



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. We hope you'll reach out to see how you can help us. 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 a 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...*



...continued from pg. 1

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 increase our revenue from medical billing, we believe that our clinic will probably always rely on private donations and community support. 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,

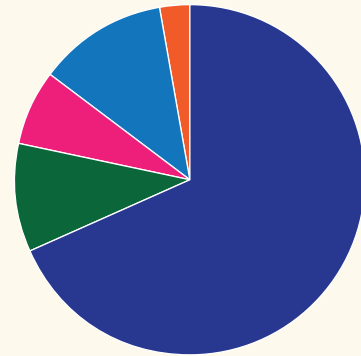


Naomi Horton, MS, CCC-SLP
Executive Director

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.

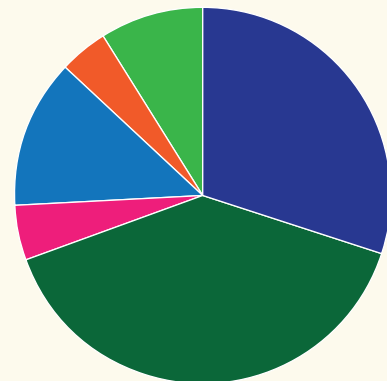
2018 Financials

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 \$25,000 and Up

Lilly Endowment, Inc.

Gifts of \$10,000 to \$24,999

Anna's Celebration of Life Foundation

Hoover Family Foundation

Naomi and Bobby Horton

JCS Family Fund

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

Relay Indiana - InTRAC

Sertoma, Inc.

The Grainger Foundation

The Otto Legacy Fund at

Meridian Street United Methodist Church

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

L. Dawn Flinn

Heidi and Jonathan Ehlke

Fresh Design, Inc.

Karin Frye

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

continued

Kim and Ron Hanson

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

Mary A. and Raymond F.

Kennedy Family

Foundation

Mallow Run Winery

Charitable Fund at the

Johnson County

Community Foundation, Inc.

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

The Hageman Foundation

Inc.

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

Vicki and Ron Kraft

Cody Kraus

Martin Security Systems, Inc.

Maurer Family Foundation,

Inc. on behalf of Mickey's

Camp

Sue and Dennis McGrady



Thank you to our generous donors!

Gifts of \$250 to \$499 continued

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
The Jack & Karen Shaw Fund
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 & Mike Hargreaves
Dena Harris
Cindy and Tom Harrold
Jesse and Maile Akina Heaton
Jeni and Rollin 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
Angelina McIntire
Barbara McNeal
New Hope Church
Ryan Newman
Katherine and Jordan Nuger
Brittany and Eric Maloney
Nestor Matthews

Gifts of \$100 to \$249 continued

Rita and James McNabb
Hanna and Derek Messmer
Diane Mettes
Ashlie and Drew Miller
Galen Miller
Nelson Miller
Pat Miller
Sue Mitchell
Jeff Moehling
Wendy Myres
Brad Naumann
Amy and Andy Newquist
Nucor Sheet Mill Group
Donna 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
The Wall Family
VonLehman & Company Inc.
Kari Waddell
Rori Watson
Brenda Williamson
Kathleen and Larry Witte
Susan Yoon
Kimberly and Ray Young
Michael Zuercher

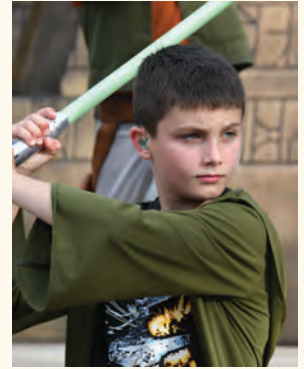
Hear Indiana Program Highlights



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 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 unflinching 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