth to school enrolment age. Babies (0–18 months) are supported through our Parent-Infant Program, a specialised program designed specifically for very young infants whose needs are unique. With the advent of Newborn Hearing Screening we are supporting an increasing number of babies diagnosed with a hearing loss soon after birth. Children over the age of 18 months are supported through our Auditory-Verbal Program.

The Parent-Infant and Auditory-Verbal Programs involve our staff working in partnership with the parents to provide them with the ability to learn and develop an understanding of the stages of development

in listening, language and thinking skills. This assists the parents to take advantage of all listening and language opportunities at home and in everyday life.

A diagnostic teaching approach is used where therapists are constantly monitoring the child's progress. Each child has an Individual Development Plan (IDP) that is collaboratively developed by the AV Therapist and parents, which identifies present and future goals for the child.

Regular one-on-one interaction with the child's parent or caregiver using Auditory-Verbal techniques is vital to enable children to progress and reach the goal of listening and spoken language. Though this is the primary goal, our holistic approach ensures a concurrent focus on the development of appropriate social and emotional skills. As such, our A-V therapists provide support and guidance to children and their parents/caregivers in other educational settings including childcare, kindergarten and preschool.

To assist with a seamless transition into mainstream schooling, many of our graduating children participate in one of our transition classes. This support mechanism helps prepare children for 'big school' and enables exposure to key pre-requisites for learning skills and associated school expectations and behaviours.

At the end of each year we celebrate the achievement of our graduating children and parents at our Graduation Night. This event recognises each family for the support and dedication provided to their child and the outstanding outcomes achieved.

On leaving our early intervention services, children with a cochlear implant continue to access audiological services until 18 years of age through our Cochlear Implant Program. Other children and their parents are encouraged to remain a part of the Hear and Say family by involvement in ongoing parent support mechanisms and centre activities and events.

## Audiology Services

The Hear and Say Centre has one of Australia's leading Paediatric Audiology teams, which provides comprehensive audiological assessments for infants and children. Our team of audiologists use 'state of the art' equipment and provide a range of services for our children including: newborn hearing screening; complex diagnostic assessment; cochlear implant evaluation; and electrophysiological test to measure both intra and post operatively to support cochlear implant evaluations. Ongoing management of our children's cochlear implants is also a key service provided by our Audiology Department.

The entire range of audiological services is provided through our Brisbane centre, however our Gold and Sunshine Coast centres also have facilities for some diagnostic testing and the ongoing management of cochlear implants. Audiologists travel on a regular basis to provide services to these regions — additionally audiological services are provided four times a year at our North Queensland centre and as part of our Darling Downs service.

Our audiologists regularly participate in professional training to further develop their specialist paediatric audiological skills. The audiological team also provides professional development to Hear and Say Centre staff, and staff from other agencies (both local and international) through our training programs. In addition, audiology staff is also involved in our parent education evenings and the centre is a recognised training site for the Masters of Audiology students from The University of Queensland.

## Newborn Infant Hearing Screening

The Hear and Say Centre's Newborn Infant Screening Program was the first of its kind in Queensland and allows the screening of newborn babies hearing from 0–6 months of age. This program is coordinated and supervised by our audiological team with a team of trained volunteers performing the screening tests. Since the program began in December 2002 we have screened in excess of 800 babies.



Saskia and Kelly



Monique

### Family Support Mechanisms

Our holistic and family-centered approach ensures we focus on the whole family, in addition to the child. Our aim is to provide parents with the ability to advocate for and to feel confident as the primary language teachers of their child. We have a range of mechanisms to assist and guide parents through the complex process of supporting their child with a hearing loss — from diagnosis and hearing aid fitting and exposure to intervention options to increasing their knowledge, understanding and confidence through education strategies.

Our clinical social worker provides support, which is tailored to individual family needs in conjunction with the family's individual therapist. This support includes grief and loss counselling, emotional support, resilience building to manage issues relating to the changing family dynamics, child development concerns, behaviour management, social skills development and information regarding financial assistance offered by the government or other agencies. The clinical social worker also regularly attends playgroup, visits our regional centres and provides professional input through case conferences as necessary.

We are conscious of the tremendous insight and support that parents can provide to other parents. As such, newly enrolled parents are encouraged to 'touch base' with a number of our longer-standing parents. The centre has a group of parents who have contributed to a parent booklet and also many who make themselves available to support/mentor new families. This mutual family support plays an important role in enabling parents to work through issues relating to the child's hearing loss.

### Parent Education

The provision of Parent Education Programs is an integral component of our support and education of our parents and families. A range of professionals and experts present as part of Parent Education. Both in house and guest speakers provide information on a wide range of topics that are relevant to the families attending our centre. These sessions are designed to increase the knowledge and skills of parents to maximize the support they can provide for their child. An additional benefit of Parent Education evenings is the provision of opportunities for mutual parent support and for staff to collaborate with parents in a less formal environment.

### Play Group

Playgroup is a very important element of the Hear and Say program — our Brisbane centre hosts weekly playgroup sessions whilst our Gold Coast, Sunshine Coast and North Queensland centres host sessions on a fortnightly or a monthly basis. Our playgroups, which are coordinated by early childhood teachers and auditory-verbal therapists are based on a reverse integration philosophy having both hearing children and children with a hearing loss attending. This approach reinforces our belief that early integration and access to mainstream settings is critical and also provides our children with good language models.

All children and their families are invited to attend playgroup sessions and this provides many learning and support opportunities. Playgroup is important for the children's social interaction skills and parents are shown how to maximize spoken language through listening and engaging in activities such as painting, craft, dress up, home corner and outdoor activities. These activities demonstrate to families how to promote language through everyday activities.

### Social Skills Program

STAR (Solutions Through Adventure and Recreation) is a program tailored specifically for our adolescent population and is designed to enhance self-confidence, self-esteem, social skills and resilience.

The program is an open ended learning experience and takes place over a 10-week period (one session per week for 2–3 hours). Participants are provided with opportunities to practice and refine interpersonal and leadership skills in a safe and supportive environment. Sessions consist of a range of interactive activities underpinned by a central theme. This 'hands-on' approach ensures learning is fun, motivating and meaningful.

### Auditory-Verbal Training and Research

The Hear and Say Centres provides a range of training programs for professionals wishing to extend their knowledge and skills in the Auditory-Verbal approach or who are seeking International Auditory-Verbal Certification.

These programs are delivered by our certified Auditory-Verbal Therapists (we have 7 out of only 260 worldwide) and other clinical staff. These programs not only assist in meeting the training needs of therapists throughout Australia and Asia but are also an important professional development tool for the centre.

To enable the fulfillment of our vision to be 'a world leader and innovator in learning and communication support for children with a hearing loss' Hear and Say engages in a range of research initiatives. Our clinical team lead, coordinate and participate in a range of research projects including:

- 'Paediatric Outcomes Study'- National Acoustics Laboratory (NAL), Cooperative Research Centre (CRC) and other clinical centres throughout Australia;
- Hear and Say Centre's 'Outcomes of an Auditory-Verbal Program' study in conjunction with the University of Qld and the University of North Carolina;
- Literature Survey examining 'educational outcomes for children with a hearing loss' in conjunction with the Queensland Government and the University of Queensland; and
- Hear and Say Centre 'Newborn Hearing Screening (NHS) Program Outcomes' — collaborative project with the University of Queensland.

The 2005 "Buy a Butterfly" Appeal poster featured centre child Bethany



Julia Kreger, who spoke at the Thiess and Suncorp Charity Annual Ball



# Fundraising Report

## Special Events

### 2005 "BUY A BUTTERFLY" APPEAL 4TH – 24TH APRIL

"Buy a butterfly and help give a deaf child wings"

*Proudly supported by Suncorp and KFC*

The "buy a butterfly" appeal was initiated in 2000 in partnership with Suncorp and is now firmly established as the Centre's major statewide, annual fundraising and awareness campaign.

Butterfly merchandise was displayed in all Queensland Suncorp branches and KFC outlets, and in schools, offices and other retail outlets throughout the state during the appeal.

Suncorp employees became involved even before the appeal started with teams of volunteers packing the butterfly boxes in record time. And on butterfly day the Suncorp butterfly brigade took to the streets to sell butterflies... some even sprouted wings!

Branches enthusiastically competed for the Best Promoted Branch competition which was won by Pacific Fair with Whitsunday branch winning the prize for the Best Community Involvement.

The butterflies flew out the window and raised a record of \$112,000 for the centre!

The campaign was also supported by the Lioness Clubs, McCann Erickson, Cutting Edge and Starcom.

### BUTTERFLY BLACK TIE DINNER

Metropolitan Funerals showed their community focus by organising the Butterfly Black Tie Dinner which was held on 20th August at Royal on the Park to raise funds for children's charities including the centre. Guests were entertained by the Pavarotti of Brisbane!



### QUEENSLAND BUSINESS LEADER'S DINNER

*Sponsored by Suncorp*

The butterfly appeal was launched at the Queensland Business Leader's Dinner, a black tie dinner held at Suncorp Stadium and attended by a host of sporting legends and entertainment personalities including Eddie Jones, Leigh Matthews, John Buchanan, Shane Webke, and Heather Ford and hosted by Channel 7's Andrew O'Keefe.

Guests assembled on the field to hear Centre vice patron, Wally Lewis talk about his daughter Jamie-Lee and her great achievements since graduating from the Centre's program. Centre graduates chauffeured the guests from the field to the dining room in golf carts.

### THIESS AND SUNCORP ANNUAL CHARITY BALL & GOLF DAY

Thiess and Suncorp have been major supporters of the Centre since 1996, in particular sponsoring the annual ball and golf day. The Thiess and Suncorp annual ball "Reach for the Stars" was held on 16th July at the Victoria Park Function Centre and was compered by personalities John Lazarou and Donna Lynch.

Centre graduate Julia Kreger, who achieved the highest marks in Australia in 2002 for her level 6 Trinity exam in speech and drama, captured the 220 guests with her beautifully delivered speech.

Royal Queensland Golf Club hosted the Thiess and Suncorp Golf Day on 29th October when 22 teams enjoyed a four ball ambrose event followed by a BBQ and prize presentation.



Far left: League legends Gene Miles and Shane Webke with 2004 Miss World Australia Sarah Davies and centre graduates Bill Raymond and James Harlow.

Left: Matrix team headed by Peter Burt.

### THE BELL BUTTERFLY LUNCHEON

In 2001 grandparents of centre child Mackenzie, Airlie and David Bell, supported by a volunteer committee organised the inaugural Butterfly luncheon in the grounds of their home in Buderim.

Their aim was to raise funds to sponsor Mac through the Centre's program. The event was such a success that for the next two years the Bells, with the help of Mac's parents Alex and Bruce, kept the luncheon guests up to date on Mac's progress with Christmas appeal letters which raised additional funds.

In 2004 just prior to Mac graduating they held the final Butterfly Luncheon. Their efforts over the four years raised in total well over \$60,000, which provided the funds to sponsor two children through the centre's program.

At the 2004 Graduation Ceremony Airlie and David were honoured as Official Centre Ambassadors.

### MATRIX ANNUAL CHARITY GOLD COAST GOLF DAY

The inaugural Matrix Charity Golf Day was held at Lakelands Golf Course on the Gold Coast on 8th October which raised over \$23,000 to support our Gold Coast Centre.



Variety Queensland member and entertainment personality Laurel Edwards meets Aidan at the morning tea



Centre graduate Casey launches the Sunshine Coast Centre's Butterfly Appeal



Centre therapist Lynda Close and volunteer Graeme Clark



Centre graduate Jillian Ash and Margaret May, MP for McPherson

**Major Sponsors and Supporters**

**SUNCORP**

Throughout the year many teams within Suncorp have raised funds through raffles and small events, including a Melbourne cup function and a fundraising effort by the call centres raised \$13,000.

**ENERGEX**

Energex came on board for a second year to support the Infant Hearing Screening Community Education Program and also provided an twelve month educational sponsorship for one of the children.

**COMMUNITY SUPPORT**

Many clubs and organisations supported the Centre's work through the year including the Ambiwerra Food Wine and Jazz Festival, Broncos Foundation, Emirates, JAL Cairns, Kevin Seymour Group, Raine & Horne, Sunshine Coast Daily News, Verdes Restaurant Cairns and many Rotary and Quota clubs statewide.

**DELFIN LEND LEASE VARSITY LAKES**

The Gold Coast Centre at Varsity Lakes was selected as the beneficiary of the Delfin Lend Lease annual community day. Teams of Delfin staff descended on the centre with donated supplies and in one day completely landscaped the grounds. The outcome was many sore backs and hands but great satisfaction at seeing the end result which is now much enjoyed by families and staff.

**VARIETY QUEENSLAND**

A special playgroup morning tea was held in May for representatives from Variety Queensland who presented the centre with a cheque for \$50,000. Variety is sponsoring five young centre children for the next year in the centre's program, giving them an invaluable start on their journey into the hearing world.

**Regional Centres**

**SUNSHINE COAST CENTRE**

The Sunshine Coast Centre launched into the 2004 financial year with the generous support of McDonalds Sunshine Coast and the Mc Happy Time fundraiser, which raised \$23,000.

The local community continues their support of the Sunshine Coast Centre. The Reed Charity Foundation provided a twelve month educational sponsorship for a child and Viva La Musica and the Suncoast Dancers Association nominated the centre as a beneficiary of their events.

The corporate committee's hard work resulted in a donation of \$5,000 from the winning team at the Mooloolaba Triathlon. And the Mooloolaba Rotary Club nominated the centre as beneficiary for their first Classic Car Day which raised \$10,000.

**NORTH QUEENSLAND CENTRE**

The volunteer committee in Cairns headed by Ken Spain and including Adrian Shea, Bob & Di Crimmins, Cameron Price and Di Messervey continues to work to raise funds and awareness of the North Queensland Centre.

Verdes Restaurant and JAL ran a successful charity golf with the centre as beneficiary.

**GOLD COAST**

Margaret May, MP for McPherson officially opened the Gold Coast Hear and Say Centre at Varsity Lakes on 7th June in front of 60 guests representing organizations that have contributed to the building of the Centre.

The centre was completed due to major support by the Australian Government Non Government Centres Support Program, the Ash Family, Gambling Community Benefit Fund, Gold Coast Children's Society, Matrix Builders, Paul Newman Foundation, Quota International of Tweed Heads/Coolangatta, Rotary Club of Surfers Paradise Central, Viertel Foundation and the Variety Club.

It has taken many years and the generosity of many people and organizations to see this project through to completion.

**DARLING DOWNS**

**Truck Thunder**

Fifty three big rigs converged on the Toowoomba Show Grounds on Sunday 13th June and drove in convoy to the Pittsworth Show Ground with the centre's children riding in the cabins.

A family fun day with rides, BBQ, ute shows, live bands and market stalls followed by a rodeo and live entertainment was enjoyed by over 3,000 people from the Darling Downs and as far away as Gayndah, Scone, the Gold Coast and Goondiwindi.

This annual fundraiser is planned and run by a volunteer committee on the Downs and raises the annual funding for the Darling Downs Centre.

Due to the committee and sponsors this was definitely one of the best days out of the year.

## Directors' Report

Your directors present their report on the company for the financial year ended 30 June 2005.

### Directors

The names of the directors in office at any time during or since the end of the financial year are

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

Directors have been in office since the start of the financial year to the date of this report unless otherwise stated.

### Operating Results

The profit of the company for the financial year after providing for income tax amounted to \$938,297.

### Review of Operations

A review of the operations of the company during the financial year and the results of those operations found that during the year, the company continued to engage in its principal activity, the results of which are disclosed in the attached financial statements.

### Significant Changes in State of Affairs

No significant changes in the state of affairs of the company occurred during the financial year.

### Principal Activity

The principal activity of the company during the financial year was to act as a charitable body operating as a rehabilitation centre for the hearing impaired children in Queensland, Australia..

No significant change in the nature of these activities occurred during the year.

### After Balance Date Events

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 future financial years.

### Likely Developments

The company expects to maintain the present status and level of operations and hence there are no likely developments in the company's operations.

### 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.

### Dividends Paid or Recommended

No dividends were paid or declared since the start of the financial year. No recommendation for payment of dividends has been made.

### Meetings of Directors

Directors	Directors' Meetings	
	Number eligible to attend	Number attended
Alex Bell	7	3
Bruce Black	7	7
Jane Black	7	7
Richard Keylock	7	6
Paul Laxon	7	6
Brad McCosker	7	3
Peter Sheehy	7	5
Tony Snape	7	5
Alan Whidburn	7	6
Paul McDermott	7	3

### Options

No options over issued shares or interests in the company were granted during or since the end of the financial year and there were no options outstanding at the end of the financial year.

### Indemnification of Officer or Auditor

No indemnities have been given or insurance premiums paid, during or since the end of the financial year, for any person who is or has been an officer or auditor of the company.

### Proceedings on Behalf of the Company

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.

### Auditor's Independence Declaration

A copy of the auditor's independence declaration as required under section 307C of the Corporations Act 2001 is set out on page 3.

Signed in accordance with a resolution of the Board of Directors:



Director  
Paul Laxon



Director  
Jane Black

Dated this 18th day of October 2005

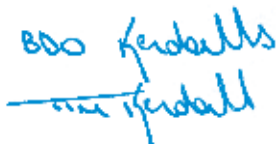
## Auditor's Independence Declaration

Under Section 307C of the Corporations Act 2001 to the Directors of Hear & Say Centre for Deaf Children Ltd

I declare that, to the best of my knowledge and belief, during the year ended 30 June 2005 there have been:

- no contraventions of the auditor independence requirements as set out in the Corporations Act 2001 in relation to the audit; and
- no contraventions of any applicable code of professional conduct in relation to the audit.

### BDO Kendalls



Tim Kendall  
Partner

18 October 2005  
Level 18, 300 Queen Street  
Brisbane QLD 4000

# Financial Statements

for the Year Ended 30 June 2005

## Statement of Financial Performance for the Year Ended 30 June 2005

	Notes	2005 \$	2004 \$
Revenue from ordinary activities	2	2,291,602	1,357,830
Employee benefits expense		(698,619)	(608,768)
Depreciation and amortisation expenses	3	(89,940)	(54,745)
Other expenses from ordinary activities		(564,737)	(426,798)
Borrowing costs expense	3	(9)	(96)
<b>Profit from ordinary activities</b>		<b>938,297</b>	<b>267,423</b>
Increase (decrease) in asset revaluation reserve	15	441,159	–
<b>Total changes in equity other than those resulting from transactions with owners as owners</b>	14	<b>1,379,456</b>	<b>267,423</b>

The accompanying notes form part of these financial statements

## Statement of Financial Position as at 30 June 2005

	Notes	2005 \$	2004 \$
<b>Current Assets</b>			
Cash assets	4	594,496	448,716
Receivables	5	238	19,922
Other financial assets	7	8,655	8,655
Other	6	100	–
<b>Total Current Assets</b>		<b>603,489</b>	<b>477,293</b>
<b>Non-Current Assets</b>			
Property, plant and equipment	8	2,502,559	1,237,136
Intangible assets	9	–	1,350
<b>Total Non-Current Assets</b>		<b>2,502,559</b>	<b>1,238,486</b>
<b>Total Assets</b>		<b>3,106,048</b>	<b>1,715,779</b>
<b>Current Liabilities</b>			
Payables	10	33,463	26,443
Interest-bearing liabilities	11	–	39,436
Provisions	12	60,491	20,339
Other	13	3,076	–
<b>Total Current Liabilities</b>		<b>97,030</b>	<b>86,218</b>
<b>Non-Current Liabilities</b>			
Provisions	12	30,808	30,807
<b>Total Non-Current Liabilities</b>		<b>30,808</b>	<b>30,807</b>
<b>Total Liabilities</b>		<b>127,838</b>	<b>117,025</b>
<b>Net Assets</b>		<b>2,978,210</b>	<b>1,598,754</b>
<b>Equity</b>			
Reserves	15	441,159	–
Retained profits	16	2,537,051	1,598,754
<b>Total Equity</b>	14	<b>2,978,210</b>	<b>1,598,754</b>

The accompanying notes form part of these financial statements

## Statement of Cash Flows for the Year Ended 30 June 2005

	Notes	2005 \$	2004 \$
<b>Cash Flow From Operating Activities</b>			
Receipts from customers		1,878,753	1,359,667
Payments to suppliers and employees		(1,302,890)	(1,188,313)
Interest received		12,411	14,842
Borrowing costs		(9)	(97)
Net cash provided by operating activities	19(b)	588,265	186,099
<b>Cash Flow From Investing Activities</b>			
Payment for property, plant and equipment		(442,485)	(166,159)
Loan advanced		–	(1,862)
Payment for other non current assets		–	(1,350)
Net cash used in investing activities		(442,485)	(169,371)
Net increase in cash held		145,780	16,728
Cash at beginning of financial year		448,716	392,552
Cash at end of financial year	19 (a)	594,496	409,280

The accompanying notes form part of these financial statements

# Notes to the Financial Statements

for the Year Ended 30 June 2005

## Note 1: Statement of Significant Accounting Policies

The financial report is a general purpose financial report that has been prepared in accordance with Accounting Standards, Urgent Issues Group Consensus Views and other authoritative pronouncements of the Australian Accounting Standards Board and the Corporations Act 2001.

The financial report is for the entity Hear & Say Centre for Deaf Children Ltd as an individual entity. Hear & Say Centre for Deaf Children Ltd is a company limited by guarantee, incorporated and domiciled in Australia.

The financial report has been prepared on an accruals basis and is based on historical costs. It does not take into account changing money values or, except where stated, current valuations of non-current assets. Cost is based on the fair values of the consideration given in exchange for assets.

The following is a summary of the material accounting policies adopted by the company in the preparation of the financial report. The accounting policies have been consistently applied, unless otherwise stated.

### (a) Income Tax

No provision for income tax has been raised as the company is exempt from income tax under Division 50 of the Income Tax Assessment Act 1997.

### (b) Property, Plant and Equipment

Each class of property plant and equipment is carried at cost or fair value less, where applicable, any accumulated depreciation.

#### Property

Freehold land and buildings are measured on the fair value basis being the amount which an asset could be exchanged between knowledgeable willing parties in an arm's length transaction. It is the policy of the company to have an independent valuation every three years, with annual appraisals being made by the directors.

#### Plant and equipment

Plant and equipment is measured on the cost basis.

The carrying amount of plant and equipment is reviewed annually by the directors to ensure it is not in excess of the recoverable amount from those 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.

#### Depreciation

The depreciable amount of all fixed assets including buildings and capitalised leased assets, but excluding freehold land, are depreciated over their estimated useful lives to the company commencing from the time the asset is held ready for use. Properties held for investment purposes are not subject to a depreciation charge. Leasehold improvements are amortised over the shorter of either the unexpired period of the lease or the estimated useful lives of the improvements.

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

Class of fixed asset	Depreciation rates/ useful lives	Depreciation basis
Buildings	2.5%	Straight Line
Plant and equipment	20-40%	Straight Line

### (c) Investments

Non-current investments are measured on the cost basis. The carrying amount of investments is reviewed annually by directors' to ensure it is not in excess of the recoverable amount of these investments. The recoverable amount is assessed from the quoted market value for shares in listed companies or the underlying net assets for other non-listed corporations. The expected net cash flows from investments have not been discounted to their present value in determining the recoverable amounts.

### (d) Employee Benefits

Provision is made for the company's liability for employee benefits arising from services rendered by employees to balance date. Employee benefits expected to be settled within one year together with benefits arising from wages and salaries, annual leave and sick leave which will be settled after one year, have been measured at the amounts expected to be paid when the liability is settled plus related on-costs. Other employee benefits payable later than one year have been measured at the present value of the estimated future cash outflows to be made for those benefits.

Contributions are made by the company to an employee superannuation fund and are charged as expenses when incurred.

### (e) Cash

For the purposes of the Statement of Cash Flows, cash includes cash on hand and at call deposits with banks or financial institutions, investments in money market instruments maturing within less than two months and net of bank overdrafts.

### (f) Revenue

Interest revenue is recognised on a proportional basis taking into account the interest rates applicable to the financial assets.

Dividend revenue is recognised when the right to receive a dividend has been established. Dividends received from associates and joint venture entities are accounted for in accordance with the equity method of accounting.

Other revenue is recognised when the right to receive the revenue has been established.

All revenue is stated net of the amount of goods and services tax (GST).

### (g) Goods and Services Tax (GST)

Revenues, expenses and assets are recognised net of the amount of GST, except where the amount of GST incurred is not recoverable from the Australian Taxation Office. In these circumstances the GST is recognised as part of the cost of acquisition of the asset or as part of an item of expense. Receivables and payables in the Statement of Financial Position are shown inclusive of GST.

### (h) Comparative Figures

Where required by Accounting Standards comparative figures have been adjusted to conform with changes in presentation for the current financial year.

### (i) Impact of Adoption of Australian Equivalents to International Financial Reporting Standards

The company is preparing and managing the transition to Australian Equivalent of International Financial Reporting Standards (AIFRS) effective for financial years commencing from 1 January 2005. The adoption of AIFRS will be reflected in the company's financial statements for the year ending 30 June 2006. On first time adoption of AIFRS, comparatives for the financial year ended 30 June 2005 are required to be restated. The majority of the AIFRS transitional adjustments will be made retrospectively against retained earnings at 1 July 2004.

The company's management, along with its auditors, have assessed the significance of the expected changes and are preparing for their implementation. An AIFRS committee is overseeing and managing the company's transition to AIFRS. The impact of the alternative treatments and elections under AASB1: First Time Adoption of Australian Equivalents to International Financial Reporting Standards, has been considered where applicable.

The directors are of the opinion that the key material differences in the company's accounting policies on conversion to AIFRS and the financial effect of these differences where known are as follows. Users of the financial statements should, however, note that the amounts disclosed could change if there are any amendments by standard-setters to the current AIFRS, or interpretation of the AIFRS requirements changes from the continued work of the company's AIFRS committee.

The impacts associated with the conversion to AIFRS have been assessed. These impacts have no material bearing on the financial statements.



Note	2005 \$	2004 \$
<b>Note 2: Revenue</b>		
<i>Operating activities</i>		
- dividends 2(a)	50	–
- interest 2(b)	12,411	14,842
- operating grants	547,743	388,229
- donations	901,094	235,932
- other revenue	830,304	718,827
	<b>2,291,602</b>	1,357,830

(a) Dividends from:		
- other corporations	50	–
(b) Interest from:		
- financial institutions	12,411	14,842
	<b>12,411</b>	14,842

**Note 3: Profit From Ordinary Activities**

Profit (losses) from ordinary activities has been determined after:

(a) Expenses		
Borrowing costs:		
- other persons	9	96
Depreciation of non-current assets		
- Buildings	35,244	22,818
- Plant and equipment	49,729	28,391
- Furniture, fixtures and fittings	1,944	739
- Other capital assets	3,023	–
Total Depreciation	<b>89,940</b>	54,745

**Note 4: Cash Assets**

Cash on hand	14,734	2,000
Cash at bank	562,892	398,855
Deposits at call	–	47,861
Cash - other	16,870	–
	<b>594,496</b>	448,716

**Note 5: Receivables**

<i>Current</i>		
Trade debtors	–	19,922
Loans to associates	238	–
	<b>238</b>	19,922

**Note 6: Other Assets**

<i>Current</i>		
Other current assets	100	–

**Note 7: Other Financial Assets**

<i>Current</i>		
Other current investments - Queensland Community Foundation	8,655	8,655

**Note 8: Property, Plant and Equipment**

<i>Land and Buildings</i>		
Freehold land and buildings	2,262,756	1,161,151
Less accumulated depreciation	(18,725)	(102,795)
	<b>2,244,031</b>	1,058,356
Total land and buildings	<b>2,244,031</b>	1,058,356

*Plant and Equipment*

(a) Plant and equipment		
At cost	518,715	385,126
Less accumulated depreciation	(267,644)	(215,971)
	<b>251,071</b>	169,155
(b) Motor vehicles		
At cost	21,894	21,894
Less accumulated depreciation	(14,437)	(12,269)
	<b>7,457</b>	9,625
Total plant and equipment	<b>258,528</b>	178,780

Total property, plant and equipment	<b>2,502,559</b>	1,237,136
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**(a) Movements in Carrying Amounts**

Movement in the carrying amounts for each class of property, plant and equipment between the beginning and the end of the current financial year

	Land and buildings \$	Plant & equip- ment \$	Motor vehi- cles \$	Total \$
<b>2005</b>				
Balance at the beginning of the year	1,058,356	169,155	9,625	1,237,136
Additions	780,615	133,589	–	914,204
Revaluations	441,159	–	–	441,159
Depreciation expense	(36,099)	(51,673)	(2,168)	(89,940)
Carrying amount at end of year	2,244,031	251,071	7,457	2,502,559

Note	2005 \$	2004 \$
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**Note 9: Intangible Assets**

Patents, trademarks and licenses at cost	–	1,350
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**Note 10: Payables**

<i>Current</i>		
Unsecured liabilities		
Trade creditors	–	23,582
Sundry creditors and accruals	33,463	2,861
	<b>33,463</b>	26,443

**Note 11: Interest Bearing Liabilities**

<i>Current</i>		
Secured liabilities		
Loan - Metway Bank (secured)	–	31
Gold Coast Line of Credit	–	1,979
North Qld Old Suncorp Account	–	35,373
Sunshine Coast Operating Account	–	474
Gold Coast Line of Credit	–	1,579
	–	39,436

**Note 12: Provisions**

<i>Current</i>		
Employee benefits 12(a)	60,491	20,339
<i>Non-Current</i>		
Employee benefits 12(a)	30,808	30,807
(a) Aggregate employee benefits liability	91,299	51,146
(b) Number of employees at year end	22	26

**Note 13: Other Liabilities**

<i>Current</i>		
Other current liabilities	3,076	–

**Note 14: Equity**

Total equity at the beginning of the financial year	1,598,754	1,331,331
Total changes in equity recognised in the statement of financial performance	1,379,456	267,423
Total equity at the reporting date	<b>2,978,210</b>	1,598,754

**Note 15: Reserves**

Asset revaluation reserve (a)	441,159	–
(a) Asset Revaluation Reserve		
Movements during the financial year:		
Opening balance	–	–
Revaluation of Munro St, Milton dated 20/6/2005	441,159	–
Closing balance	<b>441,159</b>	–

The asset revaluation reserve records revaluations of non-current assets

**Note 16: Retained Profits**

Retained profits at the beginning of the financial year	1,598,754	1,331,331
Net profit (loss) attributable to members of the entity	938,297	267,423
Retained profits at the end of the financial year	<b>2,537,051</b>	1,598,754

**Note 17: Events Subsequent to Reporting Date**

Since 30 June 2005, there have been no significant events.

**Note 18: Segment Reporting**

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

# Notes to the Financial Statements

for the Year Ended 30 June 2005

Note	2005 \$	2004 \$
<b>Note 19: Cash Flow Information</b>		
(a) Reconciliation of cash		
Cash at the end of the financial year as shown in the statement of Cash Flows is reconciled to the related items in the statement of financial position as follows:		
Cash on hand	14,734	2,000
Cash at bank	562,892	398,855
At call deposits with financial institutions	-	47,861
Bank overdrafts	-	(39,436)
Other cash	16,870	-
	<b>594,496</b>	409,280
(b) Reconciliation of cash flow from operations with profit from ordinary activities after income tax		
Profit from ordinary activities after income tax	938,297	267,423
Non-cash flows in profit from ordinary activities		
Depreciation	89,940	54,745
Revaluation decrement on investments	-	255
Non Cash Donations	(471,719)	-
Changes in assets and liabilities		
Decrease in receivables	19,682	-
(Increase)/decrease in other assets	(100)	16,678
Prior Year Adjustment to Retained Profits	-	(147,415)
Increase/(decrease) in payables	7,020	(18,509)
Increase in interest bearing liabilities	(39,436)	-
Increase in other liabilities	3,076	-
Increase in intangible assets	1,351	-
Increase in provisions	40,154	12,922
Cash flows from operations	<b>588,265</b>	186,099

## Note 20: Financial Instruments

### (a) Interest Rate Risk

The company'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 classes of financial assets and financial liabilities, is as follows:

	Weighted Average Effective Interest Rate		Total	
	2005 %	2004 %	2005 \$	2004 \$
Financial Assets:				
Cash	-	-	594,496	448,716
Total Financial Assets			<b>594,496</b>	448,716
Financial Liabilities:				
Bank loans and overdrafts	-	-	-	39,436
Trade and sundry creditors	-	-	33,463	26,443
Total Financial Liabilities			<b>33,463</b>	65,879

### (b) Net Fair Values

The net fair value of listed investments have been valued at the quoted market bid price at balance date adjusted for transaction costs expected to be incurred. For other assets and other liabilities the net fair value approximates their carrying value. No financial assets and financial liabilities are readily traded on organised markets in standardised form other than listed investments, forward exchange contracts and interest rate swaps. Financial assets where the carrying amount exceeds net fair values have not been written down as the company intends to hold these assets to maturity.

The aggregate net fair values and carrying amount of financial assets and financial liabilities are disclosed in the statement of financial position and in the notes to the financial statements.

## Note 21: Related Parties

The names of Directors as at the date of this report are Alex Bell, Bruce Black, Jane Black, Richard Keylock, Paul Laxon, Brad McCosker, Paul McDermott, Peter Sheehy, Tony Snape and Alan Whidburn.

## Note 22: Directors Fees

No director was paid fees during the financial year.

## Note 23: Company Details

The registered office of the company is:  
Hear & Say Centre for Deaf Children Ltd  
40-44 Munro Street  
Auchenflower QLD 4066

## Directors' Declaration

The directors of the company declare that:

- The financial statements and notes, as set out on pages 4 to 14 are in accordance with the Corporations Act 2001:
  - comply with Accounting Standards and the Corporations Regulations 2001; and
  - give a true and fair view of the financial position as at 30 June 2005 and of the performance for the financial year ended on that date of the company.
- 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 directors.



Director  
Jane Black



Director  
Paul Laxon

Dated this 18th day of October 2005

## Independent Audit Report

to the Members of Hear & Say Centre for Deaf Children Ltd

### Scope

We have audited the financial report of Hear & Say Centre for Deaf Children Ltd for the financial year ended 30 June 2005 comprising the Directors' Declaration, Statement of Financial Performance, Statement of Financial Position, Statement of Cash Flows and notes to the financial statements.

The company's directors are responsible for the financial report. We have conducted an independent audit of this financial report in order to express an opinion on it to the members of the company.

Our audit has been conducted in accordance with Australian Auditing Standards to provide reasonable assurance whether the financial report is free of material misstatement. Our procedures included examination, on a test basis, of evidence supporting the amounts and other disclosures in the financial report, and the evaluation of accounting policies and significant accounting estimates. These procedures have been undertaken to form an opinion whether, in

all material respects, the financial report is presented fairly in accordance with Accounting Standards and other mandatory professional reporting requirements in Australia and statutory requirements so as to present a view which is consistent with our understanding of the company's financial position and performance as represented by the results of its operations and its cash flows.

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

### Audit Opinion

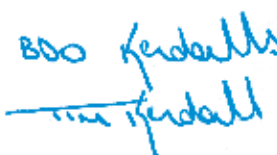
In our opinion, the financial report of Hear & Say Centre for Deaf Children Ltd is in accordance with:

- the Corporations Act 2001, including:
  - giving a true and fair view of the company's financial position as at 30 June 2005 and of its performance for the financial year ended on that date; and

- complying with Accounting Standards in Australia and the Corporations Regulations 2001; and
- other mandatory professional requirements in Australia.

### BDO Kendalls

Level 18  
300 Queen Street  
Brisbane QLD 4000



Tim Kendall  
Partner

18 October 2005  
Brisbane

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**Hear and Say Centre for Deaf Children Limited**  
ACN 058 430 069  
ABN 32 058 430 069



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

**Brisbane**

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**Sunshine Coast**

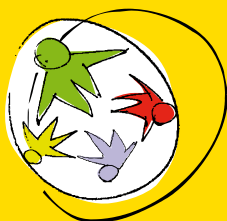
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**ourcommunity.com.au**

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