### VAANI DEAF CHILDREN'S Annual Report 2014/15 FOUNDATION

*Design* Nafisa N Crishna

# Communication is our Business!



VAANI Deaf Children's Foundation Annual Report 2014-2015



OUR VISION is to advocate for the right of every deaf child to a full and complete life with respect and dignity

OUR MISSION is to promote the entitlement of every deaf child to total and complete access to communication, education, protection and personal safety, equity and equality in all spheres, and information and knowledge to reach his or her full potential as an individual and as a member of society.

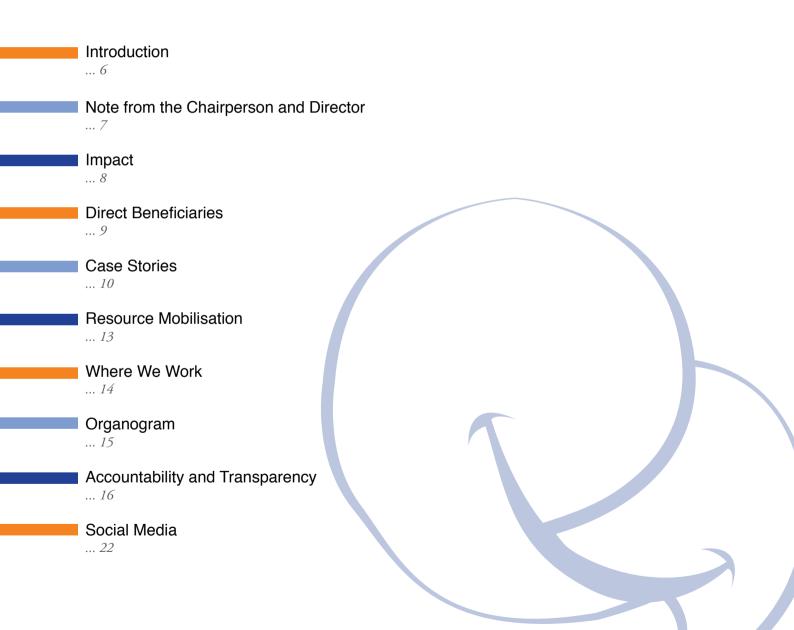
OUR COMMITMENT, is quite simply, access for every deaf child using the means most appropriate for their individual circumstances, so that they can understand, influence, and most importantly, participate in the world around them.

#### Introducing our mascot, LITTLE VANI:

Vani is a little deaf girl, bright, alert and just a little bit shy. She represents every Indian deaf child who is the direct beneficiary of all the activities of VAANI, Deaf Children's Foundation.

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2014-15 was a year of growth and expansion on many fronts. VAANI charted new geographies, formed new partnerships, approached new sources of funding and hired new people to support the increased activity. On every measurable index, we delivered stronger numbers; and at every instance, the qualitative feedback on the impact of our work has been heartening and gratifying.

This year, we went further to demonstrate our commitment to "provide access to communication for every deaf child": In Assam, we were able to bring on board the Government to partner with us to take services to far flung districts; in West Bengal, we supported a mother of two deaf boys to open a link centre for other deaf children in her own village as coming in to the city for training was just not feasible for people so isolated; we stepped out of our Eastern comfort zone and opened a centre in Karnataka in response to the needs of deaf children and their families. Our consistent attention to Parents Training and capacity building bore fruit – a group of parents in Assam, whose children we have been working with, came together to form a registered organisation and take forward the work with other deaf children. This reiterated VAANI's belief that sustained change will come when parents of deaf children take ownership and commit to advocating for the rights of their children.

Much has happened this year, and our work has surged exponentially. We are mindful that this brings its own set of challenges for a small team. While we march on undaunted, our focus in the coming year is to strengthen our internal systems to support the ever-growing body of work. In 2014-15, VAANI took more meaningful and purposeful steps towards our dream of becoming a national agency. With the consistent support and enthusiastic encouragement of our generous donors and well-wishers, we are confident we will get there!

Team VAANI





#### Note from the Chairperson, Brinda Crishna

If you believe in others and give them a positive reputation to uphold, you can help them to become better than they think they are... John C. Maxwell

This is a philosophy I have always believed in, and which has paid great dividends in VAANI right from its inception and as it goes into its 10th year. I look back with humility and gratitude that we have got as far as we have, extended our services to over 20,000 children and families, directly and through our partners.

This has only been possible because the team who make VAANI what it is today, work tirelessly with dedication, commitment and a great sense of purpose. We are proud to be a thoroughly professionally run organisation, conscious that we are dealing with human beings, and that we always have to be sensitive and empathetic to meet the unique needs of our clients. We remain motivated by the positive feedback we get from appreciative parents and the community at large that surround our beneficiaries.

As we look forward to the future, we know that although there is a long way to go, and that there are no short cuts in achieving our mission, we are continuously striving to ensure that our work reaches out to impact every deaf child.

I would like to thank all our donors, supporters and well wishers for believing in us and ensuring VAANI continues to do what it has set out to do....give deaf children and their families a voice.

Note from the Director, Sandhya Srinivasan

2014-15 has been a year of re-affirmation for the VAANI team - parents have put their faith in VAANI and our work, and the number of deaf children accessing our services has increased dramatically. Donors, who have seen the work and its impact, have renewed their ties with VAANI, and this has had a wonderful effect on VAANI activities throughout the year.



Our Sadhan Centres are well on their way to becoming demonstration centres, and we are quite confident that many such Centres will be accessible for deaf children in different parts of India in the coming years.

The VAANI team is thankful to all our Friends who make us what we are.





#### Empowering deaf children and their families:

- In keeping with our model of working through partners to create awareness and deliver our services at a very grassroots level, we established a unique partnership with the Government of Assam (GoA). For the first time ever, an MoU has been signed to work through GoA Ministries of Social Justice and Empowerment, Education and Health, to provide support for deaf children. The project is monitored through quarterly state resource group meetings where senior government officials, field staff and the VAANI team meet to monitor progress and work through challenges together.
- This collaboration with the Government in Assam has given VAANI far greater access to communities and geographies than ever before, and in turn, we are being able to create a whole new cadre of professionals skilled at dealing with childhood deafness.
- To ensure we continue to make sustainable change and influence government policy with regard to deafness, members of the VAANI senior management team have participated in planning and review meetings organized by State and Central ministries of Social Justice and Empowerment, Education and Health, ensuring that the deaf agenda is taken note of.
- Our partners in Pandua (West Bengal) and Bangalore (Karnataka) showed that they were willing to go the distance to set up services for deaf children, and used their own contacts within the community to find the physical space required to set up Sadhan centers. It is at these centres that communication is taught to deaf kids and their families.

Government officers in our project field areas value the work we are doing and support our

### partners, ensuring that the change we make is sustained:

- "Finally real work has started for the benefit of deaf children." CDPO, Pandua block, West Bengal
- "I will ensure that all the Sarva Shiksha Abhiyan (SSA) resource teachers from my area attend the VAANI training, and provide you with all support" SSA Coordinator, Yelahanka, Bangalore
- "We are so happy with this partnership, as we are seeing so many changes. Our Asha workers are gaining the skills of working with deaf children". Officer at Ministry of Social Justice and Empowerment, Guwahati, Assam

### Parents are feeling stronger and more positive about their deaf children:

- "I communicated with my son for the first time in eight years and the best part is that we both understood what we were communicating! Thanks to VAANI!!" said Rupchand Begum from Assam, mother of an eight year old boy. Idul Hussain.
- Five year old Raj Das was a very shy child when he came to the VAANI Sadhan centre in Guwahati with his mother Sunaina. Now he knows a lot of signs and can read words as well; he is very confident, loves to communicate and has made friends with other children. His mother feels very happy now and has a lot of hope for her child.
- Rupali Choudhury, mother of 3 years old Mousam Chaudhury says, "I am so happy to come for the workshop in Nagaon and to share with you all about my experience. Meeting you all from VAANI has really been helpful and I feel you are like one of us" she told Bashona, a VAANI

teacher who was conducting the Parent's Training session in Nagaon in Assam.

- Also in Nagaon, Asma met VAANI for the first time in January 2015. At that time Asma was a devastated mother not knowing what to do about her deaf son. Asma now says "VAANI has helped me to have faith in myself and recognize that my child is first a child and that he also has a future, irrespective of his deafness. I HAVE TO and I CAN build my son's future!"
- 'I dont care how much time it takes me to come to reach the VAANI Centre, I will do it. For the first time I am able to understand my son, and his behavior problems have decreased so much", said Madhvi, mother of Hemant in Bangalore.

### Parents have begun taking on an active role as Leaders and 'Makers of Change':

• Dikshruti in Kamrup, Assam, is an NGO, started by a group of parents who were a part of VAANI's group formation and networking programme. It is now a registered NGO and works as an independent unit, with technical support from VAANI.

- Meeting members of VAANI, Asma has understood the crucial importance of the role that parents play in the lives of their deaf child. She is now an active parent motivator and works to enthuse other parents as well.
- After attending the Parents Meeting, Shimtilin Wanniah, mother of 7-year old Laphi Kheinkor, from East Khasi Hills, Meghalaya, said, "We want to be like Mukti (a parent role model), and have realized that we have the power to make our children's future ourselves."
- "I never thought our parents in Malancha will get any support for their deaf children. It seemed impossible due to the 3-hour distance from the Kolkata Sadhan Centre and also our financial constraints as poor farmers. But VAANI made it possible" says Muslima Bibi, a mother of two deaf boys. With VAANI"s support, she set up a link Sadhan Centre in her own home in Malancha, West Bengal.
- At the Annual Parents' Networking Workshop, Project Muskan - Kolkata, Sumiya's mother said, "I was totally confused about how we could go ahead to involve other parents; but today I am getting a guideline which has helped me find my role as well as take our parents group forward."

# BENEFICIARIES

Direct Beneficiaries List for 2014/15

Professionals including government officials





#### Deepa and her Mother, Saraswati Mondol

"VAANI is the place where I can talk to other mothers and share so many of my thoughts and concerns. I don't feel alone anymore" says Saraswati Mondol, mother of 7 year old Deepa Mondol, from Kolkata.

Deepa is 7, and is the younger of Saraswati's two deaf daughters. The elder daughter was admitted to a special school, but when Deepa was born, she dropped out. 'She was not learning much, besides I could not manage taking her to school with a new baby at home', said Saraswati. Although she realized that her baby was deaf, she found it difficult to take her anywhere for any kind of intervention.

Finally she heard about the VAANI Sadhan center in Kolkata from one of the VAANI Community Mobilisers.

The initial need was to get a hearing aid and a disability certificate for their daughter, which was made possible by referring them to the National Institute of Hearing Handicap in Bon Hooghly.

When Deepa was enrolled in our center in May 2011, she communicated mainly through gestures and could lip read a few words. She had not been exposed to any formal education, so had no language. She had a very short attention span and was disruptive in any group setting. After a year at the Sadhan center, she has been integrated into a local Primary school. She is able to read and write simple words and sentences, and has an understanding of basic maths. Most importantly she is communicating using gestures and some words.

#### Prabhu

9 year old Prabhu sat and finished his puzzle, quietly and with concentration, at the Sadhan center in Bangalore. There was a smile on his mother Pushpa's face as she watched her son. When he first came, Prabhu was hyperactive and had no mode of communication. "When we first came to this Sadhan center, Prabhu would not sit for a minute! He used to throw things and shout a lot. It was impossible to even give him his food."

When asked how Prabhu had benefitted from coming to the Center, she had a long list of achievements to narrate, "*he now sits and finishes whatever tasks are given to him, he is not throwing things, even at home, he is eating all his food by himself.*" Possibly the most significant change has been that now he is communicating using gestures and some signs. He is also vocalizing.

The father, Sashi Kanth does not have a regular job and has come to Bangalore from a village in Tamil Nadu, primarily for the sake of their son. He has no regrets even though life is very hard, because he has seen so much improvement in his son.

#### Impact of Training on a Community Worker

Shefali Sarkar is the person in charge of the Anganwadi center in Boko block in the district of Kamrup in Assam. Our project in Assam works through a partnership with the government, to strengthen systems for services for early childhood, and is building the capacity of their Anganwadi workers, Asha workers and other staff.

When asked how she felt after a year of working in this new way, Shefali was excited to tell us about her experiences, "When I started working, I did not know anything about deafness and when the deaf children came for the nutrition programme, I could not give them any help. Now I know how to identify deafness in a child and give the right kind of advice to the mother. The best part is I know how to teach the child how to start communicating and learn language. I never realized that deafness was such a difficult disability, I never realized I could be a teacher."

Shefali has been going out of her way, visiting villages, meeting families and elders of these villages, to encourage more families of young deaf children to attend the Anganwadi centers.



### Impact of Support and Training for Parents to become Advocates for their Children

"My dream is to have a proper center here so that parents don't have to travel from place to place like I did, to get the correct service for their deaf children. Look at my boys, they know so much now, but still so many of their early years were lost as I took them from one place to the other and only found out that they were deaf when they had already grown up. I was given hearing aids for them when I went to Bon Hooghly (to the National Institute of Hearing Handicap), but I was not taught how to teach my children to understand language. It was only after I came to VAANI, that I learnt so many ways in which I could help my children learn."

Thus speaks Muslima Bibi, mother of Shakibul (12 years) and Rizwan (4 years), who lives in Bhebia, a village in North 24 Parganas in West Bengal. Muslima Bibi's story is similar to so many other mothers and fathers who spend so much time going from place to place hoping to get some help to understand why their children behave strangely, and do not hear or speak.

The difference is that Muslima Bibi didn't give up. She continued to look till she found the right place. Her initial training in VAANI was for her to try and come to terms with her own emotional upheavals of having two deaf children. Once she realized that there was a lot her children would be able to do, she got enthusiastic and began motivating other families of deaf children to come to the Sadhan Center. She soon realised that for her and other parents, travelling to Kolkata all the way from Malancha was not a practical solution in the long run, besides being expensive.

Today she has converted her cow shed into a space where children attend a programme and families meet every day. VAANI has supported her with resources including 2 teachers of the deaf, who provide technical input. "When I started this center I had a meeting with all the parents and told them that although this is my land, this is not MY center, it is OUR center and we all have to be responsible."



# **RESOURCE MOBILISATION**

There was a two-pronged focus towards raising funds this year. We decided to broaden our base of small individual donors as well as court a few big corporates. We put in some strategies to target individuals, and these bore rich dividends. Revenue from individual donors grew by 54% over the previous year.

Project funding from corporates increased by 14% over the previous year, enabling our entry into new geographies. Fund raising events were undertaken in

a modest manner, but with concerted effort. Friends of VAANI participated in the Standard Chartered Mumbai Marathon and turned up in numbers for the Voodoo Child Rock Concert. The yield from Events went up by 47% over the previous year.

Overall, VAANI revenues for the year 2014-15 registered a 19% growth over the previous year. This allowed us to reach even more deaf children and families, and work harder to bring communication and joy into their lives.

#### Principal Donors Individuals Ajay Chanwani Harcharan Singh Krishnamurthy Natrajan

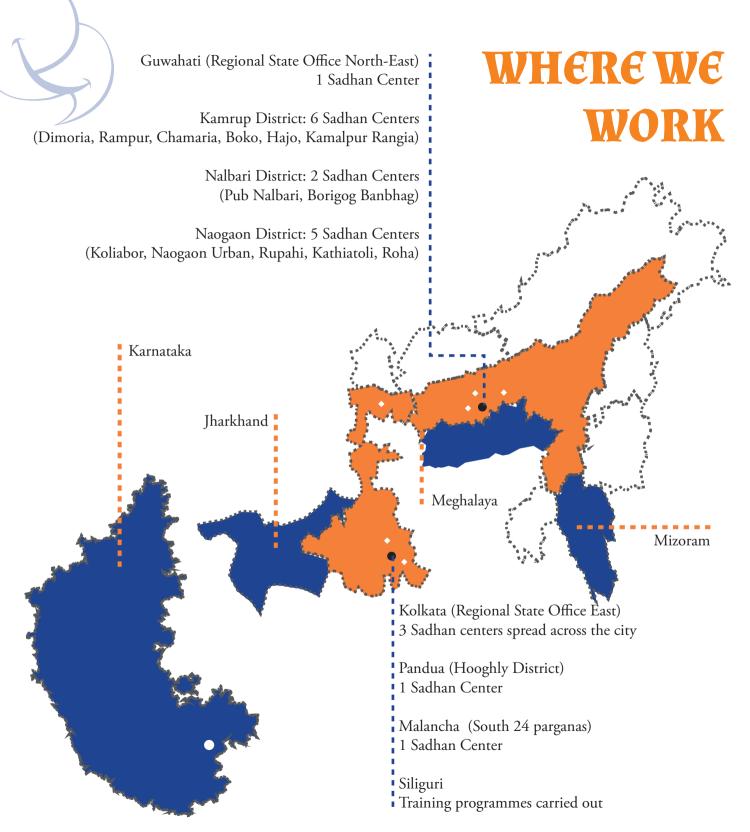
Ravi Srinivasan Sudesh Chandra Talwar Zulfiquar Jafer Abid Ali

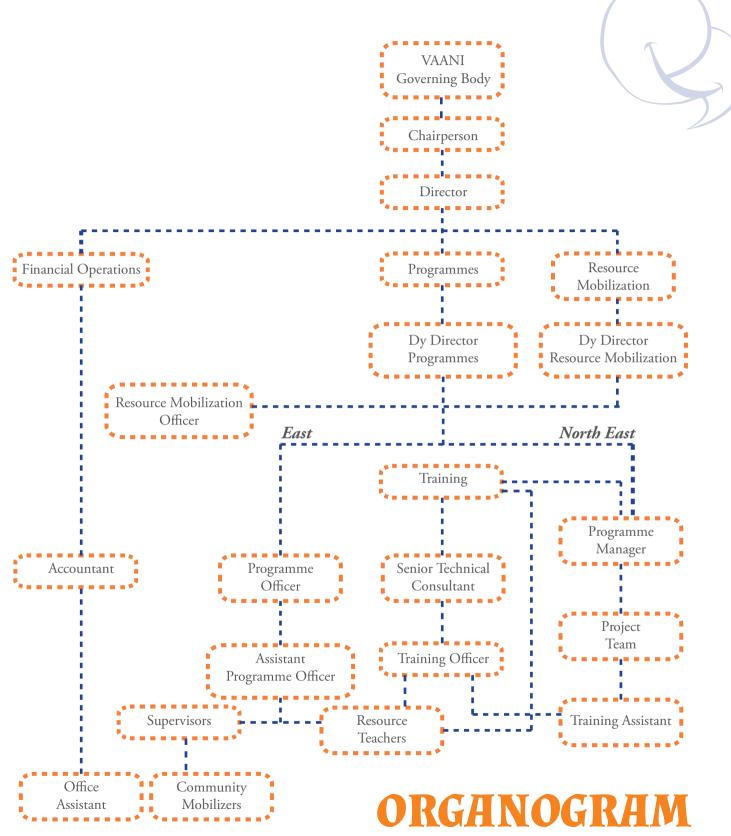
#### Corporates

Accenture via Charities Aid Foundation Bellwether Capital Pvt. Ltd. Tech Mahindra Foundation

Charitable Trusts & Foundations Jamsetji Tata Trust Pirojsha Godrej Foundation Rajni Nijhawan Charitable Trust (Parcon India Pvt. Ltd.)











Name	Position on Board	No. of Meetings Attended
Mrs. Brinda Crishna	Chairperson	2
Mr. Akhil S. Paul	Trustee	1
Mr. Krupakaran David	Trustee	2
Mrs. Indrani Roy	Trustee	1
Mrs. Arundhati Gupta	Trustee	3
Mr. C. A. Mohan	Trustee	3

Remuneration and reimbursed to Mrs Brinda Crishna (Chairperson of the Trust): Honorarium: Rs.48, 000/-International Travel: Nil Domestic travel: Nil Local conveyance: Rs.3541/-Entertainment Expenses: Nil Others: Nil

Amount reimbursed to other Board members: Nil

Trustee Board Meetings Dates 17.07.2014 09.12.2014 27.03.2015



VAANI Staff	Name	Designation	Remuneration (in Rs.)
Highest paid person in the organisation (staff or consultant)	Sandhya Srinivasan	Director	Rs.5,48,000
Lowest paid person in the organisation (Staff or consultant)	Bikram Rajak	Office Assistant	Rs.1,06,500

#### Total cost of international travel by all personnel (including volunteers) & Board Members: Nil

Slab of gross salary plus benefits (Rs. Per month)	Male	Female	Total
less than 5000	-	-	-
5,000 - 10,000	15	6	21
10,000 - 25,000	6	2	8
25,000 - 50,000	-	6	6
Total	21	14	35

#### AUDITOR'S REPORT

We have audited the attached Balance Sheet of **VAANI DEAF CHILDREN'S FOUNDATION**, 4G, Tiljala Road, Kolkata - 700046 as at 31<sup>st</sup> March, 2015 and the Income & Expenditure Account and Receipt & Payment Account for the year ended on that 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 Receipt & Payment Accounts referred to in this report are in agreement with the books of account.
  - In our opinion the Balance Sheet, the Income & Expenditure Account and the Receipt & Payment Accounts dealt with by report are in compliance with the Accounting Standards as applicable.
  - 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 Receipt & Payment 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 2015
    - II. In case of Income and Expenditure Account, of the Deficit on Income over Expenditure for the year ended on that date and
    - III. In case of Receipt and Payment Account, of the receipt and payment of the Trust for the year ended on that date.

#### For VAANI, Deaf Children's Foundation

For KUNAL & ASSOCIATES Chartered Accountants (FRN: 316003E)



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**CA. Asitava Roy** Partner Membership No.52787

fandhyr Junivasan.

**Sandhya Srinivasan** Director Date: August 25, 2015 Place: Kolkata

#### Balance Sheet as at 31.03.2015

#### Source of Funds

Particulars	Amount (Rs.) as on 31.03.2015	Amount (Rs.) as on 31.03.2014
Trust Fund	30,111.00	30,111.00
General Fund	36,16,008.57	10,16,369.35
Specific Fund	38,34,381.00	47,89,728.00
Current Liabilities & Provisions	54,668.00	1,66,275.00
	75,35,168.57	60,02,483.35

#### **Application of Funds**

Particulars	Amount (Rs.) as on 31.03.2015	Amount (Rs.) as on 31.03.2014
Fixed Assets	5,72,554.29	3,42,635.04
Loan & Advance	2,46,040.50	1,79,143.00
Cash & Bank	67,16,573.78	54,80,705.31
	75,35,168.57	60,02,483.35

For VAANI, Deaf Children's Foundation

For **KUNAL & ASSOCIATES** Chartered Accountants (FRN: 316003E)

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**CA. Asitava Roy** Partner Membership No.52787

**Sandhya Srinivasan** Director Date: August 25, 2015 Place: Kolkata

#### Income & Expenditure Statement For the year ended 31st March 2015

#### Income

Particulars	Amount (Rs.) as on 31.03.2015	Amount (Rs.) as on 31.03.2014
Grant & Donations	1,29,27,592.23	63,03,055.50
Other Income	3,04,313.00	1,26,240.86
Total	1,32,31,905.63	64,29,296.36

#### Expenditure

Particulars	Amount (Rs.) as on 31.03.2015	Amount (Rs.) as on 31.03.2014
Human Resource	58,17,359.00	36,46,122.00
Operational Expenses	25,31,994.00	22,86,967.00
Office & Administrative Expenses	22,29,403.50	19,19,530.35
Jamsetji Tata Trust	30,64,816.00	82,000.00
Bank Charges	18,932.00	527.00
Depreciation	1,12,152.98	64,396.00
Balance being excess of Income over Expenditure transferred to General Fund	25,22,064.15	(14,88,245.99)
	1,32,31,905.63	64,29,296.36

For VAANI, Deaf Children's Foundation

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**Sandhya Srinivasan** Director Date: August 25, 2015 Place : Kolkata

For KUNAL & ASSOCIATES Chartered Accountants (FRN: 316003E)

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**CA. Asitava Roy** Partner Membership No.52787



#### Receipts & Payments Statement for the year ended 31st March 2015

#### Receipts

Particulars	Amount (Rs.) as on 31.03.2015	Amount (Rs.) as on 31.03.2014
Opening Cash & Bank	54,80,705.31	29,05,672.00
Grants & Donation	1,20,96,652.97	1,03,25,822.35
Other Income	2,97,696.50	1,26,240.96
Loan & Advances	-	86,803.00
	1,78,75,054.78	1,34,44,538.31

#### **Payments**

Particulars	Amount (Rs.) as on 31.03.2015	Amount (Rs.) as on 31.03.2014
Human Resource	58,15,699.00	36,45,832.00
Operational Expenses	25,31,994.00	21,52,605.00
Office & Administrative Expenses	21,74,790.50	18,48,863.00
Fixed Assets and FD	18,42,073.00	97,310.00
Loan & Advances	10,281.00	43,110.00
Other Payment	2,64,711.50	1,75,586.00
Bank Charges	18,932.00	527.00
Closing Cash & Bank Balance	52,16,573.78	54,80,705.31
	1,78,75,054.78	1,34,44,538.31

For VAANI, Deaf Children's Foundation

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**Sandhya Srinivasan** Director Date: August 25, 2015 Place: Kolkata



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**CA. Asitava Roy** Partner Membership No.52787



# **SOCIAL MEDIA**

Facebook VAANIDeafChildrensFoundation Twitter @VaaniDCF LinkedIn VAANI-Deaf-Childrens-Foundation Blog http://vaanideafchildrensfoundation.wordpress.com/ Website www.vaani.in

## **DID YOU KNOW**

Rs 3000/- will provide teaching and learning materials for a deaf child for three months.

Rs 5000/- will provide nutritional supplements for a deaf child for one year.

Rs 8000/- will enable life skills training for 15 deaf children for one year.

Rs. 10,000/- will equip 3 sets of parents with specialised skills to communicate and support their deaf children for one year.

For online donations, please visit our website: www.vaani.in

For **bank transfers within India**, the details are:

Bank Name: HDFC Branch: Central Plaza, Kolkata Account Number: 00141450000116 Account Name: VAANI, Deaf Children's Foundation 9 digit number (MICR number): 700240003 Current/Savings Account: SAVINGS ACCOUNT SWIFT Code/Remittance Instructions (please check with your bank): HDFCINBBCAL IFSC CODE: HDFC0000014

For **bank transfers from abroad**, the details are:

Bank Name: HSBC Branch Name: Shakespeare Sarani Account Number: 025-329327-002 Account Name: VAANI, Deaf Children's Foundation 9 digit number (MICR number): 70039010 Current/Savings Account: CURRENT ACCOUNT SWIFT Code/Remittance Instructions (please check with your bank): HSBCINBB IFSC CODE: HSBC0700010 **Cheques and Demand Drafts** can be drawn in the name of 'VAANI, DEAF CHILDREN'S FOUNDATION', and sent to:

VAANI, Deaf Children's Foundation New No 9, (Old No. 8/4), Second Floor 3rd Cross, Vivekananda Nagar Maruthi Seva Nagar Post Bangalore 560 033

VAANI was registered as a Trust with the Additional Registrar of Assurances in Kolkata on August 9, 2005. Our Registration number is 4257. VAANI is registered u/s 12A of Income Tax Act –1961, and has the following tax exemptions: FCRA; Approval u/s 80-G (5) of the Income Tax Act 1961 (50% Tax Exemption); Approval u/s 35 AC of the Income Tax Act 1961 (100% Tax Exemption).



Head Office: VAANI, Deaf Children's Foundation New No 9, (Old No. 8/4), Second Floor 3rd Cross, Vivekananda Nagar Maruthi Seva Nagar Post Bangalore 560 033

Registered Office and Regional Office (East): Flat #1, Shree Apartments 4G, Tiljala Road Kolkata 400 046 (ph) +91 33 40601117

> Regional Office (North-East): House # 27, Navagiri Road Chandmari, PO Silpukhuri Guwahati 781003 (ph) +91 361 2666015

> > (e) vaani@vaani.in

www.vaani.in