



## 2018 Annual Report

### *Mission:*

To create equal opportunities for children with hearing loss through Listening and Spoken Language.

### *Vision:*

Deaf and hard of hearing children will achieve their aspirations and thrive in their communities.

### *Core Values:*

Family - We put families first, giving hope to children with hearing loss and their parents.

Choice - We educate parents about their communication options, allowing them to make informed decisions for their children.

Innovation - We stay at the cutting edge of Listening and Spoken Language advancements and share that information with our community.

Equality - We advocate that deaf and hard of hearing children who use Listening and Spoken Language deserve the same opportunities afforded to hearing children.

# hear) our impact



Dear Friends of Hear Indiana,

In 2018, the Hear Indiana Board of Directors, along with community leaders, drafted a robust new strategic plan for the organization through 2021! We are excited to share the results of this work with you. You probably saw our new mission, vision, and value statements on the cover of this annual report. Below, we've included our goals for the next three years. Please reach out to see how you can get involved. Our job isn't done until all deaf or hard of hearing Hoosier children have an equal opportunity to succeed!

*Hear Indiana will develop a community of people who advocate for Hear Indiana and its work.*

At Hear Indiana we believe that even one child without language (whether visual or spoken), is one child too many. Without access to sound or a visual language at the earliest possible moment, a child with hearing loss will quickly fall behind his/her hearing peers. To be successful with Listening and Spoken Language (LSL), children need access to sound (via technology) and specialized therapy from a young age. Studies consistently demonstrate that most children with hearing loss can develop speaking, listening, and reading skills equal to or better than their hearing peers by the time they start first grade.

*Hear Indiana will expand state funding for Listening and Spoken Language (LSL) services for children.*

The impact of intervention is magnified as children complete their mainstream education and become contributing members of society. In fact, untreated hearing loss costs Indiana taxpayers \$1 million per child over the course of that individual's life. Approximately half of those dollars are spent on special education services.

Unfortunately, our state is failing countless numbers of these children (and their families) each year. Families move from one state agency to another (e.g., Dept. of Health, FSSA, DOE), with little preparation for the transition. Even if a family were able to successfully navigate Indiana's complex system, there are not enough qualified LSL providers available to serve them. If a child is lucky enough to find a qualified provider, s/he still needs access to high-quality, affordable technology, but the cost of hearing aids and cochlear implants is an additional barrier for many families.

*Hear Indiana will expand the delivery of Listening and Spoken Language (LSL) services, support services, and hearing aids for children throughout Indiana.*

For nearly 50 years, we have empowered and supported families of children who are deaf or hard of hearing; and for the past four years, we have offered audiology and speech language therapy to provide more children with access to LSL services, but there are countless more children we still need to reach! *continued on pg. 2...*





# all across indiana

During the next three years, Hear Indiana will need your help to amplify the voices of hundreds of Hoosier children who want – and deserve – the same opportunities afforded to their peers:

- Language for connection.
- Language for learning.
- Language for work.
- Language for independence.

*Hear Indiana will expand the role of private philanthropy to better serve Indiana's residents with hearing loss.*

We'll need your help to accomplish these goals. While we continue to maximize revenue from medical billing, we know private donations and community support will always be a critical component of our fundraising. Thank you for helping us to provide these vital services to families from all walks of life. I hope you'll join us to create equal opportunities - and thus equal outcomes - for our children.

Sincerely,



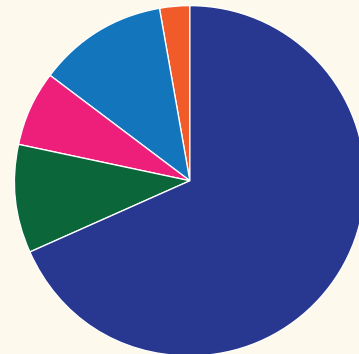
Naomi Horton, MS, CCC-SLP  
Executive Director

PS) Special thanks to the Hear Indiana Board of Directors and the following community members who contributed to developing this new strategic plan: Bruce Hetrick, Jim McClelland, Dr. Richard Miyamoto, Sr., Amy McConkey Robbins, and David Shane. Additionally, we are thankful to Lilly Endowment Inc., whose support has allowed us to complete the strategic plan, a fundraising plan, and a marketing plan over the past year.

## 2018 Financials

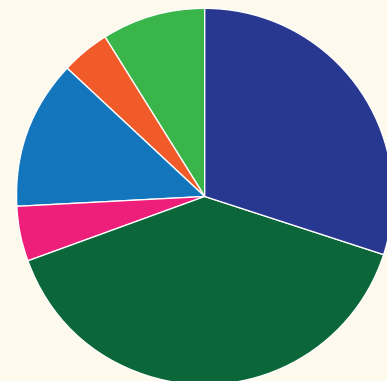
2018 Expense Budget: \$1,658,269

### Revenue



- Grants and Contracts
- Clinic Revenue
- Individual Donations
- Events and Sponsorships
- Other

### Expenses



- Hearing Aid Assistance Program of Indiana
- Speech & Hearing Resource Center
- Events
- Longterm Investment Loss
- Other Programs (Camp, Conference)
- Administrative

Audited financials available upon request.

# Thank you to our generous donors!

## Gifts of \$10,000 and up

Anna's Celebration of Life Foundation  
Hoover Family Foundation  
Naomi and Bobby Horton  
JCS Family Fund  
Lilly Endowment Inc.  
PNC Financial Services Group  
N. Clay and Amy McConkey Robbins

## Gifts of \$5,000 to \$9,999

Dean Alan Olson Foundation  
Finish Line Youth Foundation  
Glick Gives Fund, a fund of Central Indiana Community Foundation  
The Grainger Foundation  
The Otto Legacy Fund at Meridian Street United Methodist Church  
Relay Indiana - InTRAC  
Sertoma, Inc.  
William K. and Lisa R. Nesbit Family Fund at Hendricks County Community Foundation

## Gifts of \$2,500 to \$4,999

Ally Accounting  
Ear, Nose & Throat Associates, P.C.  
Fishers Sertoma Club  
Franz Goldschmidt  
Indiana Farmers Insurance  
Nicholas H. Noyes, Jr., Memorial Foundation, Inc.  
Pacers Foundation, Inc.  
Rees Family  
Sertoma Club of Broad Ripple  
Susanne and Jack Sogard

## Gifts of \$1,000 to \$2,499

ACES  
Leslie and Tim Almack  
Sandy and Cliff Buelow  
Center for Deaf and Hard of Hearing Education  
CoBank  
Cole Hardwood, Inc.  
Emily and Mitch Denton  
Dick Droese  
Heidi and Jonathan Ehlke  
L. Dawn Flinn  
Fresh Design, Inc.  
Karin Frye

## Gifts of \$1,000 to \$2,499 continued

Kim and Ron Hanson  
The Hageman Foundation Inc.  
Katherine and Todd Hargreaves  
Suzanne and Jay Hawley  
Ashley and Chris Herndon  
Julie and Brad Hirsch  
Indiana Association of Psi Iota Xi, Inc.  
Lafayette Hearing Center  
Mallow Run Winery Charitable Fund at the Johnson County Community Foundation, Inc.  
Mary A. and Raymond F. Kennedy Family Foundation  
MassMutual Midwest  
Midwest Ear Institute, P.C.  
Ryan Milburn  
Morgan County Sertoma Club  
Plews Shadley Racher & Braun LLP  
Psi Iota Xi - Alpha Lambda  
Laura and Chris Sogard  
Erin and Damon Strickland  
TrueScripts Management Services, LLC  
TWG Development  
Julie and Charles Yates

## Gifts of \$500 to \$999

Advanced Bionics  
Alerding CPA Group  
Kathleen Boyle  
Elena Carter  
Jennifer Cassel  
David Contis  
DMI  
Denise and Michael Droese  
Kristen and Andy Fouts  
Hear Here LLC  
Terri Holaday  
Indiana University Department of Otolaryngology  
Jim and Jane McClelland Charitable Fund  
Kara and Nick Kogelman  
MED-EL Corporation  
Keith Messmer  
Rebecca and Ryan Mitchell  
Oticon Pediatrics

## Gifts of \$500 to \$999 continued

Pepper Construction  
Kathryn and Christopher Poling  
Psi Iota Xi - Beta Lambda  
Psi Iota Xi - Beta Phi  
Psi Iota Xi - Chi  
Psi Iota Xi - Gamma Alpha  
Psi Iota Xi - Gamma Nu  
Psi Iota Xi - Iota Tau  
Psi Iota Xi - Omega  
Psi Iota Xi - Theta Iota  
Psi Iota Xi - Zeta Gamma  
Madolyn and Charles Puntillo  
Julie Renshaw  
Safety Management Group  
Salesforce.org  
Sally Williams and Cy Schaeffer  
Mary Lou and Ken Schweitzer  
Anne and David Shane  
Betty Shea  
Kristine and David Smith  
Gretchen E. and C. Richard Spaulding  
Jeff Sylvia  
Janelle and Kyle Tierney  
Tube Processing Corp.  
Angie and Andy Weas  
Ida and Jim Wine  
Ali Zimmerman



## Gifts of \$250 to \$499

Dana Feiner and Justin Allen  
Marge and Edward R. Bartley  
Sarah and Jeff Brechbill  
Kate and Ben Copeland  
Bruce Dawson  
Donald Elder  
Google Inc.  
Cindy and Mike Gould  
Melody and Bob Grand  
Laura and Kevin Gutwein  
Elaine and Dan Hart  
Jeanne and Thomas Huber  
The Jack & Karen Shaw Fund  
Vicki and Ron Kraft  
Cody Kraus  
Martin Security Systems, Inc.  
Maurer Family Foundation, Inc. on behalf of Mickey's Camp



## Thank you to our generous donors!

### **Gifts of \$250 to \$499 continued**

Sue and Dennis McGrady  
 Alex and Emily Heaton Miller  
 MMI  
 Melinda Moore  
 Kris and Michael Morrisey  
 Pat and James Olson  
 Psi Iota Xi - Alpha Delta  
 Psi Iota Xi - Alpha Rho  
 Psi Iota Xi - Alpha Omega  
 Psi Iota Xi - Beta Xi  
 Psi Iota Xi - Eta Lambda  
 Psi Iota Xi - Gamma Xi  
 Psi Iota Xi - Zeta Lambda  
 Roche Diagnostics  
 Kristin Rucinski  
 Jeff Saylor  
 Roy Yaari

### **Gifts of \$100 to \$249**

A-J Kitchen Installations, Inc.  
 Shawn Barker  
 Michelle Barrett  
 Chris and Bill Barton  
 Mike Berlier  
 Salli and Steve Betz  
 Adam Biehl  
 Amy and Jeff Biggs  
 Tim Biggs  
 Pamela Grant-Bogan and Jay  
 Bogan  
 Jesse Brazzell  
 Jennifer Brown  
 Chad Buelow  
 Rob Buelow  
 Kathryn and Ronald Bullock  
 Phyllis and Tom Buschman  
 Barbara Butz  
 Sandy and Wallace Cantrell  
 Capital Cities LLC  
 Nancy and Jim Capron  
 Katherine and Wilfred Carew  
 Sara and Burke Chegar  
 City Wide Paving  
 Roger Colby  
 Costco Wholesale  
 Marion Couch  
 Nicholas Dallas  
 Elizabeth Davenport  
 Cathy and Michael DeSanto  
 Jackie Dikos  
 Jack Downey

### **Gifts of \$100 to \$249 continued**

Julia Doyle  
 Douglas Droese  
 Lisa and Gary Dum  
 Lynda and Donald Dumoulin  
 Buster Dunsmore  
 Heidi Ervey  
 Rae and Jay Finke  
 Mary Foley  
 Harold Fritz  
 Caitlin Garren  
 Matthew Golitko  
 Debbie and Alan Gossard  
 Michael R. Gradeless, DDS  
 Jody Green  
 Scott Grimes  
 Frank Grimm  
 Jessie Schuh and John  
 Grimston  
 Jared Gross  
 Karen Gunther  
 Leonard Lee Guthier  
 Mary Jo and Gilbert Gutwein  
 Jana Hageman  
 Doris Hall  
 Jayne Hanauer  
 Cynthia and Daniel Hanson  
 Judy and Mike Hargreaves  
 Dena Harris  
 Cindy and Tom Harrold  
 Jeni and Rollin Heaton  
 Jesse and Maile Akina Heaton  
 Rachel Henderson-  
 Pennington  
 David Horne  
 Heather Horner  
 Charissa and Bill Horton  
 Intel Corporation  
 Jason Jen  
 Peter Joseph  
 Philip Joseph  
 Nicole Kaczorek  
 Mary Ann and Donald Keller  
 Melissa and Tom Kerker  
 Dianne and Jody King  
 Loretta King  
 Christine Kinstedt  
 Meredith Klinker  
 Susan and Charles Lang  
 Paula and Mark Lawson  
 Lucid Hearing Centers  
 Brittany and Eric Maloney  
 Nestor Matthews  
 Angelina McIntire  
 Rita and James McNabb  
 Barbara McNeal  
 Hanna and Derek Messmer  
 Diane Mettes

### **Gifts of \$100 to \$249 continued**

Ashlie and Drew Miller  
 Galen Miller  
 Nelson Miller  
 Pat Miller  
 Sue Mitchell  
 Jeff Moehling  
 Wendy Myres  
 Brad Naumann  
 New Hope Church  
 Ryan Newman  
 Amy and Andy Newquist  
 Nucor Sheet Mill Group  
 Donna Nuger  
 Katherine and Jordan Nuger  
 Dave O'Brien  
 Fyzal Ohab  
 John Osborn  
 Ellen and Frank Ozimek  
 Katie and Jack Patterson  
 J Lee Poates III  
 Psi Iota Xi - Beta Epsilon  
 Psi Iota Xi - Pi  
 Psi Iota Xi - Rho  
 Jennifer Puntillo  
 Tony Puntillo  
 Tom Rayburn  
 Kim Rose  
 Linda and Bill Salmon  
 Alan Schambach  
 Elizabeth Schroeder  
 Theresa and Ed Schroeder  
 Patricia and Dan Schuh  
 Ashley Scott  
 Jenifer Scott  
 Dennis Sheets  
 Tanya and Brent Shelburne  
 Kate and Kevin Shine  
 Steve Shoultz  
 Michelle Siner  
 Sixth Street Christian Church  
 Connie and Harry Smith  
 Linda and Mike Sogard  
 Karen and Adam Sowder  
 Carol Strickland  
 Jack Tanselle  
 Sally and Jerry Tanselle  
 Julie Terrell  
 VonLehman & Company Inc.  
 Kari Waddell  
 The Wall Family  
 Rori Watson  
 Brenda Williamson  
 Kathleen and Larry Witte  
 Susan Yoon  
 Kimberly and Ray Young  
 Michael Zuercher

If we made any errors, please accept our apologies and contact us with corrections.



# Hear Indiana Program Highlights



## Lomont's Story

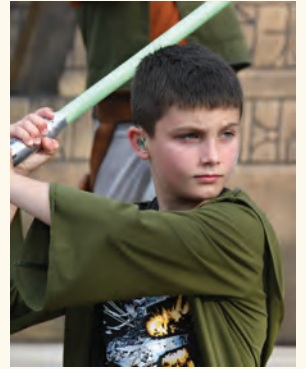
"Lomont was diagnosed with hearing loss, almost by accident, after he had an ear infection that failed two rounds of antibiotics. The ENT performed the audiogram, and then told us Lomont should probably ask to sit at the front of the classroom. No one at the ENT office talked to us about hearing aids or an FM (teacher microphone), and no one discussed an individualized education plan (IEP) at school.

After wrapping my head around the initial diagnosis, I realized that we needed help. Fortunately, we received a recommendation to contact Hear Indiana. Only through the help of Hear Indiana did we realize that Lomont needed hearing aids and how much Lomont was actually missing in his daily life. Ellyn, Hear Indiana's Family and Community Liaison, was integral in getting an FM through the public school system in order to have it at Heritage Christian, our private school.

My first contact with the public school system was actually incredibly frustrating. The first woman who I spoke with told me that children like Lomont didn't qualify for FM systems and really didn't need them. Hear Indiana was able to provide the documentation needed to counter this attempt at denying services. In addition, Hear Indiana gave us the loaner FM that demonstrated to the public school system that it was an actual necessity for Lomont! Also, Ellyn personally attended the meeting to determine eligibility for Lomont. She knew exactly how to advocate for Lomont in such a professional but unfaltering way.

This past year was the absolute best year for Lomont scholastically. Before his hearing aids and FM, I was telling the teachers that Lomont was not learning the material at school, and that I was having to re-teach many basic concepts at home. Lomont now needs very little help at home, because he's not missing nearly as much during the school day. We hope that sharing Lomont's story can help others to see how amazing Hear Indiana is!"

- Jaimie, Lomont's Mom



## Hear Indiana's Wrap-Around Model of Support



Children with hearing loss deserve every opportunity to grow and thrive. That's why we provide clinical services, school advocacy, emotional support, and more.

*Call us today to learn more!*

## Assistive Technology Loaner Bank

"I was very pleasantly surprised with how well furnished the Hear Indiana assistive technology loaner bank was. Hear Indiana staff supported me every step of the way. Borrowing the teacher microphone systems allowed me to meet the specific needs of my students. It has been a blessing to be able to use this equipment!"

- Julie Mellon, Teacher of the Deaf  
Clark-Pleasant Community Schools