

2016 Year in Review



AUDITORY-VERBAL CENTER, INC.

Giving Sound & Voice to the Deaf and Hard of Hearing



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DEBORAH BRILLING

Executive Director/CEO
Auditory-Verbal Center, Inc.



Auditory-Verbal Center
Giving Sound & Voice to the Deaf or Hard of Hearing
www.avchears.org

Dear Friends of the Auditory-Verbal Center, Inc.

We are proud to present to you the Auditory-Verbal Center, Inc (AVC) 2016 Annual Report.

The report presents the financial results for Fiscal Year 2016, a challenging year for charitable organizations as we continued this difficult economic period. We focused our efforts on our core vision to bring people who are deaf or hard of hearing into a lifetime of listening and speaking, serving children and adults, while building our capacity to ensure that AVC remains a sustainable organization.

In our ongoing efforts to provide services to both children and adults, we increased the number of children receiving auditory-verbal therapy and increased our adult audiology caseload. Our auditory-verbal therapy growth includes our successful Macon satellite facility where we provide therapy to a population that previously lacked service. In order to serve those families who are unable to make the drive to one of our locations, we have a successful teletherapy program. Teletherapy allows families to log on through the internet for live therapy sessions with their therapist. We are proud of our continued growth in these difficult economic times and our ability to provide high quality services to families regardless of their ability to pay.

In support of our continued growth, we have increased charitable contributions and maintained our limited state funding. We have strategically grown our Board of Directors and seek to address business continuity going forward. We also have a Board of Young Professionals to fundraise and advocate through social media in an effort to reach out to the younger generation.

As always, we need more volunteers and active board members. As you review this report and our continued success, we hope you will become involved. We would greatly appreciate your time and financial support!

On behalf of the entire AVC staff and board members, we thank you for your support. Your support and positive commitments are the fuel that keeps us moving forward to make AVC a sustainable organization.

Best regards,

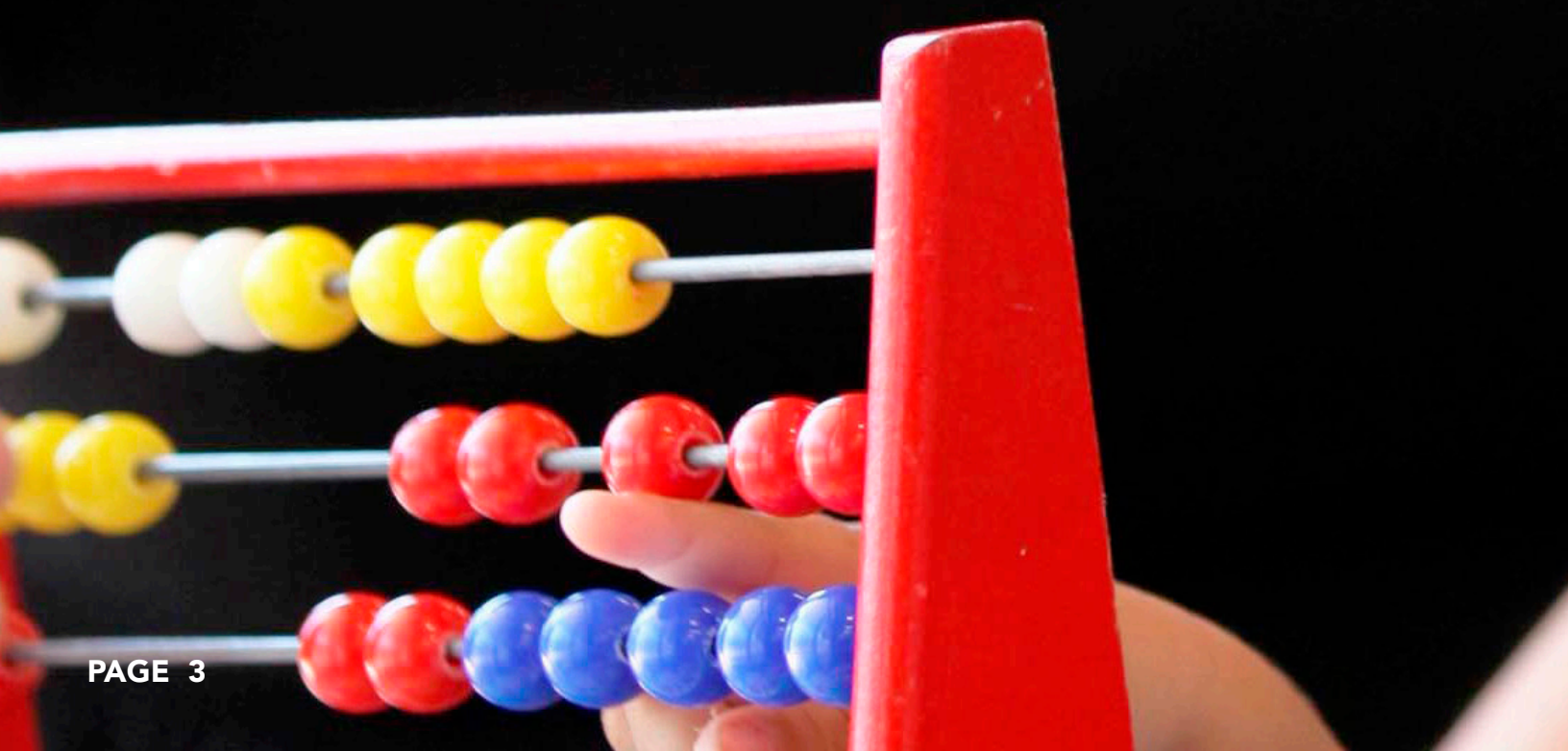
Debbie Brillig
Executive Director/CEO
Auditory-Verbal Center, Inc.

OUR VISION


The Auditory-Verbal Center, Inc. is a premier provider of comprehensive Auditory-Verbal and Audiological Services to infants, children, adults, and their families.

OUR MISSION

To bring people who are deaf or hard of hearing into a lifetime of listening and speaking.







Almost **50 million Americans** live with hearing loss. As our population ages, that number is **expected to double by 2030**.

- Hearing Health Foundation: Preventing Hearing Loss



STRATEGY OVERVIEW



AUDITORY-VERBAL THERAPY

Auditory-Verbal Therapy program that teaches deaf and hard of hearing children to listen and speak *without* the use of sign language or lip reading



TELE THERAPY

Auditory-Verbal Therapy conducted virtually at a local TeleHealth Center or an approved venue



AUDIOLOGY & HEARING AID CLINIC

Identification, assessment, and treatment of hearing disorders for both pediatrics and adults



AUDIOLOGY ONLINE STORE

Online Store for assistive listening devices, hearing device protection gear, cleaning supplies, alarm signalers, etc.

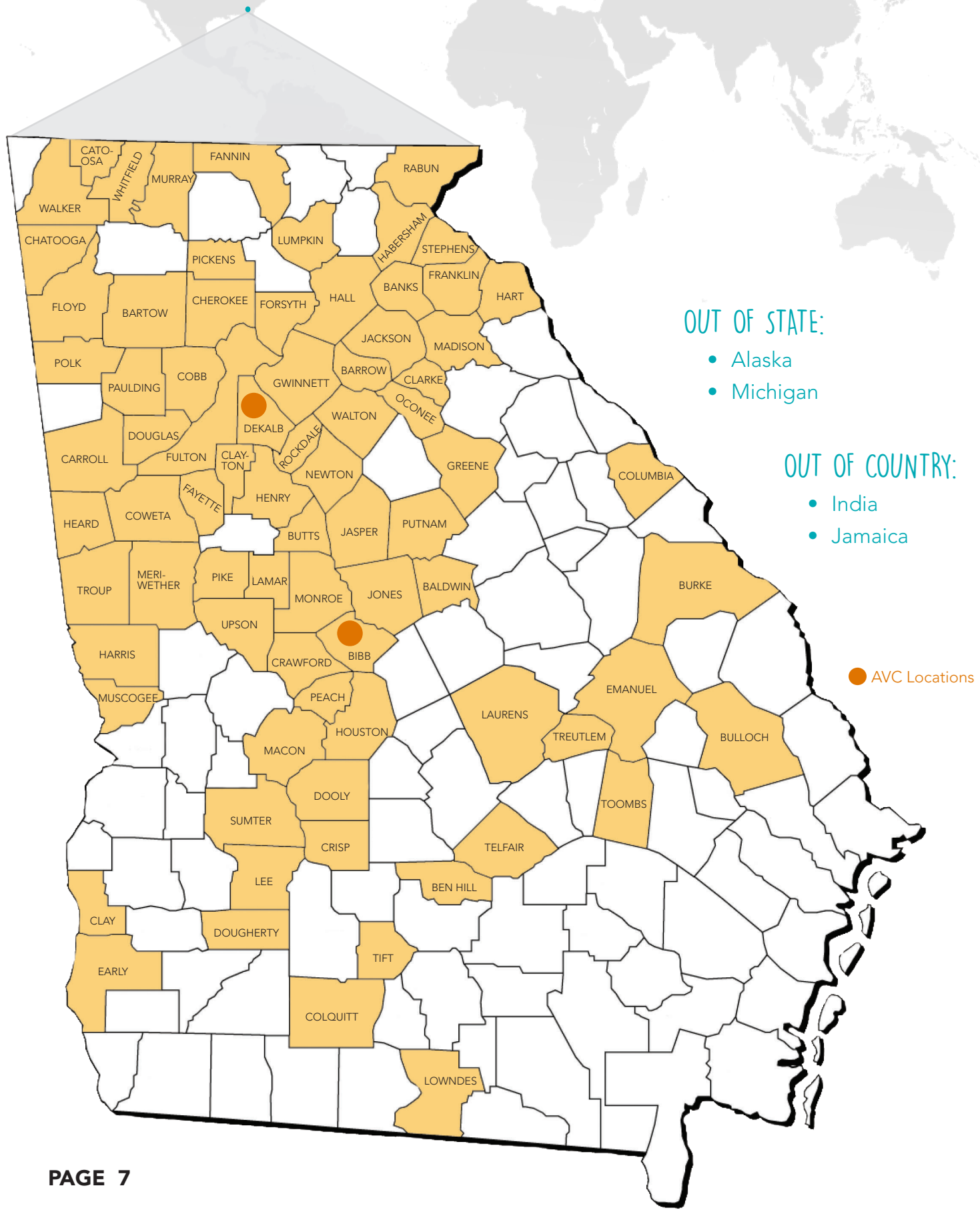


PROFESSIONAL TRAINING

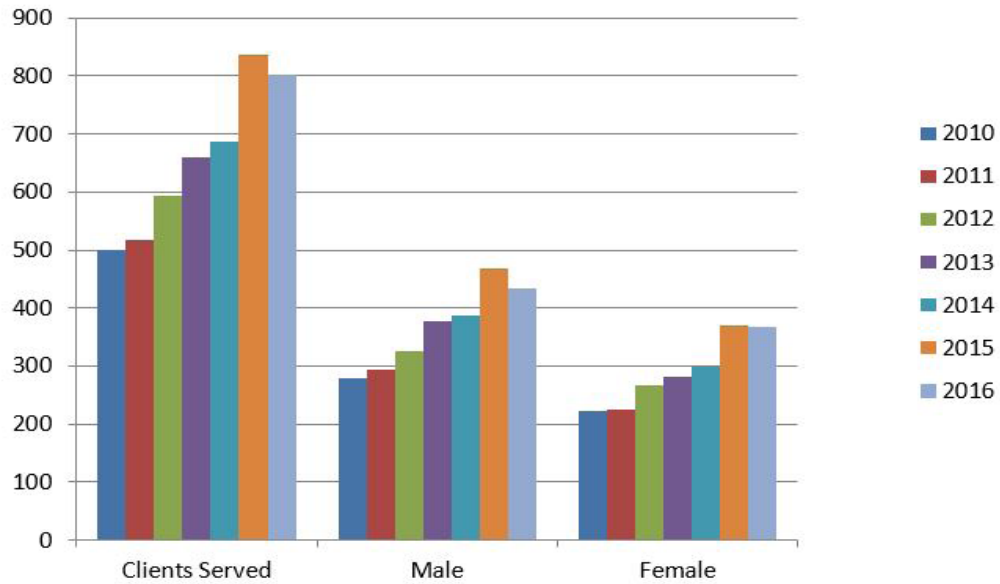
Program for graduate students and practicing professionals to gain university credit and clinical clock hours towards graduation



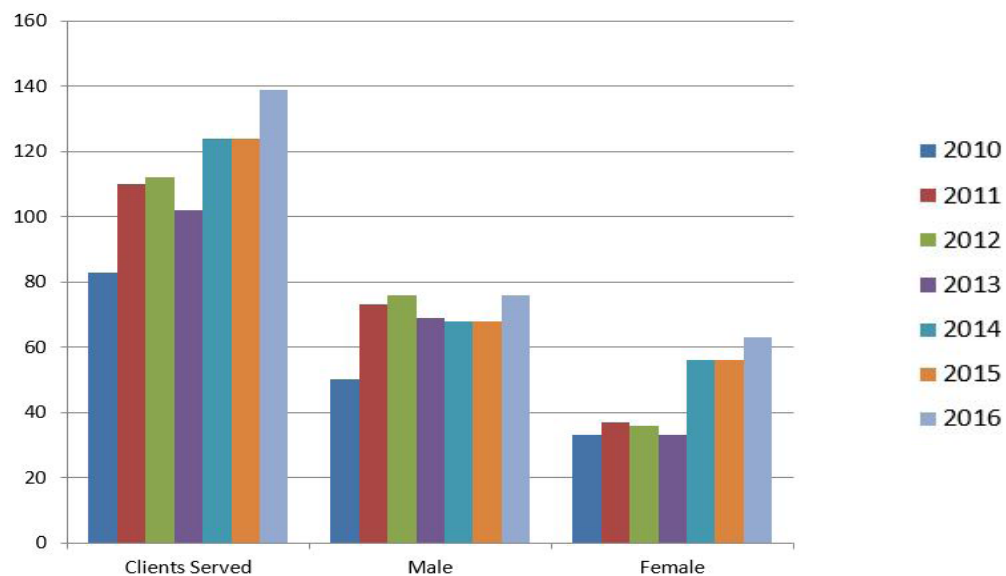
OUR REACH ACROSS THE STATE AND BEYOND



AUDIOLOGY CLIENTS SERVED



AUDITORY-VERBAL CLIENTS SERVED



12.5% of kids between the ages of 6 and 19 suffer from loss of hearing as a result of using **ear phones or ear buds turned to a high** volume setting.

- Innocaption: Hearing Loss Among Our Teens



AVC TEAM OF PROFESSIONALS

Administrative Staff

Executive Director / CEO
 Operations Manager
 Insurance Coordinator
 Marketing Coordinator
 Development Coordinator
 Insurance Assistant
 Office Clerk

Debbie Brillig
 Delphine Spann
 Pattie Rivituso
 Samantha Downton
 Jonathan Brillig
 David Struebing
 Meyly Brizuela

Audiology Department

Audiologist
 Audiology Assistant

Jodi Seligman, Au.D., F-AAA
 Susie Gouldson

Auditory-Verbal Therapy Department

Clinical Supervisor, AV Therapist
 Auditory-Verbal Therapist
 Auditory-Verbal Therapist
 Auditory-Verbal Therapist
 Auditory-Verbal Therapist
 Auditory-Verbal Therapist
 Toy Room Coordinator - Atlanta
 Toy Room Coordinator - Macon

Alison Tucker, M.Ed., CCC-SLP, LSLS Cert. AVT®
 Aneesha Fairly, Ph.D., CCC-SLP, LSLS Cert. AVT®
 Lauren Seale, M.Ed., CCC-SLP
 Sarah Radlinski, M.S., CCC-SLP
 Jonathan Jolivette, M.S., CCC-SLP
 Sarah Vanselous, M.S., PCE-SLP
 Astrida Greco, M.A., LSLS Cert. AVT®
 Denise Harrow

BOARD OF DIRECTORS

The AVC Board of Directors is legally and morally responsible for all activities of the agency and is solely responsible for determining agency policy, approving the annual budget, and determining the goals of the agency

Chairman	Roger Green Green Financial Resources, LLC
Secretary	Andre Reese Cox Enterprises, Inc.
Treasurer	Omar Kinnebrew RR Donnelley
Member	Beth Mahaffey AVC Co-Founder
Member	Deborah Brilling AVC Executive Director / CEO
Member	Murray Pascual PricewaterhouseCoopers, LLP
Member	Dr. Paula Harmon Pediatric Ear Nose & Throat of Atl.
Member	John Robinson Momentum Telecom
Member	Tyrone Webb, Jr. SAP



BOARD OF YOUNG PROFESSIONALS

The Board of Young Professionals consists of young adults who help advocate for AVC by planning and executing various fundraising events and volunteer projects throughout the year

Co-Chairman	Samantha Downton
Co-Chairman	Caleb Tucker
Member	Jonathan Brilling
Member	Zoe Daole
Member	Morgan Flannagan
Member	Mike Green
Member	Carly McDaniel
Member	Christopher Tucker



AVT CLIENT SUCCESS STORIES

GRANT

(as told by Grant's parents)

Our reason for choosing the Auditory-Verbal Center was that we wanted Grant to experience life as any other normal hearing child. Their time, work, and effort has made that goal a reality.

There was a time, when our son was diagnosed at 24 months as severe to profoundly deaf, when we wondered if he would ever be able to say Mom or Dad. **Having met with families at AVC, who AVC and other specialists were working with, and learning of the goals they had for our child, we knew we were in the right place.** Grant was implanted first at 2 ½ years of age and received a second implant almost 2 years later. Cochlear implants and intensive effort by our auditory-verbal therapist and by us, his parents, have provided a quality of life that any parent wishes for their child.

Life goes on and Grant is doing fantastic! **He is like any other 12 year old boy (except he is 5'10"). He has tons of friends, has been in mainstream classes since first grade with the assistance of a sound field, he is a top student in his class with all A's and B's, he enjoys swimming and water sports, he rides dirt bikes with helmets I modify to work with his implants, he plays flag football, he spends too much time in the mirror making sure his hair is just right, he has a girlfriend, and the majority of his classmates and most people we meet do not even realize he is hearing impaired.** He has and continues to achieve exactly what we wished and worked for.

One time, his mother and I were sitting in an auditorium for his 6th grade class band performance. Yes, that is what I said, he is deaf and he is in band! He plays percussion! The music starts and all the kids sound great for only playing instruments for a few months and his mother turns to me and asks, "Is that really



him?" Because he is so tall I could see him playing and I said "yes, that really is him playing music." Our lives have become so accustomed to Grant being able to hear and speak so well that there are moments in our lives that actually hit us and remind us of what he has accomplished and how he has overcome a disability.

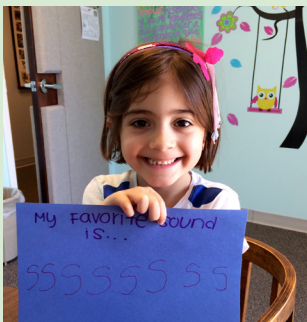
AVC and our auditory-verbal therapist invested years in Grant's therapy and we as parents, his mother especially, made great sacrifices to assist him in his development. I can't think of any investment with a higher reward than investing in your child.

Thank you, Auditory-Verbal Center!
- Matthew and Catherine



ALEX

Alex loves splashing in water! Alex was born profoundly deaf but can now hear the dripping and splashing of water with his cochlear implants. He enjoys playing with balls and throwing them up in the air for others to catch. His favorite sound to make is the car sound! If he doesn't have a car to play with, he will sometimes flip other toys around and pretend they are cars!



LILIA

Lilia is a graduate of AVC. She loves dancing ballet and is learning how to play the violin, which she can hear with her hearing aid and cochlear implant. She is always excited to show others the new songs she has learned in her mainstream kindergarten class. Her teacher has only one complaint—that she is TOO talkative! She loves telling stories about things that her younger twin brothers did. She is also a skilled drawer and enjoys drawing pictures for others. She enjoys listening to stories and is learning to read now!



JAMES

James is a 4 year old boy with profound hearing loss and language learning/auditory processing issues as well. He attends half of his school day in a special needs class and half of it with typically developing peers in order to meet his needs, but all of the children are normally hearing kids. He has bilateral cochlear implants and enjoys using his developing verbal skills when playing picture games with his mom.



WRAY

Like many 5 year old girls, Wray's favorite song is "Let it go!" from Frozen. She was born profoundly deaf but with her cochlear implants she can hear every word! Wray also enjoys playing outside with her older brothers and dog. She likes wearing dresses, especially princess dresses! Wray enjoys getting messy and likes making crafts. Wray is a graduate of AVC and loves talking to her friends in her mainstream kindergarten class.

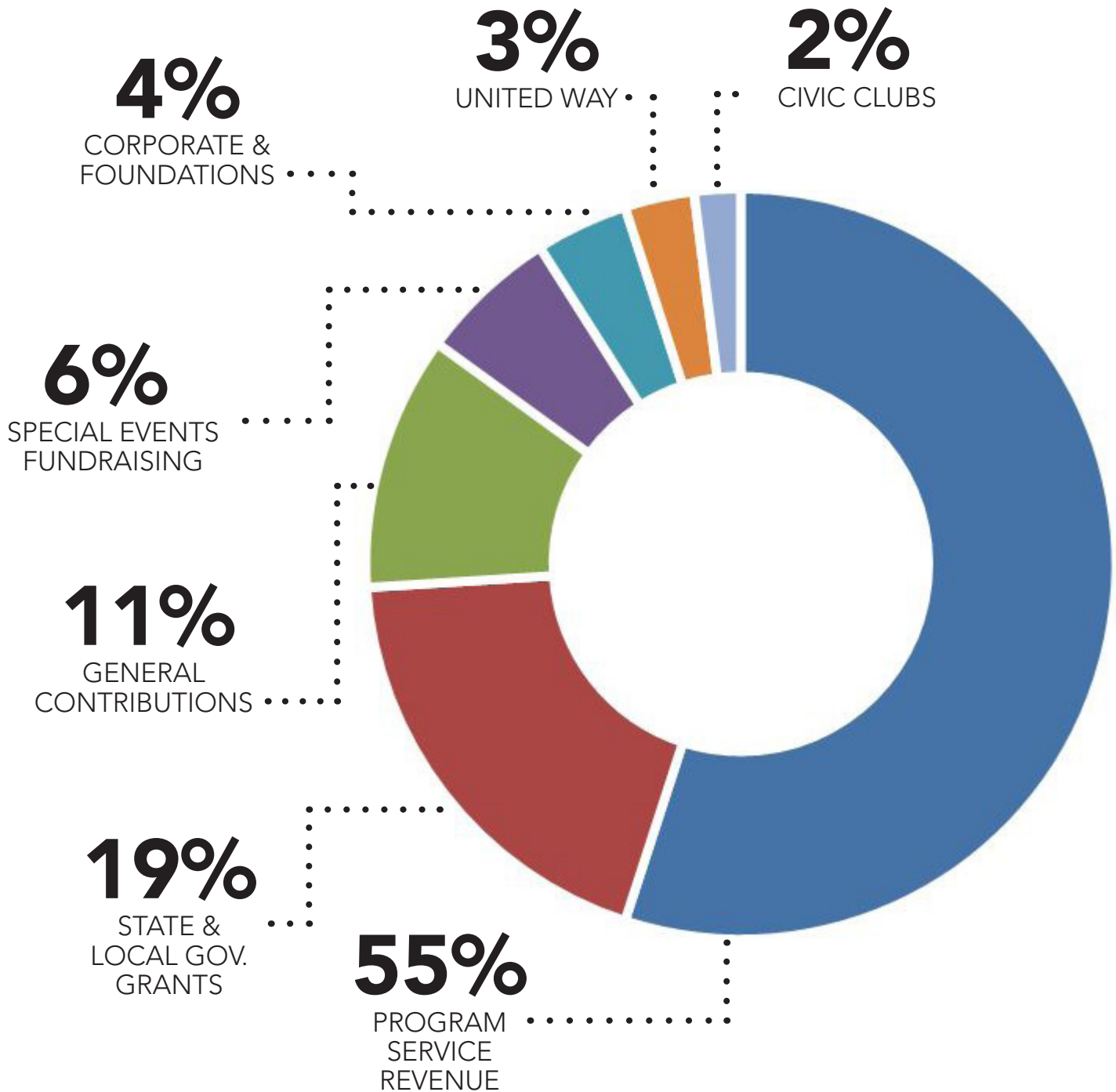
Children with hearing loss who **begin early intervention have significantly better developmental outcomes** than similar children who begin intervention later.

- American Speech-Language-Hearing Association



SOURCES OF REVENUE

BASED ON THE 2016 BUDGET OF \$1.3 MILLION



CATEGORY
BREAKDOWN:



5,470
INVOICES



1,306
INDIVIDUALS



32
CORPORATE &
FOUNDATIONS



3
STATE & LOCAL
GOV. GRANTS



81
CIVIC CLUBS

EVERY GIFT HAS AN IMPACT IN FURTHERING OUR MISSION.



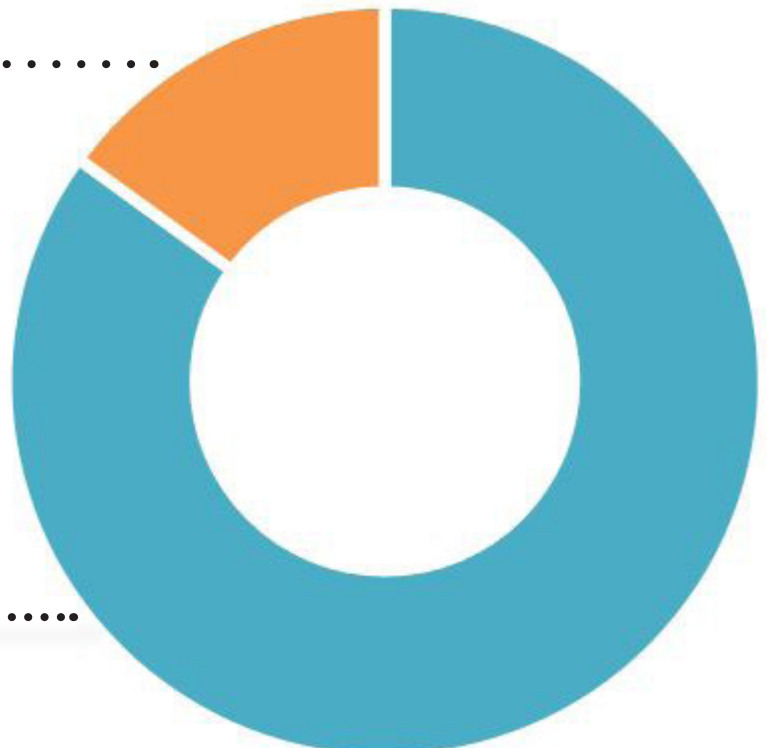
FROM THE FAMILIES WE SERVE TO THE CONTRIBUTIONS OF OUR GENEROUS SUPPORTERS, WE ARE CAREFUL STEWARDS OF ALL THAT IS ENTRUSTED TO US.

15%

ADMINISTRATIVE
AND FUNDRAISING

85%

PROGRAM SUPPORT
FOR AUDITORY-VERBAL
THERAPY AND AUDIOLOGY





CORPORATE SUPPORTERS



FOUNDATIONS

Atlanta Foundation
Athenahealth, Inc.
EZ Agape Foundation
Frances Wood Wilson Foundation
James Starr Moore Memorial Foundation

James W. Webb Foundation
Richard Munroe Foundation, Inc.
Rothkopf Greenberg Family Foundation
Sara Giles Moore Foundation

DONOR TESTIMONIAL



I have watched the awesome, life-changing work that the Auditory-Verbal Center does with kids with hearing disabilities for over twenty years. During that time, I have watched hearing challenged kids earn college degrees, pursue professional careers, and live rich, productive lives on a par with any normal hearing individuals. Given that they were born without the ability to hear or understand speech, that is nothing short of miraculous! I am so proud of the work that AVC and its staff, led by the incredibly passionate Debbie Brillling, does in the Atlanta deaf community. For that reason, my wife and I are equally proud to provide ongoing financial support for AVC.

Mike (and Julie) Pursley
Regional Sales Director
Security National Life



Those with even a mild hearing loss are **twice as likely to develop dementia.**

- American Speech-Language-Hearing Association: Untreated Hearing Loss in Adults-A Growing National Epidemic



60% of the veterans returning from Iraq and Afghanistan **come home with hearing loss and/or tinnitus**, making it the **#1 war injury**.

- Hearing Health Foundation: Hearing Loss & Tinnitus Statistics



More than 90 percent of the deaf and hard of hearing children are **born to hearing parents**.

- National Institute on Deafness and Other Communication Disorders (NIDCD): Quick Statistics





Hearing loss is an invisible condition; we cannot see hearing loss, only its effects. Because the presence of a hearing loss is not visible, **these effects may be attributed to aloofness, confusion, or personality changes.**

- Hearing Loss Association of America

Noise-induced hearing loss may happen slowly over time or suddenly. **Being exposed to everyday noises, such as listening to very loud music, being in a noisy work environment, or using a lawn mower, can lead to hearing loss over many years.**

- Hearing Loss Association of America





OUR PROGRAMS ARE MADE POSSIBLE
BY THE CONTINUED SUPPORT FROM
PEOPLE LIKE YOU.

INVOLVEMENT OPPORTUNITIES

- Join the AVC Board of Directors or Board of Young Professionals
- Invite us to speak at your company or club to share our story
- Invite us to host a free hearing screening at your company
- Become an event sponsor - Gala, TopGolf, Golf Classic, Spring Picnic, etc.
- Connect us to your Kroger Rewards Program
- Connect us to your AmazonSmile account
- Recycle empty ink cartridges at AVC
- Donate used and broken hearing aids
- Donate Stock
- Establish an Endowment Fund on AVC's behalf
- Donate Monetary Funds

...and MORE!

DONATION

Donations can also be made online at
www.avchears.org/donate

I would like to make a donation to the Auditory-Verbal Center, Inc. and have enclosed a contribution of:

- Hero \$2,000 Champion \$1,000 Sponsor \$500 Friend \$100 Supporter \$50 Other \$_____

Payment Method:

Check - My check is enclosed and made payable to: **Auditory-Verbal Center, Inc.**

Credit Card - Please charge my: AMEX DISCOVER MASTERCARD VISA

Card Number: _____ Exp. Date: _____ Sec. Code: _____

Prefix: _____ First Name: _____ Last Name: _____

Address: _____ Apt: _____

City: _____ State: _____ Zip: _____

Home: (____) _____ - _____ Cell: (____) _____ - _____ Work (____) _____ - _____

Email: _____

Employer: _____ Title: _____

SIGN ME UP!

Please have someone contact me about how I can get involved...

Prefix: _____ First Name: _____ Last Name: _____

Address: _____ Apt: _____

City: _____ State: _____ Zip: _____

Home: (____) _____ - _____ Cell: (____) _____ - _____ Work (____) _____ - _____

Email: _____

Employer: _____ Title: _____

Preferred method of contact: Email Home Phone Cell Phone Work Phone

Best time for contact: Morning Afternoon Evening

I am interested in:

Board Membership Volunteer Sponsorship Fundraising Committee

Donation Other: _____

I'm not sure yet



Auditory-Verbal Center, Inc.
*Giving Sound & Voice to the
Deaf and Hard of Hearing*

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