A close-up photograph of a young girl with dark skin and hair pulled back. She is wearing cochlear implants on both ears and has a wide, joyful smile, showing her teeth. She is wearing a light purple zip-up jacket with rainbow-colored stripes on the sleeves. The background is a plain, light-colored wall.

2017 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) 2017 Annual Report.

The report represents the financial results for Fiscal Year 2017, a challenging year for charitable organizations. 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.

Our flagship program, auditory verbal therapy, teaches deaf and hard of hearing children to hear and speak without the use of sign language or lip reading. As a result of early detection of hearing loss, due to newborn hearing screening, the demand for our services continues to grow. 2017 was a record breaking year serving 156 children and their families with 62% of our clients on Medicaid. We provide auditory-verbal therapy at two locations Atlanta and Macon and, 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 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 help fundraise and advocate 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,

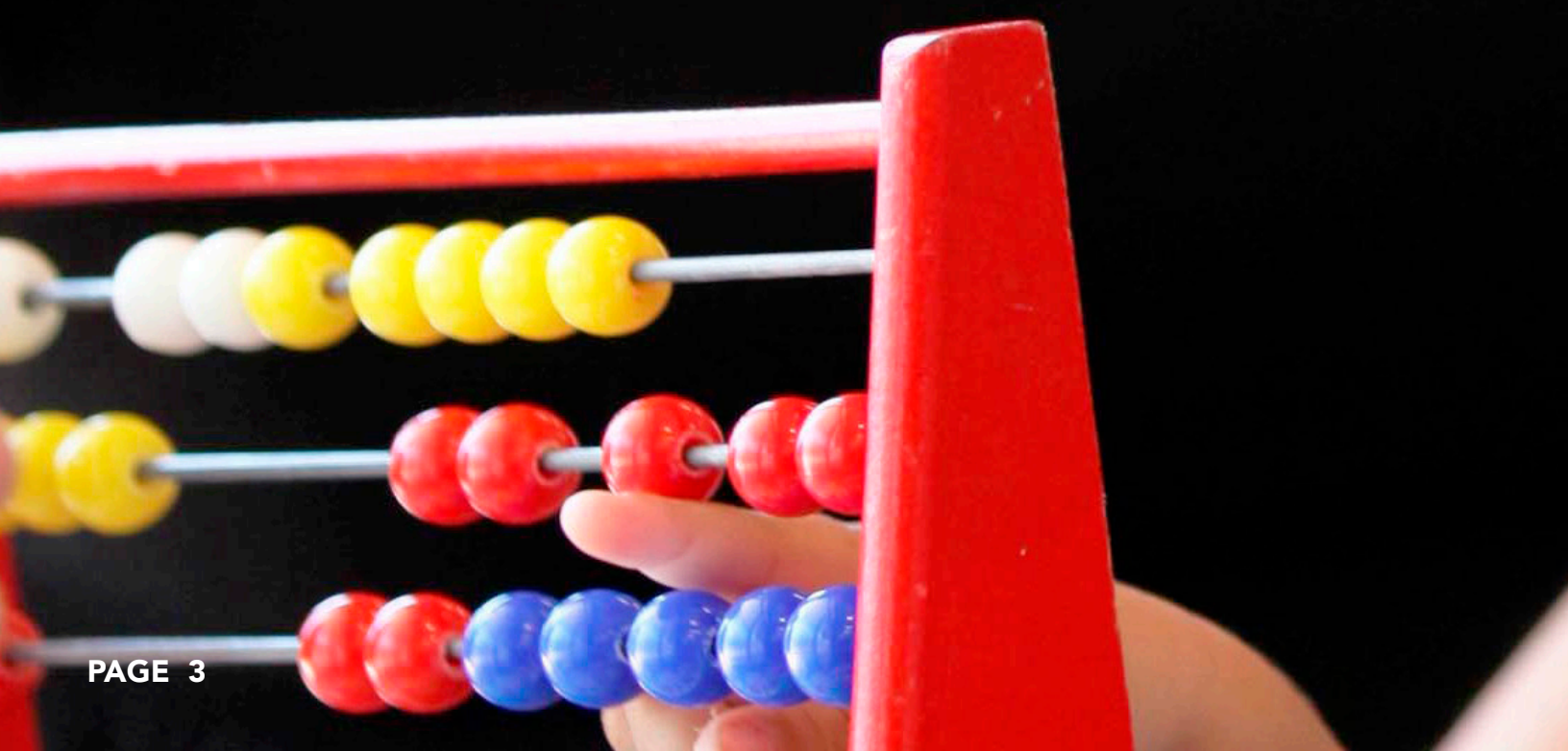
Debbie Brillling
Executive Director/CEO
Auditory-Verbal Center, Inc.

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.

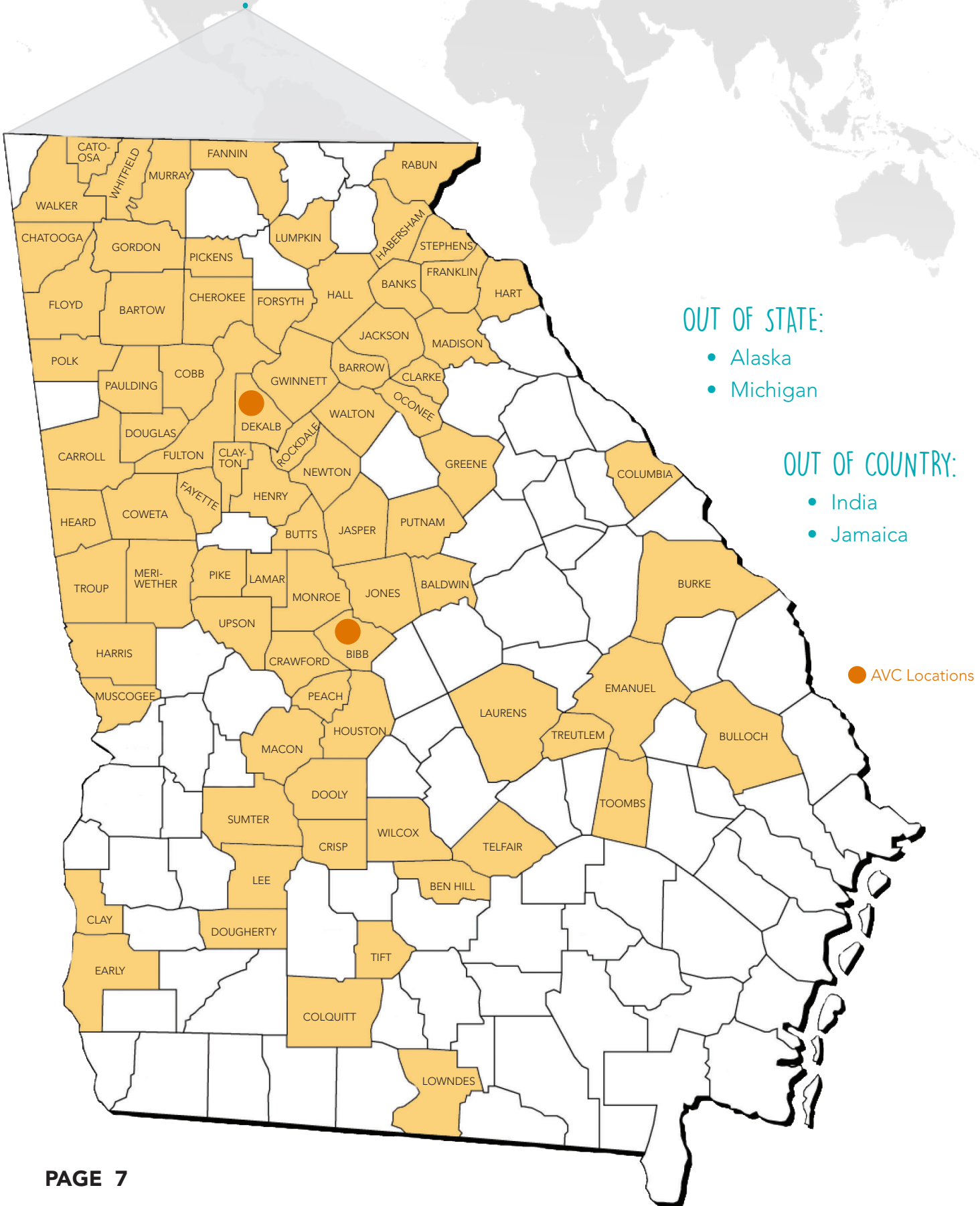


PROFESSIONAL TRAINING

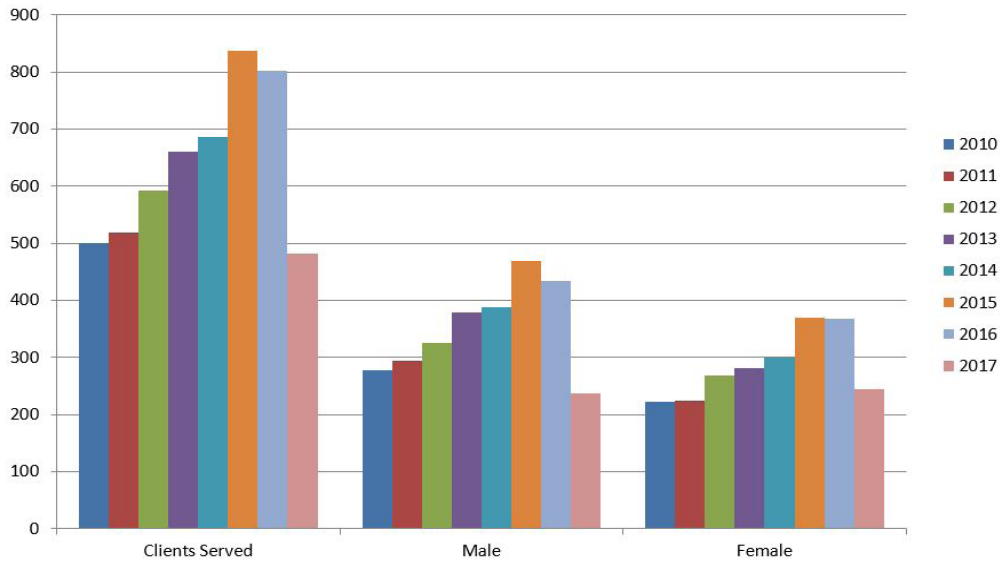
Program for graduate students and practicing professionals to gain university credit and clinical clock hours towards graduation



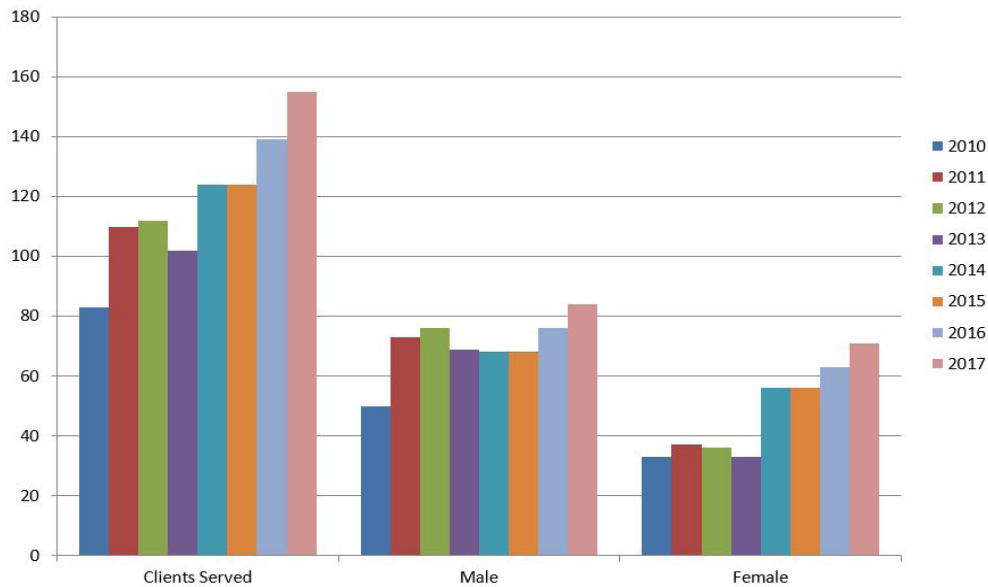
OUR REACH ACROSS THE STATE AND BEYOND



AUDIOLOGY CLIENTS SERVED



AUDITORY-VERBAL THERAPY 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
 Development Coordinator
 Marketing Coordinator/Office Clerk

Debbie Brillig
 Delphine Spann
 Pattie Rivituso
 Jonathan Brillig
 Samantha Downton

Audiology Department

Audiologist
 Audiology Assistant

Alexa Murzyn, Au.D., CCC-A, F-AAA
 Tracy Brown

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, LSLS Cert. AVT
 Sarah Radlinski, M.S., CCC-SLP, LSLS Cert. AVT
 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	Murray Pascual PricewaterhouseCoopers, LLP
Member	Beth Mahaffey AVC Co-Founder
Member	Deborah Brillong AVC Executive Director / CEO
Member	Dr. Paula Harmon Pediatric Ear Nose & Throat of Atl.
Member	Tyrone Webb, Jr. SAP
Member	Bruce Davic U.S. Government Accountability Office (GAO)
Member	Terri Ewing Wade Ford



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

Chairman	Mike Green
Secretary	Carly McDaniel
Member	Jonathan Brillong
Member	Zoe Daole
Member	Samantha Downton
Member	Caleb Tucker
Member	Christopher Tucker
Member	Miles Schmidt
Member	Chris Murphy



CLIENT SUCCESS STORIES

LILIA & LIAM

Our daughter, Lilia, attended preschool and one of her teachers noticed that when she called Lilia's name when her back was turned, she was not responding. We were then referred by our Pediatrician to get her hearing checked and found out that Lilia had moderate to severe hearing loss in both ears due to the Pendred Syndrome.

Initially we felt like, how could this be happening to us? Surely this information had to be wrong. We thought diligently of anyone in our families who had hearing loss, and we could think of no one. We began to think, was it because we sat on the beach listening to 4th of July fireworks? Was it because she attended her first Auburn football game in a loud stadium at 6 weeks old? Our minds were racing looking for a reason, and we were completely devastated.

I felt the world was crumbling around us, and I could not stop thinking about what the future held for our daughter. We were so fearful. What were people going to say about her hearing aids? What would the children say to her in school? **That fear of not knowing what her future looked like, was very scary for our family.**

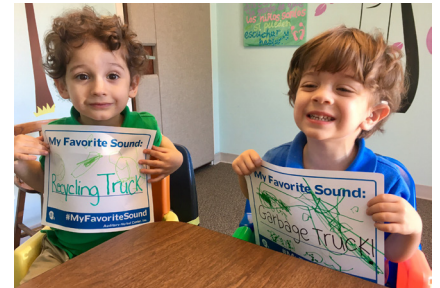
We then began our hearing journey... Lilia was fitted with two hearing aids and wore them with pride. As her hearing loss progressed to profound, she received the Cochlear Implant.

After getting results of her hearing loss, we were given a couple of brochures of specialized programs specific to children with hearing loss. We toured one place but didn't feel like it was a good fit for our family. **We then toured the Auditory-Verbal Center and immediately felt the warm and fuzzies and we felt like this was the place for Lilia and for us to begin learning. We loved the one-on-one approach, and we loved that we were essentially the student as well, adapting to a new way to help support Lilia as she learned to hear.**

A few years later, we had twin boys – Liam and Lucca. Liam was diagnosed with progressive moderate hearing loss and just like his sister, also has the Pendred Syndrome. He was fit with hearing aids when he was 1 month old and we immediately enrolled him at AVC. His hearing loss also progressed to profound and he received the Cochlear Implant.



AVC has been so helpful navigating us through the many decisions we had to make. The impact from AVC has been profound. We have



integrated the auditory-verbal approach into our lives and it has become routine in the way we interact and engage with all of our children. We consider AVC as the experts and it's wonderful to have this crucial resource in our lives. This whole experience at AVC has been hard work but truly miraculous!

Now, both Lilia and Liam are graduates of AVC and they are both bi-modal which means they wear a hearing aid in one ear and a cochlear implant in the other.

Lilia (now 9 years old) loves ballet, learning to play the violin, reading, doing art, making science experiments, and solving math problems. Liam (now 4 years old) loves listening to books being read to him and playing with his toy vehicles and machines. Liam is an expert on vehicles; he will inform anyone who will listen about all his favorite construction vehicles, such as the backhoe, digger, bulldozer, and crane. When asked what he wants to be when he grows up, he says either an alien, a garbage man, a robot, or doctor.

Lilia's favorite sound is hearing her brothers giggle while Liam's favorite sound is the sound of the garbage and recycling trucks coming towards our house!

Thank you, Auditory-Verbal Center!

- Lilia and Lewis



YAHSHUA

Yahshua loves hearing with his cochlear implants! He giggles each time he hears a new sound. Before getting cochlear implants, the only thing Yahshua could hear was a very loud drum with his hearing aids. Now he is enjoying hearing all the sounds of his world. His favorite thing to say is “pío pío” (the sound that the chick makes in Spanish). Yahshua loves listening to books and singing. He also loves popping bubbles and playing with his two big sisters.



LAURA

Laura loves baby dolls, playdough, blocks, and stuffed bears. She made pretend hearing aids out of colorful Band-Aids for her baby doll so she could have special ears just like her! Laura loves listening to all the sounds in her world with her bright pink hearing aid and her cochlear implant! Laura enjoys pretend play and especially likes playing with her toy kitchen set at home. She loves having fun with her older sister!



MARLEIGH

Marleigh experienced late onset hearing loss a few years ago. She received her first cochlear implant in December 2016 and received her second implant in September 2017. She enjoys playing card games with her family and also enjoys interacting with her little brother. She is a great athlete and enjoys basketball, t-ball and swimming. She is not all about sports, though. She also enjoys school and talking about what she learned each day at school.



ADRIAN

Adrian is an artist who is driven by creativity. At school, in his mainstream classroom, he enjoys arts and crafts. At home, Adrian’s cochlear implants allow him to hear and respond to the generous compliments he receives after he creates his culinary art. You can usually find Adrian in his parents’ kitchen whipping up his favorite dishes. When he isn’t cooking, he enjoys coloring and painting. Being an artist takes a lot of energy, so on weekends he relaxes by reading and watching Auburn football games. War Eagle!

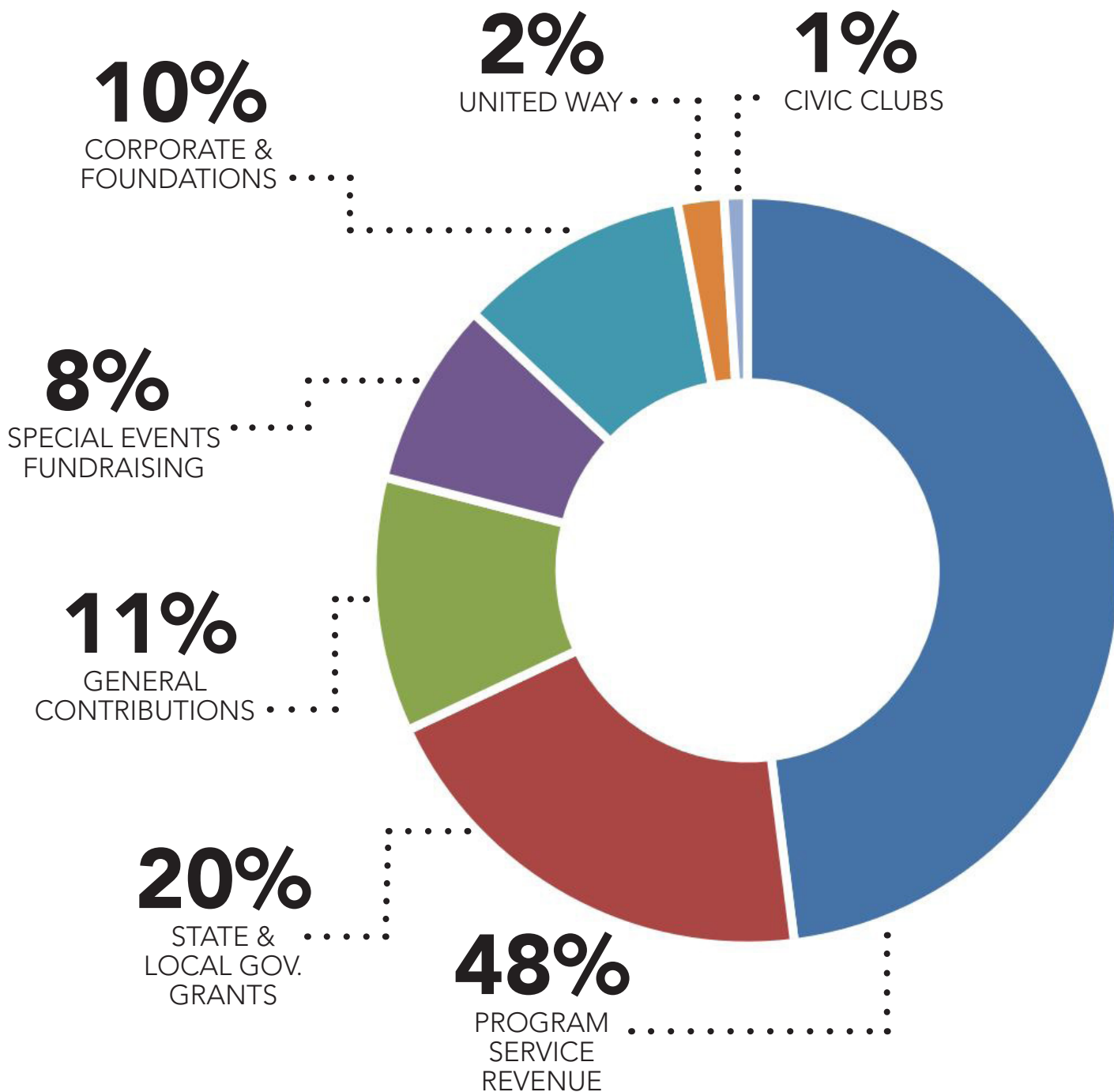
Children with hearing loss who **begin early intervention have significantly better developmental outcomes** than similar children who begin intervention later.

- American Speech-Language-Hearing Association



SOURCES OF REVENUE

BASED ON THE 2017 BUDGET OF \$1.1 MILLION



CATEGORY
BREAKDOWN:



3,846
INVOICES



1,412
INDIVIDUALS



30
CORPORATE &
FOUNDATIONS

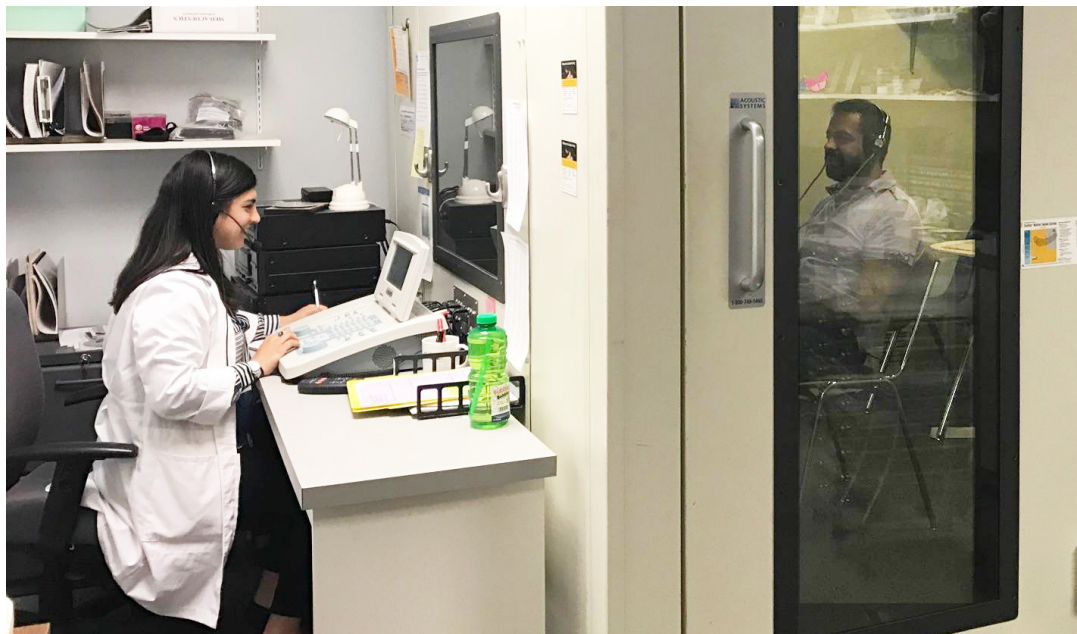


4
STATE & LOCAL
GOV. GRANTS



39
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.

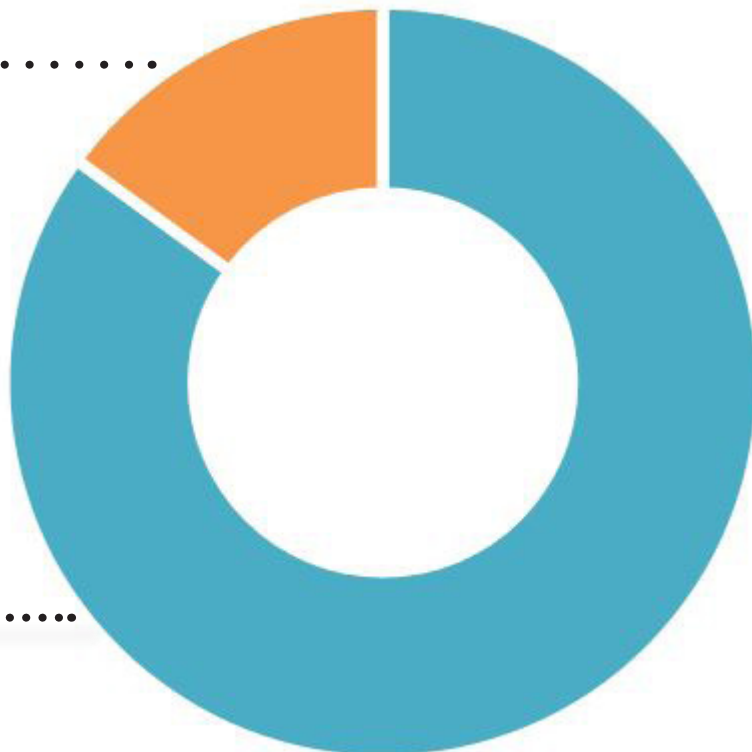
EXPENSES:

15%

ADMINISTRATIVE
AND FUNDRAISING

85%

PROGRAM SUPPORT
FOR AUDITORY-VERBAL
THERAPY AND AUDIOLOGY





CORPORATE SUPPORTERS



GREEN
FINANCIAL RESOURCES, LLC



FOUNDATIONS

Innovating Worthy Projects Foundation
Jackson EMC Foundation
James Starr Moore Memorial Foundation
Luther & Susie Harrison Foundation, Inc.
Maddox Family Private Foundation

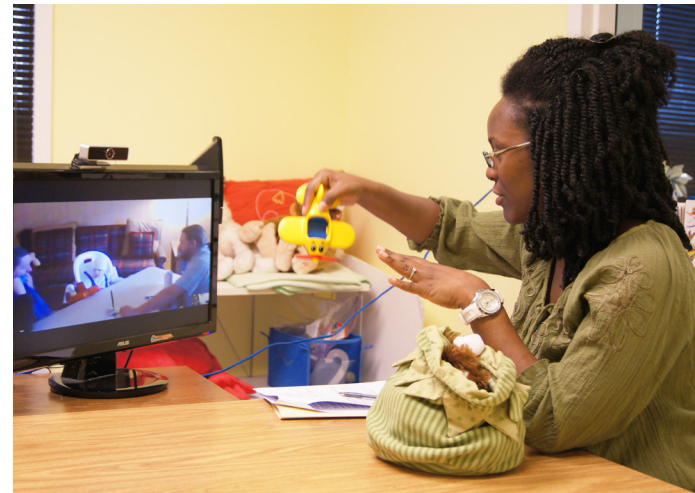
Oberkötter Foundation
Oberkötter Foundation
Sara Giles Moore Foundation

DONOR TESTIMONIAL



Russell and Fran Smith

It's easy to admire Auditory-Verbal Center and appreciate the impact they have on one child's life, let alone the hundreds over the years. What really got our attention was the impact AVC has at the local and state levels. Without AVC, you may have a student that requires IEPs and adds costs to the local school systems. They may grow to an adult that is limited in the jobs they can perform; maybe even requiring ongoing support from the state for years. With AVC, you have a student that can operate on the same level as everyone else; that may not bring any extra costs during school and may not need ongoing support down the road – in fact, all the young adults we know that have graduated from AVC are tax paying citizens of Georgia doing great things. When you look at AVC this way, it's one of the best investments anyone can make, and it's hard not to get excited and cheer for their success. Debbie and her staff are some incredible people doing wonderful things daily.



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*

ATLANTA

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Suite 20
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(404) 633-8911

MACON

2720 Sheraton Dr.,
Suite D-140
Macon, GA 31204
(478) 741-0019

avchears.org

