2017 Year in Review

**SUPPORTING CHILDREN**

- **26 Children** Enrolled in School for Oral Deaf Education
- **$190,874** Financial Assistance offered to families
- **15** Newborn Babies identified with hearing loss

**FINANCIAL IMPACT**

- **44%** Of Students enrolled are living at the moderately low to low income level
- **$24,000** Actual cost to educate one child in our Program
- **$367,560** The amount raised to educate 26 children in the School for Oral Deaf Education

**PEI PROGRAM**

- **$500,461** Raised to support the Programs here at PEI
- **696** Number of clients helped by our programs
- **34** Infant and toddler families supported by our programs
Dear Friends,

This last year was an exciting year at the Ear Institute as we celebrated our 30th year! Over the past 30 years, PEI has seen changes in technology for individuals with all degrees of hearing loss, including advanced digital hearing aids, cochlear implants and bone integrated hearing devices. These technological innovations have allowed the PEI School for Oral Deaf Education to incorporate advanced educational concepts in our classrooms, further preparing our preschoolers and kindergarteners for mainstream school. Because of PEI’s persistence in the mid 90’s of having all newborns screened for hearing loss, we are seeing children receiving intervention earlier and, in turn, attending kindergarten with stronger listening and speaking skills.

Our special events celebrating our 30 years of helping deaf and hard-of-hearing individuals in New Mexico were highly successful raising over $100,000! Our auction was held at the beautiful Gertrude Zachary Castle in downtown Albuquerque, providing guests with an exclusive look inside this unique home. Mercedes-Benz of Albuquerque once again sponsored a golf tournament, with PEI as the sole beneficiary of the proceeds.

This year, the School for Oral Deaf Education had 6 children move on to mainstream school ready to learn and succeed! Our hope through the early childhood education program we provide is for children to compete at the same level as normal hearing children. All 6 of our graduates scored within normal limits on test measures of vocabulary use and near normal limits on the understanding vocabulary when compared to similarly aged normal hearing children!

Just as our graduates move on to new schools, our Development Director Maggie Simms decided to move on from PEI and spend time with family and friends. Maggie was with the Ear Institute since 2002 and jumped right in to lead a successful capital campaign for the building where we reside today. She was instrumental in cultivating relationships and creating beautiful fundraising events. Though she continues to support PEI, we will miss seeing her every day.

PEI was fortunate to find Kristina Martinez as our new Development Director. Kristina came to us from UNM-Valencia and has shown a deep passion for our mission. Kristina is bright, dynamic and energetic. I hope you will get the chance to meet Kristina as I am sure you will be impressed!

As we look towards 2018, we hope to expand our programs and funding sources to create more of a sustainable revenue stream. Foundations are continually changing their funding focus and we hope to find more foundations that will support our mission and work. PEI’s Board of Directors will be reviewing and updating the strategic plan to ensure that we are helping those that need it the most. Thank you for believing in PEI to help change the world one deaf/hard-of-hearing person at a time! Your generosity and support over our 30 year journey has made a difference in hundreds of deaf and hard-of-hearing lives in New Mexico!

Let us remember: One book, one pen, one child, and one teacher can change the world.

– Malala Yousafzai, activist and cochlear implant recipient

Kindest regards,
Seema LaGree
2017 marked the 30th anniversary of Presbyterian Ear Institute helping people with hearing loss to better listen and speak and integrate into mainstream society. Over 30 years, PEI 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. PEI’s Newborn Hearing Evaluation Program will provide a full evaluation to:

- Babies who didn’t pass the newborn hearing screening at the hospital.
- Babies who were exposed to medicine that harms the ears.
- Babies who have a family history of hearing loss.
- Families that have any doubts about their babies’ hearing sensitivity.

**Parent-Infant Program**

As part of New Mexico’s Family Infant Toddler Program (FIT), PEI’s Parent-Infant Program supports families of deaf or hard-of-hearing children ages 0-18 months by providing:

- Speech, language, and auditory therapy to help infants begin to use their voices to communicate.
- Information and resources about their infant’s hearing loss and its impacts on listening, speech, language, and literacy development.
- 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 in a warm, supportive setting so that parents can practice listening and language strategies.
- Connections with other families whose children have a hearing loss.
- Evaluations and therapy from dedicated, compassionate speech-language pathologists and audiologists experienced in helping children with hearing loss learn to listen and speak.

“Our journey with PEI started when our little Lucas was diagnosed at about 3 months with bilateral profound hearing loss. It was something no parent wants to experience, a loss of a sense for a child that you thought would have everything. When we dreamed and planned for our baby boy, we thought of all the “normal” experiences and adventures we were about to have with him, we never imagined that we would embark on a journey through the non-hearing world. PEI helped us lead our way through grieving for our baby, but also never let us give up hope that he would be able to live a full life that included listening..."
building of neural connections.

• Direct language instruction is combined with typical toddler and preschool classroom activities; kindergarten includes grade level math and reading curricula.

• “Music and Games” and “Free Selection Play Time” to develop play skills.

• Documentation of progress is carried out weekly and helps decide next steps of instruction.

“My son, Mikah, began attending Presbyterian Ear Institute when he was 20 months old. He was born with a mild to moderate, bi-lateral hearing impairment. We were devastated to hear this diagnosis for our newborn baby. I did not know what to do or where to begin, until I got a call from PEI telling me about the Parent-Infant Program. We scheduled a time for Mikah and I to visit and from there he started attending speech therapy several times a week. Amy at PEI was amazing! She really helped me navigate through everything, including my emotions. She explained what PEI was and that Mikah would be able to start at PEI’s Oral School after he turned 18 months old. Through their programs, Mikah and speaking. Through our experience we have never felt alone or unsupported, we have been given plenty of resources, education, guidance and peers. We are beyond grateful for PEI and could never be able to fully express how thankful we are. We know that Lucas will be a stronger individual because of the fast action and guidance we have received from PEI.” – Rachel Martinez and Edwin Lujan
received early intervention and schooling that will forever affect his life for the better. PEI gave him the chance to learn and grow with other children with similar diagnoses and to work with teachers and speech therapists that specialize in teaching deaf and hard of hearing children so they are prepared for mainstream school. Were it not for PEI and their amazing staff, I have no doubt that Mikah would not be able to listen and speak with the clarity and confidence that he does now. Mikah will be moving on to 1st grade at a mainstream school this year. Because of the dedication and expertise at PEI, Mikah is ready and we are grateful!"

– Jacqueline Huynh

Speech and Language Program

PEI provides diagnostic and treatment services for children within the community provided by licensed, master’s level clinicians that are highly trained in the areas of oral-deaf education, Augmentative and Alternative Communication (AAC), bilingual therapies (Spanish/English) and PROMPTS for Restructuring Oral Muscular Phonetic Targets (PROMPT therapy). Speech and language services are covered by most insurance carriers and through the Family Infant Toddler Program (FIT).

PEI works with children who:

• Have speech and language delays, regardless of their ability to hear.
• May be dealing with apraxia of speech, brain injury, articulation delays, developmental delays, learning disabilities, chronic otitis media, auditory comprehension delays, social language delays, and autism.

• Need speech and language development through an age-appropriate evaluation and treatment.

Outside Clients –

“Presbyterian Ear Institute and speech therapist Amy Beveridge are the standard by which we judge all the other services my son Connor receives! We are well into our second year of working with Amy and we couldn’t be happier with the progress Connor is making. At times I find myself thinking that if we had been with Amy from the beginning, we would be significantly farther along. I feel as though we have made more progress in our time here than the entire 8 years prior. Amy, and the entire staff at PEI, make us feel like family every single time we come in. We are always greeted with smiles, called by name, and I absolutely love how everyone gets involved in helping Connor “talk” and socially express himself. Amy is an amazing speech therapist and it is very apparent this is her passion…not just a job. She genuinely cares about “her kids” and she thoroughly understands celebrating ALL the successes no matter how seemingly insignificant it may initially appear. She knows Connor’s likes and dislikes and she intuitively uses that to create positive learning opportunities. Part of that includes incorporating our whole family into our sessions. She welcomes visiting family members too and includes them in whatever we are working on. Amy knows that Connor likes to “show off” and some of our best sessions have been with visitors in the room. Amy is not only amazing for Connor; but, she is so incredibly supportive of this momma who often arrives frazzled, stressed, and overwhelmed because of the type of day we are having. She instinctively knows the days that I am internally criticizing myself on things I feel I should be doing better and always has just the right words of encouragement at the perfect time. I’m certain she has no idea how impactful she has been for
me and my family; because, this is without a doubt, just her kind, sweet way of doing things every day. I am so thankful I found PEI and Amy is Connor’s (our) therapist. I feel like I found a “best kept secret” with the Presbyterian Ear Institute and I always recommend them to anyone looking for an encouraging, stimulating, and supportive environment for their child’s speech needs.” - Shawn D. Reynolds

Cochlear Implant Program

PEI is the premier cochlear implant center in New Mexico. It was started in 1987 as one of the first FDA sites for the study of pediatric multichannel cochlear implants. We are the oldest and largest cochlear implant center in NM. We currently work with all three cochlear implant manufacturers. The cochlear implant program offers the following services:

• Evaluations to determine if you or your child is a candidate for the cochlear implant
• Cochlear implant programming for children and adults
• Troubleshooting of speech processors
• Loaner equipment may be available for some processors
• Programming of Auditory Brainstem Implants

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. The Audiology Program provides:

• Hearing evaluations due to concerns regarding a delay in the child’s speech and language development or if the child has a history of ear infections
• Testing tailored to each child’s individual needs considering a variety of factors, including the child’s developmental abilities, language, medical status, and/or type of amplification
• Otoacoustic emissions
• Fitting of hearing aids
• Earmolds
• Bone anchored hearing devices
Graduation 2017
Six very special students graduated from our Oral School Program in 2017. It is 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: June Carpenter, Ava Casias, Jacob Gutierrez, Jewel Montana, Sharlet Padilla, and AJ Peralta. We are so proud of each of you!

“...In 2010, after experiencing rapid hearing loss, I had surgery for my cochlear implant and soon after moved to New Mexico. Since that time, Cris Epstein has guided the mapping and adjustments to my processor plus has expertly tested my hearing. After reviewing my situation, she recommended that I also get a hearing aid for my opposite ear even though I felt it wouldn’t make any difference. Much to my surprise, my overall hearing continues to improve and I am thrilled with the care and guidance I have received from Cris and PEI.”
- George Palmer
Thank you to all of our contributors for your generous support of PEI as we celebrated 30 years of helping people with hearing loss! Your generosity 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!
Dedicated Program Gifts

Cochlear Implant Program
Carolyn & Thomas Beall
Mark Epstein in memory of Judy Putman

Honor/Memorial Gifts
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 honor of Elspeth Bobbs
Margery Johnson

In honor of Cris Epstein for the Cochlear Implant Program
Maggie Simms

In honor of Violet Frazier
Rawls & Mary Frazier

In honor of the Hoffer Family
James & Karin Roberts

In honor of Dr. Karl L. Horn
Barbara & John House

In honor of Dr. & Mrs. Karl L. Horn
Nancy & Kurt Rademacher

In honor of Flynn & Beckett King
Els & Jim Hoffer

In honor of Seema LaGree
Betty Read Young

In honor of Adia McConnell
Cynthia & Tom McConnell

In honor of Emma Patton
Lisa & Shad James

In honor of Grace E. & Anna M. Richardson
Helen & John Richardson

In honor of Susan & Scott Revels
B. Scott Neal

In honor of Maggie Simms
Mary Lou Edward
Betty Read Young

In honor of Joseph Francisco Urrea, IV
Lisa K. Urrea

In memory of Judy Putman
Rose Minton

In Memory of Charles B. Read
Margaret Barbour
Mary Canning
First National Tower, LTD.
Deborah Goluska
Joann Hajduch
Melinda & Sol Kardon
Dan Leonard
Kay & Marcus Maddox
Gabe S. Martin

Brenda & Donald McClure
David Steely
Dolores B. Stevens
Marlin Wells
West Texas National Bank
Judith A. White
Jana & Bob Wooley

In memory of Kay Williams
Sandy McDonald & Brian Tyree

In memory of Ray Woodham
Marion Woodham

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 scholarship program in 2017:

Gail & James Anastasio
Betsy & William Cheetham
Joy Domina
Katherine Logan
John A. Simmons
Run to Break the Silence

On June 11, 2017 Presbyterian Ear Institute staged its 15th annual Run to Break the Silence in memory of Judy Putman. The run hosted 167 participants who came to run in the 5K, 10K, 20K, Duathlon or the highlight of every run, the Kids Fun Run! The 2017 Run to Break the Silence took place on the beautiful lands of the Pueblo of Santa Ana. The weather was fantastic and everyone had a fabulous time!

Thank you all of our runners, sponsors and volunteers who made the event possible once again! When all was said and done, more than $18,250 had been raised to benefit Presbyterian Ear Institute’s Oral School.

Event Sponsor – in memory of Judy Putman
Lee Dirks and the Family of Judy Putman

T-shirt Sponsor
Sonnet and Ian McKinnon & Family

Duathlon Sponsors
Sally & Phillip Patton
Car Crafter’s

20K Event Sponsor
Audiology Associates

10K Event Sponsor
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Run Contributors:
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Shirley Riley

Run Contributors (In-kind)
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Jessica Hiers
Kewa Pueblo Health Corporation
McCarthy Building Companies, NM, Inc.
New Mexico Bank & Trust
PEI Parent Association
Presbyterian Healthcare Services
Maggie Simms
Sandoval County Fire Department
Signarama
Smith’s
Andie Talmodge
Zia Graphics
Mercedes-Benz Dealer Championships Golf Tournament

On September 11, 2017 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. 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 Josh Johns and Michael Sandoval advanced, all expenses paid, to the Mercedes-Benz Western and Central Regions Sectional. 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 $26,040 benefited Presbyterian Ear Institute Oral School.

Presenting Sponsor
Mercedes-Benz of Albuquerque

Platinum Sponsors
Loka Creative
New Mexico Bank & Trust

Luncheon Sponsor
New Mexico Orthopaedics

Awards Reception Sponsor
Western Refining

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Paa-Ko Ridge Golf Club
Sandia Golf Club
Albert G. Simms, II
Maggie Simms
Tanoan Country Club

Golf Contributors
Alex Bernitsky
Shaun Berry
Jim Dines
Doug Gibbons
Tim Gutierrez
Ryan Joseph
Ed Larranaga
David Madas
Derek Marker
Thomas Pennington

Golf Contributors
Neal Piltch
George Pullen
Chuck Reardon
Tim Reynolds
Nick Rosenheim
Maxann Schwartz
Mark Smith
Vincent Smith
Scott Throckmorton
Wes Wilkening

Golf Contributors (In-kind)
Alloy Wheel Repair
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Loka Creative
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Maggie Simms
Tanoan Country Club

Golf Contributors
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Jim Dines
Doug Gibbons
Tim Gutierrez
Ryan Joseph
Ed Larranaga
David Madas
Derek Marker
Thomas Pennington
CELEBRATING 30 YEARS!

PEI’s largest fundraiser, our annual auction, was held at the Gertrude Zachary Castle on Saturday, September 9, 2017. Guests were delighted by culinary delights from Slate Street Cafe and music by Jay Boy Adams and Friends. It was an elegant evening, perfect for the celebration of PEI’s 30th Anniversary! More than 150 people came together to support PEI at this incredible event! After dinner and the live auction had ended, our auctioneer, Brooks LaGree, asked guests to raise their paddles in support of Tuition Assistance for families with children attending PEI’s School for Oral Deaf Education. By evening’s end, the auction had netted more than $65,000! Thank you to our friends and sponsors whose support allows PEI to give the gift of hearing and speaking to so many people in our beautiful state.

Platinum Sponsors
Frances & Jerry Freeman
Presbyterian Healthcare Services

30th Anniversary Sponsor
Renee & Chris Patton

Gold Sponsors
Cochlear Americas
Lynn & Lawton Davis
Susan & Karl L. Horn
Shawna & Michael Hidalgo

Silver Sponsors
Eleanor Brenner
Cris & Barry Epstein
Jan & Bill Keleher
Cindy & Curt McGill

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Cris & Barry Epstein

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Jessica Chavez & Vince Smith
Crown Jewels & Coin
Lynn & Lawton Davis
Sarah & Chris Downey
Mary Lou Edward
Sydney Fontaine Forestal
Frank Frost Photography
Gertrude Zachary
Kim Gjere
Good Life Med Spa
Molly Garza & Shaun Berry
Gildan New Mexico Bowl
Chiissi Hernandez-Letherer
Julia Holloman
Susan & Karl Horn
Hotel Chaco
Giving Tuesday

November 28, 2017 was Giving Tuesday, the international movement geared at non-profits around the world sharing their messages on a unified day to raise funds for their respective charities. This year was the second year that New Mexico as a state participated, so PEI decided to join the more than 200 New Mexico non-profit organizations in a 2017 Giving Tuesday NM campaign. PEI participated through a Facebook campaign that raised $2,520. Thank you to our friends who supported us in our first ever Giving Tuesday campaign!
**SPECIAL EVENTS - FUNDING OUR MISSION**

**PEI’s Parent Association**

This year, PEI’s Parent Association tried something new to meet their $5,000 fundraising goal, which goes toward tuition assistance for families in need. They started a GoFundMe page, which raised $4,148 from the following caring individuals.

- Anonymous - 1
- James Bengtson
- Trudy Bigger
- Shellie Brandon
- Cris Epstein
- Mary Ellen Gallegos
- Maddie Gomez
- Pamela Hannah
- Kristina Martinez
- Michelle Monfort
- Aamna Nayyar
- Susan Revels
- Roberta Yeoman
- The PEI Parent Association exceeded their $5,000 goal for the 2017/2018 school year, through their additional fundraising efforts with a Mister Car Wash ticket sale. Thank you to our PEI families who helped make this year such a success!

**Sip & Shop to Support PEI**

Presbyterian Ear Institute is fortunate to have incredible friends who open up their stores to host special “Sip and Shop” events and donate a portion of the proceeds from the day’s sales back to PEI. This year we were so grateful to Gertrude Zachary and Silk Road Connection for hosting beautiful events where they invited clients to come and shop to help give the gift of hearing and speaking to children who attend PEI! We are so proud to have such incredible partners in breaking the silence for children in New Mexico. Thank you to Gertrude Zachary, Silk Road Connection and all of the shoppers who helped raise nearly $1,000 to support PEI!

**2017 Grant Funding**

Presbyterian Ear Institute is incredibly grateful to have received program funding from the following grantors in 2017:

- Oberkotter Foundation
- United Way of Central New Mexico
- Option Schools, Inc.
- Sandia Foundation - Hugh & Helen
- Woodward Fund
- Brindle Foundation
- Family Infant Toddler
- New Mexico Department of Health
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, receptions, 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 On-line**
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 the Institute. It’s easy! Log in at smile.amazon.com and select Presbyterian Ear Institute as your charity. We appreciate your support.

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

Thank you for making PEI’s 30th year an incredibly successful one! We feel lucky every day that we get to make such a profound difference in the lives of people with hearing loss in our state 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 on the lives that are being changed every day! https://www.facebook.com/PresbyterianEarInstitute/

http://www.presbyterianearinstitute.org/
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