



THE HEARING AND SPEECH AGENCY

Improving Lives Through Communication

2006

ANNUAL REPORT



CELEBRATING COMMUNICATION



THE HEARING AND SPEECH AGENCY

Improving Lives Through Communication



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A Message from the Executive Director and President

This past year was a time of celebration for The Hearing and Speech Agency. In 2006, we celebrated 80 years of improving lives through communication by successfully launching our very first major annual fundraiser, Vibe '06. *Vibe* afforded us the opportunity to recognize our generous contributors, to honor Ann Bosworth as our Communicator of the Year, to welcome many new friends and supporters, and to further enhance the speech, language and hearing needs of Maryland's children and adults.

In 2006, we also paid tribute to the Miriam Zadek Centralized Interpreter Referral Service (CIRS) for 20 years of providing American Sign Language and oral interpreting service. CIRS has grown to serve deaf and hearing individuals with a need for clear communication throughout central Maryland 24 hours a day, seven days a week, in many employment, educational, medical and personal settings. We're so proud of the fine work that our interpreters and staff schedulers do.

We've celebrated many successes, but none are as gratifying as those we see every day with babies hearing for the first time, children speaking their first words, people learning to read or speak fluently, and adults improving their hearing. Celebrating the progress our clients make toward success in homes, schools and work is a daily joy. A few successes of thousands have been included in this report.

As we move beyond 2006, we look forward to continuing a theme of celebration in 2007. *Vibe* will continue on as our largest annual fundraiser providing support for speech-language therapy, audiology services and special education and oral education scholarships. In addition, we will enjoy the 50-year anniversary of our Gateway School, helping children ages 3-12 in a full day education and therapeutic program.

We welcome our new President, Peter Bosworth, owner of Bosworth Properties. With Peter's leadership we will continue to strengthen the support for our programs and services and complete a new strategic business plan.

May we extend our sincerest appreciation to all of our generous supporters. Your help is vitally important to children and adults in Maryland who are deaf or hard of hearing or who have speech-language disabilities or other problems impacting communication such as stuttering or autism. With your help, we are making a tremendous difference in people's lives.

Best regards,

Susan H. Glasgow
Executive Director

Larry E. Cooper
President of the Board



Celebrate Communication. Celebrate Success.

HIGHLIGHTS



Stefano

Born with severe hearing loss, Stefano first came to HASA at 7 months old. Developmentally he was doing well, but it was inevitable that his hearing loss would begin to affect his ability to communicate with his parents.

With access to books and videos, other parents, and the specialists at HASA, Stefano's parents made critical, informed decisions that are already changing Stefano's life. They learned to use sign language and speech simultaneously to show Stefano that they understand him and to help stimulate his auditory pathways. With HASA's education and early intervention, his parents learned that a cochlear implant would help improve his hearing, and subsequently his speech development.

At 15 months, Stefano received a cochlear implant. He continues to attend HASA for therapy. Now Stefano's parents celebrate his future, and they hope that he will attend the Gateway School's Oral Program with other children who have cochlear implants and are learning to communicate orally.



Hasaune

Throughout his early years in school, Hasaune had difficulty speaking and reading. He questioned why he wasn't learning like the other students in his class. As an adult, he sought out specialists who could help confirm his self-diagnosed dyslexia. Although Hasaune was able to read words, he had difficulty understanding them in different contexts.

HASA recognizes that the spoken word is a critical piece to unlocking higher level literacy, so we provide individualized programs to teach vocabulary and comprehension skills in meaningful contexts to adults. As Hasaune's vocabulary grew, so did his confidence.

"I've gone from being self-conscious to being self-confident," Hasaune says. He now enjoys reading autobiographies and the newspaper, and using the Internet. He is completing his education and plans to attend college. His dream is to start a tutoring program for young African-American men in his community. HASA celebrates his success!

→ HASA provided more than 4,500 infants, children, and adults with speech therapy, audiology, special education, oral or interpreting services.

→ HASA helped nearly 2,000 people improve their hearing, comprehension, speaking or reading.

→ The Miriam Zadek Centralized Interpreter Referral Service celebrated 20 years of helping deaf and hearing individuals communicate.

→ Our Ben & Zelda Cohen Gateway School provided individualized instruction and therapy to 58 students with special needs, including autism.

→ We reached 57 new clients with stuttering disorders through our new Center for Fluency Enhancement.

→ HASA provided many complimentary copies of "Keys to Communication" (materials for families of infants with hearing loss) to health care providers across Maryland.

"Autism is a complex developmental disability that typically appears during the first three years of life and is the result of a neurological disorder that affects the normal functioning of the brain, impacting development in the areas of social interaction and communication skills."

National Autism Society

"I've gone from...self-conscious to...self-confident"

Hasaune



We gratefully acknowledge all those who, through their generous gifts, help advance the efforts of The Hearing and Speech Agency. We'd also like to say a special thanks to Senator Lisa A. Gladden, Delegate Adrienne Jones and Delegate Shirley Nathan-Pulliam for their continued support for the citizens in the state of Maryland. Listed below are donors who made contributions between July 1, 2005 and June 30, 2006.

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**THE HEARING AND
SPEECH AGENCY**

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email: hasa@hasa.org
website: www.hasa.org

Founded in 1926, THE HEARING AND SPEECH AGENCY is a private, nonprofit organization dedicated to meeting the speech, language and hearing needs of Maryland's children and adults. The Hearing and Speech Agency is a direct service provider, and information resource center, and advocate for people of all ages who are deaf, hard of hearing, or who have speech and language disabilities.

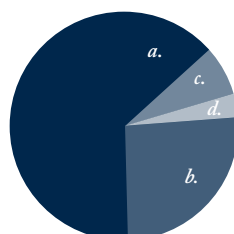
SERVICE STATISTICS	Centralized Interpreter Referral Service	2004	2005	2006
	Deaf Individuals Served	2,337	2,416	2,561
	Hours of Interpreting Provided	50,217	55,888	51,937
	Students of American Sign Language Classes	79	94	114
Residences of clients: Anne Arundel County 4%; Baltimore City 16%; Baltimore County 15%; Carroll County 1%; Harford County 1%; Howard County 5%; Unknown 58%				

Gateway School	2004	2005	2006
Enrollment	51	57	58
Speech-Language Therapy Sessions	7,830	9,020	10,723
Occupational Therapy Sessions	2,860	1,620	2,130
Physical Therapy Sessions	260	360	215
Counseling Sessions	545	580	783
Residence of students: Baltimore City 90%; Baltimore County 9%; Howard 1%			

Clinical Services	2004	2005	2006
Clients Served	1,864	1,989	1,944
Audiology Evaluations/Fittings	1,348	1,505	1,925
Occupational Therapy Evaluations	10	26	21
Occupational Therapy Sessions	265	653	866
Speech-Language Evaluations	929	946	825
Speech-Language Therapy Sessions	7,778	8,392	8,784

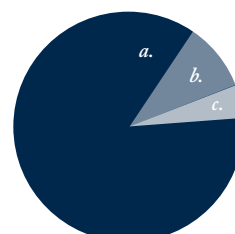
Client ages: 0-3 years, 580; 4-5 years, 330; 6-18 years, 621; 19-24 years, 13; 25-45 years, 83; 46-59 years, 68; 60+ years, 249

FINANCES The Hearing and Speech Agency's fiscal year is July 1, 2005-June 30, 2006. A capital campaign was initiated in 2001 and continues to help retire the debt for the new facility at Seton Business Park and helps sustain the organization and its mission. Funds from the campaign are reflected in contributions and government revenue. A loan payable consisting of an Industrial Revenue Bond had a loan balance of \$2,486,575 on June 30, 2006



TOTAL REVENUE
\$7,521,300

a. Government 66%
b. Program Services 26%
c. Contributions 6%
d. United Way and Investments 2%



TOTAL EXPENSES
\$7,327,500

a. Program Services 87%
b. Management and General Expenses 10%
c. Fund Raising 3%