

**MEETING: 04/07/2013**

**Ref: 11600**

**ASSESSMENT CATEGORY - Positive Transitions to Independent Living**

**Auditory Verbal Centre**

**Adv: Jenny Field**

**Base: Camden**

**Amount requested: £60,000**

**Benefit: London-wide**

**Amount recommended: £60,000**

**Purpose of grant request:** Continuation funding: Specialist service for deaf children and their families in London

**Background**

Auditory Verbal UK (AVUK) was established in 2002 to help deaf children develop listening and speech to enable them to enter mainstream education with language skills appropriate for their age. The charity was established to take advantage of technical developments in the field of hearing impairment such as cochlear implants and hearing screening of newborn infants.

It uses Auditory Verbal Therapy, an established worldwide approach developed in Australasia and North America and introduced in the UK by the charity's founder, Jacqueline Stokes. AVUK works with families whose under-5 child was born deaf or lost their hearing in early years. It provides fortnightly, one to one therapy sessions where parents learn the skills and techniques they need to develop their deaf child's listening and spoken language during everyday home-life. The average length of these sessions is over two to three years. In addition, baby mornings are run to support parents following a diagnosis of their baby's deafness. The other key element of AVUK's work is its training programme for professionals working with deaf children which includes the qualification Certified Auditory Verbal Therapist and a university-accredited Diploma in Auditory Verbal Therapy. It also provides bespoke training packages for local authorities and other in-house courses, external seminars and lectures.

It won the GlaxoSmithKline IMPACT Award for 'excellence in community healthcare' following an audit by the King's Fund of its finances, governance, policy and planning documents.

**Funding History**

In February 2012, you approved a grant of £30,000 over one year towards the salary and running costs of a specialist service for deaf children in London. The application before you requests funding to continue this for a further two years.

### **Current Application**

The last year has been very successful in establishing and developing the London service and increasing the number of families supported from 22 to 45. One of the verbal therapists has started to specialise in developing bilingualism in deaf children – 50% of AVUK's London families have English as a second language, representing 13 different home languages. Over the next two years, it is proposed to further increase the number of families supported. As a result of a partnership with a leading audiology provider, AVUK has been able to establish state-of-the-art facilities in its London Centre, thereby providing integrated hearing care for deaf children. It is proposed to build on this over the coming two years as well as further develop work with families whose first language is not English.

### **Financial Observations**

Audited accounts for the year ended 31<sup>st</sup> March 2012 show an overall deficit of £35,751 (7.3% of turnover), comprising a deficit on restricted activity of £55,267, partially offset by a surplus on unrestricted funds of £19,516.

The reserves policy of AVUK's Trustees is to hold 6 months' worth of expenditure as free reserves, which based on the current year equates to £352,139. At 31<sup>st</sup> March 2012, free unrestricted reserves amounted to £155,545 equating to 2.7 months' worth of total expenditure.

Draft figures for 2012/13 show a surplus of just over £47,000 (7.7% of turnover), of which £30,000 is on unrestricted funds.

The 2013/14 budget projects income of £605k and a deficit of £100k (16.5% of turnover), £60,000 of which will be funded from unrestricted funds. This will reduce free unrestricted reserves to £125k, equating to 2.1 months' worth of expenditure, compared to a policy to hold 6 months' worth at £352k.

### **Officer's Appraisal**

AVUK is committed to providing services of the highest standards that are responsive to a child's specific needs. Its first peer-reviewed outcomes paper, published in 2008, demonstrated that over 80% of the children it worked with acquired age-appropriate listening and spoken language skills needed to enter mainstream education.

### **Recommendation**

**£60,000 over two years (2 x £30,000) towards the staffing costs of AVUK's London centre.**



# The City Bridge Trust

Charity Registration Number: 1035628

## Working with Londoners: Application for a grant

Please read the guidance notes before completing this form

Reference:  
(office use only)

11600

Date Received:

18/12/2012

Programme  
Area:

06

### 1. About your organisation

Name of organisation applying for grant:

**Auditory Verbal Centre (working name Auditory Verbal UK)**

If the organisation is part of a larger organisation, what is its name?

Address for correspondence:

**Bignell Park Barns, Chesterton  
Bicester  
Oxfordshire**

Postcode: **OX26 1TD**

Is this your home address? **No**

Contact person:

**Ms Hannah Burnham**

Position:

**Development Officer**

Phone: **01869 321492**

Fax:

E-mail: **hannah@avuk.org**

Website: **http://www.avuk.org**

Legal status of organisation: **Registered Charity**

If registered, please give charity number: **1095133**

Date organisation established: **17/12/2002**

### 2. Request for funds

Under which of the Trust's themes are you applying (see our website or brochure for further details)?

**Positive Transitions to Independent Living**

Purpose for which funds are requested: (25 words maximum)

**Continuation funding: Specialist service for deaf children and their families in London**

How much funding is requested?

**Year 1: £30,000 Year 2: £30,000 Year 3: £0 Total: £60,000**

### 3. Aims of your organisation

Auditory Verbal UK (AVUK) seeks a world where children born deaf, or who acquire deafness in early years, enter mainstream education and participate fully in society alongside their hearing peers. In our first nine years we have achieved this goal for hundreds of children through Auditory Verbal Therapy - an intensive, family-based intervention which enables even profoundly deaf children to learn to listen and speak without the need for lip reading or sign language.

Our mission is to act as a centre of excellence for Auditory Verbal Therapy and professional training. By sharing our expertise with health and education professionals, we seek to raise expectations for deaf children, transform statutory service delivery and make our skills locally available to a wider population of families across the UK.

### 4. Main activities of your organisation

AVUK delivers direct Auditory Verbal Therapy services in Oxfordshire and London to a rolling caseload of 70 families who live across the UK. In fortnightly sessions, parents learn the skills and techniques they need to accelerate their deaf child's listening and spoken language during everyday home life.

AVUK also delivers a four-tier training programme for professionals working with deaf children. Tier one is a fast-track training programme for AVUK employees training to become Certified Auditory Verbal Therapists. Tier two is a mentoring package for local professionals looking for in depth training in Auditory Verbal Therapy, with the option to work towards certification as an Auditory Verbal Therapist. Tier three is a bespoke training package for local authorities. Tier four comprises in-house short courses, external seminars and lectures.

### 5. Number of staff

| Full-time | Part-time | Management committee members | Active volunteers |
|-----------|-----------|------------------------------|-------------------|
| 6         | 4         | 6                            | 10                |

### 6. How do you support your volunteers?

Volunteers include members of our advisory board, Parent Area Representatives and professionals who offer their time and expertise. Volunteers have a role description, handbook, training where appropriate, and a co-ordinator on the staff team.

### 7. Property occupied by your organisation

|   |   |
|---|---|
| Is the main property owned or leased/rented by your organisation? | If leased/rented, how long is the outstanding lease/rental agreement? |
| <b>Leased</b>   | <b>5 years 2 months</b>   |

## 8. Finance

From your most recent audited or independently examined accounts, complete the following:

Financial year ended - **Month: March**

**Year: 2012**

| <b>Income received from:</b>      | <b>£</b>       |
|-----------------------------------|----------------|
| Voluntary income                  | 241,368        |
| Activities for generating funds   | 0              |
| Investment income                 | 0              |
| Income from charitable activities | 249,611        |
| Other sources                     | 87             |
| <b>Total Income</b>               | <b>491,066</b> |

| <b>Expenditure:</b>                    | <b>£</b>        |
|--|-----------------|
| Charitable activities                  | 495,566         |
| Governance costs                       | 5,253           |
| Cost of generating funds               | 25,998          |
| Other                                  | 0               |
| <b>Total Expenditure:</b>              | <b>526,817</b>  |
| <b>(Deficit)/surplus for the year:</b> | <b>(35,751)</b> |

| <b>Asset position at year end:</b> | <b>£</b>       |
|------------------------------------|----------------|
| Fixed assets                       | 22,953         |
| Investments                        | 0              |
| Net current assets (liabilities)   | 233,208        |
| Long-term liabilities              | 0              |
| <b>*Total A:</b>                   | <b>256,161</b> |

| <b>Reserves at year end:</b> | <b>£</b>       |
|------------------------------|----------------|
| Endowment funds              | 0              |
| Restricted funds             | 80,049         |
| Unrestricted funds           | 176,112        |
| <b>*Total B:</b>             | <b>256,161</b> |

\* Total A and Total B must be the same and should be taken from your balance sheet

## 9. Statutory funding

For the financial year above, what % of your income was from statutory sources?  
**9%**

## 10. Material changes

Describe any material changes to the organisation's activities, structure or financial position since the date of the most recent accounts:

**Our Director, Jacqueline Stokes, has recently retired on health grounds. The trustees have appointed Isobel Weller (Deputy Director) Interim Director and are in the final stages of recruiting a new CEO. AVUK is in a very strong position to maintain full continuity of services while we appoint a new leader.**

## 11. Previous applications to the Trust

Have you applied to the Trust before? If so, please give details:

|                   |            |                         |                             |
|-------------------|------------|-------------------------|-----------------------------|
| Month/Year: 10/11 | Ref: 10931 | Grant received: £30,000 | OR application rejected? No |
| Month/Year:       | Ref:       | Grant received:         | OR application rejected?    |
| Month/Year:       | Ref:       | Grant received:         | OR application rejected?    |

## 12. Previous funding received

Funding received by your organisation from the following sources during the last **THREE** years:  
**(i)** City of London (other than the City Bridge Trust) **(ii)** London boroughs **(iii)** London Councils (formerly ALG)  
**(iv)** Health authorities **(v)** Central government departments **(vi)** Other statutory bodies (e.g. Housing Corporation, Arts Council) - List source, years and annual amounts:

|   | Year: 2009 | Year: 2010 | Year: 2011 |
|---|------------|------------|------------|
| (i)   |            |            |            |
| (ii) Statements of Special Educational Needs  | 33,975     | 24,865     | 18,000     |
| (ii) Training for London Borough of Newham    | 20,000     | 0          | 0          |
| (iii)   |            |            |            |
| (iv) Training courses for local professionals | 4,825      | 835        | 4,000      |
| (v)   |            |            |            |
| (vi)  |            |            |            |

## 13. Previous grants received

Grants received by your organisation from charitable trusts and foundations (other than the City Bridge Trust) during the last **TWO** years. List source, years and annual amounts:

|                            | Year: 2010 | Year: 2011 |
|----------------------------|------------|------------|
| CHK Charities Ltd          | 50,000     |            |
| John Ellerman Foundation   | 25,000     |            |
| MariaMarina Foundation     | 30,720     | 50,000     |
| Henry Smith Charity        |            | 30,000     |
| Sobell Foundation          |            | 25,000     |
| Garfield Weston Foundation |            | 20,000     |

## 14. What steps is your organisation taking to reduce its carbon footprint?

AVUK introduced an Environmental Policy last year. Our mission to increase the availability of Auditory Verbal Therapy locally to families means that we are working to keep travel distances to a minimum for families and staff.

Transport: It is our policy for staff to use public transport where practical to attend external meetings or travel between our Oxfordshire and London centres.

Use of electronic systems: We use electronic communication when possible and keep printing to a minimum. During non-clinic weeks staff are able to access our server remotely through a secure log-in and work from home. Families living at great distances are given the option to have Auditory Verbal Therapy sessions via video conferencing.

Recycling: We recycle paper, plastic, tin, aluminium and printer consumables.

## 15. Purpose

Complete this section whatever the amount of grant requested. **In addition**, if the request is for £25,000 or more in total, a fuller proposal should be sent with this form. Also, if your application is for all or part of new or existing post(s), please enclose a copy of the relevant job description(s) including the salary level.

**In order to provide the right information, please refer to guidance note 15 before completing this section.**

Continuation funding.

Need: AVUK's London Centre was set up in December 2010 as a pilot project in response to demand from London families who faced barriers to accessing services at our national centre in Oxfordshire. These barriers included travel arrangements, working commitments and childcare/caring responsibilities. In our first two years, we have demonstrated significant demand for our London service. We are now looking for support to continue and develop the centre.

Delivery: During our pilot phase, we increased our caseload from 5 families seen on one day per week to 22 families seen over three days. Thanks to your support, in the following year we doubled our capacity to 45 families. We have expanded our staff to match this growth: from 1 full-time Auditory Verbal Therapist and 1 part-time trainee to 2 full-time Auditory Verbal Therapists and a third joining part-time from January 2013. Our Director and Clinical Lead offer management support to the Lead Therapist in London and to the other clinicians.

Outputs:

1. Auditory verbal therapy, delivered to high standards in a convenient location
2. Support at key moments of transition (e.g. diagnosis, cochlear implantation, choice of nursery, transition to mainstream school)
3. A joint initiative with a leading audiology service to provide integrated hearing care for deaf children
4. Parent coaching that equips families to develop their child's language in English and/or the home language.

Outcomes:

1. More deaf children in London achieving their full listening and spoken language potential, entering mainstream schools, making friends, attaining qualifications and employment
2. London parents reporting that they feel supported by our multidisciplinary team, equipped with skills to enhance their child's language and confident to advocate for their child's needs at school
3. Deaf children with hearing technology to detect all the sounds of speech and learn through listening
4. Children with the language skills to communicate fluently with family members and thrive at school.

Why AVUK: AVUK introduced auditory verbal therapy to the UK and has a proven track record in delivering services to exemplary standards and adapting them to support the needs of deaf children and their families. As a charity we are innovative, share our learning and work to influence change in statutory provision.

Meeting the theme: Research shows that children with communication difficulties are more likely to be NEET (not in education, employment or training). AVUK delivers early intervention for deaf children so they have the language to participate fully in mainstream society throughout their lives. Your support will help London families at key transition points. It will help children to advocate for themselves, make friends in the playground and gain academic qualifications. It will also equip parents with the skills and confidence they need to support their child's language development and advocate for their needs.

Good practice: Service users are strongly represented on our Board of Trustees (currently 50%) and most volunteers are parents. Our parent-coaching focus encourages parents to advocate for their needs and we are delighted to support six families who have since set up their own specialist support groups. AVUK values diversity among its trustees, staff and volunteers and we can demonstrate our caseload's diversity by ethnicity, home language and income. One quarter of our caseload speaks another language at home and we work with 7 families in their home language. From January 2013 we will be employing an Auditory Verbal Therapist who is fluent in English, Mandarin and Cantonese and has expertise in developing children's bilingualism. AVUK has an environmental policy and where possible offers services locally or via Skype technology to reduce travel distances.

**16. Explain how you will monitor and evaluate both your own outcomes and those of the programme under which you are applying.**

Language outcomes: Standardised language assessment tools will be used six-monthly to measure progress. The scores for London children will be compared to those on our national caseload. Where the child's first language is not English, we will involve the parents in assessing the child's language levels.

User satisfaction: We will obtain feedback from service users via family events and six-monthly parent consultations to measure parental satisfaction and invite their participation in shaping the local service. We expect a high number of service users to report that they feel confident and equipped by our parent-coaching sessions to support their child's communication needs.

Accessibility and inclusion: We will monitor caseload statistics, including geographical spread, numbers of low-income families and ethnic diversity to ensure that our services continue to reflect the diversity of the UK population. Where specific groups are noticeably underrepresented, we will identify outreach opportunities.

**17. Beneficiaries**

How many people will benefit from the grant per year?

**42**

In which local authority is your organisation based?

**Camden**

Which borough(s) of Greater London will benefit from this grant?  
(if more than one, please give % for each)

**Our service is open to families living in all Greater London boroughs.**

At what address will the activity be located?

**Our London Centre is located in Parker Tower, Parker Street, Holborn. We have been commissioned to deliver outreach services one day per week in Newham.**

What age group will benefit? **Under 5**

What will the ethnic grouping(s) of the beneficiaries be?

|                                 | % |                                 | %          |
|---------------------------------|---|---------------------------------|------------|
| White - British                 |   | Black - Caribbean               |            |
| White - Irish                   |   | Black - African                 |            |
| White - Other (please describe) |   | Black - Other (please describe) |            |
| Asian - Indian                  |   | Black - British                 |            |
| Asian - Pakistani               |   | Chinese                         |            |
| Asian - Bangladeshi             |   |                                 |            |
| Asian - Other (please describe) |   | Other (please describe)         |            |
| Open to everyone                |   |                                 | <b>100</b> |

What proportion of the beneficiaries will be disabled people?

**100%**



## 18. Funding required for the project

What is the total cost of the proposed activity/project?

(List main expenditure headings and amounts)

| Expenditure heading               | Year 1<br>£    | Year 2<br>£    | Year 3<br>£ | Total<br>£     |
|-----------------------------------|----------------|----------------|-------------|----------------|
| Staff costs                       | 79,978         | 82,818         |             | 162,796        |
| Office/premises costs             | 20,650         | 20,650         |             | 41,300         |
| Bursaries for low-income families | 54,000         | 54,000         |             | 108,000        |
|                                   |                |                |             |                |
|                                   |                |                |             |                |
|                                   |                |                |             |                |
|                                   |                |                |             |                |
|                                   |                |                |             |                |
|                                   |                |                |             |                |
|                                   |                |                |             |                |
|                                   |                |                |             |                |
| <b>TOTAL</b>                      | <b>154,628</b> | <b>157,468</b> |             | <b>312,096</b> |

What income has already been raised? (List amounts and main sources)

| Source                             | Year 1<br>£   | Year 2<br>£   | Year 3<br>£ | Total<br>£     |
|------------------------------------|---------------|---------------|-------------|----------------|
| MariaMarina Foundation (bursaries) | 50,000        | 50,000        |             | 100,000        |
| CHK Charities Ltd                  | 25,000        |               |             | 25,000         |
|                                    |               |               |             |                |
| <b>TOTAL</b>                       | <b>75,000</b> | <b>50,000</b> |             | <b>125,000</b> |

What other funders are currently considering the proposal?

| Funder          | £             |
|-----------------|---------------|
| Mercers Company | 10,000        |
|                 |               |
|                 |               |
| <b>TOTAL</b>    | <b>10,000</b> |

## 19. Funding requested from the Trust

How much is requested from the Trust? (List main expenditure headings and amounts)

| Expenditure heading | Year 1<br>£   | Year 2<br>£   | Year 3<br>£ | Total<br>£    |
|---------------------|---------------|---------------|-------------|---------------|
| Staff costs         | 30,000        | 30,000        |             | 60,000        |
|                     |               |               |             |               |
|                     |               |               |             |               |
|                     |               |               |             |               |
|                     |               |               |             |               |
|                     |               |               |             |               |
|                     |               |               |             |               |
|                     |               |               |             |               |
|                     |               |               |             |               |
| <b>TOTAL</b>        | <b>30,000</b> | <b>30,000</b> |             | <b>60,000</b> |

## 20. Funding requested from the Trust (continued)

|  |
|--|
| When will the funding be required?<br><b>01/03/2013</b>  |
| Is the activity to continue beyond the period for which funding is requested?<br>If so, how will it be resourced?<br><b>We ensure the sustainability of our services by securing a mix of income from different sources. Up to half of our organisational income is earned through direct services to families and training to professionals. The other half is raised through grants from trusts and foundations, community fundraising, sponsored events and individual donations.</b> |
| If any planning or other statutory consents are required for the project to proceed, what stage have the applications reached?<br><b>N.A.</b>  |

### Declaration on behalf of applicant organisation

|  |
|--|
| I, <u>HANNAH BURHAM</u> (your name)  |
| am an authorised representative of<br><u>AUDITORY VERBAL UK</u> (your organisation)                              |
| within which I am <u>DEVELOPMENT OFFICER</u> (your position)   |
| <b>To the best of my knowledge, all the information that I have provided in this application form is correct</b> |
| Signature <u><i>Hannah Burnham</i></u> Date <u>02.01.13</u>  |

### Return the completed form to: **The City Bridge Trust**

City of London  
PO Box 270  
Guildhall  
London EC2P 2EJ

Please

- do not send this application by fax or e-mail – unless applying online, applications must be posted to the Trust
- do send the information in the checklist – if items are missing, your application will be returned to you
- do send only the information in the checklist – if further information is required, we will contact you
- do ensure you have signed and dated this form – we cannot accept forms which have not been signed and dated
- do use the correct postage – the completed form and additional materials are likely to exceed 100g in weight