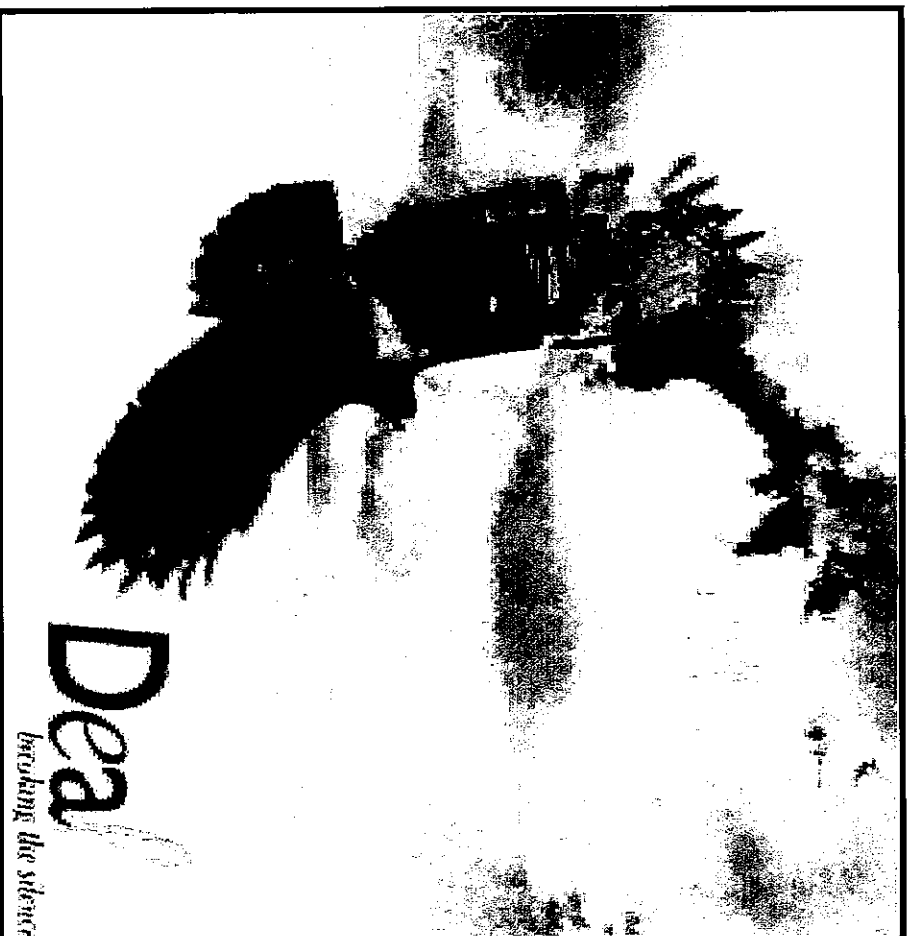


DEAL

Communication Centre Inc.



Annual Report 2007-2008

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

SUCCESS IN THE MAINSTREAM!



Michael Regos graduating from Swinburne University – TAFE with an Advanced Diploma of Business (Marketing).

Michael is being assisted by Will Humphries, his long-term support worker, because he is legally blind due to complications of Down syndrome.

Michael has very little speech, and is unable to write because he has dyspraxia. He received his first communication aid, a Canon Communicator, after his parents brought him to Deal when he was 11.

Michael used the Canon and a typewriter through most of his secondary schooling. He successfully sat the regular Victorian Certificate of Education exams at the end of Year 12. At Swinburne he used a Lightwriter to augment his speech and an Alphasmart with Co-Writer word prediction to replace hand writing.

“I want to thank my family, the team at Swinburne, especially Lorraine and Will, and Deal. I couldn’t have made it without their support.”

Congratulations Michael!

We believe this is a first for a person with Down syndrome who uses a communication aid – and it’s an inspiration for people with Down syndrome everywhere.

President's Report

July 2007 - June 2008

I am pleased to present the 2007 - 2008 Annual Report and audited accounts of DEAL Communication Centre Inc.

In 2007 - 2008 DEAL was able to continue its outstanding work providing services to people with severe communication impairments thanks to the generosity of its many donors. Whilst income was lower than the previous year I am pleased to report that DEAL's services have not been compromised. On average, there are almost 100 client appointments each month, spread across approximately 60 clients (some of whom are overseas). This means that on average each local client receives the benefits of DEAL's services twice a month; making a significant difference in their lives through enhancing their ability to communicate.

This year saw the reintroduction of DEAL's newsletter, this time in an online format. It is hoped that this will raise the profile of DEAL's work in the community and provide a forum for discussion of the issues and challenges facing those who are unable to speak.

DEAL's work was also recognised both locally and internationally. First, the public reaction to the story "Pillow Angel" by Anne McDonald, published both here and overseas. Second, the presentations by Ruth Ruschneck and Colby Hickey, both of whom are long-term clients who use Lightwriters, at international and national conferences respectively. Third, the acknowledgment of the work of our Director in the foreword to a UK publication on facilitated communication:

"We owe an immeasurable debt of gratitude to Dr Rosemary Crossley, who has revolutionised the lives of the authors and their families".
The man who wrote those words has severe autism but is now an associate lecturer at the University of Bolton.

During the year the Director gave workshops in Brisbane and Albury, at Syracuse University in New York and the Jay Nolan Center in Los Angeles, and the University of Traditional Chinese Medicine in Shanghai.

In 2007 - 2008 DEAL was assisted by the Sentinel Foundation, the Telstra Kids Fund, the Pratt Foundation, the Singer Foundation, the Helen Macpherson Smith Trust and A.N.Z Trustees. We are enormously grateful for their support, which is essential for maintaining DEAL's services, as is the support of the members of the Big Heart Cycle Team who again raised funds for DEAL in the annual Murray to Moyne relay. Special thanks go to them and their leader, Mark Goldblatt. We also want to thank DEAL's many generous individual supporters, including those who join in our annual Clayton's Tea Party.

On behalf of the Committee of Management I would like to thank the DEAL staff for their hard work, skills, 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.

Amanda Ducrou, President, DEAL Committee of Management

What DEAL contributed to Victoria, Australia and the World from July 2007 to June 2008

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 2007 to June 2008 DEAL's output included:

***Therapy provision** to 175 individuals with severe communication impairments, 73 of whom were new clients. As well as providing on-going services to Victorians, DEAL staff undertook assessments and consultations in Queensland, NSW, and the U.S.A. and China (see report on the following page).

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

In addition the Director presented a keynote addresses at the inaugural conference on the Rehabilitation of Children with Cerebral Palsy in Shanghai and the Summer Institute of the Facilitated Communication Institute at Syracuse University, N.Y., and workshops on Facilitated Communication Training in Brisbane and Los Angeles.

As well DEAL provided an e-mail information and advice service used by parents and therapists throughout Australia and around the world. This was augmented by the distribution of the first issue of our new on-line newsletter in April 2008.

BREAKING THE SILENCE IN CHINA

DEAL has received funding from the Australia-China Council of the Australian Department of Foreign Affairs to provide resources and training in non-speech communication to parents, teachers and therapists in Shanghai. Our partner institution is the Shanghai University of Traditional Chinese Medicine, where we will be working closely with Professor Sun Kexing.

In October 2007 I was invited to give a keynote address on Non-speech Communication at the inaugural international conference on Rehabilitation of Children with Cerebral Palsy held at the Shanghai University of Traditional Chinese Medicine. After the conference I was asked to visit the clinics for children with cerebral palsy held at two teaching hospitals. It is my experiences during those visits that have led to this project, which is now being extended to include communication for children with autism.

Both the hospitals I visited had well-equipped speech therapy clinics with well-trained speech therapists, but none of the therapists had any knowledge of the communication techniques which are commonly used here to assist children who can hear but who cannot speak. They literally had never seen even the most basic items, such as cards with YES and NO (in chinese characters of course) for children to point to, to answer questions.

The electronic communication aids I was carrying, which allowed the children to 'speak' by pressing pictures for what they wanted to say, stunned them. They had presumed that children without any speech also lacked understanding. To hear them answering questions and composing sentences like "Cats are tame animals. Lions are wild animals." (of course in chinese) was totally unexpected.

The first clinic I visited closed for the day immediately after seeing me work with just 2 children, to allow the staff to talk to me about the implications of what they had seen and about ways of making or obtaining similar equipment. The second clinic remained open late into the evening with queues of desperate parents wending their way through the corridors waiting to see me.

Following these sessions Professor Sun discussed setting up a joint project to provide non-speech communication training to therapists, therapy students and parents. As part of the project I will make two visits to Shanghai, each of a fortnight's duration, the first in November 2008 and the second in May 2009.

Rosemary Crossley

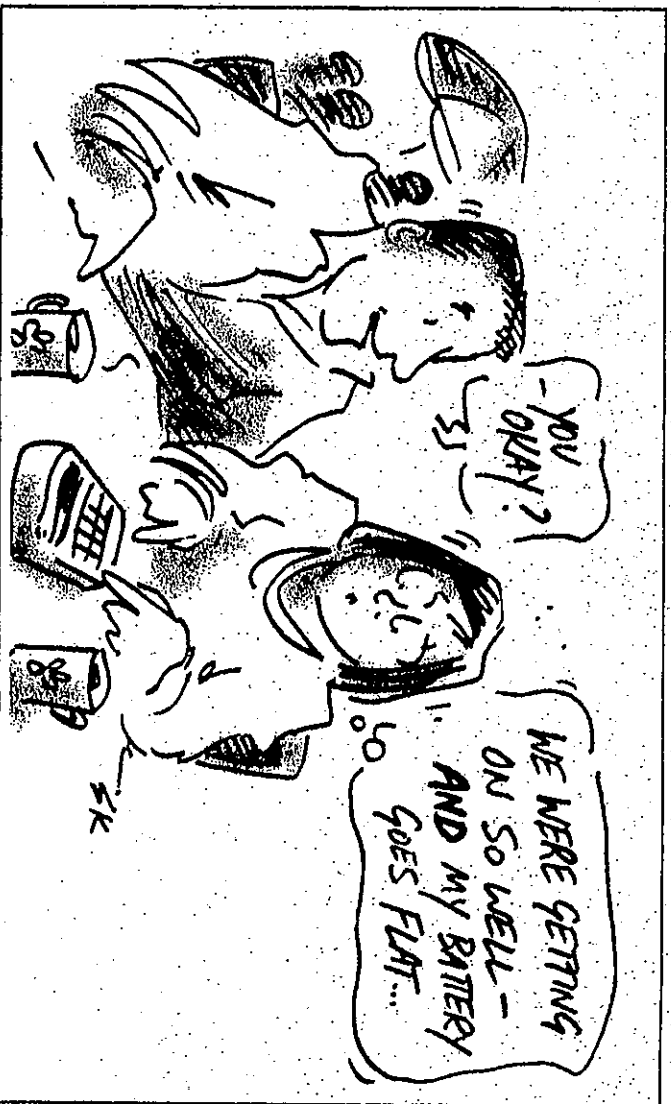
DEAL — Staff 2007-2008

Director	Dr. Rosemary Crossley, A.M., M.Ed., Ph.D.
Speech Pathologist	Ms. Leslie Zimmerman, B.App.Sci. (Sp.Path.)
Managers	Ms. Eve Chapman, B.Sc., Dip.Ed. Ms. Kae Slattery, Dip. Teaching (Primary)
Interns	Monika Stegman, Marina Koswig, Claudia Streit

At the end of 2007 we sadly farewelled Eve Chapman, DEAL's office manager for six busy years, and in February we welcomed her replacement, Kae Slattery. We continue to be 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.

My sincere thanks go to the President and members of the Committee, who have been busy developing a business plan and fundraising for the future, and also to our excellent staff and interns for their loyal support.

Rosemary Crossley, Director



DEAL – Management Committee 2007-2008

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 13th, 2007 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 Joan Dwyer, O.A.M., B.A., LL.B.

Ms Leanne Leggo, M.U.M.

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, Adv.Cert.Welfare, B.Soc.Sc., M.Com.



B. Ruschinek & Associates

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

Level 1, 207 Glenhuntly Road, EISENBERG
P. O. Box 693, EISENBERG, 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 2008, the Statement of Financial Performance for the Year Ended 30 June 2008 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 2008, and of its operations for the year ended 30 June 2008.

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.
3 November 2008

*Liability limited by a scheme approved
under Professional Standards Legislation.*

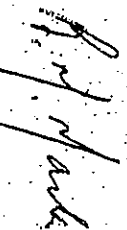
B. Ruschinek & Associates Pty Ltd is a CPA practice



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 2008, and the Balance Sheet gives a true and fair view of the state of affairs at that date.



Bruce M Marks
Treasurer

31 October 2008

DEAL COMMUNICATION CENTRE INC.

Statement of Financial Position

	<u>2008</u>	<u>2007</u>
ASSETS		
Cash at Bank	126491	66819
Funds On Hand	0	6899
Investment Funds	0	61873
Term Deposits		
Debtors	19169	2895
Office Furniture (At Cost)	18052	18052
Less: Provision for Depreciation	<u>-10913</u>	<u>7303</u>
Written down value	7139	<u>10749</u>
TOTAL ASSETS	<u>152799</u>	<u>149235</u>
LIABILITIES		
Creditors	3509	828
Provision for Long Service Leave	<u>28405</u>	<u>28405</u>
TOTAL LIABILITIES	<u>31914</u>	<u>29233</u>
NET ASSETS	<u>120885</u>	<u>120002</u>
GENERAL FUNDS		
Balance 1st July 2007	120002	75058
Surplus for Year	<u>883</u>	<u>44944</u>
BALANCE 30 JUNE	<u>120885</u>	<u>120002</u>

DEAL COMMUNICATION CENTRE INC.

Statement of Financial Performance

	<u>2008</u>	<u>2007</u>
INCOME		
Grants-Government	10000	0
Grants-Foundations	68700	81575
Seminars & Consulting	26648	24036
Donations	17039	26081
Membership	395	163
Interest	6192	3884
Sale of Materials	1612	929
Bike Ride (Net of Expenses)	9064	6839
Tea Party Donations	9356	20674
Travel Reimbursement	<u>5608</u>	<u>1259</u>
TOTAL INCOME	<u>154614</u>	<u>165440</u>
EXPENDITURE		
Communication Equipment	12647	1201
Depreciaton Office Equipment	3610	3610
Rent	16288	15080
Salaries	91740	79325
Superannuation	8257	7139
Workover	755	510
Cleaning	270	119
Computer Consumables	2500	2585
Conferences	0	727
Consultancy & Therapy Materials	178	664
Gas,Light & Power	1087	974
Insurance	2782	3021
Postage & Freight	667	518
Repairs-Office Equipment	469	1943
Security	400	301
Stationery & Printing	624	539
Subscriptions	630	252
Telecommunications	1679	1594
Travel	7588	0
Staff Amenities/Sundries	130	179
Sundries	<u>1430</u>	<u>215</u>
TOTAL EXPENDITURE	<u>153731</u>	<u>120496</u>
SURPLUS FOR YEAR	<u>883</u>	<u>44944</u>

DEAL COMMUNICATION CENTRE INC
STATEMENT OF CASH FLOW

FOR THE YEAR ENDED 30 JUNE 2008

	2008	2007
	Inflow/ (Outflow)	Inflow/ (Outflow)
CASH FLOW FROM OPERATING ACTIVITIES		
Receipts from Members, Grants, Donations, etc	148422	161556
Interest Received	6192	3884
Payments to Suppliers & Employees	<u>-150121</u>	<u>-116886</u>
Net Cash Provided by Operating Activities	<u>4493</u>	<u>48554</u>
CASH FLOWS FROM INVESTING ACTIVITIES		
Debtors	-16274	-16274
Funds in Hand	0	-5889
Creditors	2681	828
Term Deposit	<u>0</u>	<u>-31162</u>
Net Cash Used by Investing Activities	<u>-13593</u>	<u>-37441</u>
CASH FLOW FROM FINANCING ACTIVITIES		
Net Increase in Cash Held	-9100	11113
Cash at the Beginning of the Financial Year	<u>66819</u>	<u>55706</u>
Cash at the End of the Financial Year	<u>126491</u>	<u>66819</u>