

**Annual Report
1996-1997**



The HEAR and SAY CENTRE
for Deaf Children and Their
Parents

Patron

His Excellency Major General
Peter Arnison, AO
Governor of Queensland

Chairman

Mrs Jane Black

Directors

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

Administration

Clinical Co-ordinator:
Dimity Dornan

Executive Officer:
Joan Newton

Development Manager:
Jim Fagan

Financial Controller:
Sally Wellington

Office Manager:
Samantha Hauff

Children and Parent Services

Speech Pathologists:
Dimity Dornan
Teresa Ruzzene

Teachers of the Deaf:
Joan Newton
Samantha Van de Mortel

Early Childhood Teacher
Sue Hayne

Audiologist:
Lia Lassig

A SPECIAL THANK YOU

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

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

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

Chairman's Message

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

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

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

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

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

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

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

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



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

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

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

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

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

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

Jane Black
Chairman

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



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

Clinical Co-ordinator's Report



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

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

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

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

Twenty (20) of our current children

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

Dimity Dornan
Clinical Co-ordinator



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

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

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

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

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

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

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

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

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

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

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

Executive Officer's Report

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

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

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

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



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

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

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

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

Joan Newton
Executive Officer

Development Manager's Report

wonderful sense of shared mission by everyone involved.

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

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

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

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

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

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



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

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

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

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

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

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

Jim Fagan
Development Manager

DIRECTORS' REPORT FOR THE YEAR ENDED 30 JUNE 1997

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

Directors

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

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

Meetings of Directors

During the financial year six meetings of directors were held. The number of meetings attended by each director in office at the date of this report, and for the financial year ended 30 June 1997, is stated in this report.

Principal Activities

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

Review of Operations

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

Significant Changes

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

Likely Developments

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

Operating Results

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

Dividends

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

Matters Subsequent to Balance Date

No matters or circumstances have arisen since the end of the financial year which significantly affected or may significantly affect the operations of the company, the results of those operations or the state of affairs of the company in the financial years subsequent to the year ended 30 June 1997, other than as stated elsewhere in this report.

Contracts with Directors

No director has received or become entitled to receive, during or since the financial year, a benefit because of a contract made by the company or a related body corporate with a director, a firm of which a director is a member or with an entity in which a director has a substantial financial interest. This statement excludes a benefit included in the aggregate amount of emoluments received or due and receivable by directors and shown in the company's accounts or the fixed salary of a full time employee of the company or a related body corporate.

Directors and Auditors Indemnification

The company has not, during or since the financial year, in respect of any person who is or has been an officer or auditor of the company or a related body corporate indemnified or made any relevant agreement for indemnifying against a liability incurred as an officer, including costs and expenses in successfully defending legal proceedings.

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



Director

Director
Brisbane

Dated: 6th November 1997

STATEMENT BY DIRECTORS FOR THE YEAR ENDED 30 JUNE 1997

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

- the accompanying Profit and Loss Account is drawn up so as to give a true and fair view of the results of the company for the financial year ended 30 June 1997;
- the accompanying Balance Sheet is drawn up so as to give a true and fair view of the state of affairs of the company as at 30 June 1997; and
- at the date of this statement, there are reasonable grounds to believe that the company will be able to pay its debts as and when they fall due.

Signed for and on behalf of the directors by:



Director

Director
Brisbane

Dated: 6th November 1997

PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 30 JUNE 1997

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

The accompanying notes form part of these accounts.

BALANCE SHEET AS AT 30 JUNE 1997

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

The accompanying notes form part of these accounts.

STATEMENT OF CASH FLOWS FOR THE YEAR ENDED 30 JUNE 1997

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

The accompanying notes form part of these accounts.

NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 30 JUNE 1997

Note 1 - Statement of Accounting Policies

The financial accounts are a general purpose financial report that have been prepared in accordance with applicable Accounting Standards, the Corporations Law and other mandatory professional requirements (Urgent Issues Group Consensus Views). The accounts have been prepared on the basis of historical costs and do not take into account changing money values or current valuations of non-current assets, except where stated. Cost is based on the fair values of the consideration given in exchange for assets. Unless noted, the accounting policies adopted are consistent with those of the previous year.

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

(a) Property, Plant and Equipment

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

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

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

(b) Members' Guarantee

The company is limited by guarantee. If the company is wound up, the Memorandum and Articles of Association state that each member is required to contribute a maximum of \$2 each towards meeting any outstanding obligations of the company. At 30 June 1997 the number of members was 10 (1996: 10).

(c) Reconciliation of Cash

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

(d) Taxation

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

(e) Charitable Body

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

(f) Employee Benefits

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

(g) Unearned Revenue

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

Note 2 - Cash

Cash at bank and on hand

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

Note 3 - Investments

Term deposit
Queensland Community Foundation

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

Note 4 - Other

Prepayments

| | | |
|-------------|-------|-----|
| Prepayments | 2,215 | 920 |
|-------------|-------|-----|

Note 5 - Property, Plant and Equipment

Buildings - deposit

| | | |
|---------------------|--------|---|
| Buildings - deposit | 16,197 | - |
|---------------------|--------|---|

Plant and equipment - at cost
Less: Accumulated depreciation

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

Total property, plant and equipment

| | | |
|-------------------------------------|--------|--------|
| Total property, plant and equipment | 74,932 | 24,182 |
|-------------------------------------|--------|--------|

Note 6 - Other

Unearned revenue
Accruals

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

Note 7 - Borrowings

Loan - employee

| | | |
|-----------------|--------|---|
| Loan - employee | 35,000 | - |
|-----------------|--------|---|

This is an interest free loan repayable after two years.

Note 8 - Operating Profit

Operating profit before income tax has been determined after:

| | | |
|-------------------------------|---------|---------|
| (a) Crediting as revenue: | | |
| Sale revenue | 46,931 | 19,018 |
| Grants and donations received | 239,167 | 202,977 |
| Interest received | 2,358 | 3,496 |
| Other | - | 8,976 |
| | 298,456 | 234,467 |
| (b) Charging as expenses: | | |
| Auditors' remuneration | - | - |
| - auditing the accounts | - | - |
| - other services | - | - |
| Depreciation | 9,830 | 10,492 |
| | 9,830 | 10,492 |

Note 9 - Directors' Remuneration

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

| | |
|---|---|
| - | - |
|---|---|

Number of directors whose income was within the following band:

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

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

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

Note 10 - Segment Reporting

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

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

INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF HEAR AND SAY - CENTRE FOR DEAF CHILDREN LIMITED

Scope

We have audited the accounts, comprising the Statement by Directors, Profit and Loss Account, Balance Sheet, Statement of Cash Flows and notes to the accounts, as set out at pages 4 to 12, of the company for the year ended 30 June 1997. The company's directors are responsible for the preparation and presentation of the accounts and the information they contain. We have conducted an independent audit of these accounts in order to express an opinion on them to the members of the company.

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

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

Audit Opinion

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

- (a) the state of affairs of the company as at 30 June 1997 and of the results and cash flows of the company for the year ended on that date; and
- (b) the other matters required by Division 4, 4A and 4B of Part 3.6 of that Law to be dealt with in the accounts;

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

BDO Nelson Parkhill

Chartered Accountants



Gregory T Colledge

Partner

Brisbane

Dated: 6th November 1997

How Your Bequest Will Help

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

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

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

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

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

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

Write a Will for Your Family

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

Write a Will for Your Friends

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

Write a Will for The Hear and Say Centre

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

Confidential Reply

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

Who Should Prepare Your Will?

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

Thank You to Our Supporters

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

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

Clubs

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

Associations

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

Trusts/Foundation

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

Corporate

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

Schools

Broadbeach State School
Loreto College
Sommerville House Jnr School

Individuals

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

What a Wonderful Year It Was!



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



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



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



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



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



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



Hear and Say Centre
for deaf children and their parents

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Winner 1996 Hingely Award for
Excellence in Services to Children



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