



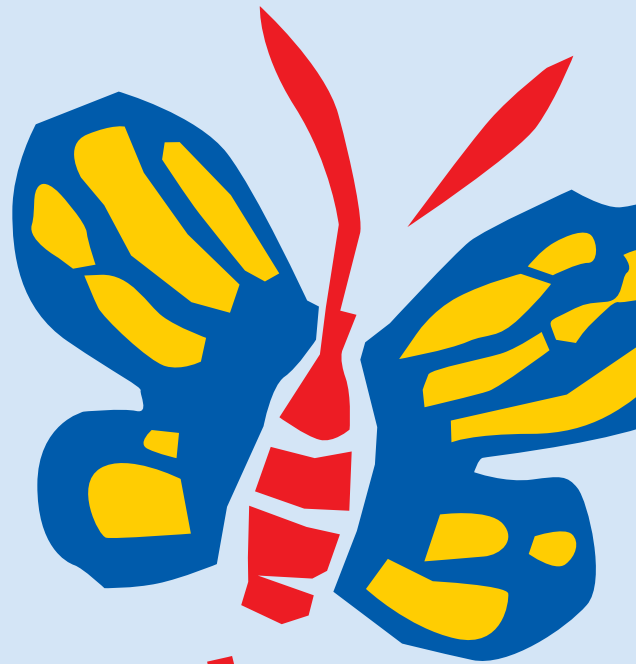
Royal South Australian Deaf Society Inc.



Annual Report 2007/08

Mission

Deaf CanDo is part of CanDo Group Charities, our mission is to provide assistance to those who need help to achieve greater levels of independence and to help them strive to achieve their full potential.



Ways you can support Deaf CanDo

Wills, Bequests and Legacies Tel: 8100 8237
Lotteries & Donations Tel: 8298 0959
Events & Sponsorship Tel: 8100 8237
www.deafcando.com.au

Hearing Loss Solutions
Adelaide Tel: 8100 8209
Blackwood Tel: 8178 0022
www.hearinglossolutions.com.au

Deaf CanDo, established in 1891, provides services and programs which help to equip confidence they need to live independently



Contents

Chairman's Report	4
CEO's Report	5
Board Of Directors	8
Executive Team	8
Treasurer's Report	9
Statement by the Board of Directors	9
Balance Sheet	10
Statement	11
Auditor's Report	13
Sponsors and Supporters	15

the Deaf community with the tools, knowledge and
while having access to the full range of community services and facilities.



Chairman's report

It is with great pleasure that I present to you the Deaf CanDo Annual Report for 2007/2008.

It has been a very busy year for the organisation but, through the work of our skilled and passionate staff, board and band of loyal and dedicated volunteers we have had some great success and achievements. Thank you.

I also thank the South Australian community for their support of our organisation – it is only through this support that we are able to deliver vital services to Deaf and hearing impaired adults in South Australia.

Whenever I go to the bank, local council offices or catch a plane, I see a “Hi’ Deafness Friendly service” sign everywhere. The ‘Hi’ Deafness Friendly initiative has helped make communication easier and continues to highlight the need for better assistance for those in our community who have a hearing impairment.

When I needed hearing aids I went to Hearing Loss Solutions. Again, this initiative of Deaf CanDo has given the community confidence that they can be seen at a hearing clinic that has the highest ethical and clinical standards and that you will not be pressured into an unnecessary purchase.

Let me highlight some of the major achievements for the year. They include:

- our Interpreting Service providing more than 12,000 hours of interpreting support;
- 432 students undertaking Talking Hands classes;
- Growth and profitability of Hearing Loss Solutions (SA);
- The transformation of our Community Services;
- A very successful Amazing Race Around Adelaide;
- A growing government and business interest in providing deafness- friendly services;
- The launch of a new event for the organisation: The Amazing Race Corporate Challenge; and
- Re-branding the organisation from DeafSA to Deaf CanDo.

The re-branding has been good for us. It's a positive message that does three things. First, it reflects the purpose of the organisation. Secondly, it reflects the positive contribution that the Deaf community makes in South Australia. Thirdly, through the link with CanDo4Kids, it brings both organisations to the notice of a broader community in a positive way.

Thank you and best wishes.

Kevin Jolly



CEO's Report

The Royal South Australian Deaf Society (Deaf CanDo) is a not for profit organisation providing services to the Deaf and hearing impaired community of South Australia since 1891.

Since January 2007 we have been part of CanDo Group Charities - a joint venture with Townsend House Incorporated – established to more efficiently manage administrative and top line management services to both organisations. This has been a very successful relationship and has allowed the Royal South Australian Deaf Society Inc, now known as Deaf CanDo, to expand services to the Deaf and hearing impaired community in South Australia.

In South Australia, Deaf CanDo provides a highly specialised Auslan (Australian Sign Language) interpreting service, which operates 24-hours a day, 365 days a year to Deaf and Deafblind people. This year we provided 12,782 hours of interpreting support in numerous areas including education (for Deaf adults to study at Tafe and/or University), hospitals and emergency services, funerals and more festive occasions such as weddings.

Deaf CanDo employs more than 30 people in interpreting roles in full time, part time and casual positions.

Professional development for interpreters is vital and this year our staff undertook training in:

- Interpreting in the Mental Health area
- Understanding the law
- Ethics workshop

Deaf people find it very difficult to access services or information provided by mainstream organisations. When organisations engage Auslan interpreting services this allows Deaf people to make informed decisions and to fully participate within all levels of society.

This year Deaf CanDo has again taken centre stage with the provision of the Talking Hands (Auslan) classes to hearing students. Talking Hands enrolments have remained strong throughout the year with 432 students undertaking classes. These classes, in addition to fortnightly workshops, provide students with an awareness of both Auslan and the unique Deaf culture.

Classes also attract a large number of hearing people who are in the early stages of losing their hearing - and they, along with their families, want to be able to communicate effectively with each other to prevent isolation occurring.

The Talking Hands classes run by Deaf CanDo provide students with the confidence to go onto study Auslan in a formal manner through Tafe SA and a number of our students have then gone on to find employment as Auslan interpreters.

Community Services

Over the past 12-months the Deaf CanDo Community Services team has undergone a transformation. A strong focus has been placed on up-skilling staff and hiring new staff who are trained and equipped to deal with the many issues which face Deaf and hearing impaired adults each year.

Community Services is a very complex and challenging field of social welfare service provision. The clients of Deaf CanDo Community Services are an intricate combination of culturally and linguistically diverse people. Through the year, staff assisted clients to address their concerns and challenges, make life-changing decisions, become more independent and maintain a positive outlook.

The complexity of providing appropriate intervention and support services for Deaf and hearing impaired people with additional needs is a significant challenge – it is vital that staff possess the necessary language, cultural knowledge and insight into the lives of Deaf and hearing impaired individuals.





One of the groups Deaf CanDo Community Services staff provide support to are women and families at risk – assisting with access to appropriate mainstream agencies and organisations that offer shelter, accommodation, financial assistance and legal advice in times of crisis. It is extremely difficult for a vulnerable person to ask or advocate for the support they need and this is compounded for Deaf and hearing impaired persons.



Early in 2008, Deaf CanDo through the Community Services division, in conjunction with CanDo4Kids, held a 'Building Communication' camp for Aboriginal Deaf and hearing impaired clients and their families.

The camp was developed to promote better understanding and communication between Aboriginal Deaf and hearing impaired individuals and their family members.



Poor Auslan (Australian Sign Language) skills, lack of understanding of the cross cultural complexities of Deaf, Aboriginal and Western European cultures and limited client and parent networking opportunities, were the important issues identified by families as areas of concern, prior to the camp.

The camp was groundbreaking in its focus on communication and language - meaningful communication is the cornerstone for success in all our personal relationships and social interactions.

Essentially, a minority within a minority, Aboriginal Deaf and hearing impaired people are often unable to access their traditional 'oral' stories, songs, language, culture and customs. This is in addition to experiencing everyday difficulties communicating with educators, professionals and the wider community. This camp provided a unique opportunity to help address these issues.

As news of the camp buzzed across the country, people from interstate were soon requesting to attend our weekend camp. We were happy to support people from Alice Springs, Wilcannia and Melbourne.

For most attendees the camp eased family tensions and strengthened relationships and the positive response we have received from those involved in the camp has been overwhelming.

We would like to thank the Coles Community Grants Program for helping us to achieve our goal of conducting this special camp for clients and their families. The lives of those who attended will never be the same.



Hearing Loss Solutions

Deaf CanDo owns and operates Hearing Loss Solutions which is a series of hearing clinics. The 2007-2008 financial year was a very successful 12 months for Hearing Loss Solutions. Firstly we achieved an end of year profit for the first time since inception in 2005.

Other achievements include:

- Employing a new audiologist, Chris Burton, who has more than 20 years experience in the field.
- Speaking to many community organisations in regards to the importance of early identification of hearing loss and the benefits of hearing aids.
- The running of several accredited information sessions for general practitioners (GP's) to assist with their professional development.

General Practitioners (GP's) and friend/family referrals account for one half of our new clients. This is the greatest compliment our clients can give us. Some of the feedback received from clients is very heartening and proof of the value we are delivering to our clients:

"Words can not express how happy I am with the hearing aids, the service, and the difference it has made to my quality of life." A quote from one of our satisfied customers.

Income Development

Community services and interpreting support are the forefront of the organisation and all income development activities are focused towards continuing our support to the South Australian Deaf and hearing impaired community.

In June The Royal South Australian Deaf Society Inc. underwent a transformation with the re-branding of the organisation from DeafSA to Deaf CanDo.

This name was chosen as it better reflects the purpose of the organisation and the very positive contribution that the Deaf community makes in South Australia. Deaf CanDo is also a strong brand in a very competitive fundraising market.

Our objectives with the new Deaf CanDo brand are three fold:

1. To position the Royal South Australian Deaf Society Inc in a positive way in the mind of the broader South Australian community;
2. To highlight to the community the benefits of engaging with the Deaf community in areas such as corporate support, income development, employment opportunities and community activities; and
3. To more closely align the Royal South Australian Deaf Society brand within the CanDo Group so there can be a spin off from the positive feeling in the broader community about the CanDo image.

It is also important to protect the building at 262 South Terrace, ensure that the Society regains a sound financial position and to gradually improve services to the community – and this new brand will help us to achieve these goals.

In its second year, the Amazing Race Around Adelaide, held in April, was a great success with 87 teams, including pairs and families competing in the event – raising more than \$37,000 for the organisation. Major sponsors for the event include BankSA, Coopers, VMedia, Adelaide Metro and Jacobs Creek.

Deaf CanDo also launched a new event aimed at South Australian businesses titled The Amazing Race Corporate Challenge. This two-day event is being held on Friday, October 31 and Saturday, November 1 and is set to be our biggest fundraiser of the year. Major supporters of the event include Mix 102.3, InBusiness Magazine, Independent Weekly, Perry O'Brien Financial Services, AMP Foundation and VMedia.

This year the CanDo Charity Challenge program continued to offer opportunities to travel to hundreds of fantastic destinations around the globe to participate in a wide variety of exciting and rewarding activities. Our participants had some amazing experiences including participating in an amazing race across South-East Asia, a house building project in Cambodia, a Great Wall of China and Huashan trek, a Vietnam cycling challenge and a New Zealand hiking adventure.

At the beginning of the year the Deaf CanDo lottery and donation campaigns were brought in-house. This has been a positive move by the organisation in helping to reduce costs. Deaf CanDo runs two lottery and donation campaigns a year with all proceeds going towards making the services we provide, including interpreting support, possible.

Volunteers are an integral part of Deaf CanDo and this year a large number of people volunteered for the organisation in various roles including administration, information technology and fundraising with over 60 volunteers helping with the two Amazing Race events.

Thank you for supporting Deaf CanDo - our work is only possible because of you.

Paul Flynn
CEO



Directors

The names of board members who have held office during the financial year are:

Mr K Jolly

Chairperson
Graduation Certificate (Baptist
Theological College of New
South Wales), B.A. (South
Africa), B.D. (Hons) London,
M.A. (Macquarie), LL.B,
(Adelaide), G.D.L.P. (Uni. South
Australia)

Associate Professor C Palmer

Deputy Chairperson
PhD., M.Ed Management,
M.Spec Ed., B.Ed., B.Spec
Ed., Dip.T.(Primary, T.C., MACE

Mr N Clifford

Treasurer
FCA, BCom, Masters of
Economics

Mr A Sandon

Director Appointed 21/11/07

Mrs M Phillips

Director Appointed 21/11/07

Mr K Jacob

Director Appointed 21/11/07

Mr J Hoopmann

Director Appointed 21/11/07

Mr P Flynn

Executive Director
Appointed 21/11/07
Dip Fin Mkts (Finsia), Grad
Mgmt
(UA), Snr Fellow FINSIA,
MAICD, CDC.

Mr R Cooper

Director Appointed 21/11/07
Dip App Chem, AFAHRI,
MAITD, MAACC, MIMCA

Dr T Casey

Director Appointed 21/11/07
MBBS, GDPH, FRANZCO

Mr M Wall

Director Resigned 30/08/07

Mr B Lewis

Director Resigned 21/11/07

Mr D Ferguson

Director Resigned 21/11/07

Mr L Beaumont

Director Resigned 21/11/07

Mr J Douglas

Director Resigned 21/11/07

Executive Team



Paul Flynn
Executive Director
Chief Executive Officer



Claire Cotton
Executive General Manager
Community Services



Briony Willoughby
Executive General Manager
Group Operations



Mark Datta
Chief Information Officer



Alma Van Den Berg
Chief Financial Officer



Heidi Limareff
Principal Audiologist



Heather Loades
General Manager
Communication Services

Treasurers report for the year ended 30 June 2008

I am delighted to present the 2008 financial results to the members of the Royal South Australian Deaf Society Inc. The board of directors thank all staff for their efforts in ensuring a successful year.

Major changes were implemented by the board of directors in 2008 to ensure a sustainable future for the Royal South Australian Deaf Society Inc.

The following abridged financial statements contain an audited balance sheet and statement of income and expenditure for the year ended 30 June 2008. A copy of the Society's complete financial statements can be obtained by members and interested parties upon application to the Chief Executive Officer of the Royal South Australian Deaf Society Inc.

The Society's statement of income and expenditure for the year ended 30 June 2008 shows a surplus of \$68,615 and the cash flow statement shows an increase in cash balances during the year of \$360,007.



Noel Clifford
Treasurer

30 October 2008

Statement by Board of Directors

The directors have determined that the Association is not a reporting entity and that this special purpose financial report should be prepared in accordance with the accounting policies outlined in Note 1 to the financial statements.

In the opinion of the Board of Directors:

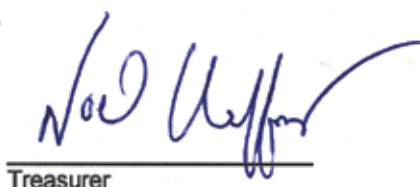
1. The attached financial report present fairly the results of the operations of the Association for the twelve months ended 30 June 2008 and the state of affairs of the Association as at 30 June 2008.
2. At the date of this statement, there are reasonable grounds to believe that the Association will be able to pay its debts as and when they fall due.

This statement is made in accordance with a resolution of the Board of Directors and is signed for and on behalf of that Board.

Dated this 30 day of October 2008.



Chairperson



Treasurer



Balance Sheet as at 30 June 2008

	2008 \$	2007 \$
ASSETS		
CURRENT ASSETS		
Cash and Cash Equivalents	447,664	87,657
Trade and Other Receivables	317,895	178,612
Inventory	31,581	20,119
Total Current Assets	<u>797,140</u>	<u>286,388</u>
NON CURRENT ASSETS		
Financial Assets	49,500	49,500
Other Financial Receivables	97,465	97,465
Property, Plant and Equipment	2,127,421	2,204,320
Total Non Current Assets	<u>2,274,386</u>	<u>2,351,285</u>
TOTAL ASSETS	<u>3,071,526</u>	<u>2,637,673</u>
LIABILITIES		
CURRENT LIABILITIES		
Trade and Other Payables	477,918	188,251
Short Term Financial Liabilities	85,042	16,327
Short Term Provisions	231,539	155,560
Total Current Liabilities	<u>794,499</u>	<u>360,138</u>
NON CURRENT LIABILITIES		
Long Term Financial Liabilities	-	67,322
Long Term Provisions	7,279	9,080
Total Non Current Liabilities	<u>7,279</u>	<u>76,402</u>
TOTAL LIABILITIES	<u>801,778</u>	<u>436,540</u>
NET ASSETS	<u>2,269,748</u>	<u>2,201,133</u>
EQUITY		
Reserve	2,705,042	2,705,042
Accumulated Losses	(435,294)	(503,909)
TOTAL EQUITY	<u>2,269,748</u>	<u>2,201,133</u>

Income and Expenditure Statement for Financial Performance for the year ended 30 June 2008

	2008	2007
	\$	\$
Sale of goods	928,563	781,116
Cost of Goods sold	(387,594)	(330,165)
Gross surplus	540,969	450,951
Other Revenue		
Government		
Dept Families & Communities	299,062	327,504
Dept Families & Communities – Capital Funding – Floor and painting of Hall	-	8,982
Dept Families & Communities – “Hi” Deafness Friendly Program	-	30,000
Dept Families & Communities – Video Conference Equipment	-	-
Dept Families & Communities – Air-conditioning in DeafCanDo Community Hall	40,000	-
Dept of Further Education, Employment, Science and Technology	-	10,000
Dept of Premier and Cabinet – Hi Deafness Awareness	-	11,000
Federal Government - National Relay Services	82,089	107,563
Other		
Dividends	-	8,278
Donations	378,874	349,185
Events	118,109	136,477
Fundraising	11,654	19,245
Imputation Credits	-	3,580
Interest Income	3,867	5,851
Interpreting Fees	627,951	490,031
Legacies and Bequests	136,351	9,318
Lottery	445,294	593,736
Member Subscriptions	-	668
Other Grants	2,809	16,097
Profit on sale of investments	-	7,141
Rental / Room Facilities Hire	14,259	10,189
Sign Language classes/Lip read/Camps	48,697	52,271
Sundry Income	7,007	2,130
Total Other Revenue	2,216,023	2,199,246
Total Revenue	2,756,992	2,650,197



Income and Expenditure Statement for Financial Performance for the year ended 30 June 2008

	2008 \$	2007 \$
Profit (Loss) from Ordinary Activities		
Profit (Loss) from ordinary activities has been determined after:		
Expenses		
Administration Expenses	213,471	318,581
Advertising	39,709	47,357
Audit Fees	17,300	7,500
Consultancy	194,344	195,866
Depreciation and amortisation expenses	110,130	119,471
Employee Expenses	1,405,955	1,566,631
Insurance	32,367	25,667
Interest	9,125	12,213
Loss on Investment	-	3,701
Loss on Sale of Asset	14,746	10,793
Lottery prizes	371,922	513,349
Management fees	200,000	-
Motor vehicle costs	15,229	23,078
Repair and Maintenance	10,303	19,305
Staff Training and Development	7,039	12,764
Special Events	39,299	56,635
Other Expenses from Ordinary activities	7,438	4,783
	2,688,377	2,937,694
 Surplus/(Deficit) to Retained Earnings	68,615	(287,497)

Independent Auditors Report



We have audited the accompanying financial report, being a special purpose financial report, of Royal South Australian Deaf Society Inc, which comprises the balance sheet as at 30 June 2008, and the income statement, statement of changes in equity and cash flow statement for the year then ended, a summary of significant accounting policies, other explanatory notes and the statement by the board of management.

The Responsibility of the Board of Management for the Financial Report

The Board of Management of the entity are responsible for the preparation and fair presentation of the financial report and have determined that the accounting policies described in Note 1 to the financial statements, which form part of the financial report, are appropriate to meet the financial reporting requirements of the Associations Incorporation Act 1985 of South Australia and are appropriate to meet the needs of the members. The Board of Management's responsibility includes establishing and maintaining internal controls relevant to the preparation and fair presentation of the financial report that is free from material misstatement, whether due to fraud or error; selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances.

Auditor's Responsibility

Our responsibility is to express an opinion on the financial report based on our audit. No opinion is expressed as to whether the accounting policies used, as described in Note 1, are appropriate to meet the needs of the members. We conducted our audit in accordance with Australian Auditing Standards. These Auditing Standards require that we comply with relevant ethical requirements relating to audit engagements and plan and perform the audit to obtain reasonable assurance whether the financial report is free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial report. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatement of the financial report, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial report in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the Board of Management, as well as evaluating the overall presentation of the financial report.



Independent Auditors Report

The financial report has been prepared for distribution to members for the purpose of fulfilling the Board of Management's financial reporting requirements under the Associations Incorporation Act 1985 of South Australia. We disclaim any assumption of responsibility for any reliance on this report or on the financial report to which it relates to any person other than the members, or for any purpose other than that for which it was prepared.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Independence

In conducting our audit, we have complied with the independence requirements of the Australian professional accounting bodies.

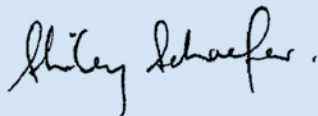
Qualification

As is common for organisations of this type, it is not practicable to maintain an effective system of internal control over donations until their initial entry in the accounting records. Accordingly, our audit in relation to donations was limited to amounts recorded.

Qualified Auditor's Opinion

In our opinion, except for the effects of such adjustments, if any, as might have been determined to be necessary had the limitation discussed in the qualification paragraph not existed, the financial report presents fairly, in all material respects, the financial position of Royal South Australian Deaf Society Inc as of 30 June 2008 and of its financial performance and cash flows for the year then ended in accordance with Australian Accounting Standards.

BDO Kendalls (SA)
Chartered Accountants



Shirley Schaefer
Partner

Dated this 31st day of October 2008

Thank you for your support of Deaf CanDo –

Sponsors and Supporters

Major Supporters

AMP Foundation
Bank SA Staff and Charity Foundation
CMI Toyota

Acknowledgements

Adelaide Theatre Guide
Daniella Cirrocco
Hayley Horton
Michelle Pearson

Amazing Race Around Adelaide Supporters

Adelaide Festival Centre
Adelaide Shores
Adelaide Zoo
Adlab - Advertising, Design & Production
Austral Hotel
Bank SA
Buffalo Restaurant
Bush Safari Co
Charlesworth Nuts Pty Ltd
CIBO
Cleland Wildlife Park
Comfort Inn Colonial
Coopers
Crema on Jetty
Department of Environment & Heritage
Flinders Camping
Goodlife Modern Organic Pizza
Greater Union
Greater Union
Greenhills Adventure Park
Hel-a-va Jet Boat
Holiday Inn Adelaide

Hoyts Cinemas
Jacobs Creek Visitors Centre
Jolleys Boathouse Restaurant
Kangaroo Island Marine Tours
Kerry Ellis Golf Centres
Linda Domas Wines
Mallyons on the Murray Bush Café & Gallery
Mark Master
Mecure Grosvenor Hotel Adelaide
Monarto Zoological Park
Mount Lofty Summit Restaurant
Narnu Farm
Next Generation Memorial Drive
Onboard Surf
Puzzle Park
Reading Cinemas
Rock Solid Adventure
Royal Adelaide Golf Club
SA Skydiving
Sammy's On The Marina
Sealink Travel Group
Skycity Adelaide
Snowdome Adelaide
South Lakes Golf Club
Stamford Grand Adelaide
Star of Greece Café
Steam Ranger Heritage Railways
Temptation Sailing
The Beachouse
The Chifley on South Terrace
The Goose Gourmet Burger
The Wharf
Tourism Kangaroo Island
Vine Inn Nurioopta
Waikerie Murray River Queen
Wallis Theatres

our work is only possible because of you.





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