

















Auditory-Verbal Center, Inc. Annual Report 2015





Dear Friends of the Auditory-Verbal Center, Inc.

We are proud to present to you the Auditory-Verbal Center, Inc (AVC) 2015 Annual Report.

The report presents the financial results for Fiscal Year 2015, a challenging year for charitable organizations as we entered this difficult economic period. We focused our efforts on our core mission to bring people who are deaf and 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 effort to provide services to both children and adults, we increased the number of children receiving auditory-verbal therapy and increase our adult audiology caseload. Our auditory-verbal therapy growth includes our successful Macon satellite facility were 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 successfully launched out tele-therapy program. This 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 inability 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 and seek to address business continuity going forward. We have also started a Junior board 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, you may want to 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,



Michael P. Sarsfield Chairman of the Board



Deborah A. Brilling Executive Director / CEO

OUR FOUNDATION



VISION

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

MISSION

The Auditory-Verbal Center, Inc. is a premier provider of comprehensive Auditory-Verbal and Audiological Services to infants, children, adults, and their families. Through the auditory verbal approach, we teach children with mild hearing loss to profound deafness to listen and speak WITHOUT the use of sign language or lip reading.

HISTORY

The Auditory-Verbal Center (AVC) was founded in 1977 in a small room above a church in Atlanta, GA. Since its humble beginnings, AVC has grown allowing us to open three locations—Atlanta, Macon and the Teletherapy.

AVC is a nonprofit organization 501(c)(3), that offers truly unique services, making it one of only a few such centers in the United States offering comprehensive Auditory-Verbal therapy and a full-service Audiology & Hearing Aid Clinic.

Our highly-trained specialists can offer service, consultation or referrals on a vast variety of issues concerning auditory-verbal therapy, cochlear implants, hearing aids and a host of other hearing impaired resources for the deaf or hard of hearing.

For over 35 years we have provided a family-centered and holistic approach to supporting and improving the lives of persons who are deaf or hard of hearing.

LOCATIONS





ATLANTA

Auditory-Verbal Program and Audiology & Hearing Aid Clinic

1901 Century Boulevard NE Suite 20 Atlanta, Georgia 30345

Office: (404) 633 - 8911 Fax: (404) 633 - 6403



MACON

Auditory-Verbal Program

Executive Park North 2720 Sheraton Drive Suite D-140 Macon, Georgia 31204

Office: (478) 741 - 0019 Fax: (478) 742 - 1308



TELETHERAPY

Auditory-Verbal Therapy conducted through a webcam at a local TeleHealth Center or an approved venue.

WEBSITE: www.avchears.org **EMAIL:** listen@avchears.org

LEADERSHIP AND STAFF



STAFF

Adminitrative Staff

Executive Director / CEO	Deborah Brilling
Operations Manager	Delphine Spann
Insurance Coordinator	Pattie Rivituso
Marketing Coordinator	Samantha Downton
Development Coordinator	Jonathan Brilling
Insurance Assistant	David Struebing
Office Clerk	Meyly Brizuela

Auditory-Verbal Therapy Department

Clinical Supervisor Auditory-Verbal Therapist	Alison Tucker, M.Ed., CCC-SLP, LSLS Cert. AVT®
Auditory-Verbal Therapist	Aneesha Fairly, Ph.D., CCC-SLP, LSLS Cert. AVT®
Auditory-Verbal Therapist	Lauren Seale, M.Ed., CCC-SLP
Auditory-Verbal Therapist	Sarah Radlinski, M.S., CCC-SLP
Auditory-Verbal Therapist	Jonathan Jolivette, M.S., CCC-SLP
Auditory-Verbal Therapist	Sarah Vanselous, M.S., PCE-SLP
Toy Room Coordinator - Atlanta	Astrida Greco, M.A., LSLS Cert. AVT®
Toy Room Coordinator - Macom	Denise Harrow
Audiology Department	

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

Audiologist

Audiology Assistant

LEADERSHIP AND STAFF



BOARD OF DIRECTORS

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

Chairman	Michael Sarsfield, Socata Aircraft
Secretary	Andre Reese, Cox Enterprises, Inc.
Treasurer	Bill Morris, Rozar Morris, LLC CPA
Member	Beth Mahaffey, AVC Co-Founder
Member	Deborah Brilling, AVC Executive Director / CEO
Member	Murray Pascual, Pricewaterhouse Coopers, LLP
Member	Omar Kinnebrew, RR Donnelley
Member	Roger Green, Green Financial Resources, LLC
Member	Dr. Paula Harmon, Pediatric Ear Nose & Throat of Atlanta

BOARD OF YOUNG PROFESSIONALS

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

Chairman	Samantha Downton
Co-Chairman	Caleb Tucker
Member	Alexa Balsamides
Member	Jonathan Brilling
Member	Zoe Daole
Member	Ansley Dickinson
Member	Morgan Flannagan
Member	Christopher Tucker

SUCCESS STORIES



100% of AVC's child clients, 3 years of age and older, can attend regular school with their hearing peers. This is not common practice in deaf education and allows these children to develop and mature with their social peers. It also represents an enormous savings in taxpayer dollars.



KELLI

Born profoundly deaf and wears bilateral Cochlear Implants. She fulfilled her dream to be a Fireman. Won Top Rung award and was placed in the busiest firehouse in Clayton County, Station #4.



ANNA BLAIR

Diagnosed at 15 months with a profound hearing loss and wears bilateral Cochlear Implants. She is now in high school taking AP classes and loves dancing Ballet.



JONATHAN

Born profoundly deaf and received a Cochlear Implant at age 5. A graduate of Riverside Military Academy and was a Senior Airman in Civil Air Patrol. Now, he is a student at Gwinnett Technical College.



SAMANTHA

Born profoundly deaf and wears a Cochlear Implant and a Hearing Aid. She is a graduate of the Art Institute of Atlanta with a degree in Graphic Design. She is actively involved with Kiwanis International as the GA District PR Coordinator and works at the Auditory-Verbal Center as the Marketing Coordinator.

STATEMENT OF ACTIVITIES



Auditory-Verbal Center, Inc. Statement of Activities For the year ended December 31, 2015

		Unrestricted		Temporarily Restricted	Totals			
Public support and revenue								
Public support:								
Contributions:								
Individuals - general	\$	60,046	\$	60,200	\$	120,246		
Civic / community	12	20,491		-		20,491		
Corporations and foundations		50,056		100,000		150,056		
United Way		-		30,000		30,000		
Fundraising		59,827		-		59,827		
Less direct fundraising costs		(30,014)		-		(30,014)		
Services provided to:								
State of Georgia		155,670		-		155,670		
County government grants		74,000		-		74,000		
Net assets released from restriction:								
Timing restrictions		31,367		(31,367)		-		
Satisfaction of purpose restrictions		125,200	NP 44	(125, 200)		1.7		
Total public support		546,643		33,633		580,276		
Revenue: Sale of program items		163,313		2		163,313		
Cost of goods sold		(88,469)		-		(88,469)		
Net revenue from sales		74,844		-		74,844		
Audiological fees		194,172		-		194,172		
Auditory-verbal fees		1,075,140		-		1,075,140		
Scholarships and financial assistance		(511, 302)		21		(511, 302)		
Insurance and other discounts		(317, 111)		-		(317, 111)		
Medicare fee reimbursement		(24,382)		-		(24,382)		
Net fees		416,517		-		416,517		
Other income		5,752		ж.)		5,752		
Interest and dividends earned		1,858		-		1,858		
Unrealized loss on investments		(3,445)		-		(3,445)		
Total revenue		495,526		-		495,526		
Total public support and revenue		1,042,169		33,633		1,075,802		
Expenses								
Program services:								
Audiological		275,633		-		275,633		
Auditory-verbal child program		597,207		-		597,207		
Total program services		872,840		-		872,840		
Supporting services:								
Management		107,947		-		107,947		
Fundraising		45,005		2 4		45,005		
Total supporting services		152,952		-	2.877-1.1272 BA	152,952		
Total expenses		1,025,792		14 - Concession		1,025,792		
Change in net assets		1 <mark>6</mark> ,377		33,633		50,010		
Net assets, beginning of year		193,686 56,367				250,053		
Net assets, end of year	\$	210,063	\$	NERS MIRROR	\$	300,063		

See accompanying summary of significant accounting policies and notes to financial statements

STATEMENT OF FUNCTIONAL EXPENSES



Auditory-Verbal Center, Inc. Statement of Functional Expenses For the Year Ended December 31, 2015

		Progra	m Sen	vices	Supporting Services						Total All Services	
-	Audiology Program	Auditor Verbal Ch Progra	/- ild	Total	-	lanagement	Fund Raising	То	tal		Cervices	
Salaries	\$ 146.662	\$ 355,5	13 \$	502.205	\$	35,387	\$ 19,383	\$ 54.7	70	\$	556,975	
Employee benefits	12.594	19.7		32,322	Ψ	5.667	3.419	9.0		Ψ	41,408	
Payroll taxes	11,232			38,304		2,687	1,477	4,1			42,468	
Total compensation and benefits	170,488	402,34	13	572,831		43,741	24,279	68,0	20		640,851	
Rent	17,139	91,5	75	108,714		17,388		17,3	88		126,102	
Professional fees	42,798	19,9		62,791		13,636	6,374	20,0			82,801	
Supplies and expenses	5,613			23,007		2,379	2,403	4,7			27,789	
Telecommunications	2,217	9,8		12,100		2,449	1,183	3,6			15,732	
Equipment rental and maint.	5,033	9,2		14,310		3,243	3,243	6,4	86		20,796	
Insurance	3,102	9,4	39	12,591		3,301	753	4,0	54		16,645	
Staff development	199	2,1	00	2,299		-	-	-			2,299	
Marketing/advertising	1,618	1,5	32	3,200		307	2,128	2,4	35		5,635	
Postage and delivery	3,079	2,9	35	6,064		1,012	852	1,8	64		7,928	
Professional dues and licenses	972	3,5	17	4,519		450	419	8	69		5,388	
Bankcard fees	2,264	1,1.	15	3,409		888	1,150	2,0	38		5,447	
Travel	1,115	4,1)9	5,224		922	467	1,3	89		6,613	
Printing and reproduction	241	5	30	771		30	31		61		832	
Interest	1,895	4,5	39	6,484		1,220	221	1,4	41		7,925	
Other expenses	186	2,3	16	2,532		13,928	-	13,9	28		16,460	
Loss on disposition of equipment		2	29	229		680	-	6	80		909	
Total expenses before												
depreciation and amort.	257,959	583,1	16	841,075		105,574	43,503	149,0	77		990,152	
Depreciation and amortization	17,674	14,0	91	31,765		2,373	1,502	3,8	75		35,640	
Total expenses	\$ 275,633	\$ 597,2)7 \$	872,840	\$	107,947	\$ 45,005	\$ 152,9	52	\$	1,025,792	

See accompanying summary of significant accounting policies and notes to financial statements

STATEMENT OF CASH FLOWS



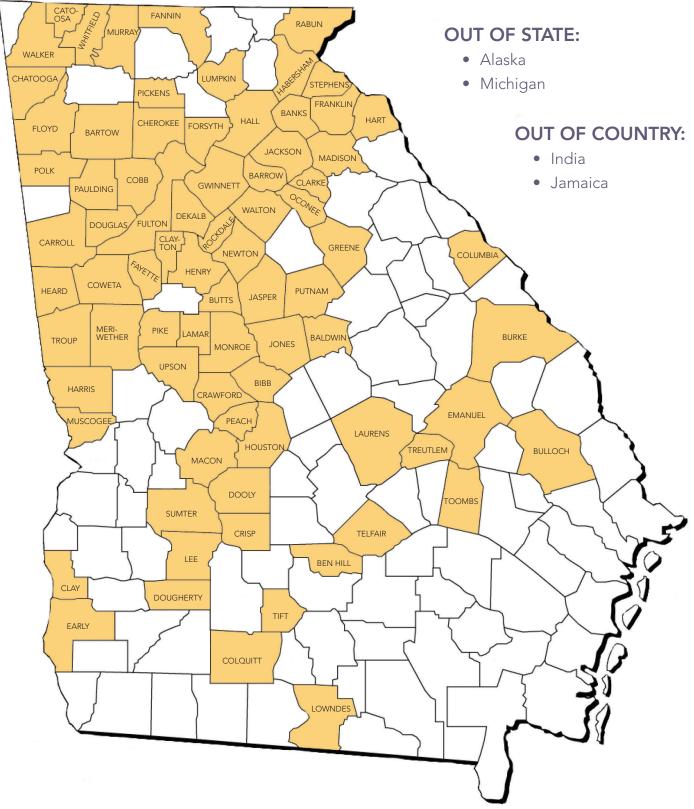
Auditory-Verbal Center, Inc. Statement of Cash Flows For the year ended December 31, 2015

Operating activities	
Change in net assets	\$ 50,010
Adjustments to reconcile change in net assets to	
net cash provided by operating activities:	
Depreciation and amortization	35,640
Loss on disposition of equipment	909
Unrealized loss on investments	3,445
Decrease in accounts receivable	1,175
Decrease in promises to give	1,367
Increase in prepaid expenses	(6,582)
Increase in accounts payable and accrued expenses	39,423
Decrease in deferred rent	 (3,282)
Cash provided by operating activities	 122,105
Investing activities	
Purchase of investments	(51,980)
Purchase of furniture and equipment	(3,180)
Cash used by investing activities	 (55,160)
Financing activities	
Increase in bank line of credit	6,728
Payments on capitalized leases	 (7,267)
Cash used by financing activities	 (539)
Increase in cash and cash equivalents	66,406
Cash and cash equivalents, beginning of year	 118,665
Cash and cash equivalents, end of year	\$ 185,071
Supplemental information: Interest paid	\$ 7,925

See accompanying summary of significant accounting policies and notes to financial statements

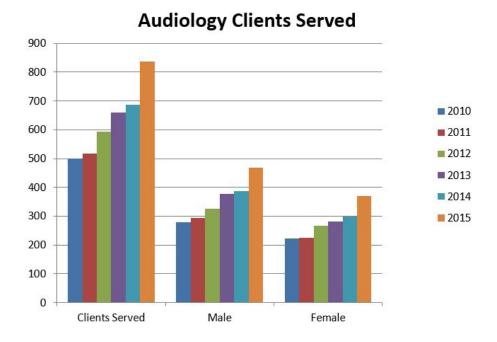
COUNTIES SERVED IN THE AVT PROGRAM

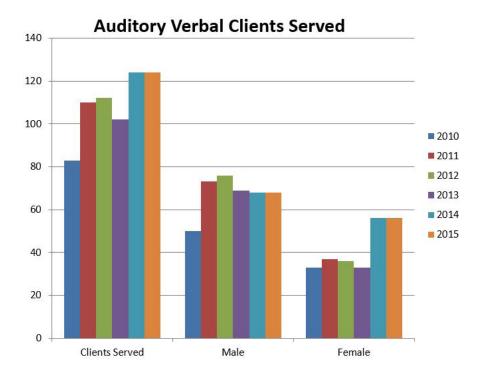




CLIENTS SERVED IN 2015







Auditory-Verbal Center, Inc.

Annual Report 2015



\$5,000 and Over:

Mahaffey, Rich & Beth James M. Cox Foundation R. Howard Dobbs, Jr. Foundation Rivituso, Patricia J. Sara Giles Moore Foundation Green Financial Resources, LLC Georgia Dist. of Kiwanis, Inc. United Way of Metropolitan Atlanta James Starr Moore Memorial Foundation John & Mary Franklin Foundation, Inc. Lee Foundation

\$2,500 - \$4,999:

Sarsfield, Michael P. Truist McMaster-Carr Supply Company Advanced Bionics

\$1,000 - \$2,499:

Crews, Margaret A. Kajima Foundation, Inc. Kinnebrew, Omar Harmon, Paula Pediatric Ear, Nose & Throat of Atlanta Silliman, Ben L. Speedway Children's Charities The Generosity Trust GE United Way Campaign PMC Building Materials Gwinnett Hospital System, Inc. Crofton, John D or Cecelia Mayer, Robert D. & Elaine L. Ewing, Steven R. & Teri **GF** Foundation James W. & June E. Webb Charitable Fund Peach, Walter E. Zuckerman, Daniel F.

\$500 - \$999:

SunTrust One Pledge Campaign Mahaffey, H. Randy Reese, Andre B.

Yankee Candle Clarke, Bertha Dougherty, Dianne Levi, Tammy JP Morgan Chase & Co. Salo, Eric V. CFC Give With Liberty Druid Hills Kiwanis Club Goodman, Dale & Paula Coombs, Michael Eisenberg, Stan DDS Lawson, Santiago L. Abroms, David Clarke,III James Hagan, James W. & Stacie S. Hofius, William James Oxendine IV, Calvin F. Platt, James C. Pricewaterhouse Cooper Production Builder Services, Inc. Rivituso, Patricia J. Taylor, J. Martin & M. Melinda Voya Foundation

\$100 - \$499:

O'Neill Jr., Robert E. & Beth Flannagan, Tim Crane, William B. Tucker, Caleb Norfolk Southern Corporation Wilson, Robert & Lynda Hawkins Parnell Thackston Young Isburgh, Sarah & Andy Downton, Michele Menefee, Frederick & Helen Norman, Mike or Donna Rothkopf Greenberg Family Foundation Atlanta Plays Its Forward Sutherland, Mary C. Mercado, Lewis S. Smith, Jacqueline D. Ade, Melissa S. & Kyron Bhansali, Sanjay Franklin, B. Jason & Alia K.



Heller, Marty I. Marsh, Claude E. Nyberg, Steve & Denise Sarsfield, Susan A. Thorpe, Chris Todd, Wendell & Jane AmazonSmile Brilling, Deborah Anne Felton, Stephen & Cassie Green, Paul Henleben, Cheryl J. Lamb, Becky & Martin Marsh, Austin Roberts, Steve & Lynda Rubin, Shay Simko, Stephen J. or Virginia T. Sporn, Elana Hunter, Hayden Balakrisharaja, Navin Radlinski, Sarah Downton, Samantha A. Ferguson, Frances Heavner, Krista Pascual, Murray Van Buren, James K. Chambers, Eugene P. (BO) Kroger Community Rewards Hipp, Cyndi Kinnebrew, Robert & Jennifer Cote, David & Christina Downton, Ryan Mastley, Dale F & Betty Morgan, Walter F. Prior, Harriet S. Pineros, Guerthy Brittingham, Dennis W. Abrams, Arthur A. Adams, Reid Anderson, Kenneth L. & Ann L. Ayers, Victor B. & Cheryl M. Bank of America Charitable Foundation Billingsley, Christopher & Mary C. Blanton, Tomie Jean Roberts Breault, Margaret Brown, George T. Campbell, Anthony Goudy, Steven

Hanrahan, Ruth N. Hutcherson, John K. Jackson, Blondell Kapgan, William Mahaffey, Matt Marsh, John E. Mitchell, Sarah H. Pilger, John J. Pursley`, Michael G. Robertson, Michael W. Rogers, Jon Kirk Taylor, Greg & Lynne Tehan, Chelsea Titus, C. Barry Wellbeloved, James T. & Helen

\$99 and Below:

Wilson, Mark Mealor, Marie S. Chen, Xenia M. Dickinson, Ansley` Gibson, Carrol Gizzi, Amber Mayer, Bill Morris, Wiliam F. Batchelder, Joshua H. Collins, Victor Davis, Charles Tucker, Christopher Kennedy, James Franklin, Nate A. Abaries Farhad Blanton, Rebecca S. Couch, Kyle Delapeta, Darius Duncan, Clark Duncan, Toni A. Greco, Astrida Gregg, Lizzy Woods, Margaret Ann Lamb, Grayson Young, Stephen L. & Cordelia Gorman, Milton H. Corona, William Blanton, Benjamin R. & Jan S. Fainberg, Jolie C.



Holley, Col. John C. & Harriett Holt, James R. & Meredith J. Jackson, Elizabeth J. Jones, Ken & Kristine Just People Inc. King, Tiffany L. Marshall, David C. Munder, Gary Norton, A. Frank O'Donnell, David & Mary Richmond, Allan Gary & Abby Ilene Sandefur, Anita Y. Shepherd, Charles G. Soderberg, Thomas A. Tabb, Judy N. Vandegriend, Christine M. Verlander, Robert J. Winkler, Randall Zahorchak, Frances A. Capane, Maria L. Daole, Zoe Jennings, Giovanni A. Seligman, Jodi Bouchard, Kyle Carter, Lauren Herbert, Beverly G. Johnson, Clemont & Linda Jones, Krystel Conway, Tim Plaia, Ruby A. Feintuch, Nolan` Franklin, D. Sharone Hunt, M. D. AT&T United Way Adams, Jean B. BB&T Belmonte, Colleen Brown, Judi Little, Jeff P. Mann, Bonnie S. Morales, Amilcar E. Morgan, Jean L. Riley, Christopher & Deena M. Schweitzer, Richard Voelz, Gary L. & Patricia M. Wisdom, Carol Montgomery

Womack, Dan M. & Carol Ann Northlake Kiwanis Club Baldini, Reshell Brizuela, Deylyn Brizuela, Meyly Gravett, Jeannie Howland, Jason J. Shelia Kilgore, Chelsea Knox, Michael & Susan Landrewneal, Darryl Noeck, Michael Phillips, Terence Seale, Lauren Spann, Delphine L. Arvidson, Tim Ault, Ethyl L. Kleeman, Shannon Powell, Camille Rosenbaum, Stephen M. Smith, Mary Claire GoodSearch Adams, Shirley G. Bedinger III, Frank C. Ehiwe, Olivia Jones, Clara A. Kirkland, Jennifer Sorrentino, Robert C. & Tanja YourCause, Trustee for JCPenney Gehrmann, Jennifer L. McReynolds, James S. Barrett, Mary Black, Brigittee

Buck-n-Ear (Kiwanis):

Airport Area Kiwanis Club Albany Golden K Albany Kiwanis Club Alpharetta-Johns Creek Americus Kiwanis Club Atlanta Kiwanis Club Baxley Kiwanis Club Blue Ridge Kiwanis Club Brooklet Kiwanis Club Calhoun Kiwanis Club



Carrollton Golden K Carrollton Kiwanis Club Cartersville Kiwanis Club Cedartown Kiwanis Club Clarkesville Kiwanis Club Columbus Kiwanis Club Cordele Kiwanis Club Cornelia Kiwanis Club Covington Kiwanis Club Coweta County Kiwanis Club Crawford County Kiwanis Club Cumming Kiwanis Club Dalton Kiwanis Club Doraville Kiwanis Club Douglas County Kiwanis Club Duluth-Norcross Kiwanis Club Dunwoody Young Professionals Club East Cobb County Kiwanis Club Eastman-Dodge County Kiwanis Club Eatonton Kiwanis Club Fairfield Plantation Kiwanis Club Forest Park Kiwanis Club Forsyth-Monroe County Kiwanis Club Galleria NW Atlanta Kiwanis Club Golden K Columbus Greater Kennesaw Kiwanis Club Greater South Cobb Kiwanis Club Griffin Kiwanis Club Hartwell Kiwanis Club Historic Roswell Kiwanis Club Jesup Kiwanis Club Jones County Kiwanis Club Jonquil City Kiwanis Club Kennworth Golden K Kiwanis Club of Douglas Kiwanis Club of Gainesville Kiwanis Club of Savannah LaGrange Kiwanis Club Loganville Kiwanis Club Macon County Kiwanis Club Macon Kiwanis Club Manchester Kiwanis Club Marietta Golden K Marietta Kiwanis Club McIntosh Trail Kiwanis Club Metro Atlanta Kiwanis Club

Metro Fayette Kiwanis Club Metro Marietta Kiwanis Club Metter Kiwanis Club Milledgeville Kiwanis Club Monroe Kiwanis Club Moultrie Kiwanis Club Newnan Kiwanis Club North Gwinnett Kiwanis Club North Macon Kiwanis Club Northside Atlanta Kiwanis Club Peachtree Atlanta Kiwanis Club Perry Kiwanis Club Rockmart Kiwanis Club Rome Kiwanis Club Saint Marys Kiwanis Club Sandy Springs Kiwanis Club Smyrna Kiwanis Club Southlake Kiwanis Club Statesboro Kiwanis Club Thomaston Kiwanis Club Thomasville Kiwanis Club Thomson Kiwanis Club Tifton Kiwanis Club Turner County Kiwanis Club Valdosta Kiwanis Club Vidalia Kiwanis Club Villa Rica Kiwanis Club West End Atlanta Kiwanis Club Winder Kiwanis Club



THANK YOU.

Thank you for taking the time to review our 2015 Annual Report. Please contact us if you have any questions or would like to become involved in some way at the Auditory-Verbal Center.

We appreciate your support.

