

DEAL

Communication Centre Inc.



Annual Report 2009-2010

DEAL Communication Centre Inc.

538 Dandenong Road, Caulfield, Victoria 3162, Australia

Phone: 03-9509 6324 Fax: 03-9509 6321

E-mail: dealadmin@ozemail.com.au

Homepage: www.deal.org.au

ABN 68 933 715 362

ANNIE McDONALD

11.1.1961 – 22.10.2010



It all began with Anne McDonald. Back in 1977 Rosemary Crossley established communication with a small group of children at St. Nicholas Hospital, the Beanbaggers (so called because they all sat in beanbags), led by Anne. The Health Commission, who ran the hospital, did not take this well. The children needed help, and we formed the Beanbaggers Support Group.

For a body that was asking governments for large sums of money the name lacked dignity, and in 1979 we changed it to DEAL (Dignity, Education, Advocacy and Language – A New Deal for the Handicapped). In 1979, too, Anne fought her way out of St. Nicholas, and joined the DEAL committee as our first consumer representative. She remained on the committee for the thirty-one years.

In 1980 Anne and Rose published *Annie's Coming Out*, the story of how Anne had struggled through to literacy and autonomy. The methods described there were the foundation of DEAL's work with successively more groups of people with little or no speech. People with acquired brain damage, people with Down syndrome, people with autism, and people diagnosed as having intellectual disabilities responded to the teaching strategies and positive expectations that were devised with Anne.

Annie's Coming Out was made into a film in 1984, raising awareness across Australia and around the world of the needs and the potential of people without speech. In 1985 DEAL won state and federal government funding to set up the DEAL Communication Centre, to see clients, to challenge the system, and to advocate for those who had no voice of their own.

For the next twenty-five years Anne McDonald threw herself into DEAL's work, writing articles, delivering papers, and working with other activists to ensure that the human rights of people with disability were not overlooked. In 2008 she was presented with the National Disability Award for Personal Achievement at Parliament House in Canberra.

For thousands of people around the world Anne was the embodiment of the right to communicate. Her contribution was unique and irreplaceable.

Chris Borthwick

DEAL Committee of Management President's Report July 2009 - June 2010

I am pleased to present the 2009 - 2010 Annual Report and audited accounts of DEAL Communication Centre Inc.

It is with great sadness that DEAL staff, clients, Committee of Management and the wider community in Australia and overseas said goodbye to Anne McDonald, who died unexpectedly on 22nd October 2010. Family, friends and colleagues celebrated her life with a memorial at St. Paul's Cathedral on Saturday, 13th November. Anne was a remarkable woman whose courage and dedication to the rights of people with disabilities, particularly those without speech, will be sorely missed, as will her good humour and ready smile.

Umbrella Films released *Annie's Coming Out* on a DVD with additional commentary from Anne, Rosie and Chris, only a few short weeks before Anne's death. On behalf of the Committee of Management, I offer Rosemary Crossley and Chris Borthwick our deepest sympathy for their loss.

This year, in addition to providing therapy services to our clients through individual appointments, DEAL extended our training to Victoria University by delivering Cert III and IV courses in non-speech communication throughout 2010. We hope to continue our association with Victoria University by jointly developing a Train the Trainer course in Augmentative and Alternative Communication (AAC) for delivery in 2011.

Also, during 2009-10, the Director and DEAL staff delivered presentations on aspects of augmentative communication at the ISAAC conference in Barcelona and the West Coast FC Symposium where a new feature-length documentary *Wretches and Jabbers* was shown, starring people from around the world who learnt to use communication aids with techniques developed at DEAL.

Again DEAL has been fortunate in receiving generous grants from various charitable foundations, including the Myer Foundation, the Singer Foundation, the Lord Mayor's Charitable Foundation, the Honda Foundation and the Sentinel Foundation, and numerous Clayton's Tea Party donations from individuals and groups. This assistance has enabled DEAL to provide free communication therapy to a growing number of clients who do not have the resources to pay fees.

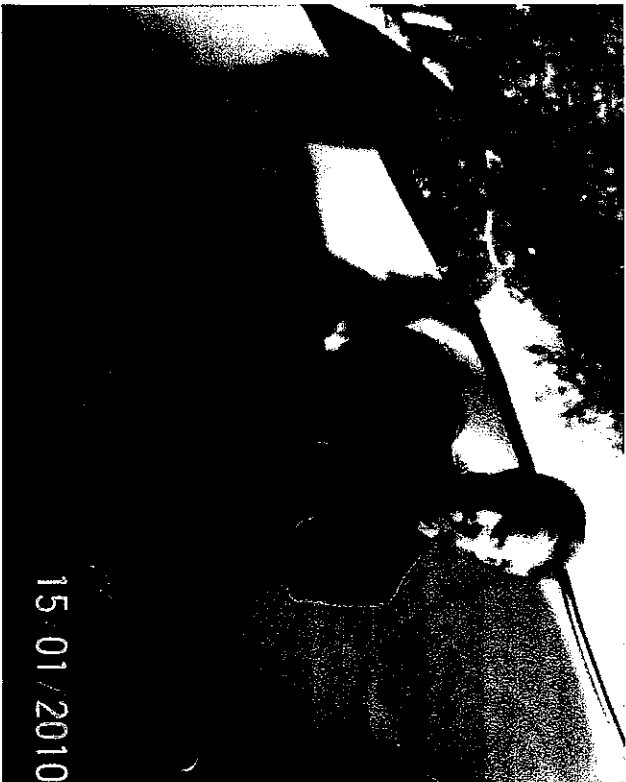
Modern technology has seen the launch of an upgraded DEAL webpage. This website provides a great deal of information and support to our clients as well as providing an opportunity to showcase DEAL's successes to prospective benefactors. The new website includes a three minute promotional video produced by Sarah Barton. On behalf of the Committee of Management, I would like to congratulate Sarah on this excellent DVD.

Also on behalf of the Committee of Management I 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 of Management especially thanks the Director for her dedication and hard work.

Finally, I wish to thank all the members of the Committee of Management for their support and enthusiasm.

Leane Leggo, President, DEAL Committee of Management

COMMUNICATION EVERYWHERE!



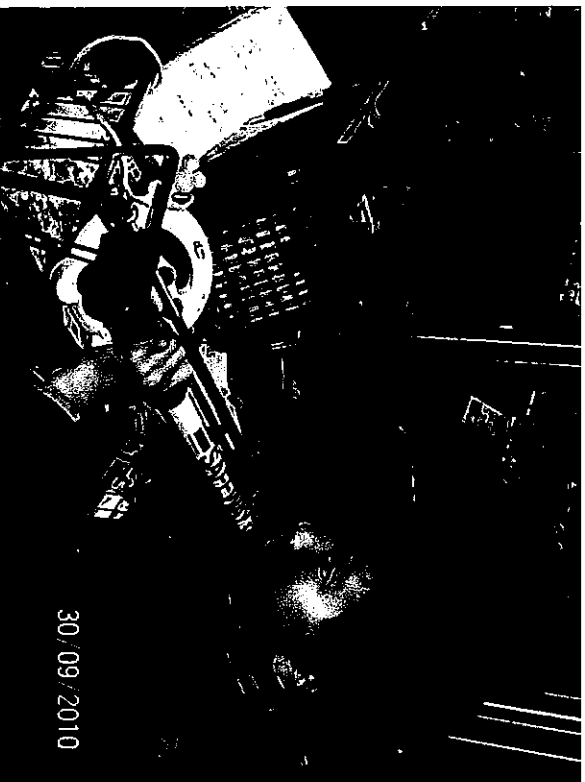
15-01-2010

On a slide,
a Hipwalker
is the way
to go

Back home,
Kingsley reads
a book to Dad



2010



30-09-2010

And in the
supermarket
he uses the
supermarket
supermarket

What DEAL contributed to Victoria, Australia and the World from July 2009 to June 2010

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 2,500 Victorians without functional speech. Some of the first children to attend DEAL, students who were once believed to be significantly intellectually impaired as well as mute, have now graduated from university.

DEAL's innovative augmentative communication (AAC) 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. Despite having limited resources, DEAL is highly productive.

In the financial year from July 2009 to June 2010 DEAL's output included:

***Therapy provision** to 223 individuals with severe communication impairments, 66 of whom were new clients. As well as providing on-going services to Victorians, DEAL staff undertook consultations and presented workshops on non-speech communication in Queensland, NSW, W.A. and the U.S.A.

***Advocacy** –Recently DEAL has been asked to assist a number of people with severe communication difficulties who were involved in legal proceedings in a variety of jurisdictions. Our roles were varied, ranging from appearing as an expert witness in the Supreme Court to explain the use of an eye-pointing board, to writing a report explaining the impact of a severe stutter on the ability of a detainee in Maribyrnong Detention Centre to give evidence.

***Research & Development** – DEAL staff joined researchers from Melbourne University and St. Vincent's Hospital in an investigation of the usefulness of f-MRI technology in the assessment of the awareness of patients diagnosed as being in Persistent Vegetative State or Minimally Conscious State. Currently we are waiting on the results of the data analysis.

***Information & Education** – DEAL's new website, www.deal.org.au, funded by the Myer Foundation and designed by InfoXchange, has received very positive feedback from therapists around the world, partly because it includes information about new technologies such as the I-Pad, and partly because of the important out-of-print books and papers we are now able to make freely available.

DEAL — Management Committee 2009-2010

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 stand for places on the Committee of Management.

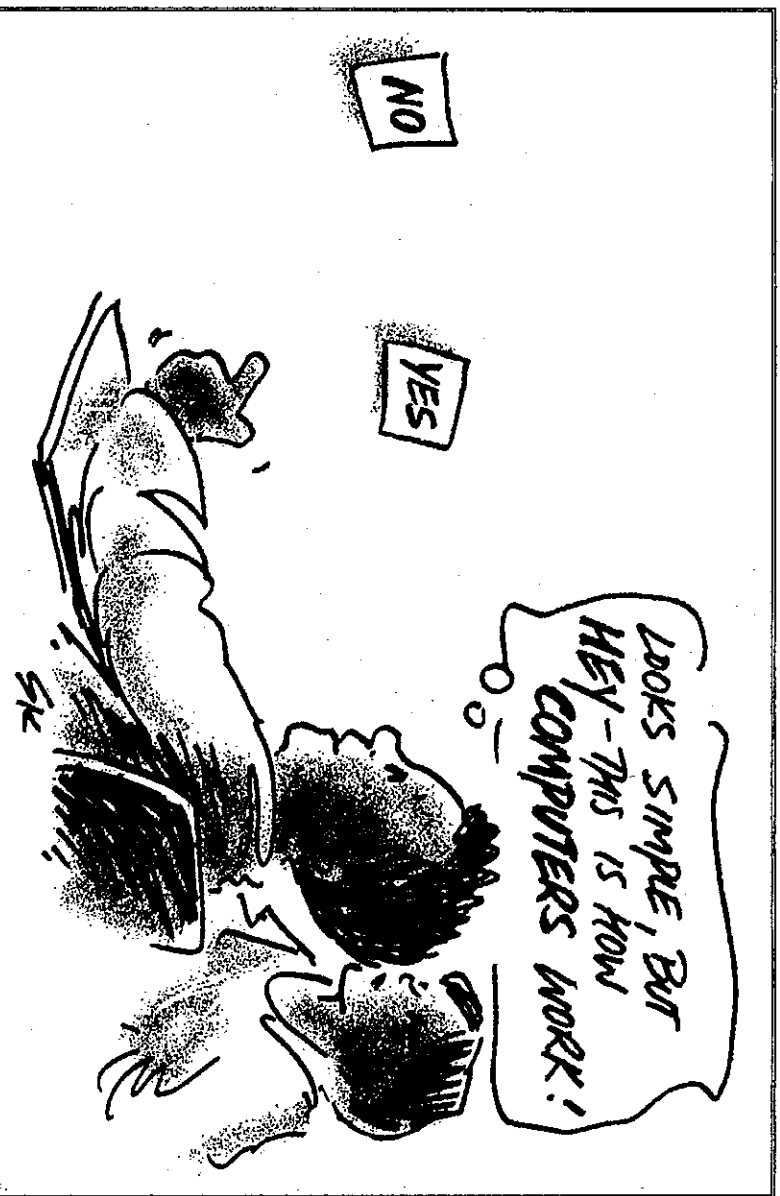
The Committee of Management elected at the AGM held on November 10th, 2009 was:

Executive

| | |
|-----------------------|--------------------------------|
| President | Ms Leane Leggo |
| Vice-President | Ms Jill Johnson, B.Sc. |
| Treasurer | Mr Bruce Marks, C.A. |
| Secretary | Mr Chris Borthwick, B.A., LL.B |

Committee

| |
|---|
| Ms Amanda Ducrou, B.A/LL.B., M.B.A |
| Ms Joan Dwyer, O.A.M., B.A., LL.B. |
| Ms Kathy Macfarlane, B.Ed., M.A.(App.Ling.) |
| Ms Anne McDonald, B.Hum. |
| Mr John Perry, O.A.M., T.P.T.C., T.Sp.P.C. |
| Ms Penny Webster, B.Soc.Sci., M.Com. (IR & HRM) |



DEAL — Staff 2009-2010

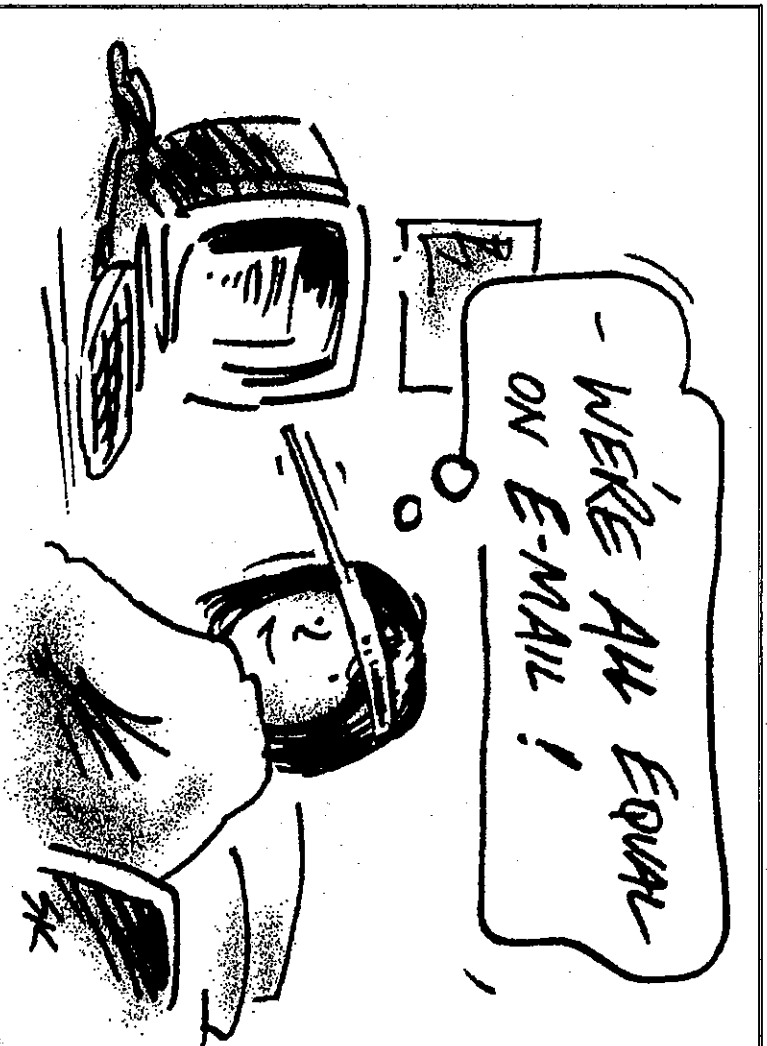
| | |
|--------------------|---|
| Director | Dr. Rosemary Crossley, A.M., M.Ed., Ph.D. |
| Speech Pathologist | Ms. Leslie Zimmerman, B.App.Sci. (Sp.Path.) |
| Office Manager | Ms. Kae Slattery |
| Therapy Assistant | Ms. Maggie Gruner (temp.) |
| Interns | Marina Koswig |
| Volunteers | Mr. Bruce Marks, Ms. Emmy Elbaum |

For the past year we have again been blessed with the services of Bruce Marks, a retired accountant who manages the office on Mondays and also looks after our books. We are very grateful to him and to Ben Ruschinek, our honorary auditor, for ensuring DEAL's finances are in good order.

We also owe many thanks to Emmy Elbaum, volunteer parent advocate, who has helped many of DEAL's clients and families in negotiations with the bureaucracy.

My personal thanks go to all the committee, staff and volunteers for their loyal support, especially to Leane Leggo, who took over as President of the DEAL Management Committee after last year's AGM and has filled the role admirably.

Rosemary Crossley, Director
November 25th 2010



B. Ruschinek & Associates

REGISTERED TAX AGENTS AND ACCOUNTANTS
Ben Ruschinek, CPA
ABN 87 070 673 013

Level 1, 207 Glenthurly Road, Elsternwick
P. O. Box 693, Elsternwick, 3185.
Tel. (03) 9523 8666
Fax. (03) 9528 2785

AUDITORS REPORT

To the Members of DEAL COMMUNICATION CENTRE INC.

I have audited the attached Statement of Financial Position as at 30 June 2010, the Statement of Financial Performance for the Year Ended 30 June 2010 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 2010, and of its operations for the year ended 30 June 2010.

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.
22 November 2010

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under Professional Standards Legislation

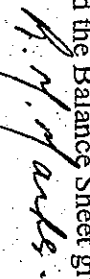
B. Ruschinek & Associates Pty Ltd is a CPA practice



DEAL Communication Centre Inc.
538 Dandenong Road, Caulfield, Victoria 3162 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 2010 and the Balance Sheet gives a true and fair view of the state of affairs at that date.



Bruce M Marks

Treasurer

3 / October 2010

DEAL COMMUNICATION CENTRE INC.

Statement of Financial Performance

| | <u>2010</u> | <u>2009</u> |
|---------------------------------------|---------------|---------------|
| INCOME | | |
| Grants-Government | 0 | 10000 |
| Grants-Foundations | 67250 | 152115 |
| Seminars & Consulting | 20504 | 12155 |
| Donations | 38389 | 23148 |
| Membership | 267 | 320 |
| Interest | 4633 | 5191 |
| Sale of Materials | 170 | 809 |
| Tea Party Donations | 17057 | 7140 |
| Travel Reimbursement | <u>3043</u> | <u>3753</u> |
| TOTAL INCOME | <u>151313</u> | <u>214631</u> |
| EXPENDITURE | | |
| Communication Equipment | 1416 | 15861 |
| Depreciation Office Equipment | 3528 | 3610 |
| Rent | 17088 | 16691 |
| Salaries | 109985 | 96217 |
| Superannuation | 9898 | 8799 |
| Workcover | 1061 | 950 |
| Cleaning | 931 | 175 |
| Computer Consumables | 1235 | 1442 |
| Conferences | 0 | 297 |
| Gas,Light & Power | 1020 | 1098 |
| Insurance | 2795 | 2794 |
| Postage & Freight | 296 | 476 |
| Repairs-Office Equipment | 246 | 140 |
| Security | 400 | 485 |
| Stationery & Printing | 2077 | 2795 |
| Subscriptions | 127 | 174 |
| Telecommunications | 1847 | 1751 |
| Travel | 5508 | 10462 |
| Staff Amenities/Sundries | 317 | 420 |
| Sundries and Therapy | 1013 | 1593 |
| Website Training/Production Equipment | <u>9777</u> | <u>23049</u> |
| TOTAL EXPENDITURE | <u>170565</u> | <u>189279</u> |
| SURPLUS (DEFICIT) FOR YEAR | <u>-19252</u> | <u>25352</u> |

DEAL COMMUNICATION CENTRE INC.

Statement of Financial Position

| <u>30/06/2009</u> | <u>ASSETS</u> | <u>30/06/2010</u> |
|-------------------|----------------------------------|-------------------|
| 166586 | Cash at Bank | 149515 |
| 1170 | Funds On Hand | 1942 |
| 3713 | Debtors | 3197 |
| 1780 | Other Debtors | 599 |
| 18052 | Office Furniture (At Cost) | 18052 |
| <u>-14523</u> | Less: Provision for Depreciation | <u>-18052</u> |
| <u>3529</u> | Written down value | <u>0</u> |
| <u>176778</u> | <u>TOTAL ASSETS</u> | <u>155253</u> |
| | <u>LIABILITIES</u> | |
| 1762 | Creditors | 2110 |
| 2866 | Accruals | 245 |
| <u>25913</u> | Provision for Long Service Leave | <u>25913</u> |
| <u>30541</u> | <u>TOTAL LIABILITIES</u> | <u>28268</u> |
| <u>146237</u> | <u>NET ASSETS</u> | <u>126985</u> |
| | <u>GENERAL FUNDS</u> | |
| 120885 | Balance 30/06/2009 | 146237 |
| <u>25352</u> | Surplus for Year | <u>-19252</u> |
| <u>146237</u> | <u>BALANCE 30 JUNE</u> | <u>126985</u> |

DEAL COMMUNICATION CENTRE INC

STATEMENT OF CASH FLOW

FOR THE YEAR ENDED 30 JUNE 2010

| | 2010 | 2009 |
|---|----------------------|----------------------|
| | Inflow/ (Outflow) | Inflow/ (Outflow) |
| CASH FLOW FROM OPERATING ACTIVITIES | | |
| Receipts from Members, Grants, Donations, etc | 146680 | 209440 |
| Interest Received | 4633 | 5191 |
| Payments to Suppliers & Employees | <u>-167037</u> | <u>-185669</u> |
| Net Cash Provided by Operating Activities | <u>-15724</u> | <u>28962</u> |
| CASH FLOWS FROM INVESTING ACTIVITIES | | |
| Debtors | 1697 | 13676 |
| Creditors, Accruals & Provisions | <u>-2272</u> | <u>-1373</u> |
| CASH FLOW FROM FINANCING ACTIVITIES | | |
| Net Increase in Cash Held | -16299 | 41265 |
| Cash at the Beginning of the Financial Year | <u>167756</u> | <u>126491</u> |
| Cash at the End of the Financial Year | <u>151457</u> | <u>167756</u> |