

2022

Year in Review



AUDITORY-VERBAL CENTER, INC.

Giving Sound & Voice to the Deaf and Hard of Hearing

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Our Vision

The Auditory-Verbal Center, Inc. is a premier provider of comprehensive Auditory-Verbal and Audiological Services to infants, children, adults, and their families.

Our Mission

To bring people who are deaf or hard of hearing into a lifetime of listening and speaking.

Meet the Executive Director/CEO



Debbie was raised in Puerto Rico and moved to Georgia to attend Berry College in Rome, GA where she earned a Bachelor of Science degree with a major in Business and a minor in Economics. She opened and ran her own Mortgage Company for 16 years before she became the Executive Director/CEO of the Auditory-Verbal Center, Inc.

As a single mom of two children who were born profoundly deaf and graduated from the Auditory-Verbal Center, she found her passion in reaching out to all children who are deaf or hard of hearing to help them learn listening and spoken language and to become independent communicators. Since then, she has taken the Auditory-Verbal Center to new levels in moving to a bigger location, opening a satellite office in Macon, GA, and starting the Teletherapy Program. She is currently working on opening another location in Augusta, GA. Debbie is a member of the Alexander Graham Bell Association, Georgia's Early Detection, Hearing, and Intervention (EDHI) Advisory Committee, Georgia Pathway to Literacy Program, and a member of the Georgia State Board of Hearing Aid Dealers and Dispensers.

DEBBIE BRILLING Executive Director/CEO

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E: dbrilling@avchears.org

Debbie was a Girl Scout Leader for 9 years and Service Unit Director for 11 years before joining Kiwanis.

Debbie joined the Kiwanis in 2003 and has since served as several officer positions including, President, Secretary, and Lt. Governor. Debbie served as Governor for the Georgia District for the 2018-19 Kiwanis year. She also chaired on several Georgia District Committees such as the Buck-n-Ear Program, Community Service Committee, Criminal Background Screening Committee, Training Committee, Finance Committee, and International Convention Committees (TX and IN), and several others. Debbie currently has a triple membership in Kiwanis Club of Brookhaven-Chamblee, Kiwanis Club of Doraville-Tucker, and Kiwanis Club of Stone Mountain. For her service and dedication to Kiwanis, she has received the Distinguished President Award, Outstanding Leader Award, Distinguished Lt. Governor Award, George F. Hixson Fellow, Hero Award, Henry C. Heinz Award, Centennial Zellar Award, and the Walter Zellar Award.



Auditory-Verbal Center
Giving Sound & Voice to the Deaf or Hard of Hearing
www.avchears.org

Dear Friends of the Auditory-Verbal Center, Inc.

We are proud to present to you the Auditory-Verbal Center's Annual Report representing the financial results for Fiscal Year 2022.

About **2-3 of every 1,000 children in the United States are born with a detectable hearing loss** in one or both ears. More than **90% of these children are born to hearing parents**. With no family history of hearing loss, how would you feel or what would you have done?

For 46 years, we have focused our efforts on our core vision to "bring people who are deaf or hard of hearing into a lifetime of listening and speaking". We teach deaf or hard of hearing children to listen and speak through Auditory-Verbal Therapy and we guide and coach their families to be their primary language role models. **Our therapists are trained to develop the listening pathways in a child's brain, laying the foundation for a lifetime of listening and speaking without the need for sign language or lip reading.** We also have 4 bilingual therapists so we are able to provide intervention in Spanish for our Spanish-speaking families!

The **window of opportunity to learn spoken language after birth is very short**, which is why we didn't stop serving our clients due to COVID. We transitioned 100% of our clients to Teletherapy so they could continue to receive the services they needed and not fall behind. Since then, some have returned to in-person sessions but most have stayed as Teletherapy.

Here are some highlights from 2022:

- Served **177** clients in our therapy program
- Provided **3,636** therapy sessions
- Served low-income and uninsured families, which is **65%** of our caseload
- Enrolled **61** new clients
- Graduated **14** clients
- Provided **\$1,027,833.25** in scholarships and insurance discounts

In support of our continued growth, we have increased charitable contributions and maintained our limited state funding. We have strategically grown our Board of Directors and seek to address business continuity going forward. We also have an Advisory Board and a Board of Young Professionals to help fundraise and advocate in an effort to reach out to more supporters.

As always, we need more active board members and supporters. As you review this report and our continued success, we hope you will become involved. We would greatly appreciate your time and financial support!

Your support and positive commitments are the fuel that keeps us moving forward to make AVC a sustainable organization.

Best regards,

Debbie Brillling
Executive Director/CEO
Auditory-Verbal Center, Inc.



Almost **50 million Americans** live with hearing loss. As our population ages, that number is **expected to double by 2030**.

- Hearing Health Foundation: Preventing Hearing Loss



Strategy Overview



AUDITORY-VERBAL THERAPY

Auditory-Verbal Therapy program that teaches deaf and hard of hearing children to listen and speak *without* the use of sign language or lip reading



AURAL REHABILITATION

Aural Rehabilitation program is for recent cochlear implant recipients, who already have established spoken language skills. Age 16 years and older.



TELETHERAPY

Auditory-Verbal Therapy and Aural Rehabilitation conducted virtually at a local TeleHealth Center or an approved venue



AUDIOLOGY & HEARING AID CLINIC

Identification, assessment, and treatment of hearing disorders for both pediatrics and adults



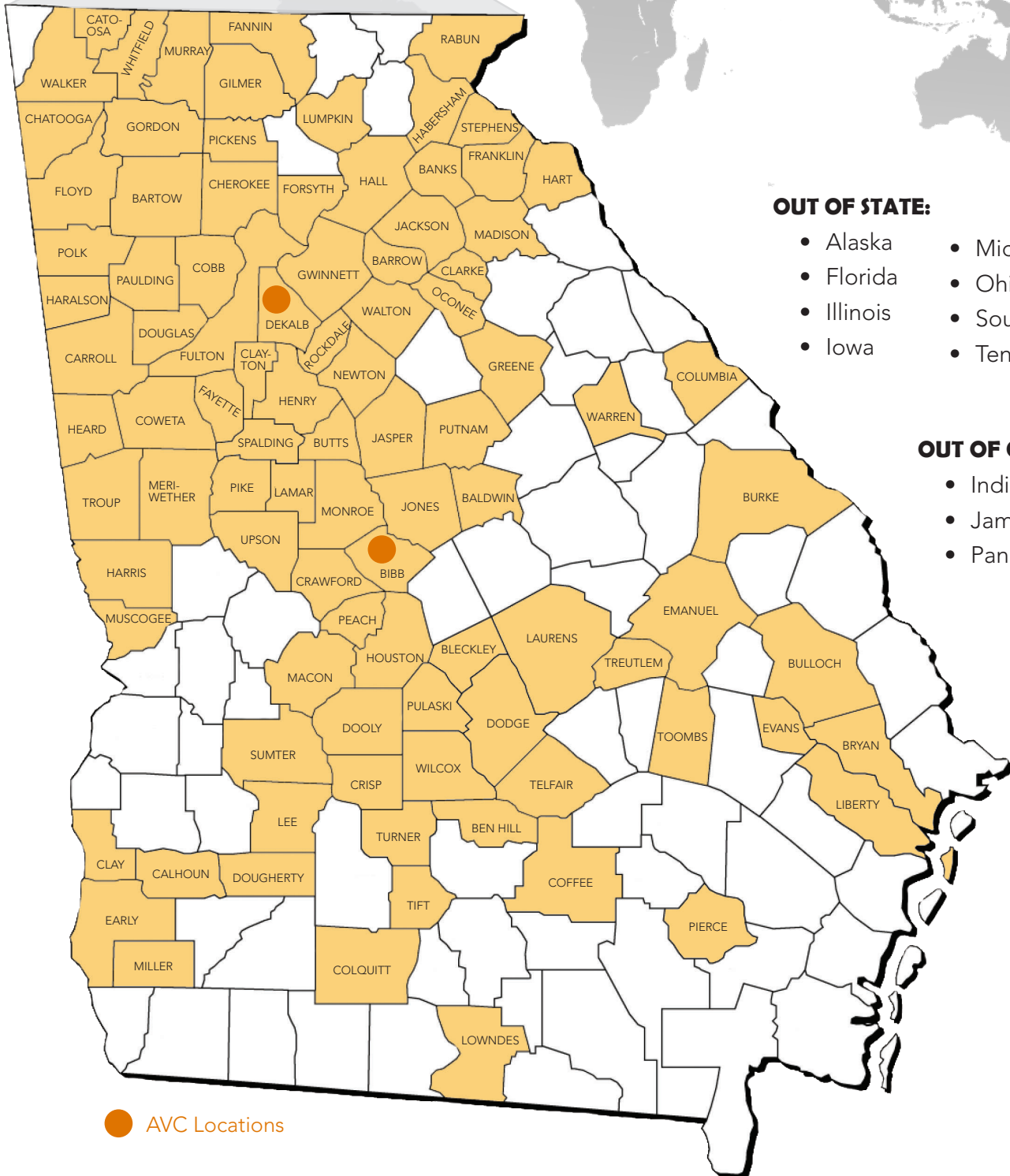
PROFESSIONAL TRAINING

Program for graduate students and practicing professionals to gain university credit and clinical clock hours towards graduation

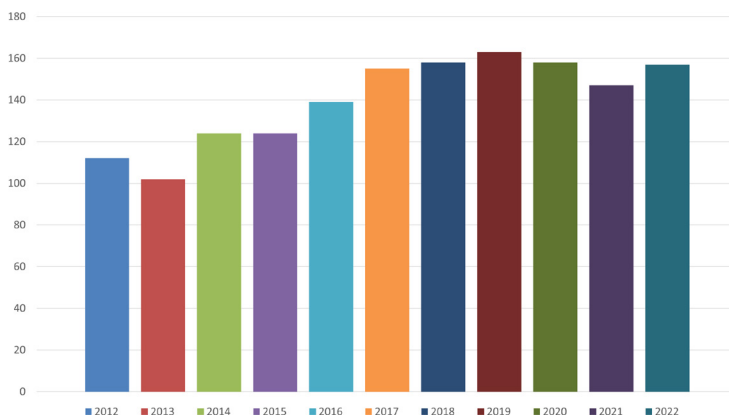


Our Reach Across the State and Beyond

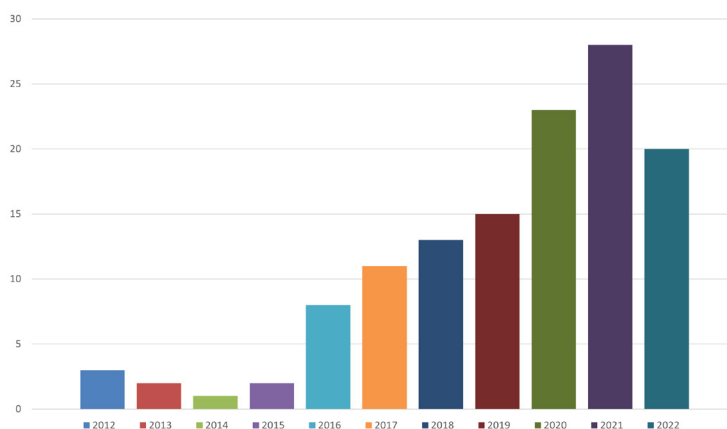
LAST UPDATED: JANUARY 2023



AUDITORY-VERBAL THERAPY CLIENTS SERVED

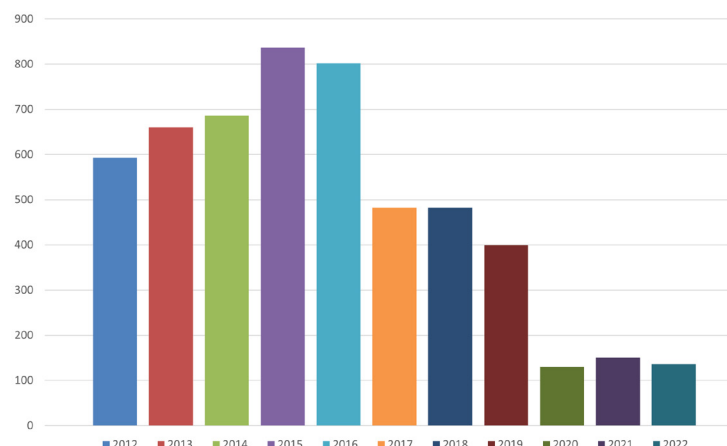


AURAL REHABILITATION CLIENTS SERVED



AUDIOLOGY CLIENTS SERVED

In 2017, we moved Audiology to 2 days a week and in 2020, we moved to one day a week to focus our efforts on our core mission of Auditory-Verbal Therapy and Aural Rehabilitation.



12.5% of kids between the ages of 6 and 19 suffer from loss of hearing as a result of using ear phones or ear buds turned to a high volume setting.

- Innocaption: Hearing Loss Among Our Teens



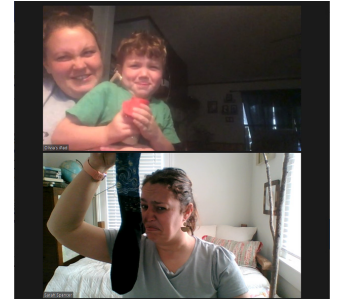
Teletherapy Moments

Whether therapy is in-person or via Teletherapy, we know how to make learning FUN!



KIYOMI got to feed her baby doll a piece of banana she cut up to practice function words 'cut' and 'eat' while also learning to follow directions in play!

CHARLIE had fun working on a language experience around smells as they sorted things into "things we like" and "things we don't like" (and things that smell good and things that smell yucky).



YAHSHUA got to practice talking in sentences about the different animals who were so cold and frozen in ice! He loved helping the animals escape by pouring hot water on the ice and melting it, as well as hammering it off!

JOSHUA had lots of fun during teletherapy making spring handprint flowers as they practiced function words in Spanish such as "echa" (pour), "sucio" (dirty), "pinta" (paint), and "mas" (more)!



MAX loved making mini-pizzas during his teletherapy session with his Mom and Dad. Max had plenty of opportunities to practice past tense verbs and plurals as well as asking the question "how many/how much?". Teletherapy allows his AV therapist to be right in the family's kitchen and use materials that they have at home.

Graduate Spotlights

In 2022, we graduated 14 clients who are now independent communicators in mainstreamed classrooms. Here are a few...



TRISTAN

Tristan has been listening through binaural hearing aids since he was 8 months old. Over the years he has developed into a strong listener and communicator, and he will be attending a mainstream 3rd grade class this year. Tristan is an avid reader and reads on grade level. Tristan has a great sense of humor, and has learned to keep trying his best when he's faced with a new challenge. Tristan will be missed at AVC, but now he has more time to play games with his brother, Everest, and go on adventures with his family.



BRIANA

Briana is a 3-year-old girl with moderate hearing loss and wears hearing aids, just like her younger brother. In just 6 months, Briana progressed from having severe language and moderate articulation delays to now scoring well within normal limits in her home language of Spanish. All of Briana's therapy was conducted via tele-therapy due to the pandemic and transportation barriers. Briana is excited to start preschool next fall and learn English, alongside typical hearing peers. Briana is creative, independent, and bright. She loves singing and making crafts with her mother and cousin. Her favorite song is "La vaca lola"!



MARLEE

Marlee has worn bilateral cochlear implants since she was a year old. She and her parents have put in a lot of hard work over the years, and it shows! No one has ever accused Marlee of being shy, and she always comes to therapy with new stories, new ideas, and new topics of conversation to discuss with her therapist. Marlee loves to read, sing, dance, swim, do gymnastics, and play with her brothers. She will be attending a mainstream first grade class this year, and her future is bright!



OLIVIA

Olivia was born profoundly deaf, just like her older sister. Olivia and Emily both hear with bilateral cochlear implants and share a unique bond over their special ears. Olivia received her first cochlear implant at 6 months of age and was one of the youngest babies to ever be implanted in the state of Georgia. Olivia loves talking, singing, and painting. She thrives in her mainstream preschool classroom. Olivia's family lives over 2 hours away from AVC and almost all of her therapy has been provided via tele-therapy, right from her home!

BOARD OF DIRECTORS

The AVC Board of Directors is legally and morally responsible for all activities of the agency and is solely responsible for determining agency policy, approving the annual budget, and determining the goals of the agency

CHAIRMAN:

Roger Green, MSFS, CFP
Green Financial Resources, LLC

Paula Harmon, MD
Pediatric Ear Nose & Throat
of Atlanta

Terri Ewing
Wade Ford

SECRETARY:

Murray Pascual
Retired

N. Wendel Todd, MD
Emory Clinic

Robert Kelly, MD
Novant Health Maplewood
Family Medicine

TREASURER:

Bill Hofius
Image Design

Artie Ruderman
Innovative Growth Solutions

Melissa Gwinn
The Coca-Cola Company

Beth Mahaffey
AVC Co-Founder

Tanya Brown
West Family Chiropractic

Marie Anderson
Forsyth County Public Library

Deborah Brilling
AVC Executive Director / CEO

Carly Jones, M.Ed., CCC-SLP
Whitlow Elementary School

ADVISORY BOARD

Sanjay Bhansali, MD
Ear Consultants of Georgia

Robert "Bob" Stanzone
Retired

Robert "Bob" Hope
Hope Beckham, Inc.

Jim Sutherland
Children's Healthcare of Atlanta Cardiology -
Retired Cardiologist and Assistant Professor of
Pediatrics at Emory University School of Medicine

Rich Mahaffey
Playmart/PMC - Retired Founder/Vice President

Bob Wilson
Wilson, Morton, & Downs, LLC

Randy Mahaffey
Playmart/PMC - Retired President

BOARD OF YOUNG PROFESSIONALS

CHAIRMAN:

Mike Green
Green Financial Resources, LLC

Caleb Tucker
Merit Financial Advisors

Jonathan Brilling
Auditory-Verbal Center, Inc.

Sean McPherson
JD Candidate at Emory University School of Law

Children with hearing loss who **begin early intervention have significantly better developmental outcomes** than similar children who begin intervention later.

- American Speech-Language-Hearing Association



Sources of Revenue

BASED ON THE 2022 BUDGET OF \$1.7 MILLION

CATEGORY BREAKDOWN:



3,924
INVOICES



237
INDIVIDUAL
DONORS



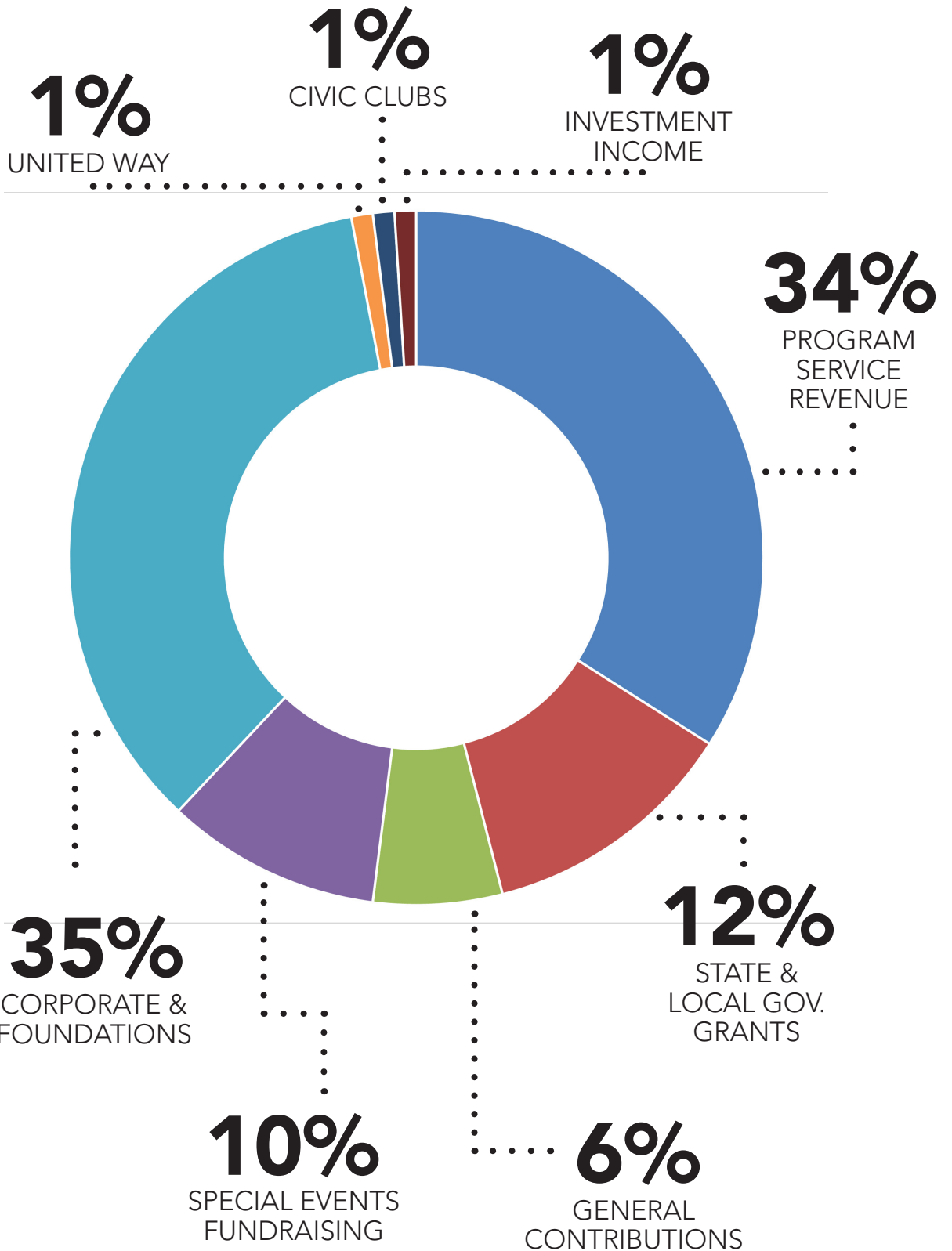
38
CORPORATE &
FOUNDATIONS



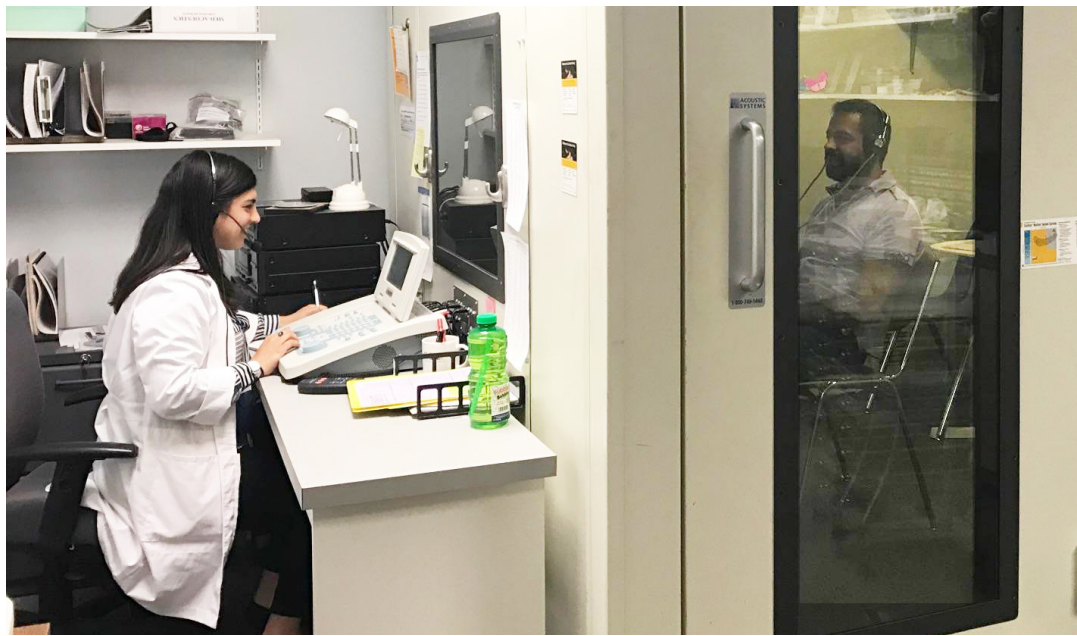
3
STATE & LOCAL
GOV. GRANTS



99
CIVIC CLUBS



EVERY GIFT HAS AN IMPACT IN FURTHERING OUR MISSION.



Expenses:

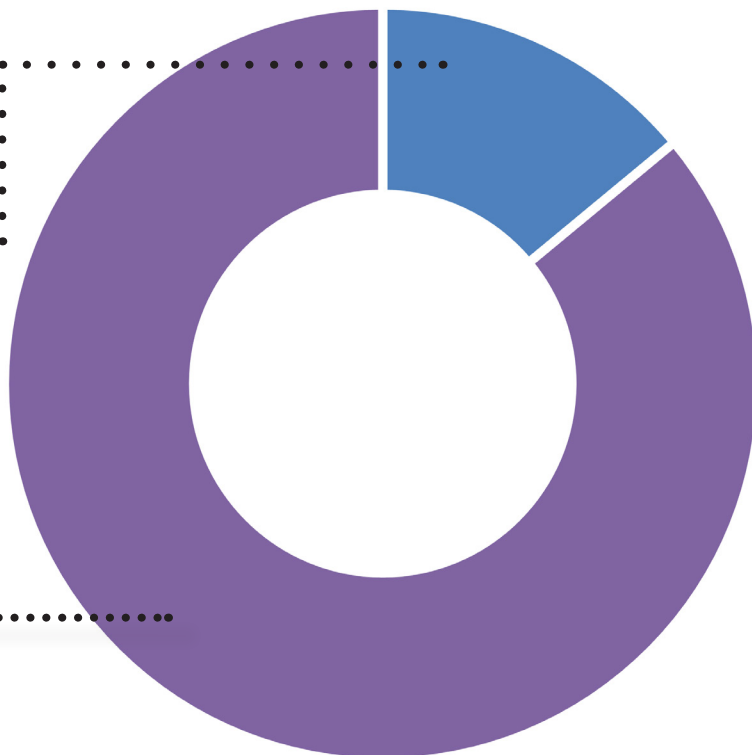
From the families we serve to the contributions of our generous supporters, we are careful stewards of all that is entrusted to us.

14%

ADMINISTRATIVE
AND FUNDRAISING

86%

PROGRAM SUPPORT
FOR AUDITORY-VERBAL
THERAPY AND AUDIOLOGY





Corporate Supporters

Advanced Bionics
 Affordable Medicare Solutions, LLC
 America's First Mortgage Lending Company
 Cetera Financial Group
 Clark Construction Group, LLC
 CTR Partners, Inc.
 Excalibur Homes
 Green Financial Resources
 Jackson National Life Insurance Company
 Jeff Threat Drywall, Inc.
 Kroger Community Awards
 McMahan's Sartorial Clothing
 McMaster-Carr Supply Company
 MFS Investment Management

Nationwide Financial
 Oticon
 Paces Ferry Wealth Advisors, LLC.
 Pediatric Ear, Nose, & Throat of Atlanta, P.C.
 Pension Financial Services, Inc.
 Prosperity Advisors
 RESJ, P.C.
 Smyrna Business Association
 Symptom Recovery Models, LLC
 Top Dog Solutions
 Tower Beer, Wine & Spirits
 Wade Ford

Foundations and Grants

Department of Public Health
 Dekalb County
 Fulton County
 Ida Alice Ryan Charitable Trust
 James Starr Moore Foundation
 Jason Cunningham Charitable Foundation
 Maddox Family Foundation
 Oberkotter Foundation
 Richard Munroe Foundation

Rothkopf Greenberg Family Foundation
 Scott Hudgens Family Foundation
 The Rich Foundation, Inc.
 United Way of Greater Atlanta
 Walton EMC Natural Gas
 Waffle House Foundation



Joining Together For AVC

FUNDRAISING EVENTS | CONFERENCES | NETWORKING | SOCIALS



Those with even a mild hearing loss are **twice as likely to develop dementia.**

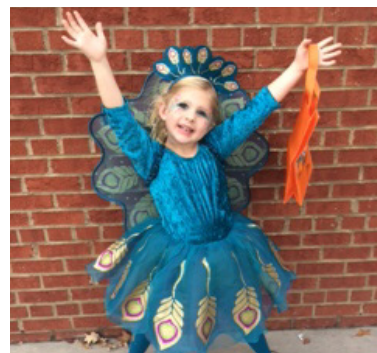
- American Speech-Language-Hearing Association: Untreated Hearing Loss in Adults-A Growing National Epidemic





60% of the veterans returning from Iraq and Afghanistan **come home with hearing loss and/or tinnitus**, making it the **#1 war injury**.

- Hearing Health Foundation: Hearing Loss & Tinnitus Statistics



More than 90 percent of the deaf and hard of hearing children are **born to hearing parents**.

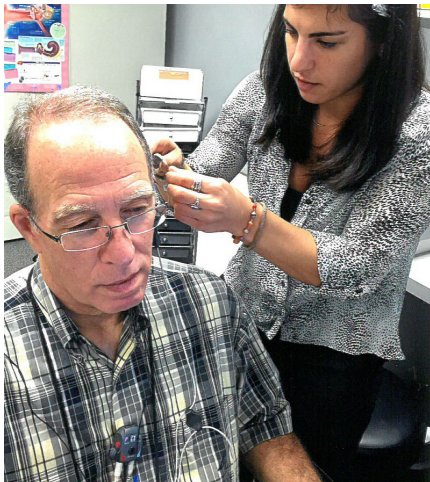
- National Institute on Deafness and Other Communication Disorders (NIDCD): Quick Statistics





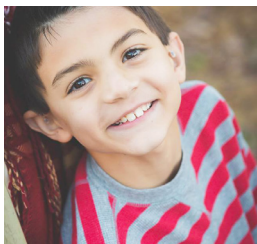
Noise-induced hearing loss may happen slowly over time or suddenly. **Being exposed to everyday noises, such as listening to very loud music, being in a noisy work environment, or using a lawn mower, can lead to hearing loss over many years.**

- Hearing Loss Association of America



Hearing loss is an invisible condition; we cannot see hearing loss, only its effects. Because the presence of a hearing loss is not visible, **these effects may be attributed to aloofness, confusion, or personality changes.**

- Hearing Loss Association of America





Auditory-Verbal Center, Inc.
*Giving Sound & Voice to the
Deaf and Hard of Hearing*

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