

2014 Report Card

Results that Matter

With help from you...life outcomes are changing
for deaf or hard-of-hearing New Mexicans



Infant and toddler
families supported in
Parent-Infant Program



15 Preschool (ages 3-6)
students enrolled

6 Toddler (ages 2-3)
students enrolled



Babies evaluated in
Newborn Hearing Program



Additional lives changed with
cochlear implant technology



Hours of listening and
language therapy for
children in Oral School



\$800k

Dollars raised to support
all the programs of PEI



Deaf preschoolers graduated
from the Oral School, ready
to enter kindergarten



Community Collaborators

*Break the Silence.
Listen, Learn, and Speak.*



Dear Friends,

When I think about the Presbyterian Ear Institute, I remember the old proverb: *"Give a person a fish, and they will eat for a day. Teach a person to fish, and they will eat for a lifetime."* At the School for Oral Deaf Education, we teach deaf and hard of hearing children to listen and speak to maximize their potential. The skills they learn open a world of opportunities to be successful in life.

As I reflect on last year's accomplishments, some highlights in 2014 include:

- For the first time, we have successfully been awarded funding from the state as a contractor for early childhood education for deaf children with cochlear implants/hearing aids!
- The School for Oral Deaf Education graduated 4 children from the program who are now attending mainstream schools, saving the state of NM about \$800,000 in special education costs. Congratulations to Jazzmyn Castillo, Flynn King, Alexandra Martinez, and Patrick Tafoya.
- Over 80% of our children are scoring at normal levels on tests that compare our deaf/hard-of-hearing children to those of normal hearing children in the same age group.
- The PEI family welcomed our new Principal, Susan Revels, Discovery Room Teacher Jess Selbee-Satterfield, and Speech Pathologist/Teacher Karen Lawson.
- Mercedes-Benz of Albuquerque, along with General Manager David Baker, partnered with PEI for the Mercedes-Benz Dealer Championship golf tournament, raising nearly \$32,000 which was matched by a private foundation.
- Judy and Michael Graham of Party City raised over \$4,000 at their annual March event.
- PEI continued to have great community support through our Run to Break the Silence, the auction at Los Poblanos, and many grant opportunities.

Our programs have helped over 250 children and adults gain access to the sounds of life--30 of these received a cochlear implant in 2014. This year's annual report highlights some of these stories. Through your kindness and philanthropy, you have helped us literally transform lives, thank you!

PEI ended the year strong, and we continue to find ways to cut expenses and maximize income. With that in mind, we will move to an online only version of the annual report. Looking ahead, PEI is embarking on a dynamic new path to meet the changing needs of early identification of hearing loss, intervention, and deaf education. With your ongoing support, PEI is able to better listen, learn and lead to create a brighter future for those we serve. Thank you again for your generosity and continued support!

Warm regards,

Seema K. LaGree

Our Mission

Presbyterian Ear Institute helps deaf and hard-of-hearing adults and children develop and strengthen auditory and oral communication skills using the advanced technology of cochlear implants and/or hearing aids. The world becomes a much bigger place when deaf and hard-of-hearing individuals can participate more fully in all aspects of life.

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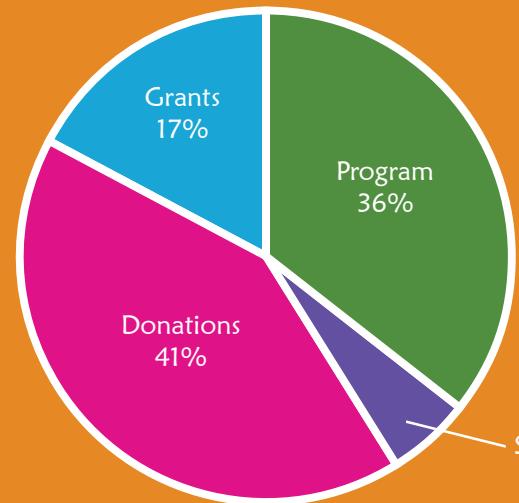
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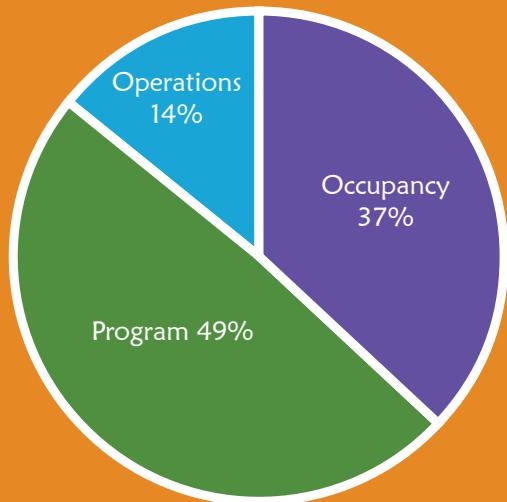
2014 Income and Expenses



Income	
Donations	\$565,830.00
Program	486,654.00
Grants	234,045.00
Sublease	77,121.00
Total	\$1,363,650.00

Expenses

Expense Category	Amount
Program	\$659,265.00
Occupancy	490,318.00
Operations	186,134.00
Total	\$1,335,717.00



Our Programs

The ultimate goal is to help deaf or hard-of-hearing individuals realize their unlimited potential and allow them to actively participate in the hearing and speaking world. Using advanced technology and through its programs, the Institute serves children and adults in the Southwest to provide the early identification and diagnosis of hearing loss; early intervention for infants; oral deaf education to teach deaf and hard-of-hearing children to listen, learn and speak; and education and public awareness regarding deafness. The stories below demonstrate the impact of these programs.

PARENT INFANT PROGRAM

“Born on Easter Sunday at 10:41am, our gorgeous baby boy, Abran Gabriel Garcia stole our hearts. June 26th was the initial day that we were told our son has Auditory Neuropathy. Dr. Horn introduced us to some individuals [at PEI]. We followed him down and met Seema and Amy. Looking at all these new adventures placed before us, we never imagined we would be part of such an amazing family at PEI.

Our time with Amy is imperative. She has helped us understand the levels of development for infants and has shown us numerous strategies to use in our daily

life to help our son hear and speak normally. From using the listening box, practicing response time activities such as bubbles and songs, to talking about Abran’s new developments our confidence in our son’s hearing and speech is reinforced.

With the knowledge each staff member has at PEI about hearing loss and speech development we are able to ask questions, share stories, and feel comfortable with our son’s hearing impairment. Not only does PEI help with the development of hearing and speech, they help families gain confidence and knowledge about hearing loss.”

Alicia Ulibarri and Christopher Garcia



SPEECH AND LANGUAGE PROGRAM

“On 15 August 2009 Max Caruso was born at 39 weeks. Max was bestowed with numerous developmental abnormalities. His initial challenges included a cleft palate, an extra thumb, and multiple holes in his heart. His hearing ability proceeded to decline and he was then seen by Dr. Karl Horn for repeated surgeries and monitoring.

After four palate repair plastic surgeries his mouth was no longer a detriment to his ability to speak, yet he sustained no further advance in his verbal expression. At the age of three Dr. Horn took Max down to PEI. In the first few months of therapy with Ms. Laura Sheline, M.S., CCC-SLP Max made enormous strides towards verbal expression. He was able to provide simple yes or no answers to questions and this improved the communication situation in the household by leaps and bounds.

Throughout the last two years of therapy with Ms. Laura, Max has made extraordinary progress towards using verbal expressive communication. Ms. Laura and PEI have been advocates for Max and his family in all instances concerning his ability to communicate.

Max receives formal training in ASL as yet another form of development in his continuing growth. We maintain hope that Max will continue to grow in his verbally expressive ability and we are grateful to have the commitment and dedication of Ms. Laura and the staff at PEI as allies in this endeavor.”

Dan Caruso and Wendy E.S. Caruso





COCHLEAR IMPLANT PROGRAM

"I was two years old, long before the measles vaccine was available, when measles struck me. My parents did not realize that I couldn't hear. My folks decided to keep me in mainstream schooling and enrolled me in intensive lipreading training and speech classes, while using the latest in hearing aid technology; all of this kept me reasonably functional.

Things I missed: not knowing what a group is talking and laughing about; not understanding the radio; no appreciation of music; no songbirds or hummingbirds sounds; and generally feeling left out. A sudden, unexplained hearing loss of what little I had left lead to the decision to check into a cochlear implant. Funny, I never considered myself as "deaf"! Dr. Horn did my implant surgery in 2007 and it was wonderful! In 2009 I received a second cochlear implant. The difference is remarkable! "Balance" was achieved in my mind as well as "stereo" sound. To be able to tell which hummingbird species is flying by is awesome.

Volunteering at our visitor center and being active in our Lions Club has allowed me to "blossom" out and enjoy interacting with people. I can even hear better than others in a noisy party group. Of course, lipreading is still a big help. All this would not have been possible without the encouragement of my husband of 48 years and the expertise of Christine Epstein and her wonderful support."

Ellen L. O'Connell



SCHOOL FOR ORAL DEAF EDUCATION

[Spanish to English Translation]

"I would like to share with you the story of our only child and little hero, David. When David was born, the nurse gave us some unexpected news: "Your son did not pass the hearing screening". This was very difficult to understand, and, as a mother, I was extremely worried. He received hearing aids when he was 6 months old and we began to receive weekly services from StepHi. David was enrolled [in PEI] at 18 months of age. We knew this would not be an easy task as his primary language is Spanish but we were determined to help David in anything and everything that was necessary.

After a few months, David's audiologist realized that his hearing loss had progressed. David was implanted one month before his 3rd birthday. It was wonderful seeing my son enjoy better hearing. He was progressing in school and we noticed how much he loved (and preferred) his speech processor more than his hearing aid. David now has bilateral cochlear implants; his equipment works very well, and the most important thing is that my son can hear and talk and is able to express himself in such a normal manner! I can't thank PEI enough for the support that they have given my son. Thanks to a tremendous effort from David and his teachers and audiologist, he is now a bilingual, 5 year old boy. As his mother, I am so happy to see all the progress that David has made, and I'm so thankful for all the help that PEI has given to my family."

Gladys Pineda

Gifts, Grants, Events, Honors & Memorials

(Reflects gifts received between January 1, 2014 and December 31, 2014)

Thank you to all of our contributors for your generous support in 2014. Through your generosity, we are able to renew our commitment to individuals with hearing loss and to our community through improvements to our programs. We could not have accomplished all that we have were it not for you! Your partnership is key to developing the financial foundation needed to ensure future growth!



Annual Giving

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Presbyterian Ear Institute School for Oral Deaf Education - Parent Association

Presbyterian Healthcare Services

The Printed Image

Susan and Scott Revels

Helen and John Richardson



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Linda Zipp

Dedicated Program Gifts

While donors typically make “un-restricted” gifts that may be used where the need is greatest, some donors prefer to direct their gifts to a designated program or for a specific use. We are very grateful for this support.

Cochlear Implant Program

Carolyn and Thomas Beall

Duane DeWerff

Donna and Mark Epstein

Mary Spencer

Oral School Program

Betty Camunez

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Kathryn and Chris Frazier

Gwenda McDaniel

Aamna Nayyar and Shahzad Shah

Meredith and Ed Tinsley

Parent-Infant Program

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Barbara and Albert Simms

Kay and Dan Sisk

Charlene Whitfield-Elliott

and Sam Elliott

Linda Zipp

Speech/Language Therapy Program

Cynthia and Thomas McConnell

Music Program

Maureen Anderson

Honor/Memorial Gifts

Donors to Presbyterian Ear Institute often support the Institute and its programs by making their gifts in *memory of* or *in honor of* a special family member or friend. The Institute deeply appreciates this support.

In Honor of David Baker

Ally Financial

In Honor of Elspeth G. Bobbs

Maggie Simms

In Honor of Juniata “June” Carpenter

Melissa Carpenter

In Honor of Rebecca DeLand

Muriel Ross

In Honor of Violet Frazier

Mary and Rawls Frazier



In Honor of Harry Hakeem

Linda and William Airy

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In Honor of Beckett and Flynn King
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In Honor of Grace Richardson
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In Memory of Marion "Cissy" Cavin
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In Memory of Mary Ann Koury
Peter Koury

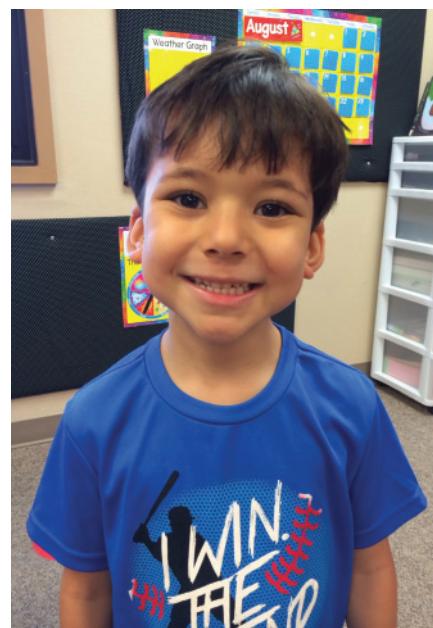
In Memory of Rita Metcalfe
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Nancy and Louis Hakeem
Celeste and Steve Herrera
Mary and Michael Mayo
Dorothy Palen
Maggie Simms



Special Events – Funding Our Mission

Proceeds of special event fundraisers in 2014 benefitted an array of programs at Presbyterian Ear Institute. We are most grateful to our sponsors, donors, participants and volunteers whose support of our events make them so successful. Thank you!

**Mercedes-Benz Dealer
Championships Golf Tournament
(\$63,480)**

Presenting Sponsor
Mercedes-Benz of Albuquerque



**Platinum Sponsors**

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Barbara and Albert Simms
Maggie Simms
Sun Country Golf House
Tanoan Country Club
Twin Warriors Golf Club
Heather White
UNM Championship Golf Course*

Golf (Underwriters)

*Elspeth Grant Bobbs
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**Celebrating the Gift of Hearing –
An Auction (\$52,174)****Platinum Dinner Sponsor**

*Susan and Karl L. Horn
Los Poblanos Inn & Cultural Center*

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Wine Sponsors

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Crissi Hernandez-Letherer
Susan and Karl L. Horn
Joseph's The Salon/Veronica Aragon
Clara and Glen Kilcup
Barbara and Brooks LaGree*

Seema and Brooks LaGree

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Los Poblanos Inn & Cultural Center

The Lodge and Ranch at Chama

LUCA Italian Bistro Wine Bar

Mia Maes

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Alana Williams and Luis Padilla



**Run to Break the Silence –
in Memory of Judy Putman
(\$18,635)**

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Personalized Strength & Fitness
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Deep Remedy, Inc.
Einstein Bros Bagels
Cris and Barry Epstein
Stacey Epstein
Fleet Feet Sports
Seema and Brooks LaGree
Frances Lee
Los Altos Ranch Market
McCarthy Building Companies, NM, Inc.

Mark Diamond Jewelers
New Mexico School of Natural Therapeutics
Renee and Chris Patton
Party City
Presbyterian Healthcare Services

Suzanne and Andrew Riley
Maggie Simms
Walgreens
Whole Foods
Zia Graphics

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Joyce Bloch
Kevin Bradshaw
Lee Dirks
Cris and Barry Epstein
Stacey Epstein
Kendra and David Matteucci
Kent Ringger
Charlene Raymond
Joyce Whisenant

We have made every effort to list all donors of gifts received between January 1, 2014 and December 31, 2014. We regret any errors or omissions and request that you report corrections to the Development Office @ 505-224-7032.

THANK YOU!



Ways to Give

There are many ways to give to Presbyterian Ear Institute (PEI).

All are important and very much appreciated.

Gifts are tax-deductible as provided by law.

Gifts of Cash

The most popular and easiest way of giving to PEI is in the form of cash gifts, which can be donor-directed and are tax-deductible.

Gifts of Appreciated Property

A variable alternative to a cash gift is a gift of property. With careful planning, charitable gifts of certain types of assets will bring the donor greater tax savings than gifts of cash.

Bequests

The simplest way to include PEI in your estate plan is to make a bequest to the Institute through your will or to add a codicil to an existing will. Gifts by will enable a donor to make significant contributions that may not have been possible during life.

Gifts in Kind

During the year, individuals give the Institute non-cash items that are in direct support of the Institute's mission but are considered a different type of gift due to their non-cash nature. Examples of such gifts might include computers, books, sports equipment, receptions, and advertising.

Gifts of Life Insurance

Naming PEI as the owner and beneficiary of a life insurance policy is a good way to make a large donation with a nominal cost to the donor. Premiums for such policies are tax-deductible.

Honor and Memorial Gifts

Every year, PEI receives gifts "in memory of" or "in honor of" members of the community. Memorial and honor gifts are applied to the area of the donor's

direction. PEI is very grateful for this meaningful support.

Planned Giving and our Endowment

Bequests currently comprise the single largest source of dollars donated to endowments, but they are just one way in which a person may make a planned gift. Other tax benefit options include trusts, insurance policies, gifts of appreciated assets, and the creation of family foundation. Regardless of the vehicle used, you are helping build a last endowment for the benefit of the programs and people served by the programs provided by PEI.

Used Hearing Equipment

If you have used hearing aid or cochlear implant equipment that you are not using, please consider donating it to Presbyterian Ear Institute. We will put it to good use!

Old Car?

Donate it to PEI. We will be happy to take it off your hands and you will get a tax-deduction.

Shop On-line

Did you know that when you shop with AmazonSmile your purchase can benefit PEI? The Amazon Foundation will donate 0.5% of your eligible purchase to the Institute. It's easy! Log in at smile.amazon.com and select Presbyterian Ear Institute as your charity. We appreciate your support.

Should you wish to receive information about making a gift to PEI, please call our Development Office @ 505-224-7020. We will be happy to assist you.

Coming Attractions in 2015

Golf Tournament

August 10, 2015 – Albuquerque Country Club

Please check our website for tournament information

Run to Break the Silence

In Memory of Judy Putman – June 7, 2015

Please check our website for run information

Holiday Auction

November 7, 2015 – Hotel Andaluz

Please check our website for event information

For more information, please call 505-224-7020

and ask to speak to the Development Office.

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King David



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