2018 Year in Review

**SUPPORTING CHILDREN**

- **18 Children**
  Enrolled in School for Oral Deaf Education

- **$84,981**
  Financial Assistance offered to families

- **81**
  Children Supported by our programs.

**FINANCIAL IMPACT**

- **55%**
  Of Students enrolled are living at the moderately low to low income level

- **$23,223**
  Actual cost to educate one child in our Program

**PEI PROGRAM**

- **$570,034**
  Raised to support the Programs here at PEI

- **35**
  People where given the gift of hearing

- **49**
  Newborn hearing screenings performed

The amount raised to educate **18** children in the School for Oral Deaf Education
2018 Highlights

PEI is proud to be a recipient of the 3 year NM PED Striving Readers Comprehensive Literacy Grant (SRCL), a collaborative grant with Albuquerque Sign Language Academy and ACE Leadership High School. Our grant is focused on improving the literacy rates for deaf children in New Mexico and our collaboration is the first of its kind to take on improving literacy in deaf education.

In February 2018 Presbyterian Ear Institute (PEI) and the University of New Mexico Hospital (UNMH) collaborated to perform the first Auditory Brainstem Implant (ABI) in New Mexico. The ABI provides hearing to people with hearing loss who cannot benefit from a hearing aid or cochlear implant. An ABI is a solution for individuals with hearing loss due to a non-functioning auditory nerve (Neurofibromatosis Type 2 (NF2)). It bypasses both the inner ear and the auditory nerve and stimulates the cochlear nucleus (CN) to provide users with a variety of hearing sensations to assist with sound awareness and communication. PEI looks forward to a continued collaboration with UNMH to help give the gift of sound to people with NF2 or people with abnormalities of the cochlea or cochlear nerve.

PEI is proud to be at the forefront of the Listening and Spoken Language option for deaf and hard of hearing children in New Mexico. Currently our Principal of the School for Oral Deaf Education and our Speech and Language Pathology Program Director are in the process of becoming LSLS certified. This certification gives them the professional standards for knowledge and practical experience in the provision of listening and spoken language intervention for children who are d/hh and their families. Upon completion, PEI will employ the only LSLS certified professionals in the state.

Traditionally PEI’s School for Oral Deaf Education has been specific to serving children with hearing loss. In 2018, we were approached by a family whose son had a severe language delay. He was being seen by our speech and language team weekly, but his delay was significant and we knew he needed more than just weekly sessions. Because our school program is so language intensive, and students receive individual speech therapy daily, we felt he could benefit from being enrolled in our school program where he would receive 6 hours in a language intensive environment and daily individual speech therapy sessions. We made an exception and enrolled him as a pilot program to see if PEI’s school could be beneficial to children who do not have hearing loss but suffer from speech delays. We are pleased to report that his language grew by leaps and bounds. By the end of the school year, he was interacting and communicating intelligibly with his classmates, teachers and family! This pilot led to PEI now accepting several children with language delays, in the hope that by the time they begin kindergarten at their mainstream school, they too will be able to communicate and experience less frustration and more success in school.

Presbyterian Ear Institute continues to provide the highest quality programs and services for New Mexicans with hearing loss. From tuition assistance for children who are deaf or hard of hearing to classroom educational materials, from diagnostic and treatment services for individuals with communication disorders to parent education, from newborn hearing screenings to the advanced technology of hearing aids and cochlear implants, your generosity creates life changing opportunities for family members and friends to meet and overcome the daily challenges they face associated with hearing loss. Thank you for your support!
For more than 30 years, Presbyterian Ear Institute has offered hope in breaking the silence to thousands of people in New Mexico! The Institute provides a comprehensive approach to early diagnosis, intervention, education and therapy related to hearing loss.

Presbyterian Ear Institute is proud to work every day to mitigate the lifelong effects that hearing loss has on literacy, educational achievement, social and vocational opportunities.

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The ultimate goal is to help deaf or hard-of-hearing individuals realize their unlimited potential so that they may actively participate in the hearing and speaking world.

Using advanced technology and through its programs, the Institute serves children and adults in the Southwest to provide the early identification and diagnosis of hearing loss; early intervention for infants; oral deaf education to teach deaf and hard-of-hearing children to listen, learn and speak; research on perception of sound, deafness and communication; and education and public awareness regarding deafness.

**Newborn Hearing Evaluation Program**
The purpose of the Newborn Hearing Evaluation Program is to identify babies with hearing loss as early as possible. PEI is committed to the early identification and intervention of hearing loss, because early access to sound is critical for the auditory part of the brain to fully develop. In 2018 PEI performed 49 Newborn Hearing Evaluations.

**Parent-Infant Program**
PEI’s Parent-Infant Program supports families of deaf or hard-of-hearing children ages 0-18 months with weekly speech, language, and auditory therapy sessions either in person or via tele-therapy. Families also receive information and resources about their infant’s hearing loss; Troubleshooting and coaching on the use of their infant’s hearing aids and/or cochlear implant processors; Collaborative services with other FIT providers such as occupational and physical therapists, developmental specialists, and family service coordinators; Information and support on communication options; Parent education and coaching; Connections with other families whose children have a hearing loss; and Evaluation and therapy. In 2018, 20 families received weekly services through the PIP program.

“When Jackson was diagnosed with a bilateral sensorineural mild-moderate hearing loss at four months old, I was devastated. My first thoughts after the diagnosis were of my childhood experiences of trying to comfort and protect my younger sister from her struggles that stemmed from wearing hearing aids and having a hearing loss. I thought of how she struggled to fit in with her peers and to overcome her speech problems. Jackson’s father, Jameson, also wears hearing aids and having experienced the financial expense and maintenance involved with hearing aids, he was also concerned with these things.

Soon after Jackson received his diagnosis, he got his hearing aids and began to attend speech therapy sessions at Presbyterian Ear Institute. We met with Amy Beveridge weekly, and she was very warm and supportive toward Jackson and everyone in our family from the very beginning. Aside from the support we received from Amy during the speech therapy sessions, Amy offered many tips and insights into how Jameson and I could support Jackson at home. When Jackson was 18 months old, he joined PEI’s toddler program. Within a week or two, he adjusted well and seemed to be blossoming! His teachers and all of the staff at PEI have been amazing and Jackson looks forward to seeing them every school day. Moreover, Jackson’s speech and vocabulary have developed significantly since he began attending PEI, especially in the toddler program. He had become more confident and is eager to express himself verbally. We really appreciate all of the support we have received from everyone at PEI and we could not be happier to have such a wonderful team of people supporting him!” – Marcella Conde, Jackson’s Mom
Audiology Services

With early diagnosis, fitting of hearing aids, and specialized speech therapy, children born with hearing loss can listen, learn, and speak. They succeed in mainstream classes, graduate from their neighborhood high schools, and have the ability to do whatever they desire. In 2018, PEI’s Audiology Services expanded to include traditional audiology services for both children and adults. We now have four Doctors of Audiology on staff with one specializing in pediatric audiology.

Speech and Language Program

PEI provides diagnostic and treatment services for children within the community and the children attending PEI’s School for Oral Deaf Education. Speech and Language services are provided by licensed, master’s level clinicians that are highly trained in the areas of oral-deaf education, Augmentative and Alternative Communication (AAC), and PROMPTS for Restructuring Oral Muscular Phonetic Targets (PROMPT therapy). With your support, in 2018 PEI’s Master’s level Speech Language Pathologists helped 52 children improve their speech and language abilities through regular speech therapy visits.

School for Oral Deaf Education

As the only oral school in New Mexico, PEI provides a nurturing and supportive environment that is designed to help deaf or hard-of-hearing children learn to listen and speak, and to prepare them for success in the mainstream. During the 2017/2018 School year PEI served 17 deaf/ hard of hearing students as well as one student with speech and language delays.

“We discovered our son, Oliver, was deaf in December 2013. Upon turning three he had no natural language with which to relate, understand or navigate the world. We were blessed to be directed to PEI’s Oral School by Dr. Karl Horn who performed Oliver’s cochlear implant surgeries. Feeling lost in uncertainty, PEI’s staff gave us a tour and a glimpse at what could be a promising future for Oliver. They offered experienced, dedicated teachers, a very small student-teacher ratio, one-on-one speech therapy, and specific, measurable language goals coupled with high standards and expectations. All these have been critical in helping Oliver communicate orally. When he started at PEI in 2014, he had no natural language, but within the last three years we’ve seen gestures become words and turn into sentences, frustrated tantrums turn into voiced concerns, audible desires exclaimed and the ability to laugh at what is heard. Even without those extremely important first three years of sound, I’ve seen him start and now grow in his ability to communicate. It is possible for deaf children to acquire language orally with the kind of care, experience, devotion and work found at PEI. Moreover, Oliver now has friends with whom he can relate shared hopes, struggles and successes.” - Jennifer Lechman, Oliver’s Mom
Cochlear Implant Program
PEI is New Mexico’s largest and longest running cochlear implant program and the only pediatric cochlear implant program in the state! We are proud to report that with your support, in 2018, PEI’s Cochlear Implant Program helped give sound to 34 people and 9 of those were children!

“At the age of 60, I found myself very frustrated with excessive hearing loss. The hearing aids were expensive, not covered by insurance and now only increased the sound not speech clarity. They did not help with my ability to understand what was being said and I found myself withdrawing from social activities. This inability to hear and understand was also having a negative effect on my business. In 2017 I was told I might be a candidate for a Cochlear Implant and I made an appointment with Christine Epstein at PEI. She gave me a thorough exam and hearing test. Dr. Epstein explained why a hearing aid could only increase the sound and not help with understanding what was being said. She spent the time necessary explaining how the cochlear implant would allow me to hear much better. She suggested I attend the Albuquerque Cochlear monthly meeting to visit with some implant recipients and get their input. My wife, Paula and I attended three meetings and talked with people that had the implant and agreed I should have this surgery as soon as possible. In July of 2018, I was implanted. It took about 1 ½ hours and I was allowed to go home that same evening. At my next appointment Dr. Epstein turned the device on and I immediately started hearing and understanding things better than I had for years! All I can say is: THANK YOU ALL. This has been a FANTASTIC EXPERIENCE. I love hearing again!!!!! – Don Squires – Cochlear Implant & Hearing Aid recipient

Graduation 2018
Three very special students graduated from our Oral School Program in June 2018. It is always bittersweet to see our children “move on,” but we are so proud of them and know that their many accomplishments will serve them well as they join their hearing peers in community schools.

Congratulations to: Ozmar Avalos, Mikah Huynh and Oliver Lechman. We are so proud of each of you!
As we reflect on 2018, we know that PEI could not change lives in the ways we do without the generous support of our friends. Thank you to all of our contributors for your generosity. Your support makes it possible to continue our commitment to individuals with hearing loss and to our community through improvements to our programs. Thank you for partnering with PEI to give the gift of hearing and speaking! We could not develop the financial foundation we need to ensure future growth without your support!

**Major Gifts (All Sources)**
- Carl C. Anderson Sr. & Marie Jo Anderson
- Charitable Foundation
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- Tommy & Lavelle Graham
- Michael & Shawna Hidalgo
- Michael & Jeanne Klein
- Chris & Renee Patton
- Presbyterian Healthcare Services
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- The Sandia Foundation
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Donors to Presbyterian Ear Institute often support the
Institute and its programs by making their gifts in
memory of or in honor of a special family member or
friend. The Institute deeply appreciates this support.

In memory of Patricio Casias:
Iris Martinez Kane
George & Gale Lovato
Lillian Martinez
Cyndee O’Hara

In Memory of Kay Williams
Brian Tyree & Sandra McDonald

In Honor of Violet Frazier
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In Honor of Els & Jim Hoffer
Jim & Karin Roberts

In Honor of Dr. Karl L. Horn:
Jim Baker & Victoria Addison
Eleanor Brenner
Evelyn Kimmill Worledge

In Honor of Grace & Anna Richardson
John & Helen Richardson

In Honor of the Vernon Family
John Coch

Harry Hakeem Scholarship Fund
Established in 2001 by the family of Harry
Hakeem, a cochlear implant recipient, the Fund
provides scholarship support for a child with a
cochlear implant enrolled in Presbyterian Ear
Institute School for Oral Deaf Education.

The following individuals contributed to the
Harry Hakeem Scholarship Fund in 2018:
James & Gail Anastasio
Kim Spicer Gjere
Harry Hakeem
John Simmons

PEI’s Parent Association
This year, PEI’s Parent Association started a
GoFundMe page, collected BoxTops, and sold Mister
Car Wash tickets. In 2018 the PEI Parents association
raised $3,874 to help support tuition assistance at
PEI. Thank you to the following individuals & families
who helped with these campaigns:

Erica & Martin Alvarado
Anonymous
Kimberly & Arturo Aragon
James Bengston
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Jessica Lopez
Brenda Lueras
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Michelle Monfort
Aamna Nayyar
Viviana Olivas
Susan Revels
Maria Rodriguez & Filemon Velazquez
Lindsay & Breck Vernon
Amber Baca & Abraham Waquie

2018 Grant Funding
Presbyterian Ear Institute is incredibly grateful
to have received program funding from the
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The Carl C. Anderson Sr. & Marie Jo
Anderson Foundation
Family Infant Toddler Program
New Mexico Department of Health
NM Public Education Dept. - Striving
Readers Comprehensive Literacy
Grant
Option Schools, Inc.
Sandia Foundation - Hugh & Helen
Woodward Fund
United Way of Central New Mexico
Run to Break the Silence

On April 29, 2018 Presbyterian Ear Institute hosted the 2018 Run to Break the Silence presented by Sandia Resort & Casino. Runners enjoyed 5K, 10K and challenging Half Marathon trail runs on the beautiful Sandia Pueblo lands and the children had tons of fun with the obstacles in the Kid’s Fun Run! Nearly 350 people participated in the 2018 Run to Break the Silence and helped us raise $24,640 for tuition support for families with deaf/hard of hearing children attending PEI’s School for Oral Deaf Education. A huge thank you to all of our runners, sponsors and volunteers who made the event possible once again!

Presenting Sponsor
Sandia Resort & Casino

Gold Sponsors:
Audiology Associates
Pat Brouillette – Emma Patton’s Grandma Pat Ear Associates
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NUSENDA
Radiology Associates of Albuquerque
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Sandia Office Supply
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Run Contributors (In-kind)
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Daniel & Kristina Martinez
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Orange Theory Fitness
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Sandoval County Fire Department
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UNM Foundation
97.3 Kiss FM
105.1 Mix FM
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**Mercedes-Benz Dealer Championships Golf Tournament**

On August 6, 2018 players, sponsors, students and volunteers were all on hand to participate in the Mercedes-Benz Dealer Championships Golf Tournament, sponsored by Mercedes-Benz of Albuquerque. The event was held at Paa-Ko Ridge Golf Club. 80 Golfers were treated to exclusive tee gifts from Cobra Puma Golf and had the chance to win a beautiful new Mercedes-Benz, as a hole-in-one prize. Sadly, no one shot a hole-in-one!

Quickly becoming one of Albuquerque’s premier tournaments, the winning team of Ray Smith & Pat Hall advanced, all expenses paid, to the Western Sectional Tournament at the AAA Four Diamond Four Seasons Resort and Club in Las Colinas, TX. In addition to the beautiful Mercedes-Benz trophy, the winning team was presented with the Douglas Grant Memorial Trophy, established by Elspeth Grant Bobbs in memory of her father, Douglas Grant, a world-class golfer and designer of the renowned Pebble Beach Golf Course.

Thank you to all of our sponsors and participants, without whom we would not have had such a successful event. Tournament proceeds of $25,980 benefited Presbyterian Ear Institute Oral School.

**Presenting Sponsor**
Mercedes-Benz of Albuquerque

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**Golf Contributors (In-kind)**
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Cochiti Golf Club
Entrevision
ESPN Radio
Isleta Golf Club
New Mexico Wine

Seema & Brooks LaGree
Loka Creative
Mercedes-Benz of Albuquerque
New Mexico Look
Monk’s Tap Room
Orange Theory Fitness
Paa-Ko Ridge Golf Club
**Sounds of the Seasons Gala & Auction**

Presbyterian Ear Institute hosted the Sounds of The Seasons Annual Gala & Auction on November 10, 2018 at The Event Center at Sandia Golf Club. The event was a huge success raising nearly $70,000 to support PEI’s programs. Guests enjoyed a new version of the silent auction called a “Lucky Ticket Auction,” which allowed guests to purchase tickets to be placed in a drawing for each of the items they wanted to win. The Paddle Raise was also highly successful raising funds to support a comprehensive literacy program at PEI to include literacy based field trips; the creation of Listening to Learn Stations which allow students to practice reading comprehension and auditory processing skills; and the purchase of the LENA software program to radically improve data on a deaf child’s exposure to spoken language. Thank you to all of our friends and sponsors who helped give the gift of hearing and speaking through their support of our Sounds of the Season’s Gala & Auction.

**Platinum Sponsors**
The Hidalgo Family
The Patton Family
Presbyterian Health Services

**Gold Sponsors**
Dr. Tania Kraai – In memory of
Kobus Kraai
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Daryl & Karen Olson
Tish Ramirez & Callie
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John Simmons & Pamela Lewis

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Southern Wine & Spirits
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Cindy & Curt McGill
Daryl & Karen Olson
Tish Ramirez & Callie
Beauchamp
John Simmons & Pamela Lewis

**Live Auction Winners**
Matthew & Billie Adams
Rebecca Babinski
Chris & Frances Carpenter
Bob Grogan & Louise Hawley
Chris & Renee Patton
Terry Mack & Antonia
Alana Williams
Sharis Wolfram

**Mission Moment Contributors**
Eric Benson & Dr. Clarissa
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Mary Swanson
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Don & Janice Leach
Greg & Georgetta Leyendecker
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SPECIAL EVENTS - FUNDING OUR MISSION

Giving Tuesday

November 27, 2018 was Giving Tuesday, the international day of giving, and PEI’s 2nd year participating in the effort to have people give back in their communities. PEI had donations from the following generous donors as well as a matching gift from Facebook for a combined $3,986 raised! Thank you all for helping make this a successful effort!

**In-Kind Contributors**
- Albuquerque Film Office
- Albuquerque Firearms Training
- Albuquerque Sightseeing & Tourism Factory
- American General Media
- Aon

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- Martin & Erica Alvarado
- Tricia Amanda
- Maxine Willem-Blom
- V.P. Board
- Carolyn Bowles
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- Steven Byers
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- Lynn Edney
- Egon Engelbert
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- Mary Ellen Gallegos
- Angela Garcia
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- Bob Grogan & Louise Hawley
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- Diane Harrison Ogawa
- Erica Hatchell
- Hella Good Therapeutic Massage

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- Brooks & Barbara LaGree
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- Los Poblanos Historic Inn & Organic Farm
- Daniel & Kristina Martinez
- McCall’s Pumpkin Patch
- The McCarty Family
- Curt & Cindy McGill
- MST Adventures
- New Mexico Look
- New Mexico Orthopaedics
- NM Escape Room
- Orange Theory Fitness
- Angelo Orona
- Chris & Renee Patton

**PBR**
- Tish Ramirez & Callie Beauchamp
- Rainbow Ryders
- The Riley Family
- Leah Sandman
- Seasons Rotisserie & Grill
- John Simmons
- Vincent Smith
- Steelbender
- Mark & Mary Swanson
- Total Wine & Spirits
- Eric & Michelle Weinstein
- Roberta Yeoman
- Zia Graphics

**Curt & Cindy McGill**
- Jeff Norenberg & Renee Mercier
- Chris & Renee Patton
- Tish Ramirez & Callie Beauchamp
- Shilpa Reddy & Kendall Rogers
- Todd & Leah Sandman
- Michael Shiller & Mia Touchet
- Mark & Mary Swanson
- Isaac & Tiare Tawil
- Norbert Topf & Anne Mclusky
- Eric & Michelle Weinstein

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- Lynn Edney
- Egon Engelbert
- Stacey Epstein
- Bob Epstein
- Mary Ellen Gallegos
- Angela Garcia
- Chris Garcia

**Mark Glenn**
- Maddie Gomez
- Jessica Goodstein
- Leslie Gulley
- Louise Hawley
- Karen Hawley
- Kim Johnson
- Chrystal Johnstone
- Tania Kraai
- Seema LaGree
- Bev Lawson
- Emilee Leach
- Trudy Lewis-Bigger
- Sandra Lynn
- Kristina & Daniel Martinez
- Viri Martinez

**Laura Matzen**
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- Megan McCarty
- Jacinta McCarty
- Kristine McNroy
- Ellen Meeks
- Brad Melton
- Rwannie Milliorn
- Rose Minton
- Randi Murphy
- Jody Nelson
- Anthony Nguyen
- Chris O’connor
- Jeff Petersen
- Jessi Philpott-Medeiros
- Cris Reamy Epstein

**Susan Revels**
- Suzanne Riley
- Janice Romero
- Cynthia Romero
- Antonia Roybal-Mack
- Heidi Silva
- Judy Steen
- Amber Terrasas
- Vicky Ulibarri
- Bonnie Worthington
WAYS TO GIVE

There are many ways to give to Presbyterian Ear Institute (PEI). All are important and very much appreciated. Gifts are tax-deductible as provided by law.

Gifts of Cash
The most popular and easiest way of giving to PEI is in the form of cash gifts, which can be donor-directed and are tax-deductible. Cash gifts can be made on our website, www.peiabq.org, through the Make A Gift button or through the Donate button on PEI’s Facebook page, www.facebook.com PresbyterianEarInstitute, where there is no fee assessed to your gift.

Gifts of Appreciated Property
A variable alternative to a cash gift is a gift of property. With careful planning, charitable gifts of certain types of assets will bring the donor greater tax savings than gifts of cash.

Bequests
The simplest way to include PEI in your estate plan is to make a bequest to the Institute through your will or to add a codicil to an existing will. Gifts by will enable a donor to make significant contributions that may not have been possible during life.

Gifts in Kind
During the year, individuals give the Institute non-cash items that are in direct support of the Institute’s mission but are considered a different type of gift due to their non-cash nature. Examples of such gifts might include computers, books, sports equipment, marketing, and advertising.

Gifts of Life Insurance
Naming PEI as the owner and beneficiary of a life insurance policy is a good way to make a large donation with a nominal cost to the donor. Premiums for such policies are tax-deductible.

Honor and Memorial Gifts
Every year, PEI receives gifts “in memory of” or “in honor of” members of the community. Memorial and honor gifts are applied to the program of the donor’s choice. PEI is very grateful that so many people choose to honor their loved ones in such a meaningful way.

Planned Giving and our Endowment
Bequests currently comprise the single largest source of dollars donated to endowments, but they are just one way in which a person may make a planned gift. Other tax benefit options include trusts, insurance policies, gifts of appreciated assets, and the creation of family foundation. Regardless of the vehicle used, you are helping build a lasting endowment for the benefit of the programs and people served by the programs provided by PEI.

OTHER WAYS to GIVE

Used Hearing Equipment
If you have used hearing equipment that you are not using, please consider donating it to Presbyterian Ear Institute. We will put it to good use!

Shop with Amazon Smile
Did you know that when you shop with AmazonSmile your purchase can benefit PEI? The Amazon Foundation will donate 0.5% of your eligible purchase to PEI. It’s easy! Log in at smile.amazon.com and select Presbyterian Ear Institute as your charity. We appreciate your support.

Shop at Smith’s
Easily link PEI to your Rewards Card at smithsfoodanddrug.com/inspire by selecting Presbyterian Ear Institute as your charity organization. Purchases made using linked rewards cards will support Presbyterian Ear Institute! There is no cost to enroll and Smith’s Inspiring Donations will donate 0.5% of every eligible purchase made by supporters with linked cards to Presbyterian Ear Institute.

Should you wish to receive information about making a gift to PEI, please call our Development Office at 505-224-7020. We will be happy to assist you!

At PEI, we are grateful every day for the opportunity to make a profound difference in the lives of people with hearing loss in New Mexico and we realize that we would not be able to do the work we do without the support of our friends! Thank you for continuing to give the gift of hearing and speaking by supporting Presbyterian Ear Institute!

Don’t forget to follow PEI on Facebook for all the latest updates! https://www.facebook.com PresbyterianEarInstitute/

http://www.pei.org

phone (505) 224-7020
fax (505) 224-7023