



# Vaani

Deaf Children's Foundation  
Annual Report  
2016-17





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Vaani's **MISSION** is to bring language and comprehension into the lives of deaf children and their families and thus enabling them to have meaningful conversations between themselves and the world around them.

Vaani's **VISION** is to eliminate the most fundamental and overlooked problem with childhood deafness - the inability of the child to communicate with his or her own parent. It is our commitment to create an empathetic and enthusiastic environment for every deaf child, and to empower their families to nurture it.

VAANI, Deaf Children's Foundation was registered as a Trust with the Additional Registrar of Assurances in Kolkata on the 9<sup>th</sup> of August, 2005. Our Registration number is 4257. We also have FCRA certification to receive foreign funds. VAANI is registered under section 12A of the Income Tax Act - 1961. All donations made to Vaani are 50% exempt under section 80G of the Income Tax Act.

# Chairperson's Note

Another year passes and the excitement continues to build! We are on a growth spurt, not only geographically but also innovatively. Our 'Teach for Deaf' programme is one such idea, where we are sensitising volunteers from corporate offices by involving them directly in some aspects of our service delivery with deaf children and their families so they can have real life experiences. Our 'Leadership Programme for Parents' is ensuring that there are more and more parents who feel empowered to fight for the rights of their own children, thus also ensuring the sustainability of our work. Our 'Validations' programme has ensured that we are able to educate and build the capacity of smaller NGOs working in our sector by strengthening their legal and administrative systems. Our growth has ensured that we stay conscious of our responsibility, and hence we have worked to strengthen our financial, administrative and service provision systems to ensure that the quality of our work continues to be our foremost priority.

So this report comes with big thanks to all the people who contributed to making Vaani a unique organisation, our children and families who have given us meaning and purpose to contribute to a cause beyond us, our donors and well-wishers who have supported our growth, and to the amazing people that make up Team Vaani. We are who we are because of all of you.



**Brinda Crishna**  
Chairperson



# Director's Note

In the past year, Vaani has seen exponential growth. We have expanded our presence to many new states including Delhi, Bihar, Uttar Pradesh, and Kerala. We have forged new partnerships with 17 Corporates of various sizes including Aon India, Red FM, and the Sun Network. We are developing new, innovative solutions to increase the impact of our work through programmes such as Teach for Deaf, Vaani on Wheels, Validations, and Disaster Preparedness. And finally, we are ensuring our employees receive the best benefits that the industry has to offer. We strive to be completely transparent and have a clear-cut 3-year plan to reach as many deaf children as possible. We invite you to partner with us to ensure we expand our reach through the length and breadth of the country.



A handwritten signature in blue ink that reads "Vinod Pandey". The signature is written in a cursive style and is positioned above the printed name.

**Vinod Pandey**  
Director



# Why Childhood Deafness?

Deafness is invisible. It is not immediately apparent that a person has a hearing impairment by just looking at them and hence most symptoms are invisible. Unfortunately, when these symptoms are invisible, they lead to false perceptions, misunderstandings, and judgements among other things. What is most alarming, with regards to deafness, is that it is very easily overlooked when it occurs in young children and infants. It is known that the brain absorbs the most between the age of 0-5 years. The lack of the auditory sense, which is essential to learn a language and hence communicate, severely impairs the overall ability to learn.

Deafness in itself is not a learning disability. It is this lack of language and the ability to communicate that causes a learning difficulty. For example, an undiagnosed 3-year-old deaf child will only know about 25 words as compared to 700 words for a hearing child of the same age. This, in turn, causes the child to live in silence and isolation thus affect his/her emotional and social wellbeing. Most human experiences involve communication with one another. In an Indian context, especially rural, most parents never learn to fully communicate with their children. This does not just give rise to learning and academic problems, it also severely impacts the social and emotional needs of the child and its family. Deaf Children and their families may never be able to fully express themselves emotionally, which would later manifest in the children as behavioural issues and an inability to function in social situations. Parents often feel hopeless and sometimes give up on their deaf child. This is where Vaani steps in.



# Vaani's Work

Language can be taught to young children with hearing impairments using a combination of techniques. It is critical that a child's brain is stimulated as much as possible to be able to assimilate and comprehend language to enable effective communication. It is not just important from an educational point of view, but also from an emotional point of view. You require language to express emotions too.

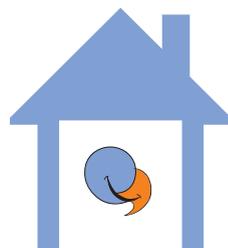
Vaani, Deaf Children's Foundation was established to fill this gap, to identify deaf children as early on as possible and then deliver the right kind of intervention. We integrate ourselves at the grassroots level within communities and work towards identifying a deaf child as early on in their life as possible. We train our Teachers of the Deaf with specialised technical modules to bring language and comprehension into the lives of not only deaf children but also their families. We then create an empathetic and enthusiastic environment for every deaf child and empower their families to nurture it. We ensure that the bond between the parents and the child are strengthened and the social and emotional needs are met as early as possible. We then empower families of deaf children to be agents of change by influencing policy-making authorities and the Government.



# Programmes

## SADHAN RESOURCE CENTRE

The Sadhan Resource Centre is a space to educate and empower deaf children and their parents to learn and comprehend language and have meaningful conversations between themselves and the world around them. Here parents are not only trained to help their young deaf child with the challenges they face with hearing, communication and literacy but also, to accept the child's differences, guide the child through their formative school years and become agents of change by influencing policy-making authorities and the Government.



## TEACH FOR DEAF

There is a gap in the area of how volunteering for non-profit organisations is perceived. Most volunteer programmes involve activities that last a few hours and don't really give the participant an overall view of the work that the NGO does or the development sector as a whole. To address these gaps, we created a holistic volunteer programme called Teach for Deaf. It is a 54-hour course spread over 9 months and is aimed at the corporate sector. The idea is to create a movement of leaders that collectively help solve the problem of inequality in access to communication and language for deaf children.



## VALIDATIONS

India has 3.1 million NGOs, of which only 290,000 submitted balance sheets and filed income tax returns. Therefore, only 10% are considered accountable. With the aim to work with credible partners across the country to further our work and reach as many deaf children as possible, Vaani launched a validation programme to help build the capacity of grassroots organisations in terms of getting the basics right with all the financial and administrative necessities, thus enhancing their credibility.



# Programmes

## DISASTER PREPAREDNESS

It is a known fact that human trafficking peaks during disasters, wartime and conflict. The most vulnerable group during those times are children. The vulnerability is amplified exponentially when the child has a hearing disability. For instance, a deaf child may never be able to speak about his/her ordeals to social workers or law enforcement authorities. Our Disaster Preparedness workshops aim to minimise trafficking by training and empowering all stakeholders with the tools necessary to communicate effectively during such situations by using a combination of sign language, gestures, finger spelling and body language.



## VAANI ON WHEELS

In our experience of running the Sadhan Resource Centre for over a decade, we have found that several parents travel tirelessly across long distances to receive our services. We have decided to create a mobile Sadhan Resource Centre which would enable us to travel to inaccessible areas of our country to make sure all deaf children receive the same basic rights to communication.



# How a Sadhan Centre works

The professional has all the technical knowledge and skills, but only spends 2 to 3 hours with the deaf child. The parents on the other hand, especially the mother, spends the entire day with the child and knows him/ her best.



At the Sadhan Resource Centres parents are not only trained to help their young deaf child with the challenges they face with hearing, communication and literacy but also, to accept the child's differences, guide the child through their formative school years and become agents of change by influencing policy-making authorities and the Government.



## SADHAN RESOURCE CENTRE

Based on our experience over the last 10 years, we have developed a model to effectively deliver our technical expertise. We call it the Sadhan Resource Centre.

Here's how it works:

1



Conduct a study to choose the right area.

2



Find a space. Could be an apartment, a school room or a cowshed!

3



Hire and send out Community Mobilizers who identify deaf children and families through word-of-mouth, SSA and Anganwadi Workers

4



Equip the space with all the right teaching material.

5



Hire the best technically qualified teacher.

6



Teach!

# Highlights 2016-17



DEAF CHILDREN AND FAMILY MEMBERS REACHED

**1191**



PROFESSIONALS REACHED (COMMUNITY WORKERS/ TEACHERS/ SUPERVISORS)

**1170**

## NUMBER OF HOME VISITS

**SOUTH**  
TUMKUR 123  
BANGALORE  
**260**  
TOTAL 383

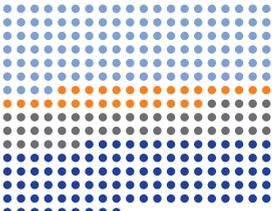
**EAST**  
KOLKATA 1250  
MALANCHA 96  
SILIGURI 120  
HOOGLY 2500  
TOTAL 3966

**NORTH EAST**  
KAMRUP, NALBARI & NAGAON 220  
GUWAHATI 10  
TOTAL 230

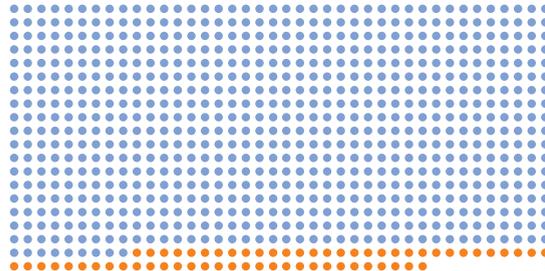


**=4579**

## NUMBER OF DEAF CHILDREN WHO RECEIVED TACTILE SPEECH INPUTS



• Kolkata - 124 • Siliguri - 51  
• Malancha - 31 • Hooghly - 103



**EAST TOTAL 309**

**NORTH EAST TOTAL 791**

• Kamrup, Nalbari & Nagaon - 729  
• Guwahati - 62

**=1100**

## NUMBER OF PARENTS IN NETWORK GROUPS



**22**

*Dikshruti*  
Guwahati, Assam



**10**

*Ankur*  
Malancha, West Bengal



**15**

*Khushi*  
Kolkata, West Bengal



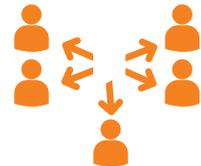
**20**

*Srobona*  
Pandua, West Bengal



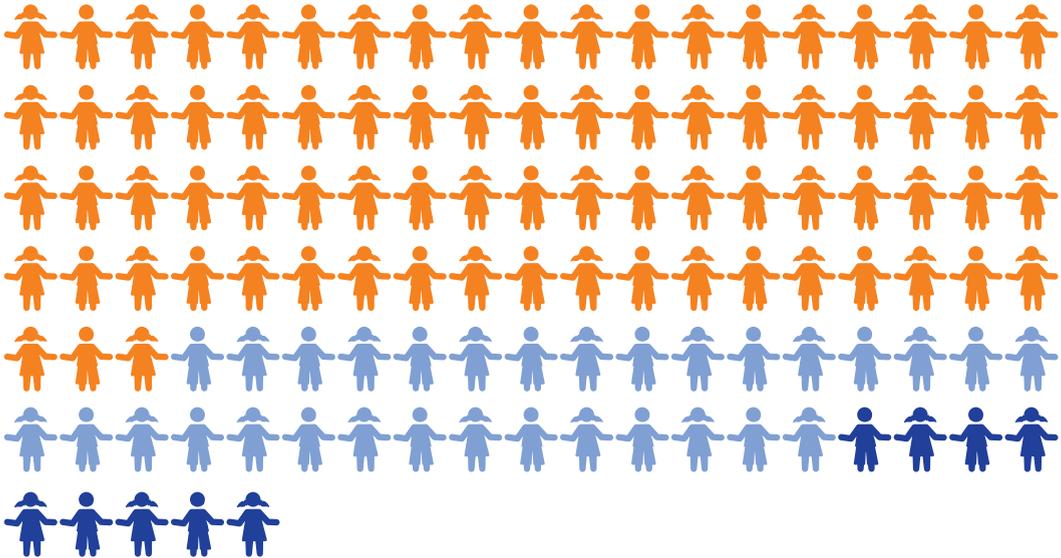
**7**

*Jyoti*  
Siliguri, West Bengal



**= 74**

# Beneficiaries 2016-17



*represents 10 children*

**790** Children reached in the North East

**310** Children reached in the East

**90** Children reached in the South

**1191**

DEAF CHILDREN  
AND FAMILY  
MEMBERS  
REACHED

**1170**

PROFESSIONALS  
REACHED  
(COMMUNITY  
WORKERS/  
TEACHERS/  
SUPERVISORS)

# Our Impact

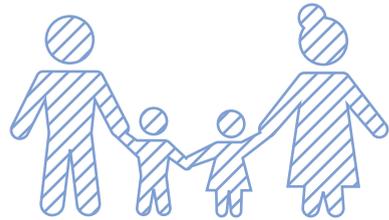
12 YEARS

29,500

PEOPLE



7000 CHILDREN



12000 PARENTS

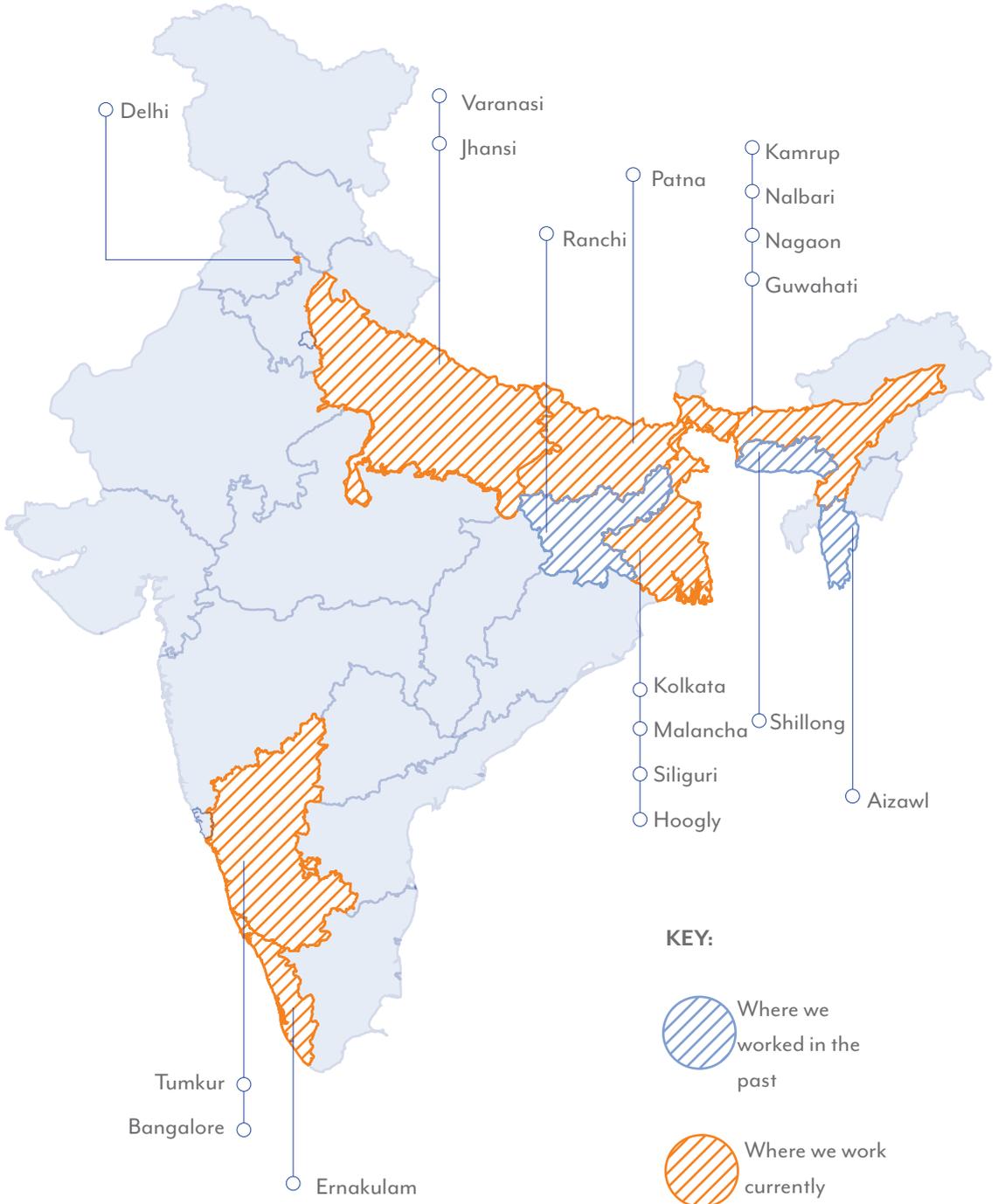


7000 PROFESSIONALS



3500 GENERAL PUBLIC

# Where We Work



# Testimonials

Oracle is proud to support Vaani, Deaf Children's Foundation's Sadhan Resource Centre in Bangalore for its sustained efforts to empower deaf children from under-served communities through language and education. Our collaboration is benefiting 100 children, sensitising 200 families, and training 50 teachers and caregivers.

**ORACLE**

*Rajendra Tripathi, Senior Manager, Oracle Corporate Citizenship – India*

It has been an enriching learning experience partnering with Vaani for the last four years. Their domain knowledge, commitment to the cause and willingness to adapt to the changing needs of the sector are noteworthy. We hope to work together in the days to come to impact the lives of many more children.

**Tech  
Mahindra  
FOUNDATION**

*Shormi Roy Choudhury, Head - Programmes - Kolkata and Bhubaneshwar, Tech Mahindra Foundation*

Rajni Nijhawan Charitable Trust first donated funds for the construction of a proper classroom for a Sadhan Centre being run by VAANI in Malancha in 2015-16. Thereafter, vide an agreement dated 1<sup>st</sup> December 2016 with VAANI, RNCT took over the complete financing of the “Ankur” Project in Malancha, West Bengal. This Project is providing deaf children in Malancha and the surrounding villages the opportunity to gain access to communication – both with their parents as well as other members of their society – and to grow up to participate in the world with respect and dignity. In the near future, RNCT will also be involved in a similar Project with VAANI in Siliguri. RNCT is proud to be associated with VAANI as it is professionally run, follows good accounting practices, and uses funds donated for the intended purposes.

*Rajni Nijhawan*

*Ian Howard, Trustee, Rajni Nijhawan Charitable Trust*



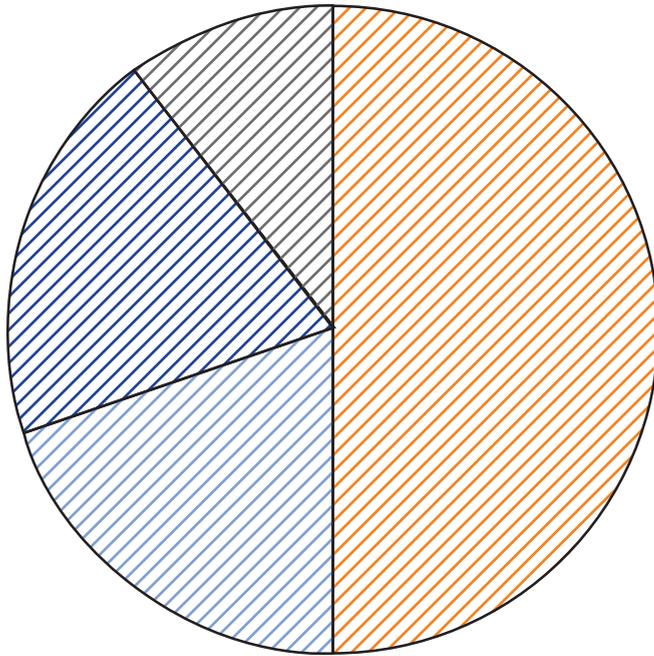
# Our Donors & Supporters





# Financial Highlights

## WHERE DOES YOUR CONTRIBUTION GO?



## UTILISATION BREAKDOWN

- 50% goes towards teaching and learning materials and stationery for the child
- 20% goes towards training materials for the parent
- 20% goes towards honorarium for our technically trained teachers of the deaf
- 10% goes towards resource mobilisation and administrative costs

Vaani delivers its services to deaf children and their families  
**ABSOLUTELY FREE OF COST**

## DID YOU KNOW THAT WITH...

**₹6000**

one child can be taught language, communication, and comprehension with the use of an Individual Education Plan for a year

**₹8400**

one child can be supported with the use of our teaching/learning material for one year

**₹12000**

one child and a mother will be educated using our specialised teaching/learning material

**₹20000**

20 children and their family members would be able to spend a fun-filled day of learning together.

# Financials

We have audited the attached Balance Sheet of VAANI DEAF CHILDREN'S FOUNDATION, Flat No.1, Shree, Apartments, 4G, Tiljala Road, Kolkata – 700046 as on 31<sup>st</sup> March, 2017 and the Income & Expenditure Account and Receipts & Payments Account for the year ended on the date relating to Consolidated Account. These financial statements are the Responsibility of the Trust's Management. Our Responsibility is to express an opinion on these financial statements based on our audit.

1. We conducted our audit in accordance with the auditing standard generally accepted in India.

Those standards require that we plan & perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on test basis evidence supporting the amounts and disclosure in financial statements. An audit also includes assessing the accounting Principles used and significant estimates made by the management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

2. We Further report that:

- a) We have obtained all the information and explanation, which to the best of our knowledge and belief were necessary for the purpose of our audit.
- b) In our opinion, the Trust as required by law has kept proper books of accounts so far as appears from our examination of those books.
- c) The Balance sheet, the Income & Expenditure and the Receipts & Payments Accounts referred to in this report are in agreement with the books of account.
- d) In our opinion the Balance Sheet, the Income & Expenditure Account and the Receipts & Payments Account dealt with in this report, are in compliance with the Accounting Standards as applicable.

# Financials

e) In our opinion and to the best of information and according to the explanation given to us, read with the notes appearing in Schedule – 1, the said Balance Sheet, the Income & Expenditure Account and the Receipts & Payments Account give a true and fair view in conformity with the Accounting Principles generally accepted in India:

- I. In the case of Balance Sheet, of the state of affairs of the Trust as at 31<sup>st</sup> March 2017.
- II. In case of Income and Expenditure Account, of the Deficit on Income.

For VAANI Deaf Children's Foundation

   
Brinda Crishna      Vinod Pandey  
Trustee, Chairperson      Director  
Date: 13/05/2017  
Place: Bangalore

As per our separate report of even date  
For Rajeev Kumar Sahu & Associates  
Chartered Accountants

  
(CA) Rajeev Kumar  
Prop  
Mem.No.0523559

For VAANI DEAF CHILDREN'S FOUNDATION

For VAANI DEAF CHILDREN'S FOUNDATION

Trustee



Director

# Financials as on 31<sup>st</sup> March 2017

## CONSOLIDATED BALANCE SHEET

<b>PARTICULARS</b>	Schedule	31.03.2017 Rs.	31.03.2016 Rs.
<b>SOURCE OF FUNDS</b>			
Trust Fund	2	30,111	30,111
General Fund	3	47,35,156	29,74,888
Specific Funds	4	19,78,921	69,83,847
Current Liabilities & Provisions	5	14,32,049	4,21,451
		<b>81,76,237</b>	<b>104,10,297</b>
<b>APPLICATION OF FUNDS</b>			
Fixed Assests	6	9,35,825	5,84,000
Loans & Advances	7	6,00,614	9,80,202
Cash & Bank Balances	8	66,39,798	88,46,095
Notes forming part of Balance Sheet	1		
		<b>81,76,237</b>	<b>104,10,297</b>

For VAANI Deaf Children's Foundation

*Brinda Crishna* *Vinod Pandey*

Brinda Crishna      Vinod Pandey  
Trustee, Chairperson      Director  
Date: 13/05/2017  
Place: Bangalore

As per our separate report of even date  
For Rajeev Kumar Sahu & Associates  
Chartered Accountants

*Rajeev Kumar*  
Rajeev Kumar  
Prop  
Mem.No.0523559

For VAANI DEAF CHILDREN'S FOUNDATION

For VAANI DEAF CHILDREN'S FOUNDATION

Trustee



Director

# Financials as on 31<sup>st</sup> March 2017

## CONSOLIDATED INCOME & EXPENDITURE ACCOUNT

<b>PARTICULARS</b>	Schedule	31.03.2017 Rs.	31.03.2016 Rs.
<b>INCOME</b>			
Grants & Donations	9	266,58,676	164,51,672
Other Income	10	2,53,755	5,55,967
		<b>269,12,431</b>	<b>170,07,638</b>
<b>EXPENDITURE</b>			
Human Resources	11	127,78,909	80,09,882
Operational Expenses	12	76,91,338	62,28,532
Office & Administrative Expenses	13	45,20,186	32,69,564
Bank Charges		14,543	14,035
Depreciation	6	1,47,187	1,26,746
<b>Balance being excess of Expenses over Income transferred to General Fund</b>		17,60,268	(6,41,121)
		<b>269,12,431</b>	<b>170,07,638</b>

For VAANI Deaf Children's Foundation

  
Brinda Krishna  
Trustee, Chairperson  
Date: 13/05/2017  
Place: Bangalore

  
Vinod Pandey  
Director

As per our separate report of even date  
For Rajeev Kumar Sahu & Associates  
Chartered Accountants

  
Rajeev Kumar  
Prop  
Mem.No.0523559

For VAANI DEAF CHILDREN'S FOUNDATION

For VAANI DEAF CHILDREN'S FOUNDATION

Trustee



Director

# Financials as on 31<sup>st</sup> March 2017

## CONSOLIDATED RECEIPTS & PAYMENTS ACCOUNT

<b>PARTICULARS</b>	Schedule	31.03.2017 Rs.	31.03.2016 Rs.
Opening Cash and Bank Balance	14	88,46,095	52,16,574
<b>RECEIPTS</b>			
Grants & Donations	15	216,53,755	5,55,967
Other Income	16	2,53,755	5,55,967
Liabilities		7,53,677	-
Realisation of FD			15,00,000
		<b>315,07,277</b>	<b>268,84,600</b>
<b>PAYMENTS</b>			
Human Resources	17	127,25,787	77,097,892
Operational Expenses	18	76,91,338	62,11,856
Office & Administrative Expenses	19	43,16,378	32,32,368
Fixed Assets	20	4,99,012	1,38,193
Fixed Deposits			
Loans and Advances	21	(3,79,589)	3,42,716
Other Payment	22	-	14,035
Bank Charges		14,543	14,035
<b>Closing Bank &amp; Cash Balance</b>	23	<b>66,39,807</b>	<b>88,46,095</b>
		<b>315,07,277</b>	<b>268,84,600</b>

For VAANI Deaf Children's Foundation

  
 Brinda Crishna  
 Trustee, Chairperson  
 Date: 13/05/2017  
 Place: Bangalore

  
 Vinod Pandey  
 Director

As per our separate report of even date  
 For Rajeev Kumar Sahu & Associates  
 Chartered Accountants

  
 Rajeev Kumar  
 Prop  
 Mem.No.0523559

For VAANI DEAF CHILDREN'S FOUNDATION

For VAANI DEAF CHILDREN'S FOUNDATION

Trustee



Director

# Strategy 2020

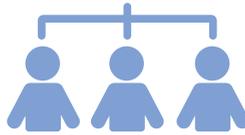
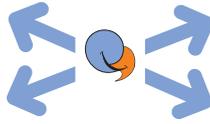
**IN 2016**

**OPERATIONS**  
IN 3 STATES

**OFFICE LOCATIONS**  
3 OFFICE LOCATIONS

**PARTNERS**  
4 PARTNER  
ORGANISATIONS

**BENEFICIARIES**  
6400 DEAF  
CHILDREN



**BY 2020**

**OPERATIONS**  
IN 11 STATES

**OFFICE LOCATIONS**  
6 OFFICE LOCATIONS

**PARTNERS**  
20 PARTNER  
ORGANISATIONS

**BENEFICIARIES**  
20000 DEAF  
CHILDREN



# Contact Us

**Head Office:**

No. 801, 2A Cross,  
8<sup>th</sup> Main, HRBR Layout  
1<sup>st</sup> Block,  
Kalyan Nagar,  
Bangalore-560043

**Registered Office:**

Flat # 1, Shree Apartments  
4G Tiljala Road  
Kolkata-700046

**Regional Office:**

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Bye-lane 4, Navagiri Road  
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Guwahati-781003

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Ghaziabad 201102

**Regional Office:**

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