



# Director's Report



**The last year was an exceptional year for us at the Ear Science Institute of Australia (ESIA) and, as Board Chairman, it's with pleasure that I welcome you to our 2014 Annual Report.**

For the year ahead, we aim to ensure ESIA maintains its international status as a premier medical institution. We will continue to focus on our three strategic priority areas:

1. Creating a self-sustaining, world-class organisation
2. Continued progress in our 'Four Pillars' of:
  - Research
  - Clinical Services
  - Education and Training
  - Community Service
3. Further development and effectiveness of our research which in time will involve the addition of more resources

In support of our strategic objectives, the ESIA research team has achieved collaborations and joint research grants with major international universities to increase our reach and ensure we are seeking new and innovative research partners.

Philanthropy has become incredibly important to the effective operation of ESIA. The Gift of Hearing Appeal and Charity Dinner has become our major source of annual fundraising. This annual appeal enables the ESIA to assist at least two worthy recipients each year to be fitted with cochlear implants, enabling them to lead enriched and more independent lives. Additionally, with over \$2.2 million raised since the launch in 2011, the main impact of this has been to support and develop our research and community involvement in awareness and prevention of hearing loss. This work was bolstered by a further \$300,000 in competitive community grant funding.

This year we welcomed our inaugural Patrons to ESIA, Nobel Laureate Professor Barry Marshall AC FRACP FRS FAA DSc and the Honourable Mr Malcolm McCusker AC CVO QC. Professor Marshall was awarded the Nobel Prize for Physiology or Medicine in 2005 for his revolutionary research into peptic ulcer disease and additionally received the Companion of the Order of Australia. Mr McCusker, of the McCusker Charitable Foundation, is a highly regarded barrister, philanthropist and renowned as the 31st Governor of Western

Australia who was appointed the Officer of the Order of Australia in 2005. Both have an exceptional reputation in the community, particularly in the medical research fields and we are honoured to include them within the ESIA as Patrons.

We farewell and sincerely thank Emeritus Professor Donald Robertson who has served as a Board member while also Chairman of the ESIA Research Committee. I extend the gratitude of the Board to Professor Robertson for his contribution to the development of a strong research foundation for the Institute.

The Board welcomes the appointment of Mr Peter Millington. Initially volunteering on the ESIA Research Committee, Peter has become greatly involved with ESIA. His wealth of experience and enthusiasm is a warmly welcomed addition to the ESIA Board.



To ensure ESIA continues to be at the forefront of world-leading and truly holistic ear science, I gratefully acknowledge the support of my fellow Board members, who I would like to thank for taking the time away from work and family commitments. To our Director and Trustee Professor Marcus Atlas, once again, we wish to thank you for your vision, drive, dedication, world class medical skills, for your continued leadership and example. I also wish to thank our Chairman of Trustees, Mr George Jones AM CitWA for your continued support, leadership and guidance. Additionally, I would like to acknowledge and make special mention of our wonderful, talented and dedicated staff, many of whom are highly trained audiologists who are at the highest levels of their professions.

I take this opportunity to farewell and thank Dr Brett Robertson, our CEO for his excellent management and dedication to his work during his term. Brett's passion to help the hearing health of our community along with his strong leadership and ability to maximise opportunities has seen the Institute grow considerably over the past seven years and for this we thank him. We wish him every success in the next stage of his career and he leaves ESIA in the hands of a united, capable and committed team.

Additionally, the continued benevolence of our community, corporate donors and acknowledged. Similarly, the depth of ongoing support of Lotterywest has been invaluable and sincerely appreciated. More than ever ing and, after an exciting year, we look forward to even greater success in 2015.

Professor Marcus Atlas  
Director

**“This work was bolstered by a further \$300,000 in competitive community grant funding”**

# Chairman's Report



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Mr John Schaffer  
Chairman

# Lions Hearing Clinics



**The Lions Hearing Clinics are our main customer facing arm of Ear Science Institute Australia through its provision of hearing services which has resulted in one of the largest patient databases in Australia.**

This year saw a significant growth in our patient database with over 4500 new patients assessed through the clinics, in addition to over 2000 existing patients who returned to our clinics for upgrades and follow up services.

The increased demand in services resulted in a need for more Lions Hearing Clinic locations. Working with local practitioners and service providers, we were able to launch new locations and provide greater access to hearing services and solutions. Through our relationship building with this network of clinics and practitioners, we have been able to facilitate an education program within the medical centres to provide the latest research findings and ear health management techniques to benefit the greater general public.

The appeal of services provided by Lions Hearing Clinics were due to its unique offering of services by a not-for-profit organisation with qualified clinicians who are commission-free and base their recommendations on the latest evidence based research. This was a standout offering in the current marketplace and as such patients were keen to utilise our services.

Our audiologists are also highly involved in our Clinical Research teams' projects and studies. This year saw the collaboration on the use of a survey to improve hearing aid handling skills and also an exciting new research project on the impact of hearing aid use on cognition. Numerous Lions Hearing Clinic patients volunteered to be part of the research and assist Ear Science Research into ways to improve hearing for future patients and also themselves.

The Lions Hearing Clinic team, as part of our ongoing commitment to a patient centred care model, implemented a hearing aid counselling tool to ensure patients are an active part of the consulting and hearing aid selection process. This allows the audiologists to explain their unbiased recommendations based on the requirements of the patient's hearing loss and to guide patients through the process of selecting the hearing aid best suited to their needs.

Within the industry, the reputation of Lions Hearing Clinics and the method in which we assist patients in an ethical, unbiased and commission-free manner appealed to many audiologists. As a result we grew in staff numbers with 6 new highly qualified clinicians joining the team in addition to administration staff to cater for the increase in service provision.

The year ahead for Lions Hearing Clinics has continuing growth and an increasing presence within the community. Our point of difference, through our patient centred care via evidence based methods of assessment and care, qualified clinicians and commission free staffing, has been the driver behind our success and will continue to establish Lions Hearing Clinics as the provider of choice for hearing care services.



# Ear Science Clinics



**The Ear Science Institute Australia's Hearing Implant Centre underwent a change in name this year to allow for the combining of services under one brand.**

Now referred to as Ear Science Clinic, the services for implantable devices were combined with our vestibular, speech pathology and paediatric diagnostic services to provide a holistic offering to our patients.

Implantable devices remain the focus of the clinic and this year we celebrated our 500th cochlear implant recipient. With over 700 implantable devices provided over the lifetime of the clinic, to reach this milestone within the subcategory of cochlear implants was a significant achievement.

This year saw the growth of the cochlear implant service provision with an integration into our Lions Hearing Clinics. Aftercare clinics were setup in both a northern and southern corridor clinic to provide services to the Perth metropolitan clients who were in standard maintenance programs. This new delivery of service was a joint collaboration with Cochlear Ltd to increase patient aftercare within the community. This also included the first Australian trial of Cochlear's online patient portal to provide

implant recipients with personalised information on their devices.

The continual improvement of services and service delivery models has allowed the clinic to cater for the high demand of services. With an increase in referral by general practitioners and hearing professionals, Ear Science Clinic has incurred substantial growth in the number of patients visiting the clinic, particularly in new areas of treatment such as Single Sided Deafness.

Ear Science Clinic further developed ESIA's unique relationship between research and clinical services with the addition of a translational clinical-research position. This position aims to improve the efficiency of converting clinical issues into the research program and also research findings into the clinical services we deliver. Several key clinical issues have already been identified, investigated and resulted in improved changes to clinical practice.

Ear Science Clinic has been active in several key research projects. A collaboration with Cochlear Ltd led to the production, trial and implementation of a new handling skills questionnaire for cochlear implant recipients. Many of our patients have been participating in cognition studies with results available in 2016. Analysis of current speech tests identified a need

and subsequent alternate option for more accurate assessment. Audiologists presented on all of these projects internationally.

Dr Peter Santa Maria has returned from Stanford University to join the Ear Science team. He re-joins our highly coveted team of ENT surgeons which includes ESIA Director and Winthrop Professor Marcus Atlas and Professor Peter Friedland.



The year ahead for Ear Science Clinic will see us continue to strengthen and increase our service delivery model, from the ability to assist more new clients in our clinics through improved access and efficiencies. We also remain vigilant on the investigating of new ways to improve lives with implantable devices and balance issues, and continue to strive for truly translational research-clinical interactions.

# Research Focus



**Ear Science Institute Australia has two key areas of research; clinical and basic research. The two teams have been highly successful this year with over thirty publications on their research and over fifty presentations at national and international conferences.**

The teams are actively involved in collaborations with key researchers, research departments, projects and studies around the world. It is through these collaborations that we are able to access the knowledge, experience and skills of even more of the world's best experts in ear health and we greatly appreciate their input and efforts on the various research projects.

Our Basic Research team has been investigating a number of new scientific theories which have resulted in some key findings and medical outcomes.

When developing new cures for perforated eardrums, the scientific community has previously only been able to test them in newly acquired perforations, but patients receive surgical treatment only for long-standing perforations. The Basic Research team has developed a new model for long-standing eardrum perforations caused by implanting grommets.

This is a world first and allows the team to test success rates of their new therapies in a more relevant way.

The team also made significant findings in tissue engineering research. They discovered how to grow stem cells from eardrums and then created new, healthy cell populations they could use to create new eardrums. In another discovery they found that bacterial biofilms from ear infections produced an activity which reduced the wound healing of eardrum cells. And in potentially the biggest research finding, they discovered they could use growth factors from stem cells to promote wound healing of eardrum cells. The teams focus on eardrum cells and their discoveries over this past year have opened up a new line of research in the pursuit of improved treatments for eardrum injuries.

Together with our collaborators the team also made advances in graft materials for eardrum repair. We produced a silk eardrum with improved vibration responses over currently used graft materials. We also discovered that a 3D printed eardrum graft is able to support human eardrum cells to make a tissue engineered eardrum in the lab.

Our Clinical Research team has been involved in a number of projects to identify methods to improve clinical services and the outcomes of patients with hearing loss. They actively involve our Lions Hearing Clinic and Ear Science Clinic teams in the research and our patients are regular volunteers to assist in gaining data for our research projects.

This year, the team was involved in a range of studies and collaborations to gain a better understanding of the prevalence of ear disease in children and associated risk factors to assist in providing advice to prevent it and to assist with treatment programs. The team found that children with allergies, older siblings, in day care or not exclusively breastfed for the first four months were at a higher risk of developing ear disease.



Additionally they also discovered in a separate study that seasons impacted the prevalence of ear disease in children, in particular the month of September is 3.5 times higher than any other month.

The team was also involved in research to identify ways to improve the outcomes of patients with hearing loss, either during the treatment process or in aftercare. To do this, the team developed clinical surveys for audiologists to measure the handling skills of hearing aid and cochlear implant patients, and to identify those skills that need to be monitored to ensure ongoing success.

Additionally the team established a hearing loss and cognitive health group to identify trends of individuals without hearing loss, with unaided hearing loss, and those with aided hearing loss divided into hearing aids and cochlear implant patients. This research will be long term and identify the potential impact of delaying the use of aids and cognitive decline. We anticipate this research will have significant findings to allow the clinical team to identify critical points in time when people require the use of aids, before there is a permanent impact on their cognition.

## Collaborations by Ear Science Research

### International

1. University of Chicago Medicine, United States of America
2. University of Minnesota, United States of America
3. Ng Teng Fong General Hospital, Singapore
4. University of Singapore, Singapore
5. University of Cambridge, United Kingdom
6. University of Toronto, Canada
7. Karolinska Institute, Sweden
8. University of Oslo, Norway
9. University College London, United Kingdom
10. University of Pisa, Italy
11. University of Barcelona, Spain
12. Zhejiang University, China

### National

1. Telethon Kids Institute, Perth
2. Busselton Health Study, Perth
3. Raine Cohort Study, Perth
4. Princess Margaret Hospital for Children, Perth
5. CSIRO, Perth
6. University of Western Australia, Perth
7. Curtin University, Perth
8. Murdoch University, Perth
9. Edith Cowan University, Perth
10. Deakin University, Melbourne
11. University of Melbourne, Melbourne
12. Monash University, Melbourne
13. University of Sydney, Sydney
14. University of Queensland, Brisbane

# Education and Training



**As an institute with research and clinical service departments, we gain important insights into clinical and surgical practices, it is critical that we share this with the greater medical practice fraternity to ensure best practices, procedures and techniques are being utilised in the ear and hearing health sector. We do this through The Avant Education Centre, with the significant and ongoing support of Avant Mutual Group.**

The educational programs are developed for a range of medical professionals who require training in ear and hearing health, including general practitioners, audiologists and allied health through to hospital personnel such as surgeons, nurses and registrars. This year alone we provided education to over 2000 attendees to our courses.

As of 2015, The Avant Education Centre became an educator of all university medical students in Western Australia. Curriculum was developed in collaboration with our education team, specialised subject matter experts and university faculty with a strong focus on key areas within the ear, nose and throat speciality that requires practical, hands-on and simulated training.

The education of international ear, nose and throat surgeons continued this year with our 5th Annual Advanced Ear Surgery Course Asia Pacific. The course was held in The Avant Education Centre utilising our state of the art medical laboratory to practice the mastering of surgical techniques under the guidance of ESIA Director and Winthrop Professor Marcus Atlas plus faculty from Australia and USA. The attending surgeons travelled from Japan and Singapore specifically to attend the three day course.

To ensure the courses remain at the forefront of technology and effective use of precious on-site laboratory time, this year has seen the introduction of blended learning. Pre-reading and online modules were provided as part of the course material prior to the use of hands-on, practical sessions, allowing for maximum usage of laboratory time for skill based training.

The Avant Education Centre continued its utilisation as venue hire for medical and surgical courses with use of the facility for the Australian Society of Plastic Surgeon's Head and Neck Cadaver Workshop and for the annual Arthrocare Coblation course for ENT surgeons and registrars.

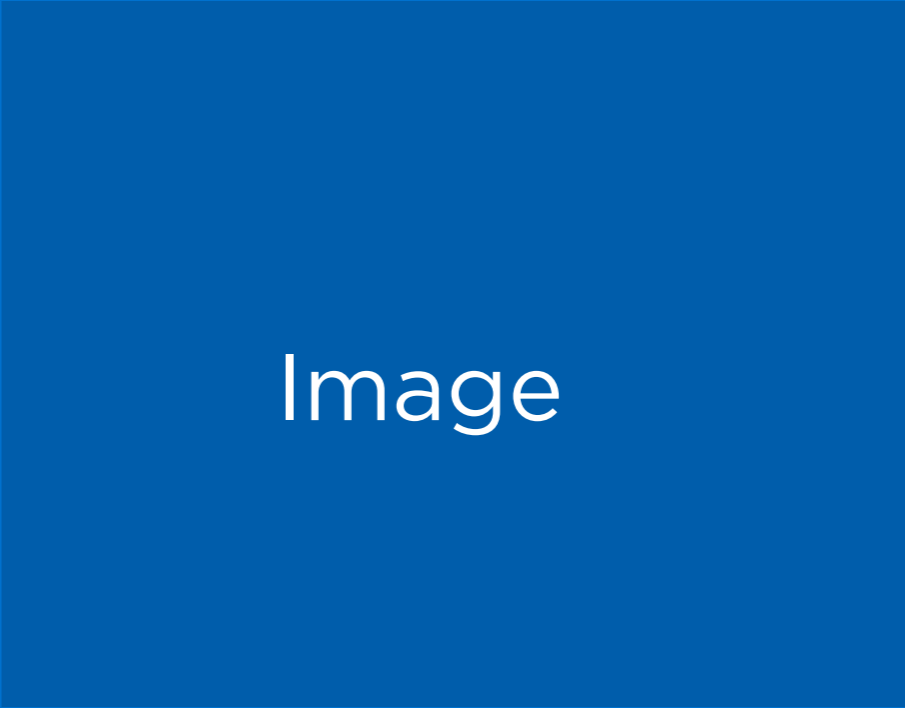
The year ahead will see The Avant Education Centre develop its capability further into blended learning, techniques in ear and hearing health providing us with the ability to reach more medicals professionals than those in the Perth catchment and increase the sharing of knowledge. We will also continue to excel in our practical and surgical courses, utilising our state of the art laboratory to improve the skills of more students, surgeons and medical professionals on an ongoing basis.

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equam dolora nobis sed*



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# Community Services



**Community education and services are a big part of the purpose of Ear Science Institute Australia. We aim to reduce the growing numbers of Australian's suffering from irreparable hearing loss through education and for those who have existing hearing loss, we strive to improve their quality of life and provide suitable strategies to assist them.**

Our prevention programs include our school program and regional WA health program. Cheers for Ears is our school program which is presented within Western Australian primary schools and educates children on the dangers of unsafe listening levels and how to reduce their risk of hearing loss through noise induced hearing loss. In the past 12 months, the program reached over 3100 children in Western Australia.

Cheers for Ears is our school program which is presented within Western Australian primary schools

Our regional program, Healthy Ears, is an initiative of Ear Science Institute Australia, Australian Government Department of Health and Rural Health West. The program enables qualified medical services providers from Ear, Nose and Throat surgeons, to audiologists and nurses to visit remote and rural areas of Western Australia, providing greatly required services. Given the large prominence of Otitis Media, a major cause of hearing loss in over 90% of Indigenous Australians, the program aims to educate the local residents of rural communities and provide services and training to ensure ongoing care.

Ear Science Institute Australia also works closely with the Lions Hearing Foundation to provide community hearing screening services to the Perth metropolitan area.

Over 900 people were tested for hearing loss in 2015 and where required, were referred on for further assessment to prevent any further hearing loss and provide solutions to assist with better hearing.

Hearing Awareness Week is a government initiative to promote education, prevention and access to services. This year, Ear Science Institute Australia provided specialised education sessions and hearing services to the community. We also produced a range of educational videos on communication strategies for those with hearing loss in varied situations. The videos were provided to general practitioners and our patients throughout the Ear Science network to encourage people working or living with people with hearing loss to find new methods of communicating.



The vast majority of our community programs are based in Western Australia, however there is one that allows us to wide reaching in providing support to those who need it most. The Hearing Aid Bank is a joint initiative with the Lions Hearing Foundation whereby we collect donated hearing aids from those who no longer require them or have upgraded to newer models. The hearing aids are then sterilised, recalibrated and distributed back out into the community to those who need them most but are unable to afford their own. This can mean locally but has been as far reaching this year as Indonesia and Africa, in order to provide a difference wherever possible.

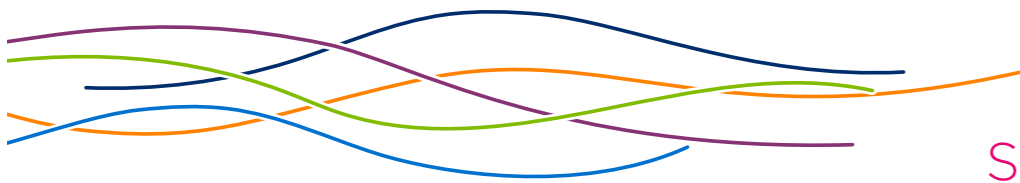
Community engagement and education is a key strength of Ear Science Institute Australia. We pride ourselves on giving back to the community that supports us and assisting those who are in most need of our services. In the year ahead we will continue to further develop our existing programs and enhance our offerings to the local and wider community through the use of information technology to increase our reach.

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# Gift of Hearing



**The Gift of Hearing Appeal is the major fundraising activity of Ear Science Institute Australia. As a not for profit organisation, we rely on the generosity of our community and network to assist us in our mission to help people with ear and hearing disorders.**

We do this through research, education, prevention and treatment. The Gift of Hearing Appeal supports these initiatives, and in addition, it also allows us to directly assist those who are in most need of help through the provision of premium hearing aids and cochlear implants.

The Gift of Hearing Appeal is our major fundraising activity which culminates every year in a charity dinner for over 400 guests each May. This year our keynote speaker was the Hon John Howard OM AC who spoke to the audience about his life with hearing loss since childhood and the impact upon his career and personal life.

The 2015 Gift Of Hearing Appeal charity dinner raised over \$1 Million to support ongoing research, community programs and assisting those in need. The funds have already changed a large number of lives through providing cochlear implants and premium quality hearing aids to those in need.

## Special Acknowledgements

We would like to thank all of our Gift of Hearing donors for contributing to improving the lives of people with hearing loss now and for searching for a cure to help those in the future.

Special thanks go to our major donors who have contributed \$50,000 or more to the Gift of Hearing Appeal:

- AHG - Automotive Holdings Group
- Cochlear Australia
- Hossean and Jenny Pourzand
- McCusker Charitable Foundation
- Quadrant Energy-Santos Devil Creek Domestic Gas Plant
- Wheatley Family Foundation

Image

Ear Science Institute Australia acknowledges the generosity of the following individuals, foundations and companies as

## Gift of Hearing Partners

Principal (\$50,000 and above) | Patron (\$10,000 and above) | Partners (\$5000 and above)

	2015	2014	2013	2012	2011
<b>Principal (\$50,000 and above)</b>					
Automotive Holdings Group	Principal	Principal			
Cochlear Limited	Principal	Principal	Principal	Patron	Patron
Hossean & Jenny Pourzand	Principal				
McCusker Charitable Foundation	Principal	Principal	Principal	Patron	
Quadrant Energy-Santos Devil Creek Domestic Gas Plant	Principal	Principal	Principal	Patron	
Wheatley Family Foundation	Principal	Patron	Patron	Partner	Partner

	2015	2014	2013	2012	2011
<b>Patron (\$10,000 and above)</b>					
Automotive Properties Pty Ltd			Patron		
Brian & Jill Stinson		Patron	Patron	Patron	
Cox Architects	Patron				
Chris & Anthea Somas and Chantelle & Thomas G. Grove	Patron	Patron	Patron	Patron	
CM Technology Group	Patron	Partner	Partner	Partner	
Darryl & Heather Smalley	Patron	Patron	Patron	Partner	Partner
Emirates		Patron			Patron
Erceg Management Pty Ltd	Patron	Partner	Partner	Partner	Partner
Harry & Rebe Atlas & Family		Patron	Partner		
Evangelos & Despo Litis	Patron	Patron	Patron	Partner	Partner
Haniff Kassim	Patron		Patron	Patron	Partner
Ian & Jillian Green	Patron	Patron			
John & Debbie Schaffer	Patron	Patron	Patron	Patron	
Kailis Family		Patron			
Kin Der Foundation	Patron	Patron			
Lions Hearing Foundation of WA		Patron	Patron	Patron	Patron
Lister Gallery		Patron			
Marcus, Susana, Isabella & Julian Atlas	Patron			Partner	
MED-EL Implant Systems Australasia	Patron	Patron	Patron	Patron	Patron
Oticon	Patron		Partner		
Pasqua Family Trust	Patron	Patron	Partner	Partner	Partner
Paul & Jenny Simpson	Patron			Partner	Partner
Paul Blackburn			Patron		
Perth Rigging Co Pty Ltd				Patron	
Philip & Janine Fisher	Patron	Patron	Partner		
Santos Limited			Patron		
Schaffer Corporaton Limited	Patron	Patron	Patron	Patron	Partner
Sonova	Patron	Patron			
Strzelecki Group		Patron	Patron		
Swim 4 Gift of Hearing	Patron				
The Stan Perron Charitable Trust	Patron	Patron	Patron		
Tony & Gwenyth Lennon			Patron		Partner
Tony & Milvia Poli	Patron	Patron			
Victor & Deborah Tana	Patron	Patron	Patron	Partner	Partner
Willy & Mimi Packer	Patron	Patron	Patron		
Wrays	Patron	Patron	Patron	Patron	

	2015	2014	2013	2012	2011
<b>Partners (\$5000 and above)</b>					
Adrienne & Barry Marshall	Partner				Partner
AMA (WA)	Partner	Partner	Partner	Patron	
ARC (The Australian Steel Company)	Partner				
Atlas D'Aloisio Foundation		Partner			
Aurizon			Partner		
Australian Diamond Tools Pty Ltd	Partner	Partner			
Bateman Architects		Partner			
Beck Advisory				Partner	
Bowen Foundation Inc.	Partner	Patron			
Brett & Anitra Robertson			Partner	Partner	Partner
Built Environs WA Pty Ltd				Partner	
Civcon Civil & Project Management	Partner	Partner			
Clive Donner			Partner		
Cockburn Cement Limited	Partner	Partner	Partner	Partner	

	2015	2014	2013	2012	2011
<b>Partners (\$5000 and above)</b>					
Colliers International	Partner	Partner	Partner		
Cooktown Constructions Pty Ltd	Partner	Partner	Partner		
Craig & Cora Carter	Partner	Partner	Partner		
Delta Corporation Ltd	Partner	Partner	Partner	Partner	
Dev & Sandra Nair				Partner	
Doolans Heavy Haulage		Partner			
Ear Science Institute Australia Staff			Partner	Partner	
Emanuel Dillon	Partner	Partner	Partner		
Erceg Management Pty Ltd		Partner	Partner	Partner	Partner
Gatecrasher	Partner	Partner			
George Jones Family Foundation				Partner	Partner
Hales Family					Partner
Hanson Construction Materials Pty Ltd	Partner	Partner	Partner	Partner	
Ian & Susan Trahar	Partner		Partner	Partner	
Impala Plastics				Partner	
Industrial People				Partner	
International Financing & Investment Pty Ltd				Partner	
Jailaw Pty Ltd		Partner			
John & Angela Separovich		Partner			
John & Linda Bond	Partner	Partner	Partner	Partner	
K P Electric (Aust) Pty Ltd				Partner	Partner
Kevin & Sally Luttrell				Partner	
Kim & Anna Brotherson	Partner				
Knight Frank Australia	Partner	Partner			Partner
Kudos Creative					Partner
Lions Club of Cunderdin	Partner				
Louise Macfie	Partner				
Marcus Rosenwax & Kay Cohen	Partner	Partner	Partner		
Mark & Cate Hohnen	Partner	Patron	Patron		
Matt & Josie Perrella					Partner
Maura & Frank Cooper	Partner	Partner	Partner	Partner	Partner
Michael Falconer					Partner
Michelle Prater					Partner
Orba Travel Brokers		Partner	Partner	Patron	
Osborne Family				Partner	Partner
PCF Capital Group				Partner	
Perth Airport		Partner	Patron		
Perth Rigging Co Pty Ltd	Partner			Patron	
Peter Abery	Partner	Partner	Partner		Partner
Peter & Barbara Hodge		Partner	Partner		
Pioneer Credit	Partner				
Professor Bryant Stokes AM				Partner	
RM Capital Group					Partner
Robert & Susan Martin	Partner	Partner	Partner		
Ross & Fran Ledger		Partner			
Santillo Engineering Pty Ltd	Partner	Partner	Partner	Partner	
Scott Construction & Development Pty Ltd		Partner			
Shaws Cartage Contrators		Partner		Patron	
Singapore Airlines Ltd		Partner			
Stephen & Ann-Marie Wragg			Partner		
Sterling Cooper Collective				Partner	
Superline			Partner	Partner	
The Carcione Group of Companies	Partner	Partner	Partner		
The Joint Studio			Partner	Partner	
The Schwartz Family	Partner	Partner	Partner	Partner	
Tim & Monica Cooper		Partner			
Tony & Rosemary Packer	Partner	Partner			
UrbanStone Building Products	Partner	Partner	Partner	Partner	
Warren Ford & Quadrant Energy Matching Gifts	Partner	Partner			
Westpac Banking Corporation				Partner	
Wilson Parking	Partner	Partner	Partner		

# Financial Report for the year ended 30 June 2015

## Income Statement



	2015 \$	2014 \$
Revenue and other income	8,505,760	6,908,885
Less:		
Employee benefits	3,566,231	3,014,846
Depreciation	943,230	1,008,126
Rent and variable outgoings	1,161,426	1,025,258
Interest and finance costs	355,110	447,039
Operating Expenses	797,797	623,294
<b>Total expenses</b>	<b>6,823,794</b>	<b>6,118,563</b>
<b>Net Surplus for the year</b>	<b>1,681,966</b>	<b>790,322</b>

# Financial Report for the year ended 30 June 2015

## Balance Sheet



	2015 \$	2014 \$
<b>Assets</b>		
<b>Current Assets</b>		
Cash and cash equivalents	3,992,310	2,253,875
Trade and other receivables	1,097,330	915,171
Inventories	135,415	374,258
Other	100,000	100,000
<b>Total Current Assets</b>	<b>5,325,055</b>	<b>3,643,304</b>
<b>Non-Current Assets</b>		
Building, plant and equipment	15,778,765	16,327,855
Investments	606,811	606,811
Other	865,346	1,129,773
<b>Total Non-Current Assets</b>	<b>17,250,922</b>	<b>18,064,439</b>
<b>Total Assets</b>	<b>22,575,977</b>	<b>21,707,743</b>
<b>Current Liabilities</b>		
Research and other grants in advance	182,900	468,713
Creditors and accruals	2,056,076	1,379,067
Deferred income	456,742	456,742
Provision for long service leave	210,076	0
Provision for annual leave	421,765	205,953
<b>Total Current Liabilities</b>	<b>3,327,559</b>	<b>2,510,475</b>
<b>Non - Current Liabilities</b>		
Interest bearing loans	6,910,380	7,897,672
Provision for long service leave	7,502	134,208
Deferred income	1,573,781	1,880,523
<b>Total Non Current Liabilities</b>	<b>8,491,663</b>	<b>9,912,403</b>
<b>Total Liabilities</b>	<b>11,819,222</b>	<b>12,422,878</b>
<b>Net Assets</b>	<b>10,756,755</b>	<b>9,284,865</b>

# Board Member Profiles



## Mr John Schaffer

Chairman of the Board - B Com (Hons), FCPA, FAICD

### Notable achievements & placements

- 1972: Joined Schaffer Corporation.
- 1974: Appointed Operations Manager of Schaffer Corporation.
- 1988: Appointed Chairman and Managing Director of Schaffer Corporation.

Across more than 25 years, Mr Schaffer has accrued extensive experience in managing both private and publicly listed companies. His involvement has contributed to their corporate expansion across the globe, in industries ranging from manufacturing and equity investment to property and development.

Mr Schaffer is passionate about the work Ear Science Institute Australia contributes to the West Australian community. His particular interests relate to ESIA's Gift of Hearing initiative: an annual appeal and charity dinner which enables the Institute to provide ear-related therapies and treatments to worthy individuals across the state, and to establish and grow new avenues of research.

## Winthrop Professor Marcus Atlas

Director - MBBS, FRACS

### Notable achievements & placements

- 1992: Joined St Vincent's Hospital and Clinic and the Garvan Institute of Medical Research.
- 2001-08: Editor at the Australian Journal of Otolaryngology.
- 2006: Joined the Court of Examiners, and the Royal Australian College of Surgeons.
- 2015: State Finalist for the Australian of the Year award.

Winthrop Professor Atlas' acclaimed surgical expertise centre on the ear and hearing disorders. Through his international prominence in ear and base skull surgery, he has been appointed positions within several celebrated institutions, including the Head of the Ear Sciences Centre and the Foundation Chair in Otolaryngology, both at the University of Western Australia; Court of Examiners member at the Royal Australian College of Surgeons; and editorial board member for both Australian and international otolaryngology journals.

ESIA has prospered under Winthrop Professor Atlas' directorship, particularly through his work to define three major research groups - clinical research, computer and information science and molecular and cellular otolaryngology. Winthrop Professor Atlas' other area of scientific interest has centred on researching and bioengineering the tympanic membrane at both molecular and cellular levels.



## Professor Lyn Beazley

AO FTSE

### Notable achievements & placements

- 2006-13: Chief Scientist of Western Australia.
- 2009: Awarded Officer of the Order of Australia.
- 2009: Fellow of the Australian Academy of Technological Sciences and Engineering.
- 2011: Inducted into the Western Australian Women's Hall of Fame.

Professor Lyn Beazley a neuroscientist, educator and science ambassador, and her career has seen her advising the West Australian and Australian Governments at a senior level on the fields of science, innovation and technology.

Professor Beazley has served within numerous science bodies including the National Health and Medical Research Council Fellowships Committee Advisory Group; the new Technology and Industry Advisory Council; and the Australian Research Council advisory. She also serves of several other boards across the breadth of WA's science arena, including The Botanic Gardens and Parks Authority; the Institute for Radio Astronomy Research; Scitech; the Primary Industry Centre for Science Education; and Future Directions International.

Professor Beazley's accomplished knowledge of health and medicine and her vast network of connections has provided an invaluable platform for ESIA to form and deepen new relationships, and to enhance its reputation as a medical forerunner within the ear science field.



## Mr Peter Millington

B.Sc(Hons), M.Env.St., M.Sc, FAICD

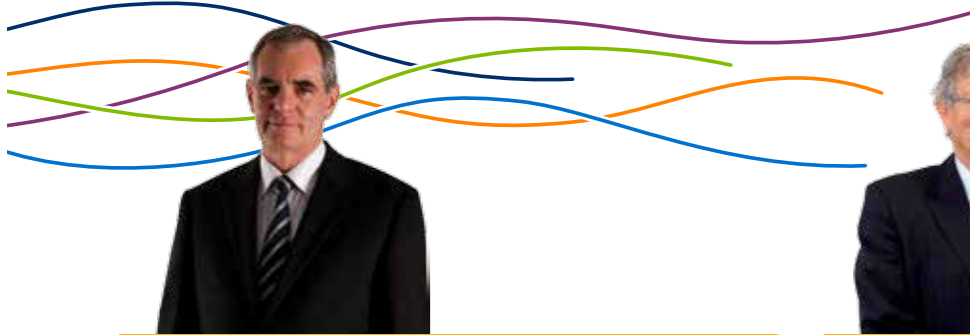
### Notable achievements & placements

- 1992-2006: Director for Policy and Operations at WA's governmental Fisheries Department.
- 2006-2008: Appointed acting Chief Executive Officer for the Department of Fisheries.
- Chief Executive Officer at chemical and forensic science services provider, Chemistry Centre WA.
- Director of the Board at the Western Australian Marine Science Institution.

From his work in ChemCentre and the Department of Fisheries, Mr Millington has accumulated extensive experience in the management and translation of scientific research. He serves on the board of many West Australian and Commonwealth institutions - including Director on the Board of the WA Marine Science Institution, as well as agencies with mutual interests in marine science and its application to policy outcomes.

Mr Millington brings a wealth of experience to ESIA's Board of Directors, covering both scientific research and corporate strategy. He looks forward to seeing the pervasive effects ESIA's health aims will bring the West Australian community.

# Board Member Profiles



## Mr Peter Abery

BSc(Eng), MSc(Eng), MBA, FAICD, MIET, ISMP Harvard

### Notable achievements & placements

- 1998-2000: Managing Director of Vodafone.
- 2000-05: Managing Director of broadcasting and mobile telephone infrastructure provider, Crown Castle (Australian and UK).
- 2005-07: Managing Director of Australian electrical industry service provider, HPM Industries.
- Director of WA's elite sporting institute, the West Australian Institute of Sport.
- Director of not-for-profit charity, The Fathering Project.

Mr Abery is a professional consultant and non-executive director with more than 30 years' experience in the wireless communications industry. He consults to a number of organisations on the fields of business strategy, improvement, growth and restructuring.

Mr Abery joined the ESIA Board in 2008 after previously working with Winthrop Professor Marcus Atlas on the Institute's development. He is committed to ESIA in its noble aim to make a significant contribution to society, and to continue its legacy as a respected not-for-profit organisation.



## Professor Michael Quinlan

LLD, MB BS, MD, FRACP

### Notable achievements

- 1998: Awarded the College Medal of the Royal Australasian College of Physicians.
- 2003: Awarded the Federation Medal.
- 2006: Awarded the Hippocratic Bust by the Australian Medical Association (WA).
- 2006: Appointed Deputy Chancellor of the University of Notre Dame Australia.
- 2008: Appointed Chancellor of the University of Notre Dame, Australia.

Professor Quinlan is a reputable identity within Australia's medical community. He holds many placements at health organisations and tertiary institutions across the country, including a Fellowship at the Royal Australian College of Physicians; Professor of Medicine at the University of Notre Dame Australia and the University of Western Australia; Emeritus Consultant Physician and Director of the Medical Teaching Unit at Sir Charles Gairdner Hospital; Board Director at the Sisters of Charity National Governing; Director of the Feilman Foundation; and WA Director at the Child Health Research Foundation.

Professor Quinlan's considerable scientific and research experience has made him a valuable addition to the ESIA Board. He believes in fostering and encouraging collaboration amongst researchers.



## Mr Graeme Jolley

B Com, Grad Dip Bus, M Tax, FCA

### Notable achievements & placements

- State Councillor and a past State Chairman of the Taxation Institute of Australia.
- Australian Partner for the US accounting, consulting and technology firm Crowe Horwath.

Mr Jolley is a founding ESIA Board Member and was Chairman of the Institute from 2007 to 2013. He has worked to continually provide an open and independent environment for the ESIA Board to carry out its governance functions, driven by his belief in the genuine difference ESIA makes to the health of West Australians.

Mr Jolley describes his role with ESIA as both a unique and rewarding experience, and looks forward to helping the organisation continue to grow and achieve its potential.



## Ms Michelle Prater

B.Bus, ASA, ACIS

Ms Prater worked for many years as an auditor in a public practice before accepting the role of Assistant Company Secretary for the Automotive Holdings Group (AHG).

Across 10 years working with the company, Ms Prater adapted her work focus to AHG's unique and changing requirements, including property negotiation, retail sales and service and the marketing development of the AHG brand. This culminated in being appointed executive director of the group when it publicly listed in 2005.

Ms Prater has an ongoing relationship with Ear Science Institute Australia, after a family member received significant personal assistance from the Institute. Following her placement on ESIA's Cheers for Ears Steering Committee, Ms Prater increased her involvement with the Institute to become a Board Member. Within this role, she has worked to enhance the Institute's reputation as respected centre for ear health, both within the West Australian community and within the global medical sphere.



## Mr Timothy Cooper

B.Com

Mr Cooper has worked in accounting and financial support positions at a senior level for several globally prominent businesses, including international financial advisory Deloitte, and US-owned oil and gas company Apache Energy.

Mr Cooper was inspired to become involved with the Ear Science Institute Australia after experiencing himself the effects of hearing loss, and the impact it can have on quality of life. His involvement with ESIA began as the Chair of the Ear Science Institute Australia's Gift of Hearing Committee for the 2012 campaign – a position he still holds.

Mr Cooper is a very strong supporter and advocate for ESIA and the value it brings to members of the community on a daily basis. His involvement has provided an effective platform for the Institute to gain a broader and more established presence within WA's business and finance communities.

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