

# 2010

## ANNUAL REPORT



07.01.09 – 06.30.10  
DEAF INDEPENDENT LIVING ASSOCIATION, INC.

# A Letter

*from President & Executive Director*

Dear Friends,

Deaf Independent Living Association, (DILA) continues to boost many of our services for the deaf and hard-of-hearing even during the recent economy. Contributing factors towards the quality of our services involve specially trained staff who are dedicated and committed to carrying out the agency's mission. In addition, service funding has been provided through generous grants and donations received from our partners, community members and community organizations as well as contracts with Maryland's Developmental Disabilities Administration, Division of Rehabilitation Services and Delaware's Division of Vocational Services.

Highlights from this past fiscal year include:

**Interpreting Services** – With 1,030 inquiries, interpreting services was our leading request this past year. Installation of Video Remote Interpreting Services provided immediate upon request interpreting to services and customers who had meetings in the DILA office.

**Employment and Supported Employment Programs** – DILA saw a 68 percent rise in actual referral requests for services, the majority being for employment services. The utilization of our Job Lab also increased. In addition, a grant from the American Recovery & Reinvestment Act of 2009 (ARRA) allowed us to expand our staff by adding an Employment Specialist and two Job Coaches to offer more job-seeking skills classes, job development, job placements and job coaching.

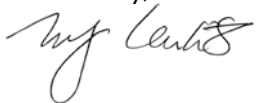
**Residential Program** – Therap, a Web-based service organization, helped launch our Residential Program into a new era of technology. Our direct-care professionals can now communicate, document and print an individual's history with the click of a mouse. The transition to Therap has also allowed for streamlined communication between direct care professionals and management, and soon our Employment and Interpreter Referral Programs will be online.

**Community Service** – DILA was selected for the Best of Salisbury Award in the Social Services category by the U.S. Local Business Association (USLBA), and the Lower Shore Workforce Alliance recognized us for our outstanding commitment to the community-at-large.

**Camp Adventure** – 22 volunteers offered their time and talents to help plan, fundraise, interpret and provide entertainment for our second annual Camp Adventure. These volunteers even served as camp counselors to deaf, hard-of-hearing and hearing campers of deaf parents! The program extended the camp by adding another day for the next fiscal year.

To all our friends, donors, volunteers, staff and board members, we again thank you for your continued support. We know that it takes a collaborative team for a vibrant and successful service organization.

Sincerely,



Max Verbits  
DILA President



Jennifer Whitcomb  
DILA Executive Director

### Staff.

Jennifer Whitcomb, *Executive Director*  
 Michael Balea, *Financial Officer*  
 Ramona Bradley, *Residential Health Director*  
 Mary Jo Verdery, *Employment Director*  
 Robin McDuffie, *Employment Specialist*  
 Mary Parks-Russell, *Financial Assistant*  
 Laura Jones, *Administrative Assistant*  
 Lisa Trolian, *Office Coordinator*  
 Celeste Emerson, *Independent Living Advisor*  
 Kim Guinta, *Independent Living Advisor*  
 Kim Majus, *Independent Living Advisor*  
 Todd Morrison, *Independent Living Advisor*  
 Diana Price, *Independent Living Advisor*  
 James Renberg, *Independent Living Advisor*  
 Joan Taylor, *Independent Living Advisor*  
 Chuck Thomas, *Independent Living Advisor*  
 Kevin McGowan, *Job Coach*  
 Eddy Morrison, *Communication Specialist*  
 Will Chambers, *Driver*  
 John Handy, *Driver*  
 Richard Hudson, *Driver*

### Board.

Max Verbits, *President*  
 Sherry Perkins, *Secretary*  
 Frank Williams, *Treasurer*  
 Lance MacAllister, *DIR Chairman*  
 Richard Johnson  
 Donald O. Peterson

### Volunteers.

Sue Beaver	Trish Haight	Emma Rutter
Ramona Bradley	Holly Hoffman	Erica Siegel
Rita Campbell	Brittney Hurley	Lauren Simmons
Erica Clough	Laura Jones	Pam Slade
Jessica Clough	Marie Lyon	Spencer Sleight
Kim Collier	Kimberly Majus	Ken Stottlemire
Takeisha Collins	Kevin McGowan	Omar Taylor
Tina Crouse-Scollo	Sherie Mitchell	Sara Thomsen
Michael Dunham	Eddy Morrison	Nhon Tran
Ashley Ewell	Angela Munn	Kiersten Trolian
Kayla Ferrario	Denis Munn	Marlena Turner
Greg Frey	Belinda Price	Danielle Wagoner
Benjamin Gibson	Lizette Ramos	Amaris Watso
Melinda Glover	Lisa Rollins	Ada Zant
Kristina Good	Todd Rollins	

### Interns.

Tanner Ashley, Sade Haywood, Brittney Hurley,  
 Deanne Hurley, Sara Thomsen, Nhon Tran,  
 Charles Wilson, Ada Zant

## About DILA

For Eastern Shore residents who are deaf or hard of hearing, the Deaf Independent Living Association, Inc., (DILA) provides access to programs and resources that promote independence and active community involvement. Services include supported employment, residential supports information and referral and much more..

### *Our Mission*

To promote access to services and resources for Eastern Shore residents who are deaf or hard of hearing and provide opportunities for full participation in all aspects of community life.

### *Our Core Values*

1. Teamwork and Partnerships in providing quality services.
2. Diversity and making a difference in the community.
3. Commitment to the agency and individuals served.
4. Loyalty toward the agency and each other.
5. Respect for all modes of communication.
6. Integrity of professional ethics.



## Information & Referral *Deaf Independent Living Association, Inc.*



DILA is the leading agency on the Eastern Shore for resources pertaining to deafness and hearing loss. We provide services and access to programs and resources that promote independence and community involvement for deaf and hard-of-hearing Eastern Shore and lower Delaware

residents. We consistently update information and identify resources to meet the distinct needs of the population we serve.

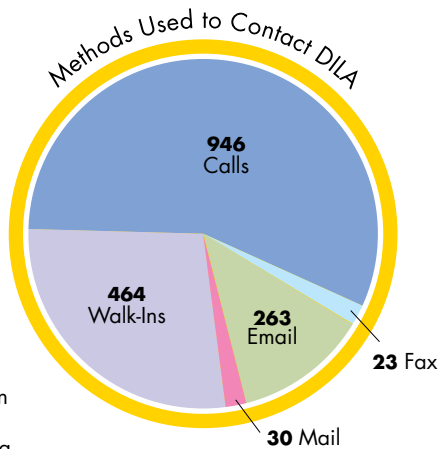
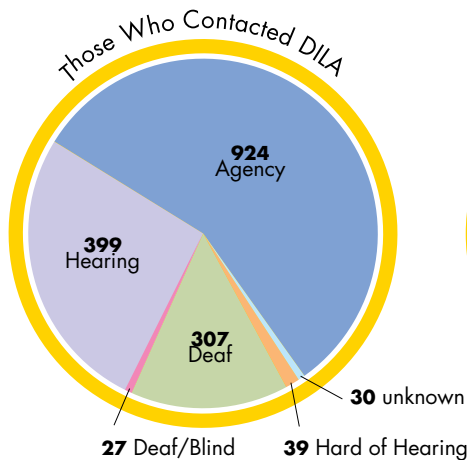
During the past fiscal year, the leading request received was for interpreting services, followed by utilization of the Job Lab and employment opportunities. Even better, DILA has seen a marked 68 percent rise in actual referral requests for services, the majority being for employment. Much thanks goes to the Harry and Jeanette Weinberg Foundation for helping us increase these numbers through their continued support of our Information and Referral Program.

For Eastern Shore and lower Delaware businesses, schools, police departments, hospitals, government agencies and other organizations that wish to make their programs and services more accessible to the deaf community, DILA serves as their point of contact. In addition, our reputation for our services continues to grow, as we continue to receive more and more calls from geographical areas beyond the Eastern Shore.

Individuals  
from the following geographic areas  
contacted DILA for information:

Allegany County	1
Anne Arundel County	2
Baltimore City	21
Baltimore County	1
Calvert County	2
Caroline County	18
Cecil County	3
Dorchester County	40
Frederick County	1
Harford County	2
Howard County	1
Kent County	4
Montgomery County	6
Prince George's County	2
Queen Anne's County	6
Somerset County	75
Talbot County	118
Wicomico County	1042
Worcester County	114
Other areas in Maryland	57
Delaware	89
Washington, DC	16
Virginia	10
Other States	44
Unknown	51
<b>TOTAL</b>	<b>1,726</b>

information and referral requests.



## Residential *Services*

DILA offers personalized residential support services that assist deaf and hard-of-hearing individuals in living independently and becoming self-sufficient community members. We believe that given the proper support, all deaf and hard-of-hearing individuals can achieve their goals.

Residential support is offered to renters, existing homeowners and those residing in Deaf Independent Residences (DIR). Independent Living Advisors work closely with individuals to help them develop and strengthen their basic living skills and establish positive relationships with one another and the community-at-large. During fiscal year 2010, DILA assisted 23 residential consumers and community members.

Low Intensity Support Service is offered to deaf and hard of hearing individuals who already live independently in the community and are specifically tailored to each individual's needs and wants. The only requirement is Maryland residency and hearing loss. During fiscal year 2010, 72 individuals took advantage of this service which included advocacy, employment, benefit management, transportation, community access, money management and more.

DILA provided services through the following Residential Program service lines:

- Fee Payment System
- Community Support Living Arrangement
- Individual Support Services
- NJ State Program
- Low intensity Support Service



Through the Residential Program, individuals enjoyed the following social activities and events this past fiscal year:

- Six Flags
- Deaf Community Night with the Shorebirds
- Easter Journey
- Crab Feast Cambridge
- Trunk or Treat
- Scrapbooking
- Rehoboth outlets
- Pork In the Park
- DINGO
- Movie night
- First Anniversary Celebration of Deaf Ministry (Church of Nazarene)



## Success Story



### DISNEY DREAMS COME TRUE

DILA helped a group of deaf individuals enjoy a fun-filled week at the Walt Disney World Resort in Florida. With guidance, the group was able to plan a week filled with great activities, like visiting the parks, attending a Luau, swimming and much more. This was a completely new experience for many in the group, as quite a few individuals were first-time travelers in an airplane!

# Employment & Supported *Employment Programs*

At DILA, we understand that successful employment brings independence and fulfillment to the lives of those with hearing loss. Our Employment and Supported Employment Programs help to eliminate many of the traditional barriers faced by deaf and hard-of-hearing individuals. Our Employment Team works closely with members of the community to assist them in securing and maintaining meaningful employment. Also, by working closely with and supporting local employers and the business community, we assist to build lasting relationships with these communities.

This fiscal year, DILA was awarded a grant from the Maryland Division of Rehabilitation Services through funds from the American Recovery and Reinvestment Act of 2009 (ARRA) to assist un-served and underserved deaf and hard-of-hearing individuals in reaching their employment goals. This grant, as well as funds received from Quota International of Cambridge, Maryland, and the Mid-Shore Community Foundation's George B. Todd Fund, allowed DILA to increase its employment staff by adding an Employment Specialist and two Job Coaches. In addition, the grant allowed us to expand our job-seeking skills classes, job development, job placement and job coaching services. We also worked with the state of Delaware's Division of Vocational Rehabilitation to continue serving Delaware deaf and hard of hearing individuals.

The increased funding helped make DILA's Employment and Supported Employment Program a success this past year. It allowed us to increase services to our consumers, and most importantly, reach a much larger number of individuals. The number of applications filed by our job seekers and the actual number of job placements doubled from the previous year. Also, the number of interviews our job seekers took part in more than tripled, and we saw the usage of our Job Lab go up over 400 percent.

DILA is proud of our Employment and Supported Employment Programs. This year saw high growth in all areas of services we offer to job seekers. The following is a fiscal year report of the number individuals served in each of our different categories:

## EMPLOYMENT SERVICES

Job Seeking Skills Classes	8	Job Lab Usage	978
Applications Completed	271	Employer / Business Contacts	104
Interviews Completed	59	Job Coaching Sessions	747
Job Placements	14	Job Site Analysis	52
Consumer Sessions	1105	Follow-Ups	585



## Outreach *Events*

Reaching out to the community has always been a top priority for DILA, even in these lean economic times.

DILA continued to participate in a variety of outreach events, either as host, partner or supporter, in an effort to increase our visibility in the surrounding communities and throughout the Eastern Shore, the States of Maryland and Delaware. In addition, our community education efforts got a much-needed boost from grants from the Harry and Jeanette Weinberg Foundation.

During fiscal year 2010, DILA coordinated the following outreach activities, offerings and events:

### OUTREACH EVENTS COORDINATED AND OFFERED BY DILA:

- ASL classes
- Deaf Community Night with the Shorebirds
- Census 2010 Partnership
- Camp Adventure
- Internship & volunteer opportunities for local students & community members
- Host to the MD State Governor's Office for the Deaf & Hard of Hearing Town Hall

### INFORMATION BOOTHS, PRESENTATIONS & REPRESENTATIVES AT:

- Deaf Community Night with the Shorebirds
- Deaf Culture presentation at Worcester County Dept. of Social Services'
- Diversity Summit Conference
- ASL presentation at Wor-Wic Community College's Jordan Center
- Transitional Youth Night at Worcester County Career & Tech Center
- Transitional Youth Night at Wicomico High School
- MD Rehabilitation Assoc./Division of Rehabilitation Services Conference
- Employment Services presentations at the Division of Vocational Rehabilitation of DE



## Success Story



### THE PROMISE OF A NEW JOB

After being laid off, Clark had been out of work for several months. With the assistance of DILA's Employment Services Team in job development and job placement, Clark was able to find employment again with K&L Microwave.

Clark was hired on September 23, 2009, as a shop clerk working with metals. With continued support from DILA in job coaching, he is doing very well. He is a stellar employee who is punctual, flexible in his work schedule and capable of doing whatever is asked of him during his shift.



## Summer Camp *for Deaf & Hard-of-Hearing Children*

The second annual Camp Adventure, a weekend overnight camp for deaf and hard-of-hearing children and youth, held August 7-9, 2009, at Camp Pecometh in Centreville, Maryland, was another smashing success! Campers were broken down into two age groups of 5-12 and 13-17. There were a total of 15 campers, nine in the under 12 group and six in the teen group. Each group had their own set of camp activities as well as combined group activities. A new tradition was started this year as well—Relay Games—which turned out to be the campers' favorite activity.

Our camp couldn't have happened without our 22 wonderful volunteers who gave tirelessly of their time and talents, from planning and interpreting to fundraising and entertainment, not to mention being camp counselors. Once again, great feedback was given for the planning of Camp Adventure 2010, which was held August 19-22.

DILA would like to extend a special thanks to all those who supported Camp Adventure 2009 through their generous monetary and in-kind contributions. Thanks to K&L Microwave; the Harry and Jeanette Weinberg Foundation; Quota International of Salisbury, Maryland; May Nu; Coca-Cola Enterprises; Lankford Sysco; Market Street Inn; Chick-fil-A; Holiday Inn Express & Suites, Ocean City, MD; the Delmarva Shorebirds; Laura Jones; Sam's Club #6383; Shore Cuts and Cross Pointe Church of the Nazarene, as well as to the many wonderful community members who purchased Camp Adventure 2009 raffle tickets.

We would also like to recognize and thank everyone who made monetary and in-kind contributions in anticipation of Camp Adventure 2010: K&L Microwave; the Harry and Jeanette Weinberg Foundation; Quota International of Salisbury, Maryland; May Nu; Holiday Inn Express & Suites, Ocean City, MD; Shockley Management; Mary Parks-Russell; Laura Jones; Brew River Restaurant & Bar; Sam's Club #6383; Super Fresh #70-872; Gordy TigerMart; Chem-Dry on the Shore; Vernon Powell Shoes; Apple Discount Drugs; Dick's Sporting Goods; the Baltimore National Aquarium; Wood Creek Golf Links and Six Flags Friends, and all of the generous supporters in the Camp Adventure 2010 raffle.



# Community Support

## Services

Several community-based services and programs are available for individuals who already live independently. Programs include Advocacy, ASL Classes, Summer Camp and much more.

### AMERICAN SIGN LANGUAGE (ASL) PROGRAM

During fiscal year 2010, many individuals participated in our American Sign Language Program, which was taught by a deaf instructor. In partnership with the Quota International of Cambridge, MD's grant, DILA was also able to teach ASL at Chesapeake College's Cambridge branch. The following levels were taught during this past fiscal year:

- ASL I
- ASL II
- Children's ASL
- Chesapeake College's ASL class

Classes will be offered again in FY 2011

### DEAF INDEPENDENT RESIDENCES, INC. (DIR)

Since 1985, Deaf Independent Residences, Inc. (DIR) has furnished housing for the deaf and disabled community on Maryland's Eastern Shore. The U.S. Department of Housing and Urban Development (HUD) provides a subsidy to residents based on financial need and individual expenses.

During fiscal year 2010, DIR was successful in securing additional funding through the City of Salisbury's Community Development Block Grant to assist in rehabilitation repairs to one of three Alternative Living Units (ALUs) located in Salisbury. DIR also has ALUs located in Berlin and Easton, Maryland.

### FACILITIES

DILA offers our attractive facilities to the community as a venue to hold events. Open to the general public for a nominal fee, DILA's facilities, including our boardroom and multipurpose room, are popular venues for conducting outside meetings, receptions and community events. This fiscal year, 19 outside events were held at DILA.

Events held at DILA include church-related functions, baby showers, retirement dinners and award functions. Our facility also continues to be the meeting place for DINGO enthusiasts, a deaf version of bingo. Price breaks are granted to non-profit organizations and members of the deaf community. What's more, all rental fees go towards the support of our core and secondary services.

## Success Story



### PERSISTENCE PAYS OFF

Employment program consumers actively participated in several job fairs and networking functions, such as the Job Fair at Wor-Wic Community College, Job Fair at Hyatt Regency Hotel and Golf Resort and ESBLN Cleanup at the Salisbury Zoo. Our consumers' persistence paid off, as four individuals were hired at the Hyatt Regency alone.



# Interpreter Referral *Services*

Eastern Shore businesses and residents who are in need of a sign language interpreter for medical appointments, educational courses, meetings, etc. may utilize DILA's interpreter referral service. All of our interpreters are bound by the Code of Professional Conduct (established by the National Registry of Interpreters for the Deaf), and must maintain complete confidentiality regarding all assignments. The agency has been contracted for an interpreter by a slightly higher number of agencies and doctor offices than in past years. For fiscal year 2010, DILA received 1,030 requests for interpreters.

# Communication *Resources*

## RESOURCE LIBRARY AND SIGN LAB

The Gil Eastman Deaf Resource Library and Sign Lab is a valuable resource to our community. The library is open Monday-Friday from 9 am to 5 pm, and there is no charge to borrow materials, such as videos, DVDs and books.

## VIDEO REMOTE INTERPRETING (VRI)

This fiscal year, DILA took advantage of Video Remote Interpreting (VRI) which greatly assisted in avoiding last minute rescheduling of meetings with staff. VRI uses video conferencing equipment or web cameras and telephone lines to provide sign language interpreting services, for deaf, hard-of-hearing or speech-impaired individuals, through an offsite interpreter, in order to communicate with hearing persons that are located in the same room or in different locations. It is similar to Video Relay Services (VRS), where the hearing and signing parties are each located in different places and their telephone conversation is interpreted. VRS can only be utilized if individuals are in separate locations. A VRI interpreter is a substitute when a live, physically present interpreter is unavailable. VRI is available 24 hours a day and works best for one-on-one meetings or for small groups.

## VIDEO RELAY SERVICE (VRS)

A Sorenson videophone booth is open to the public to place calls through Video Relay Service (VRS). VRS allows deaf and hard-of-hearing individuals to communicate more easily with businesses, family and friends. Service is available for free during normal business hours (Monday-Friday from 9 am to 5 pm) at DILA. A videophone is also available for use at the Dorchester Public Library on Gay Street in Cambridge, MD. This past fiscal year, 41 individuals took advantage of this service at the DILA office.



## Intern & Volunteer Programs



### INTERNS

DILA offers internship opportunities for high school and college students to gain practical experience in their fields of study. This year, DILA was fortunate to have several interns who provided over 709 hours of service.

*Tanner* Ashley – (Gallaudet University) completed an internship as a summer camp counselor. His course studies include ASL and Deaf Studies, and he looks forward to becoming a teacher.

*Sade* Haywood – (Bennett High School) completed an administrative internship in the Residential Program in association with the Salisbury Area Chamber of Commerce Summer Youth Work Program. She is now currently enrolled at Coppin State University.

*Britney* Hurley – (Wicomico High School) completed an internship in Communication Resources and Administrative Assistance for summer camp.

*Deanne* Hurley – (Wilmington University) completed an internship in Residential Health Care Practicum which will go towards her BSN Degree.

### VOLUNTEERS

Every organization depends on volunteers to assist in various tasks, and DILA is no exception. We have been fortunate this year to have 44 volunteers provide over 1,100 man-hours, which is a 47 percent increase over last year. The majority of the volunteer work performed was for our summer camp program, which spanned from planning of the camp to fundraising, and even to being a camp counselor.

Without the dedicated and wonderful support of our volunteers, DILA would not have been able to offer this wonderful program for deaf and hard-of-hearing children and youth. We would also like to recognize the beneficial support that was provided by our administrative volunteers that helped free up our staff so they could focus on other important work duties.

*Sara* Thomsen – (Parkside High School) completed an internship in Administration Assistance in association with the Salisbury Area Chamber of Commerce. She is currently enrolled at Wor-Wic Community College.

*Whon* Tran – (James M. Bennett High School) completed an internship in Communication Resources and Administrative Assistance for summer camp.

*Charles* Wilson – (Parkside High School) completed an internship in Communication Resources in association with the Salisbury Area Chamber of Commerce. He is currently enrolled at Wor-Wic Community College.

*Cida* Zant – (Gallaudet University Graduate) completed an internship in Communication Resources and Administrative Assistance for summer camp.

DILA also partnered with Wor-Wic Community College's Nursing Department in welcoming eight nursing students for a half-day internship and agency tour.

## Web via Therap

*Streamlines Delivery of Services*

Therap is an online documentation and communication software system for providers supporting people with developmental disabilities. It offers an easy and efficient alternative to the immense amount of paper work that is done manually by the care providers.

In November of 2009, Therap Services, a Web-based service organization, helped launch DILA's Residential Program into a new era of technology. Therap provides secure, cost-effective information, documentation and communications services tailored to the specific needs of service providers, health professionals, regulators and family members, and their programs are designed to improve the quality of life for people with developmental disabilities. Training sessions were held on how to utilize the programs within Therap, and the initial phase of our partnership has been a huge success.

Our direct care professionals are now able to communicate, document and print an individual's history with a click of the mouse from anywhere with an Internet connection. And while DILA has always prided itself in providing quality services, the transition to Therap has allowed for more streamlined and timely communication between our direct care professionals and management. Future plans include being able to communicate through Therap with the families of the individuals we serve, and the next phase will include bringing our Employment Program and Interpreter Referral Program online.



### DILA CONTINUES TO BE RECOGNIZED FOR OUR COMMITMENT TO THE COMMUNITY

DILA was recognized by two organizations, the U.S. Local Business Association (USLBA) and the Lower Shore Workforce Alliance, for our outstanding commitment to the community-at-large.

In July of 2009, for the second consecutive year, DILA was selected for the Best of Salisbury Award in the Social Services category by the USLBA. Nationwide, only 1.4 percent (one in 70) of the 2008 award recipients qualified as 2009 award winners.

The USLBA's award program recognizes outstanding local businesses throughout the country. Each year, the USLBA identifies companies that they believe have achieved exceptional marketing success in their local community and business category, and enhance the positive image of small business through their service to their customers and community. The award program is focused on quality, not quantity, and winners are determined based on information gathered both internally by the USLBA and data provided by third parties.

In August of 2009, DILA was also presented with an award from the Lower Shore Workforce Alliance in recognition of our continued support to their Summer Youth Work Program in Wicomico County. The Lower Shore Workforce Alliance is a division of the Tri-County Council for the Lower Eastern Shore of Maryland that provides policy and oversight for Workforce Investment Act (WIA) funds and programs.

## Fundraising *Events*

To support our innovative programs and services,  
DILA conducted the following fundraising activities during the 2010 fiscal year:

### AMAZON.COM

Fans of the online shopping site can have a percentage of their purchases donated to DILA when they access Amazon through DILA's Web site, [www.dila.org](http://www.dila.org).

### CAR WASH

Held to raise funds towards Camp Adventure's Summer Camp Scholarship Fund for deaf and hard-of-hearing children and youth.

### DINGO

Deaf version of bingo was hosted by DILA's Camp Adventure Committee to raise funds towards summer camp scholarships for deaf and hard-of-hearing children and youth.

### DILA TOTE BAGS

Individuals receive a sturdy, roomy DILA tote bag when they make a \$5 donation.

### ENDOWMENT FUND

Established in partnership with the Community Foundation of the Eastern Shore.

### FOOD LION SHOP & SHARE PROGRAM

Registered Food Lion MVP cardholders can designate a percentage of their total grocery purchase to benefit DILA.

### GOODSEARCH.COM

By using GoodSearch.com as your search engine and designating DILA as your charity of choice, a penny is donated for every search at no cost to you.

### GOODSHOP.COM

By using GoodShop.com for online purchases at more than 1,000 stores and designating DILA as your charity of choice, up to 30% of your purchase will be donated to DILA.

### "I LOVE YOU" HANDS

For a \$3.50 donation, individuals can select a sculpted version of the ASL sign for "I love you."

### LOCAL INDEPENDENT CHARITIES OF AMERICA (LICA)

Connects donors with charitable organizations that meet their interests. Code #35505

### MARYLAND CHARITIES CAMPAIGN

A workplace charitable-giving program that enables State employees to deduct charitable donations automatically from their paychecks. Code #1053

### ONLINE DONATIONS

An online donation form has been added to DILA's Web site, [www.dila.org](http://www.dila.org). Donors simply visit our site and click the "Donate On-Line" icon, located in the lower left-hand corner of the home page. VeriSign secures all information entered, including credit card numbers.

### RAFFLE TO BENEFIT DILA'S CAMP ADVENTURE

Raffle tickets were sold which raised \$285 towards Camp Adventure 2009, a summer camp scholarship fund for deaf and hard-of-hearing children and youths.

### SHOP FOR CHARITY DAY ONLINE SHOPPING MALL

Access over 1,000 popular shopping sites from ShopForCharityDay.net. A percentage of your purchase will benefit DILA.

### SIGN TO SUCCEED CAMPAIGN

An ongoing capital campaign with employee and community contributions. Money raised for this drive goes towards supporting DILA's core and secondary services, and the endowment fund.

### STUFFED, THEMED ANIMALS

For a \$7 donation, individuals can choose a stuffed animal from our extensive collection.

### WINDOW CLINGS

Featuring the ASL sign for "God Bless America." Available for a \$1 donation.

# DILA Thanks

*our Recent Donors*

## SILVER SPONSORSHIP

**\$10,000 - \$19,999**

The Harry and Jeannette Weinberg Foundation, Inc. – towards support of DILA's four core services.

## BRONZE SPONSORSHIP

**\$5,000 - 9,999**

Anonymous – toward general operating  
Anonymous – toward general operating  
City of Salisbury, Community Development Block Grant – towards DIR home repairs.

## COPPER SPONSORSHIP

**\$1,000 - 4,999**

George B. Todd Fund of the Mid-Shore Community Foundation – towards Employment Services for Dorchester County residents  
Quota International of Cambridge, MD – towards Employment Services for Dorchester County residents

## FRIENDS

**\$500 - \$999**

John & Sharan Allen – towards Sign to Succeed  
AmeriGroup Foundation – towards technology  
K & L Microwave – towards Camp Adventure's Scholarship Fund

## SUPPORTERS

**\$25 - \$499**

George W. Collins  
Community Foundation of the Eastern Shore, Inc's. G. Charles Pennewell Memorial Fund  
Food Lion  
May May Nu  
Pohanka of Salisbury, Inc.  
Quota International of Salisbury, Maryland, Inc.  
Rotary Club of Wicomico County

## MUCH-APPRECIATED

### IN-KIND GIFTS

Apple Discount Drugs  
Brew River Restaurant & Bar  
Joy Carney  
ChemDry on the Shore  
Coke Cola Enterprises, Inc.  
Dick's Sporting Goods  
Gordy Tiger Mart  
Holiday Inn Express & Suites Ocean City  
Laura Jones  
National Aquarium in Baltimore  
Mr. and Mrs. Wade Russell  
Sam's Club #6383  
Shockley Management, Inc.  
Six Flags Friends  
Super Fresh #70-872  
Laurie VanSciver  
Vernon Powell Shoe Co.  
Wood Creek Golf Links  
Sign to Succeed Campaign  
John & Sharan Allen  
Sue Beaver  
Ramona Bradley  
Celeste Emerson  
Mervin D. and Carol J. Garretson  
Richard Hudson  
Laura A. Jones  
Kim Majus  
Mr. & Mrs. Donald Maloney  
Kevin McGowan  
Eddy Morrison  
Todd Morrison  
Ocean City Lioness Club  
Pohanka of Salisbury, Inc.  
Diana Price  
Karen and Clarence Russell, Jr.  
Salisbury B.P.O. Elks Lodge #817  
Salisbury Metro Lions Club  
Joan Taylor  
Marlena Turner  
Mary Jo Verdery

## MARYLAND CHARITIES CAMPAIGN

Anonymous  
Anonymous  
Anonymous  
Anonymous  
Anonymous  
Ms. Diana T. Benson  
Ms. Sarah Bouyer-Thompson  
Ms. Carol Bradley  
Mrs. Nancy R. Downey  
Mr. Dane Foust  
Injured Workers Insurance Fund  
Ms. Anna Jacobs  
Ms. Colleen P. Joyner  
Mr. Richard Lemon  
Ms. Rhonda Livingston  
Mr. Jon McCready, Jr.  
Ms. Kathleen M. McMahon  
Ms. Virginia E. Meyers  
Mr. Craig H. Passi  
Ms. Debra A. Roth  
Ms. Orest C. Sobkiw  
Ms. Teresa G. White

## LICA CAMPAIGN

Britney N. Crawford  
Stephen L. Graham  
Ann E. Guthrie  
Gordon J. Hewitt  
Angela M. King  
Katri C. Llaverias-Witt  
Ira A. Starling

## POHANKA

### PAYS IT FORWARD DESIGNEES

Michaeline Brackett  
Thomas and Anne Brown  
David Crosby  
Mr. and Mrs. Jonathan Green  
Mary Jo Verdery

# 2010 ANNUAL REPORT

## Financial Statement

DEAF INDEPENDENT LIVING ASSOCIATION, INC.

### STATEMENTS OF FINANCIAL POSITION

JUNE 30, 2010 AND 2009

#### ASSETS

	2010	2009
<b>Current assets</b>		
Cash and cash equivalents	\$ 870,097	\$ 728,682
Accrued interest	7,877	3,610
Accounts receivable	15,582	22,167
Due from governmental agencies	15,960	11,920
Prepaid expenses	9,721	7,071
<b>Total current assets</b>	<b>919,237</b>	<b>773,450</b>
<b>Fixed assets</b>		
Land	94,262	94,262
Building and improvements	1,943,275	1,937,775
Furniture and fixtures	149,446	201,731
Transportation equipment	244,559	244,559
	<u>2,431,542</u>	<u>2,478,327</u>
Less accumulated depreciation	797,921	774,986
<b>Net fixed assets</b>	<b>1,633,621</b>	<b>1,703,341</b>
<b>Other assets</b>		
Certificates of deposit	121,000	121,000
Due from Deaf Independent Residences, Inc.	74,843	77,843
Investment property, net of accumulated depreciation	223,196	227,205
Beneficial interest in Community Foundation of the Eastern Shore	19,371	16,971
<b>Total other assets</b>	<b>438,410</b>	<b>443,019</b>
<b>Total assets</b>	<b>\$ 2,991,268</b>	<b>2,919,810</b>

#### LIABILITIES AND NET ASSETS

	2010	2009
<b>Current liabilities</b>		
Accounts payable	\$ 11,010	\$ 14,529
Accrued payroll and related expenses	37,809	25,712
Security deposit payable	1,636	2,304
Deferred revenue	217,714	235,659
<b>Total current liabilities</b>	<b>268,169</b>	<b>278,204</b>
<b>Net assets</b>		
Unrestricted net assets		
Operations	844,478	690,036
Fixed assets	1,856,817	1,930,546
<b>Total unrestricted net assets</b>	<b>2,701,295</b>	<b>2,620,582</b>
Temporarily restricted net assets	780	
Permanently restricted net assets	21,024	21,024
<b>Total net assets</b>	<b>2,723,099</b>	<b>2,641,606</b>
<b>Total liabilities and net assets</b>	<b>\$ 2,991,268</b>	<b>\$ 2,919,810</b>

PKS & Co., Certified Public Accountants are the official auditors for Deaf Independent Living Association, Inc (DILA). The financial report noted above is a summary of the complete financial picture for DILA as of 6/30/2010.





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