Our Work, Our Reach, Your Role

A LOOK AT CLARKE AND OUR COMMUNITY OF SUPPORTERS
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Clarke Schools for Hearing and Speech is a 501(c)(3) nonprofit organization. As an IRS-qualified charity, gifts to Clarke are tax deductible to the extent allowed by law.

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2018 BY THE NUMBERS

800+ RUNNERS in the KILWINS ICE CREAM RUN

2K+ ATTENDEES at all three CLARKE’S LISTENING WALK at the ZOO

200+ CLARKE TEAM MEMBERS

5 AUDIOLOGISTS ON STAFF

73 TEACHERS OF THE DEAF ON STAFF

15,000 SCHOOLS partnering with STOMP OUT BULLYING including Clarke

193 STUDENTS WITH HEARING LOSS

10+ PRESENTATIONS at EDUCATIONAL EVENTS & CONFERENCES

27 SPEECH-LANGUAGE PATHOLOGISTS ON STAFF

20+ CUMULATIVE PROFESSIONALS MENTORED BY CLARKE WHO ACHIEVED LSLS CERTIFICATION*

148+ DISTRICTS SCHOOLS & PARTNERS supported with MAINSTREAM SERVICES

22,100 Social Media IMPRESSIONS #GIVING TUESDAY on November 27, 2018

* Listening and Spoken Language Specialist Auditory-Verbal Educator certification

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Clarke partners with as many children and families as possible across five campuses and through a variety of programs and services. It’s common for children to transition between programs over the course of a year. The following presents a snapshot of children and families served as of June 30, 2018. Unless noted as “unique individuals,” numbers may reflect individuals enrolled in more than one program.

Clarke Serves Nearly 1,000 Unique Individuals Who are Deaf or Hard of Hearing in Listening and Spoken Language Programs and Services

INDIVIDUALS SERVED BY LOCATION
- Boston (250)
- Florida (128)
- Northampton (204)
- New York (186)
- Philadelphia (204)

Teaching Young Students the Skills to Succeed in School and Life
554 Students Served in Early Intervention, Preschool and Kindergarten Programs

Early Intervention Students
- Northampton: 40
- Boston: 40
- New York: 103
- Philadelphia: 65
- Florida (Jacksonville & Orlando): 40

Preschool/Kindergarten/Summer/School Year Students
- Northampton: 11
- Boston: 30
- New York: 54
- Philadelphia: 39
- Florida (Jacksonville & Orlando): 47
Supporting Students Learning Alongside their Hearing Peers
Mainstream Services in Massachusetts, Pennsylvania and Florida

48 Students Supported by Mainstream Summer Services

52 Students Supported at Clarke’s Summer Camp

386 Students Supported by General Mainstream Services

29 Students Supported by Comprehensive Educational Evaluations
In addition to serving nearly 1,000 students at center-based programs in Boston, Jacksonville, New York City, Northampton, MA, Orlando and Philadelphia, and hundreds more through Mainstream Services, Clarke supported 114 families with teleservices across the country and around the world.

**FAMILIES SUPPORTED BY TELESERVICES IN:**
Florida, Georgia, Massachusetts, New Jersey, New York, Pennsylvania, Texas, Washington

**CENTER-BASED LOCATIONS:**
Boston; Jacksonville; New York City; Northampton, MA; Orlando and Philadelphia

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**Center-based locations and US states served through teleservice**

2017-18

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**About Teleservices**

Teleservice is the application of telecommunications technology to deliver professional services at a distance. Clarke’s tVISIT (teleservices Virtual Intervention Services for Infants and Toddlers) Program provides teleservices to families of infants and toddlers with hearing loss. tVISITs are administered using a computer with a web camera and a microphone; a tablet (such as an iPad); or a smart phone with video communication capability.
Teleservices Impact

In 2011, Clarke partnered with the Capital Region Education Council (CREC) Soundbridge in Connecticut to launch a pilot project with the goal of increasing access to high-quality listening and spoken language (LSL) early intervention services for families of children ages birth to three years who are deaf or hard of hearing. This work continues under the moniker tVISITs (teleservices Virtual Intervention Services for Infants and Toddlers). New data collected and analyzed in partnership with the University of Massachusetts Donahue Institute (UMDI) reveals positive outcomes for this remote, virtual work with children and families.

Of caregivers participating in tVISITs:
- 97% agreed or strongly agreed that tVISITs have made Clarke services more accessible to their family
- 93% agreed or strongly agreed that tVISITs have increased their confidence in their ability to help their child
- 97% agreed or strongly agreed that tVISITs imparted strategies used to build their child’s communication skills
- 67% reported that teleservices have allowed them to access listening and spoken language services that are not available in their community

Of practitioners conducting tVISITs:
- 80% reported that providing coaching and other timely or spontaneous feedback to caregivers during a session was more effective via teleservices than traditional face-to-face service delivery
- More than two-thirds reported that engaging caregivers in session activities was more effective via teleservices than face-to-face practice

About the Data Collection and Analysis
UMDI utilized data collected through the practitioner database to assess the extent to which the teleservice approach has increased efficiency among practitioners and the extent to which it has increased access to services for children and families. UMDI also used these to track the number of families engaged with the expansion and to explore similarities and differences among the new sites.

Clarke Supports Families Worldwide

Two-year-old Anna and her family traveled to Changsha, China in the summer of 2018 to visit relatives. Their prep list for the trip included scheduling a tVISIT with Clarke’s Melissa Pyzik MED, LSLS Cert. AVEd, via Facetime in June.

Anna has a mild to moderate bilateral, sensorineural hearing loss and while living in Bellevue, WA received services through an OPTION School. The family connected with Clarke for tVISIT services in February 2018 when they began plans to relocate to Florida.

The family’s success with tVISITs led them to schedule a session during their trip to China. With a 12-hour time difference, the family met with Melissa, who is based in Winter Garden, FL, from a hotel in Changsha. Melissa coached the family in auditory verbal strategies through singing, vocabulary through literacy and use of simple sentences by making a beautiful Father’s Day card.

“It has been a joy to see Anna come so far in her auditory learning, develop her play skills and begin to hold conversations with her peers,” says Melissa.

In fall 2018, Anna and her family continued with tVISITs and also participated in auditory-verbal therapy in Orlando. Her tVISIT from China marks the most virtual “ground covered” through Clarke’s teleservices!
Two Board members leave a lasting impact

Steve Raab and Dan Montero joined Clarke’s Board of Trustees in 2009 and volunteered their expertise through 2018. In that decade, the organization’s program delivery model evolved, Clarke expanded geographically and program enrollment increased. Here, Clarke recognizes the contributions of these two champions of listening and spoken language education for children who are deaf or hard of hearing.

Steve Raab is the president of Sportsnet New York. His strong business background and honest approach helped Clarke successfully weather shifts in the field of deaf education and internal leadership changes. In various leadership roles including Vice Chair of the Board, Steve supported Clarke through programmatic transitions as the residential program in Northampton, MA closed, and the organization welcomed a new CEO and CFO. “Steve’s tenure has been transformative for the board and the organization. His tenacity, contrarian analysis and meticulous attention to detail has inspired me personally and professionally,” said Jason Friedland, president of Clarke’s Board of Trustees.

“Being part of an organization that’s a historic pillar in the field deaf of education has been life-changing,” said Steve. “Clarke can continue to count on my support even as I formally transition off of the Board.”

Similarly, Dan Montero, a doctor of family and sports medicine at the Mayo Clinic, remains committed to Clarke’s work though he’s no longer a formal board member. “As the parent of a former Clarke student, the organization will always be an integral part of our family,” said Dan.

As a doctor, Dan understands what it means to provide critical services to children who are deaf or hard of hearing. “Dan’s leadership on the Board helped me to realize the deep, personal connection that so many people have to fostering lives filled with listening and spoken language for children who are deaf and hard of hearing,” recalls Doug. “He’s willing to personally challenge the status quo to forward Clarke and the broader field.”

Dan championed Clarke’s presence in Florida where the Jacksonville campus celebrates more than 20 years of service to the community, and a preschool classroom in Orlando pilots expanded services in a new region. “Dan’s penchant for thoughtfulness, caring and warmth helped guide several challenging Board conversations. His actions and efforts propelled our school in Jacksonville to operational and fiscal stability,” said Jason.

Clarke is grateful for the dedication of these incredible professionals who have left their mark on an organization that continues to grow and evolve thanks to its Board of Trustees.
Clarke Schools for Hearing and Speech (Clarke) is an organization made up of three non-profit corporations (Clarke School for the Deaf; Clarke Pennsylvania, Inc. and Clarke School for Hearing and Speech Florida, Inc.) whose consolidated Total Assets as reflected on the audited financial statements are $29,041,973 as of June 30, 2018. Clarke is a 501(c)(3) organization and is designated as a school under Internal Revenue Code section 170(b)(1)(A)(ii). Clarke prepares its financial information based on the accrual method of accounting. The combined annual budget for the organization is approximately $16.7 million for the Fiscal Year ending June 30, 2019. Below are summaries of the revenue sources and expenditures of the organization.

**FINANCIALS**

**REVENUE SOURCES**
- 56% Grants
- 29% Investment Income
- 11% Program Related
- 4% Contribution/Sponsorship

**EXPENSES**
- 75% Program
- 18% Administrative
- 7% Fundraising

ClarkeSchools.org/donate
The 1867 Society

The 1867 Society honors and acknowledges Clarke’s most steadfast supporters and friends. These donors provide direct annual support to further Clarke’s mission to teach children who are deaf or hard of hearing to listen and talk.

Making an annual gift at one of the giving society levels allows you to play an important role in the financial health of Clarke Schools for Hearing and Speech and make a powerful statement about the value of listening and spoken language (LSL) education for children with hearing loss. The 1867 Society provides invaluable, ongoing support and enables us to direct resources where they are most needed.

Named for the year in which Clarke was founded, the 1867 Society allows Clarke to continue to provide children who are deaf or hard of hearing with the LSL skills they need to succeed and to acknowledge those who make this possible.

Members

By becoming a member of the 1867 Society, you join a community that is passionate about changing the lives of children who are deaf or hard of hearing. Members are invited to Clarke Insider’s Nights and other special events.

You may wish to make a gift in memory of an individual or in honor of a special person or event.

For more information about becoming a member of the 1867 Society, please contact Charlie Urquhart, chief development officer, at curquhart@clarkeschools.org or 413.582.1182.

The John Clarke Legacy Society

More than 150 years ago, John Clarke dreamed of creating a school where children who were deaf could gain the learning and speaking skills they needed to succeed. His own gifts and bequest built that dream, and it endures today thanks in large part to bequests and planned gifts from those who followed in his footsteps. They have ensured Clarke’s excellence for generations to come, and we invite you to join them.

The John Clarke Legacy Society honors and recognizes those extraordinary people who have provided for Clarke in their estate plans by means of a bequest, charitable trust, annuity, life insurance policies, retirement plans and other vehicles. With their permission, members’ names are listed in publications and online, which serves as an encouragement to others. Requests for anonymity are always honored.

If you have already included Clarke in your estate plans, please let us know. We would like to thank you for your generosity, make sure the purpose of your gift is understood and documented, and welcome you as a member of the John Clarke Legacy Society.

For more information about planned giving and the John Clarke Legacy Society, please contact Charlie Urquhart, chief development officer, at curquhart@clarkeschools.org or 413.582.1182.
Institutional Donors

Clarke Schools for Hearing and Speech is grateful to our institutional donors who have supported us between July 1, 2017, and June 30, 2018. Our generous partners take our mission to heart, and we appreciate the organizations listed below that help us provide first-rate service to children and families. This list does not include in-kind donors. This list is also available online at clarkeschools.org/impactreport.

100 Women Who Care
Adelphia Lions
Advanced Bionics
Advanced Furniture Solutions
Affordable Housing Opportunities
Alvarez Charitable Foundation
Automated Business Machines Co.
Bainbridge Community Foundation
Bank of America
Bar Method Central Florida
Bartholomew-Schisler Funeral Home
The Bay State Federal Savings Charitable Foundation
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Chapman Family Tree Service
Ida S. Charlton Charity Fund
Chicopee Savings Bank
The Children’s Hearing Institute
Children’s Hospital of Philadelphia/Ctr for Childhood Comm.
Cigna Foundation
City of Boston Credit Union
Clayman Family Foundation
Coastal Heritage Bank
Coca Cola Bottling Company
Cochlear Corporation
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Crowell & Moring Foundation
CVC Capital Partners Advisory (US), Inc.
Daily Hampshire Gazette
Dalton Lions Charities, Inc.
Deerwood Rotary Charities, Inc.
DONOR HONOR ROLL

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OPTION Schools, Inc.
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Pelham Lions Club
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The Philadelphia Foundation
Philadelphia Trading, Inc.
Phonak, Inc. USA
Pledgeling Foundation
Poag Surety & Insurance Svcs.
Point Properties of Florida LLC
Publix Super Markets Charities
Raymond James
Realco Recycling Co. Inc.
ReSound North America
Rin Restaurants
Ristorante Pesto
Rochester Institute of Technology
Rockland Trust
The Rorer Foundation, Inc.
Saint-Gobain Corporation
The Salah Foundation
The Scholler Foundation
Seacoast Asphalt Services, Inc.
Seatslink, Inc.
Sharing Foundation, Inc.
Sharon Lions Club
Edith Glick Shoolman Children’s Foundation
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Silverscape Designs
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Skidmore
Joseph Kennard Skilling Foundation
Sonova USA
South Philadelphia Lions Club
Spring Valley Landscaping, Inc.
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Individual Donors

Clarke Schools for Hearing and Speech’s Donor Honor Roll recognizes more than 2,800 alumni, families, trustees, leadership council members, staff and friends whose philanthropy enabled Clarke to change lives between July 1, 2017, and June 30, 2018. We are grateful to our individual donors for your generous support in helping us provide life-changing services for children and families. The list below reflects gifts of financial support and does not include in-kind donations. This list is also available online at clarkeschools.org/impactreport.

LEADERSHIP CIRCLE
$50,000+
Eileen and Brian Riano
Bluma Cohen †
Marjorie Magner †
Judy and Fred Wilpon

VISIONARY
$25,000 - $49,999
Hugh Babowal

BENEFACTORS
$10,000 - $24,999
Jane and Peter Berger
Vivian Fuh and Nicholas Chu
Elizabeth and Edward Gilman
Jo Ann and C. Richard Hinckley

SUSTAINERS
$5,000 - $9,999
Lauren and Richard Horowitz
Hilary Glassman and
James Kimmel
Deb and Jon Eckert
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Melinda and Scott Ganeles
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Sheila Andrews
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Philip Balderson
Meredith and Jonathan Berger
Matthew Blye
Asha Bowe
Melissa DiNoia-Bozzone and
Jason Bozzone

† = deceased

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The atmosphere at Clarke is a warm, inviting one. When Andrew first enrolled at Clarke, a couple of teachers visited our home to get to know him and our family. The Clarke staff was obviously concerned about our son's language development, but they cared for him as a whole child, as well. Since leaving Clarke, the biggest thing we miss is the community that Andrew had there. The staff and students became his extended family, and he was treated as such.

—Jen Lybarger, Clarke Northampton parent
Alyssa recently had a speech evaluation and did wonderfully. In all of the categories, her scores were at the age equivalency for kids with typical hearing, or well above. I am so grateful to all the Clarke teachers who have supported Alyssa and our family over the years. I really don’t know where she would have been without your services.”

—Kathleen Brown, Clarke Philadelphia parent
They are all so lucky to be receiving excellent teachings of Clarke!
Clarke has been such a great support system for us, helping us understand microtia, and Natalia’s needs and opportunities. Everyone at Clarke is so welcoming—it is a no judgement zone when sharing and asking questions. Because of the parent group therapy, I’m now able to speak about her condition without breaking in pieces. And I’m confident everything will be alright!”

—Daphne Saltos, Clarke New York parent
Now 13, my daughter is fully mainstream and needs very little support. She’s her own advocate and self sufficient. I love Clarke. Thank you Clarke for all you have done.
"Charlie was diagnosed with deafness at two years old. We started with Clarke tVISITs and the local public school DHH program until we were blessed with Clarke... My husband and I recall Charlie’s first six weeks as a full-time student with Clarke. He started when he was about three-and-a-half years old after wearing hearing aids for around 12 months. Within those first six weeks, Charlie went from communicating mostly through gestures and screaming/crying to consistently attempting spoken language. From there he took off and today at five years old we often have a hard time getting him to stop talking ;) —our prayers were answered. Clarke has given Charlie the tools he needed to learn to listen and speak.”

—Stephanie Ashdown, parent from Clarke’s preschool classroom in Orlando
"My daughter came to Clarke with no vocabulary, no way of clear communication. She was three at the time, and by the time she was three-and-a-half, she was a completely different person. Now she is 12 and competing globally as a champion chess player."

—Ketty Sena, Clarke New York parent
## DONOR HONOR ROLL

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Anthony DeMarco We cannot thank Clarke enough for all that you have done for our families.
"Clarke has been such a huge lifesaver for my family! Having two older children who are hearing, and ZERO history of hearing loss in our families, our world was turned upside down when our daughter was diagnosed. But within ten minutes of our first meeting with Clarke, we knew we found the answer we were looking for.

We’ve been receiving weekly in-home services for almost two years, and recently joined Toddler Group as well, and Tenley has always been right on track, if not beyond expectations with her developmental milestones. Along the way, we’ve built so many relationships with families and teachers who are all there for each other, and everyone has such big hearts! We look forward to working with Clarke in Tenley’s future and even as an alumni!"

—Taryn Amplo, Clarke Philadelphia parent

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Lisa Saloio
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Laura Sampson
Michael Sanchez
Magaly Sanchez
There really is no other school like this; it is so warm and tailored for Muhammad. I love that I can just be a mom there—I can turn off my advocacy skills and just be mom! I don’t have to worry as much about his needs being met. There is also so much empathy and compassion, and everything is goal-driven. They totally and completely show the utmost respect for diversity and are incredibly thoughtful which has really helped nurture Muhammad’s confidence.”

—Sohada Mohamed Awad, Clarke Boston parent
We are grateful for every gift received by Clarke during this Fiscal Year and have included a complete list of gifts on our website: clarkeschools.org/impactreport. Gifts and grants reported in this Donor Honor Roll reflect donations received by Clarke with postmark dates between July 1, 2017, and June 30, 2018. The gifts acknowledged here may include any of the following: gifts of cash, gifts of stock, matching gifts, grants, bequests and planned gifts.

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