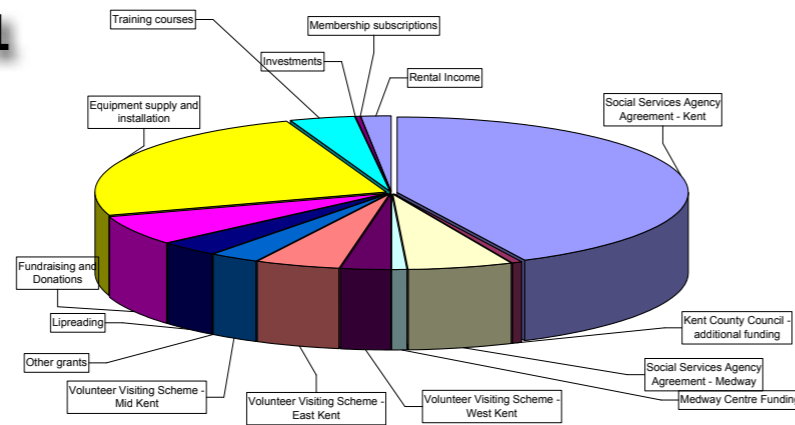
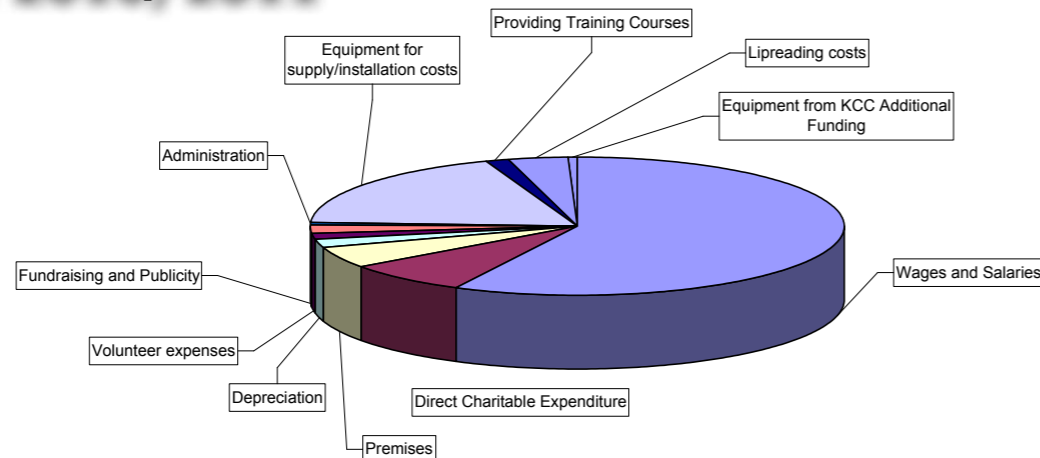


Finance Hi Kent Income and Expenditure 2010/2011

Income 2010/2011



Expenditure 2010/2011



Hi Kent Income - 2010/2011

Social Services Agency Agreement - Kent	£ 305,056
KCC Additional Funding	£ 3,600
Social Services Agency Agreement - Medway	£ 41,853
Medway Centre Funding	£ 7,382
Volunteer Visiting Scheme - West Kent	£ 18,650
Volunteer Visiting Scheme - East Kent	£ 34,000
Volunteer Visiting Scheme - Mid Kent	£ 19,457
Other grants	£ -
Lipreading Support Groups	£ 24,215
Fundraising and Donations	£ 46,664
Equipment supply and installation	£ 174,288
Training courses	£ 24,480
Investments	£ 3,276
Membership subscriptions	£ 360
Rental Income	£ 11,040

Total: £714,321

Hi Kent Expenditure - 2010/2011

Wages and Salaries	£ 413,763
Direct Charitable Expenditure	£ 54,862
Premises	£ 35,799
Depreciation	£ 13,934
Volunteer expenses	£ 9,400
Fundraising and Publicity	£ 13,750
Administration	£ 4,953
Equipment for supply/installation costs	£ 133,443
Providing Training Courses	£ 9,267
Lipreading costs	£ 26,674
Equipment from KCC Additional Funding	£ 3,600
Other grant expenditure	£ 1,592

Total: £721,037



Hi Kent

Sound support for deaf and hard of hearing people



Annual Review 2011

Celebrating our 25th Anniversary 1986 - 2011



Hi Kent Registered Charity No.1052036
 Trustees: **Clive Reddihough (Chair)** **Christopher East (Treasurer)**
Bob Livesey Paul Simpson Bill Lamb Alice Blundell
 Secretary to the Trustees: **Kathryn Excell**

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Tel: 01227 760046 Voice & Minicom **Fax:** 01227 760068

Medway Centre: Audiology Dept., Medway Maritime Hospital, Windmill Road, Gillingham, Kent ME7 5NY
Tel: 01634 825043 Voice & Minicom

Patron: Rt. Hon. Ann Widdecombe **President:** Nadra Ahmed OBE DL **Chief Executive:** John Clayton

www.hikent.org.uk

The Chief Executive writes...



Hi Kent has reached its landmark birthday this year and we should reflect on how much has been achieved in the last 25 years.

We owe a tremendous debt to the vision of our profoundly deaf founder, John Brown, and to all the staff who have worked for the charity since its humble beginnings from small premises in Marsham Street in Maidstone.

The thousands of people who have given up their time to become trained volunteers for Hi Kent along the way have made a massive contribution to our success story.

We could not have reached this notable milestone without the funding we have received from Kent County Council and Medway Council, on whose behalf we carry out the statutory assessment role for people over 65 years. Again, we thank them most warmly for their support.

Thank you also to the NHS bodies who have supported us over the years, especially the Eastern and Coastal Kent PCT who are now funding our clinics network in the east of the county.

They have recognised how much we lift the burden of work that would otherwise fall on audiology departments, and we hope that this will be more widely acknowledged across the whole county once the pending changes in NHS commissioning arrangements emerge.



Over the years, many charitable trusts and foundations have provided us with invaluable support. These have included some of the major funders, including Lottery programmes, philanthropists, livery companies, Kent-based companies, Rotary Clubs, Lions Clubs and Round Tables, and many individuals who have made donations to express their thanks for the help they have received from Hi Kent.

The Thracian writer Aesop wrote, 600 years before Christ, "No act of kindness, no matter how small, is ever wasted" and at Hi Kent we always put every penny of every donation, to good use.

Hi Kent's Board of Trustees give up their time to provide guidance to Hi Kent's management team. The Board meets every two months, but our Trustees do much more than attend meetings, making themselves available to support our activities around the county. The current economic climate demands that we continue to boost our income from fundraising activity.

It is pleasing to report that this continues to pay off. Despite the difficulties, which are affecting all charities, we have achieved a modest increase in our fundraising income over last year, although we must sustain this improvement and continue to find new ways of attracting more support.

The recession is causing problems for many of the people who receive help from Hi Kent. With escalating costs of basic services and commodities, including fuel and energy, we continue to see a huge increase in the numbers of people coming to us for the help that we provide free of charge, either in their local communities or, in the case of people who are unable to get to our clinics, in their homes.



It is through our countywide network of aftercare clinics for people with NHS hearing aids that we help the majority of our clients. These take place in towns and villages all over Kent, run by our volunteers. It is for this programme that Hi Kent received the Queen's Award for Voluntary Service in 2007.

The assessment service for people over 65, (excluding those whose first language is BSL), which we provide on behalf of Kent County Council and Medway Council, often leads to the free provision of assistive equipment. Recently, a client wrote these words of thanks: "I am so happy with this equipment. I could never be without it now and it has made a great difference to my life. I would be totally helpless without it." These heartwarming comments are typical of the many we receive each month, showing the value of our work.

Thanks to a grant from the National Lottery's Reaching Communities programme, we now run Lipreading classes at locations all over Kent. The feedback we receive from the Lipreading students continually reiterates the enormous benefit that people get from learning to lipread, which is often a life-changing experience.

We take great pride in our work in this area, which has only become part of our service in recent years, and has always been funded entirely by donations.

Teaching British Sign Language (BSL) has always been part of Hi Kent's mission, and the results our students have achieved have been excellent. We have recently entered into an agreement with Kent Adult Education to deliver BSL Level 2 courses on their behalf all over the county.

Technological innovation has led to improvements in the range and quality of the products we can provide to our clients. Our Resource Centres in Maidstone, Canterbury and Medway stock an extensive selection of assistive equipment that people can test for themselves, with expert help available to demonstrate the options. Every individual's hearing loss is different, and we spend whatever amount of time is necessary, to ensure that any equipment we supply meets their needs. All who are eligible are offered a statutory assessment, which may result in equipment being issued free of charge.

Hi Kent's Deaf Awareness courses continue to receive very positive feedback, and are widely recognised to be an effective and affordable way for employers to ensure their frontline staff are properly trained to understand the needs of deaf and hard of hearing people.



For our 25th birthday, Maidstone athletes John & Paul Saunders took a week's leave from their respective jobs to cycle around Kent to raise funds for us. Much fun was had along the way, and their efforts raised a huge amount of publicity, as well as bringing in almost £2,000 in much-needed donations. John and Paul have raised more than £5,000 for Hi Kent in recent years, and we are tremendously grateful for their inspirational support.



Taking part in the annual Bawl Dragon Boat festival, for the first time, really brought the best out of the Hi Kent team.

Braving wet and gusty weather, our intrepid squad of staff, Trustees, family members and volunteers acquitted themselves well and are already looking forward to taking part again in 2012.

Mr Rezaulkabir Raja has supported Hi Kent in many ways and once again has allowed us to stage Tribute Nights and fundraising dinners at his restaurants in Tenterden and Maidstone, which are always enjoyable. He has also supported the Kent Charities Group, which is chaired by Hi Kent.

We have taken advantage of the opportunity provided by Maidstone Borough Council and Voluntary Action Maidstone to recruit volunteers and raise awareness in a shop unit in The Mall Chequers. We have been founder partners in this welcome initiative which is likely to last until June 2012. This enabled us to take part in a stand at the Kent County Show in July.

We also wish to thank HMP Maidstone, whose workshops are making a range of attractive wooden items for us to sell to raise funds, including bird houses and Christmas gifts.

The last three months of the year are traditionally a period of intense fundraising activity for charities, including ourselves. Last November, our first appearance at a Farmers' Market, in West Malling, saw us setting up the Hi Kent stall at 8am in temperatures of minus 5 degrees! We shall be back this year, hoping perhaps for warmer weather, and we have also booked space at other markets and festive craft fairs throughout Kent. For the first time, our range of Christmas cards will be on sale at the Cards For Good Causes shops in Maidstone and Canterbury.



The past 25 years give us a vast store of inspiration to face the challenges of the future, and we move forward with determination and unrivalled experience to continue providing sound support for deaf and hard of hearing people.

John Clayton