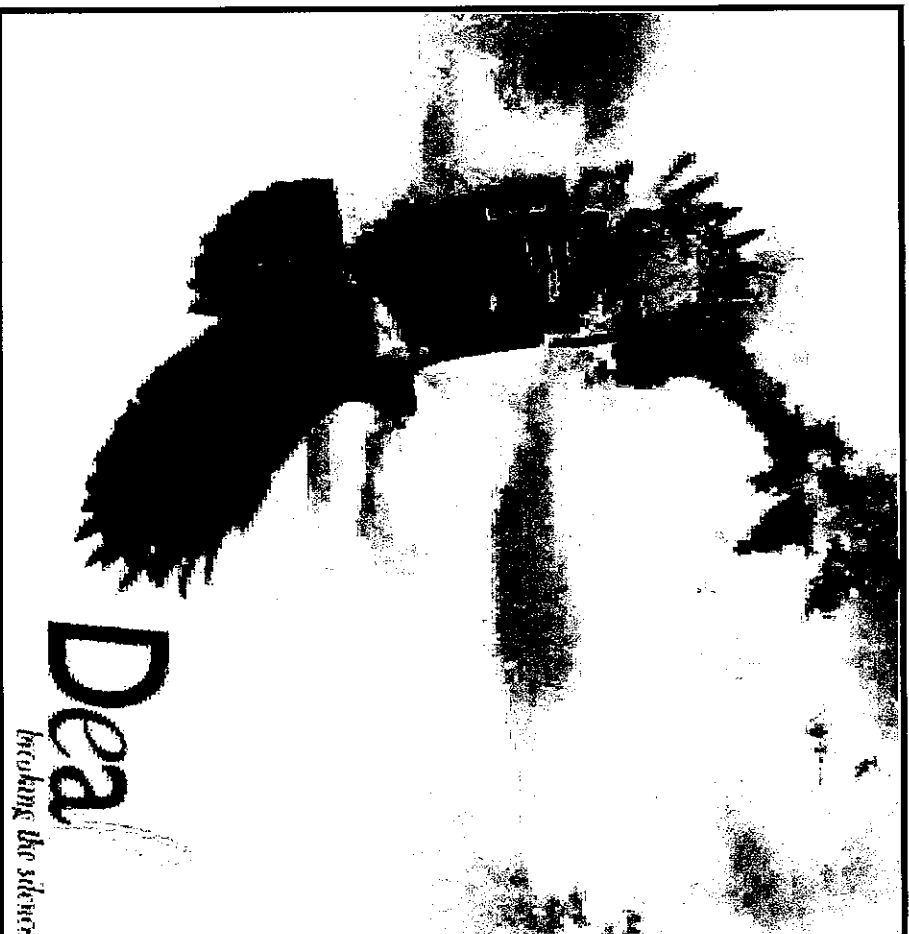


DEAL

Communication Centre Inc.



Annual Report 2006-2007

DEAL Communication Centre Inc.

538 Dandenong Road, Caulfield, Victoria 3162, Australia

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“Each person without a voice must be given an opportunity just like me.” Ken Wilkinson

DEAL's goal is a world in which everyone who cannot speak has the means and the opportunity to communicate. DEAL is the only service in Victoria solely devoted to assisting people with severe expressive impairments: hearing people who need to use specialised communication aids to speak. DEAL does not receive any government funding. Despite this; only clients with third party funding receive bills - others pay what they can afford. Communication is too important to be dependent on family finances.

Ken Wilkinson is typical. Unable to speak due to autism, Ken had no voice until he attended DEAL at the age of 16. Recently he wrote: *I want to tell people that everyone surely should have the right to reach their dreams of a good life. If you don't have the ability and also the freedom to communicate, then you head into an abyss of despair. Too many people put labels on people like me and only see disability. Obviously I am so happy that a place like Deal exists. I am so blessed with nearly achieving yesterday's dreams to be valued and participate in a wonderful world. Each person without a voice must be given an opportunity just like me.*



Ken talking with his mother using a Lightwriter, a mini-typewriter that says what he types.
Lord Mayor's Charitable Fund – Annual Report 2007

President's Report

July 2006 - June 2007

I am pleased to present the 2006 - 2007 Annual Report and audited accounts of DEAL Communication Centre Inc.

A very good year

In 2006 - 2007 DEAL was the recipient of a significant increase in funding from grants and donations, which allowed DEAL to extend its services to people with severe communication impairments, including a fifty percent increase in the number of new clients. DEAL's advocacy activities also bore fruit – early in 2007 government funding for the inclusion of NEO notetakers in the Electronic Communication Devices Scheme was approved, after more than three years of lobbying. And DEAL staff delivered presentations at national and international conferences and consulted interstate and overseas.

Continuing Concerns

While this is all good news for DEAL, we still have serious concerns about the overall provision of services for Victorians without speech.

As a result of lobbying by DEAL and other agencies, in 2005 each schoolchild without functional speech became entitled to a communication aid up to the value of \$6,000, funded through the excellent Electronic Communication Devices Scheme. However, Education Department therapy services are still so limited that a school with forty non-speaking children may only obtain half a day of speech therapy a fortnight - or 3 minutes a week per child. Consequently few school children with severe expressive impairments are receiving either the communication intervention they need or the communication devices to which they are entitled. To compound the problem, few teachers or aides have any training or experience in using communication aids.

As there are approximately 2,500 schoolchildren whose speech needs augmentation, DEAL can only meet a small fraction of the need for hands-on services. To augment DEAL's direct therapy services, the staff are collecting data on unmet needs to use in lobbying the Education Department for improved services.

Thanks

As I mentioned above, in 2006 - 2007 DEAL was assisted by the generosity of many charitable foundations and private donors. On behalf of the Committee of Management I would like to thank the Big Heart Cycle Team who once again raised funds for DEAL in the annual Murray to Moyne relay, especially their leader, Mr Mark Goldblatt. We also thank ANZ Trustees, the Brockhoff Foundation, the Lord Mayor's Charitable Fund, the Potter Foundation, the Pratt Foundation and the Singer Family Trust, together with DEAL's many generous individual supporters, including the participants in our annual Phantom Tea Party.

As always the Committee of Management would like to thank the DEAL staff for their hard work, skills, support and loyalty. They have continued to provide services of the very highest standard. The Committee also thanks the Director for her dedication and hard work.

Finally, I wish to thank the members of the Committee of Management for their support and enthusiasm, especially Margaret Batt, Mary Clough and Kate Cetrangelo who are retiring at this meeting, and will be much missed.

Amanda Ducrou, President, DEAL Committee of Management

What DEAL contributed to Victoria, Australia and the World from July 2006 to June 2007

DEAL serves people with little or no speech, people who often have great difficulty in having their needs met, people who cannot even say 'I need help'. Since opening in 1986, DEAL has provided communication therapy to more than 2000 Victorians without functional speech. Some of the first children to attend DEAL, students who were believed to be significantly intellectually impaired as well as mute, have now graduated from university.

DEAL's innovative programs have had wide international impact. Communication strategies developed at DEAL are now used in more than thirty countries, and have led many government agencies and universities to establish programs in non-speech communication.

○ DEAL remains highly productive despite having limited resources. In the financial year from July 2006 to June 2007 DEAL's output included:

***Therapy provision** to 151 individuals with severe communication impairments, 70 of whom were new clients. As well as providing on-going services to Victorians, DEAL staff undertook assessments and consultations in S.A., the ACT and Queensland, and the U.S.A. and the U.K.

***Advocacy** – in addition to providing individual advocacy, DEAL takes up wider issues affecting people with significant speech limitations. Currently DEAL is lobbying for increased training and support for Victorian children receiving communication aids, many of whom currently only receive the two hours of training paid for by the Aids & Equipment Program.

○ ***Research & Development** – currently DEAL staff are studying the effects of communication devices with and without speech and with and without word prediction on the development of independent typing skills and functional speech in teenagers and adults with severe autism.

***Information & Education** – DEAL staff delivered five presentations at the biennial conference of the International Society for Augmentative and Alternative Communication held in Dusseldorf in August 2006 and two at the biennial Australian Conference on Severe Communication Impairment held in Melbourne in March 2007.

In addition the Director presented a keynote address at the Summer Institute of the Facilitated Communication Institute at Syracuse University, N.Y., a one-day workshop on Augmentative Communication in Adelaide for the Autism Society of S.A. and two one-day workshops on Facilitated Communication Training in Brisbane funded by the Queensland Government's Technology Survival Skills Program.

As well DEAL provided an e-mail information and advice service used by parents and therapists throughout Australia and around the world.

DEAL — Management Committee 2006-2007

DEAL Committee Centre is administered by a Committee of Management elected by the members at the Annual General Meeting. Any person supporting the aims of DEAL is eligible to be a member. DEAL's clients are encouraged to join DEAL and to stand for places on the Committee of Management.

The Committee of Management elected at the AGM held on November 14th, 2006 was:

Executive

President Ms Amanda Ducrou, B.A./LL.B., M.B.A.

Vice-President Ms Jill Johnson, B.Sc.

Treasurer Mr Bruce Marks, C.A.

Secretary Mr Chris Borthwick, B.A., LL.B.

Committee Ms Margaret Batt, L.A.C.S.T

Ms Kate Cetrangelo

Ms Mary Clough, B.A., Dip.Ed., Dip.Sp.Ed.

Ms Joan Dwyer, OAM, B.A., LL.B.

Ms Leanne Leggo

Ms Anne McDonald, B.A.

Mr John Perry, OAM, T.P.T.C., T.Sp.P.C.



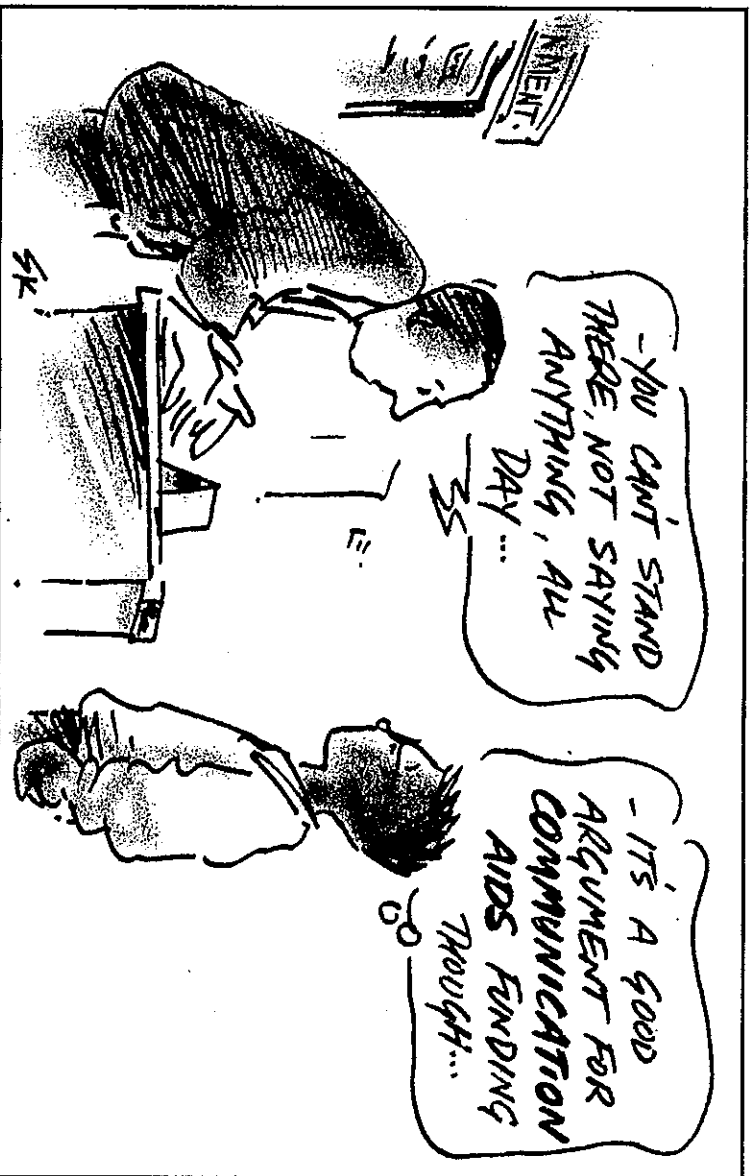
DEAL — Staff 2006-2007

Director	Dr. Rosemary Crossley, A.M., M.Ed., Ph.D.
Speech Pathologists	Ms. Leslie Zimmerman, B.App.Sci. (Sp.Path.)
Office Manager	Ms. Eve Chapman, B.Sc., Dip.Ed.
Intern	Ms. Amélie Petit

Eve and Leslie have soldiered on valiantly through various challenges. We are fortunate to have the help of Bruce Marks, a retired accountant who voluntarily manages the office on Mondays and looks after our books. We are very grateful to Bruce and to Ben Ruschinek, our honorary auditor, for their help and guidance. This year we have also been assisted by Amélie Petit, our first French intern, who has become la reine of the laminator. Merci beaucoup, Amélie.

As always, the DEAL President and COM have supported the staff in many ways. Sadly this year we are farewelling Margaret Batt. Margaret was a foundation member of the Bean Baggers Support Group, the predecessor of Deal, established in 1977 to advocate on behalf of Anne McDonald and other residents of St. Nicholas Hospital. In the thirty years since, Margaret has served Deal loyally and capably either as a speech therapist or as a member or office bearer of the COM. It is hard to imagine Deal without her, but she has grand children calling. Our thanks and best wishes go with her.

Rosemary Crossley, Director



B. Ruschinek & Associates
REGISTERED TAX AGENTS AND ACCOUNTANTS

9523.8666 Fax. (03) 9528 2785

Level 1, 207 Glenhuntly Road Elsternwick, 3185
P. O. Box 693, Elsternwick, 3185
Tel. (03)

AUDITORS REPORT

To the Members of DEAL COMMUNICATION CENTRE INC.

I have audited the attached Statement of Financial Position as at 30 June 2007, the Statement of Financial Performance for the Year Ended 30 June 2007 and the accompanying Cash Flow Statement.

I have formed the opinion that the above Accounting Reports are in accordance with the financial records and minutes of the Committee of Management.

The Account reports are properly drawn up so as to give a true and fair view of this Organisation's state of affairs as at 30 June 2007, and of its operations for the year ended 30 June 2007.

The Committee of Management has taken note of my report to it of various matters and as such is reflected in the reports as above.

Yours sincerely,

B. RUSCHINEK & ASSOCIATES

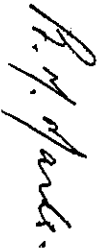


B. RUSCHINEK, CPA.
7 November 2007

DEAL Communication Centre Inc.
538 Dandenong Road, Caulfield 3162, Victoria, Australia

Treasurer's Statement

In my opinion the attached Income and Expenditure Statement gives a true and fair view of the results for the year ended 30 June 2007, and the Balance Sheet gives a true and fair view of the state of affairs at that date.



Bruce M Marks
Treasurer
5th November, 2007

DEAL COMMUNICATION CENTRE INC.

Statement of Financial Position

	<u>2007</u>	<u>2006</u>
ASSETS		
Cash at Bank	66819	55706
Funds On Hand	6899	1010
Investment Funds	Term Deposits	
	61873	30711
Debtors	2895	1677
Office Furniture (At Cost)	18052	18052
Less: Provision for Depreciation	<u>7303</u>	<u>3693</u>
Written down value	<u>10749</u>	<u>14359</u>
TOTAL ASSETS	<u>149235</u>	<u>103463</u>
LIABILITIES		
Creditors	828	0
Provision for Long Service Leave	<u>28405</u>	<u>28405</u>
TOTAL LIABILITIES	<u>29233</u>	<u>28405</u>
NET ASSETS	<u>120002</u>	<u>75058</u>
GENERAL FUNDS		
Balance at 1 July	<u>75058</u>	109641
Surplus for Year	<u>44944</u>	<u>-34583</u>
BALANCE 30 JUNE	<u>120002</u>	<u>75058</u>

DEAL COMMUNICATION CENTRE INC.

Statement of Financial Performance

	<u>2007</u>	<u>2006</u>
INCOME		
Grants-Foundations	81575	19236
Seminars & Consulting	24036	16785
Donations	26081	35227
Membership	163	165
Interest	3884	1041
Sale of Materials	929	302
Bike Ride (Net of Expenses)	6839	10717
Tea Party Donations	20674	4610
Travel Reimbursement	<u>1259</u>	<u>0</u>
TOTAL INCOME	<u>165440</u>	<u>88083</u>
EXPENDITURE		
Communication Equipment	1201	1196
Depreciation Office Equipment	3610	2631
Rent	15080	15080
Salaries	79325	77041
Superannuation	7139	7132
Workcover	510	491
Big Mouth Camp Expenses (Net)	0	8797
Cleaning	119	67
Computer Consumables	2585	2172
Conferences	727	0
Consultancy & Therapy Materials	664	0
Gas, Light & Power	974	1125
Insurance	3021	2868
Postage & Freight	518	547
Repairs-Office Equipment	1943	277
Security	301	403
Stationery & Printing	539	349
Subscriptions	252	108
Telecommunications	1594	1378
Travel	0	561
Staff Amenities/Sundries	179	443
Sundries	<u>215</u>	<u>0</u>
TOTAL EXPENDITURE	<u>120496</u>	<u>122666</u>
SURPLUS/DEFICIT FOR YEAR	<u>44944</u>	<u>-34583</u>

DEAL COMMUNICATION CENTRE INC

STATEMENT OF CASH FLOW

FOR THE YEAR ENDED 30 JUNE 2007

	<u>2007</u>	<u>2006</u>
	Inflow/ (Outflow)	Inflow/ (Outflow)
CASH FLOW FROM OPERATING ACTIVITIES		
Receipts from Members, Grants, Donations, etc	161556	87042
Interest Received	3884	1041
Payments to Suppliers & Employees	<u>-116886</u>	<u>-120035</u>
Net Cash Provided by Operating Activities	<u>48554</u>	<u>-31952</u>
CASH FLOWS FROM INVESTING ACTIVITIES		
Fixed Asset Purchases-Equipment	0	-6541
Debtors	-1218	2426
Funds in Hand	-5889	-1010
Other Debtors	0	61040
Long Service Leave	0	-2200
Creditors	828	0
Term Deposit	<u>-31162</u>	<u>-30711</u>
Net Cash Used by Investing Activities	<u>-37441</u>	<u>23004</u>
CASH FLOW FROM FINANCING ACTIVITIES		
Net Increase in Cash Held	11113	-8948
Cash at the Beginning of the Financial Year	<u>55706</u>	<u>64654</u>
Cash at the End of the Financial Year	<u>66819</u>	<u>55706</u>