

European Triathlon Union (ETU) Minutes of Congress

2 July 2010, Athlone, Ireland

Part I: Morning Session

a. Vice President's Opening Address

Helmut Kaufmann (HK) welcomed all present and voiced a particular welcome to Marisol Casado, ITU President. Helmut congratulated Marisol on being inducted to the International Olympic Committee. Special mention was made of other ITU Executive Board members present: Dr Sarah Springman (SS), (ITU Vice President), Ria Damgren and Anatoly Korobov. Helmut thanked Mark Risely, President of Triathlon Ireland, for the hospitality shown and for the organisation of the European Triathlon Championships.

Helmut Kaufmann called on the Congress to stand in silence in remembrance of our late President Emilio di Toro (EdT); Helmut mentioned Emilio's spirit, his energy and his charm and drew attention to Emilio's watchword: "No problem is so great that it cannot be solved". He expressed the hope that we would move forward in the way that Emilio would have wanted.

Mark Riseley (Triathlon Ireland) was invited to say a few words. Mark welcomed the Executive Board (EB), all delegates and particularly the athletes to Athlone. He was proud that Ireland had been given the opportunity to host this prestigious event and wished everyone good luck in their endeavours. Triathlon Ireland presented a memento to all delegates.

Helmut invited Marisol Casado to address Congress. Marisol thanked ETU for her invitation to attend; she touched briefly on the esteem in which Emilio di Toro was held. She expressed pleasure that ITU and ETU would sign an agreement; it was the culmination of many years' work. Marisol assured ETU that it, in common with the other confederations, had autonomy, but all were under the umbrella of the ITU. She hoped that all would be mutually supportive. She drew attention to the importance of the National Federations, which affiliated to both ETU and ITU. The basis of success should be all working together in order that our athletes could express themselves in an optimum way. Marisol ended her address with the thought that events in Europe could be an area of development, drawing attention to the fact that one of our larger NFs had no international events. She wished everyone success.

b. Admission/Resignation of National Federations

The Secretary General, Jem Lawson (JL), was pleased to announce that there had been no resignations during the preceding year, and was even more pleased to announce the admission of Iceland to the ETU. Iceland was currently an embryonic association and its affairs were being administered by the Icelandic Olympic Committee. No delegates were able to attend Congress but two athletes would race in the Age Group Championships.

c. Confirmation of Register of Voters and appointment of Tellers/Scrutineers

The Secretary General called the roll of National Federations present at Congress and confirmed that the Congress was quorate. The thirty one NFs in attendance, in good standing and so able to vote were:

- 1. Austria
- 2. Belgium
- 3. Bulgaria
- 4. Croatia
- 5. Cyprus
- 6. Czech Republic
- 7. Estonia
- 8. Finland
- 9. France
- 10. Germany
- 11. Great Britain
- 12. Greece
- 13. Hungary
- 14. Ireland
- 15. Israel
- 16. Italy
- 17. Latvia
- 18. Liechtenstein
- 19. Luxembourg
- 20. Netherlands
- 21. Poland
- 22. Portugal
- 23. Russia
- 24. Serbia
- 25. Slovakia
- 26. Slovenia
- 27. Spain
- 28. Sweden
- 29. Switzerland
- 30. Turkey
- 31. Ukraine

It was unanimously agreed that Zara Hyde-Peters (GB) and Matt McKerrow (IRE) would act as scrutineers/tellers.

d. Confirmation of the Minutes of the Previous Congress (Holten, 2009)

JL confirmed that minutes had been distributed in accordance with the thirty day rule. Sarah Springman (GBR) proposed that the minutes be accepted as a true record; the proposal was seconded by Ria Damgren (SWE). The proposal was accepted *nem con*.

There were no issues nor discussions relating to the minutes.

e. <u>Vice President's Report</u>

HK opened by reminding the Congress that it was only one year since the new 'team' had been elected. Under the vigorous leadership of EdT, there was great motivation and many new ideas. There was an unrelenting sense of loss following EdT's death, but the motivation remained. HK opined that there was a good representation of both small and large NFs on the Executive Board.

The administrative centre had been moved from Budapest to Sunderland and thanks were due to SS and UK Sport in effecting the move. Following an initial table officers' meeting in Prague the first EB meeting was generously hosted by EdT in Rome at which the strategic direction for the current quadrennial was discussed. This was expanded and refined at subsequent EB meetings in Paris and Frankfurt with the main areas for discussion under the following headings:

- Media and Communication
- Marketing and Sponsorship
- Development
- Events
- National Federations
- Administration and Finance.

HK thanked the standing committees for their work, particularly Development, which enabled the presentation of a Development paper to EB, with SS in attendance, at the meeting in Nancy.

HK reported that Jo Costello had been engaged as ETU Executive Assistant in February and that she had settled in very quickly and was now an essential person within the organisation.

The Winter Triathlon season started in Norway in January, but there had been concern about the lack of numbers competing, both in terms of individuals and NFs. Winter Triathlon is an ongoing subject of discussion and there is a desire to heighten its profile in conjunction with ITU.

Other events had progressed in a satisfactory way and HK thanked the NFs, LOCs and TDs for their efforts. HK wished to see NFs in a strong position *vis à vis* LOCs in the staging of ITU/ETU events. This was exemplified by Portugal in stepping into the breach left by the unfortunate postponement of the Youth & Under 23 Championships in Poland, the postponement having been caused by extensive flooding. HK expressed gratitude to the other NFs which had volunteered to help out, *viz*. Lithuania, the Netherlands and Sweden.

HK drew attention to continuing efforts to attract sponsorship in difficult times, but hoped that success would not be too long in coming.

The Vice President concluded his remarks by thanking the EB and the standing committees.

There were neither questions nor comments.

f. <u>Secretary General's Report</u>

JL confirmed that his report had been circulated with the Congress papers and did not propose to go through it in detail, but would give emphasis and further detail in respect to parts of it.

He reiterated his thanks to Gergely Markus (GM) and Zita Csovelyak for their great and willing help in effecting the transfer of responsibility and thanked the members of the EB and the chairs and members of the standing committees for their forbearance and positive attitude.

JL pointed out a small omission in the written report: in the list of EB meetings, the January meeting in Paris had been left out.

All of the administrative tasks, such as affiliation requests, bid documents etc had been attended to in a timely fashion. ETU was making increasing use of Nirvana Europe in making travel, accommodation and transfer arrangements.

The media and television arrangements were proving challenging but a group comprising Jo Costello, Brian Mahoney (ITU) and Gabor Hajas (360 Productionz) was to try and meet at the WCS event in London to make progress.

In respect of the spirit behind the withdrawal, in Holten (2009), of the GBR resolution pertaining to the establishment of a Sponsorship Commission, JL was pleased to be able to report some progress. There had been discussions with a German manufacturing company and also with a marketing and media agency based in London.

The relationship between ETU and ITU was positive and JL reported helpful and co-operative conversations with Loreen Barnett and Libby Burrell, to name but two.

JL confirmed the date of the Y&U23 Triathlon Championships to be held in Vila Nova de Gaia, Portugal and echoed the thanks of HK to Lithuania, the Netherlands and Sweden. He concluded by congratulating athletes from Europe on the continued excellence of their performances and thanking the NFs for putting in place processes and procedures by which such excellence could be achieved and maintained.

There were neither questions nor comments.

g. Treasurer's Report

Philip Schädler (PS) confirmed that financial documentation had been circulated with the Congress papers and that he proposed to highlight certain aspects of the financial report.

He commented briefly on the number of affiliations and commented that these, along with event fees, comprised almost the total income of ETU. He pointed out that, amongst other things, this was used for the European Cup Prize Pool; this had been €25k in 2009 and would be increased to €30k in 2010.

PS drew attention to the reduction in the TV & Media costs. He hoped for success in the sponsorship field in the future. He reiterated that the agreement which would be signed with ITU would bring in \$80k for development projects. He reminded Congress about the contribution from UK Sport for office expenses through the good offices of SS.

The treasurer explained the prize money procedures and pointed out that, with assets of €161k, whilst there was not complete assurance ETU was afforded a measure of security. There were some old debts, notably from 2005, but he hoped to find solutions to these. He expressed gratitude to those NFs and LOCs which paid promptly. Some athletes were still owed prize money but this was usually because they had provided incorrect bank account details; such payments were a priority.

The Profit & Loss document was alluded to and PS pointed out that the surplus of €51k was somewhat inflated because expenditure had been less than expected; the Sunderland office had not been operating until September '09 and the services of Jo Costello had not been engaged until March '10. PS reminded Congress that he did not show prize money in the P&L account since such monies were 'in and out'.

In the outlook PS envisaged increased spending in building up HQ services; he thanked UK Sport for continuing support. A decision would have to be made about the TV/Media contract and alternatives were being considered. PS looked forward to being able to fund development projects from the money accruing from ITU.

In concluding, PS hoped that this relatively healthy financial position could be maintained.

There were questions, comments and observations.

- Werner Taveirne (WT), (BEL) asked why ETU did not bank within the Eurozone, he posited that this would result in decreased bank costs charged for transfers.
 - PS drew attention to the Single European Payment Area (SEPA) which encompasses all European financial centres including Switzerland. Costs are 30 cents per transaction and would be no cheaper in the Eurozone. ETU is minimising cheque payments because these are far more costly.
- WT further asked about old debts, suggesting it was unrealistic to carry debts from as far back as 2005. He wondered whether it would be a sensible course of action to administer a reserve sum in respect of bad debt.
 - In his response PS remarked that we do all we can to recover debts; to write them off against a reserve fund would send the wrong message to those bidding for events in the ETU programme.
- Zara Hyde-Peters (ZHP), (GBR) asked for clarification with respect to the difference between 'bad debts' and 'trade creditors'.
 - PS answered with reference to the difference between negotiations between the ETU, French Federation and the Gerardmer LOC, and the very difficult and complicated situation relating to Prague.
- ZHP observed that this underlined the importance of an NF leading an LOC in the staging of races and being the substantive partner of ETU in such arrangements.
- SS congratulated the treasurer on his hard work and success for the duration of his tenure.
 She pointed out, however, that the current reserve is approximately twice the amount of annual expenditure and this may result in organisations which give financial support to ETU withdrawing funding. She further asked that a budget should be presented to the Congress.
 - In terms of the budget PS promised to bring a budget to the afternoon session should one be constitutionally required. (This was confirmed through the subsequent intervention of OS [SWE].)

- PS robustly defended the amount in reserve; he pointed out that previously there had been a concentration on cost cutting in order to create a reserve and that such an amount was necessary to protect the organisation from the likelihood of bankruptcy in the event of an LOC defaulting on all its obligations. Such a situation might have occurred in relation to the LD Triathlon Championships in Prague. He pointed out that ETU was not a wealthy organisation but needed some flexibility; he confirmed that some development projects had been held back but would now go ahead with the money coming from ITU.
- o GM confirmed that the 80k from ITU was US dollars and <u>not</u> euros.
 - PS pointed out that this sum had to be applied for and would only be awarded against firm plans for specific and accurately costed projects.
 - HK confirmed that there is a clear pathway for development set out in the document which was approved at the meeting in Nancy. This will form the basis upon which ITU funds are applied for. ETU has been behind the other continental confederations in this respect.
- SS was able to confirm, through her attendance at the meeting in Nancy, that ETU spending will be tied to the strategy; she revealed that she and other European colleagues at ITU had canvassed strongly on ETU's behalf.
 - HK pointed out that the upset caused by the sad demise of Emilio had set the programme back somewhat in Europe.
 - The discussion was concluded by PS who, though being disappointed by a perceived lack
 of communication, did not want to rake over the past, but be satisfied that the outcome
 is that the procedure for all confederations is now clear. He regarded this as excellent
 progress.

The budget statement was to be held over until the afternoon session.

h. Audit Committee Report

Herwig Grabner (HG), (AUT) the committee chair tabled the report. The committee had examined the balance sheet and profit & loss account and had reviewed the treasurer's written report. The responsibility of the committee is to express opinions in respect of these matters. The committee examined, on a random basis, evidence which supported the information displayed in the accounts. HG pointed out that the constitution of ETU does not provide for any particular accounting standards to be applied.

HG confirmed that the Audit Committee opined that the statements prepared by the treasurer gave a fair and accurate view of the state of the ETU finances as at 31st December 2009 and that the accounts had been properly prepared.

There had been discussion with regard to the different methods by which prize money is distributed. The committee were pleased to see the change from payment by cheque to payment by bank transfer. Problems arising from incorrect or insufficient information being provided by claimants should be addressed by reference to the athletes' NF.

The committee wished to recommend to the Executive Board that the tenure of the members of the Audit Committee should be addressed through constitutional change. One year is too short; there should be greater continuity.

HG concluded his report by thanking the treasurer for his sterling work; he also paid tribute to his colleagues on the committee.

There were no comments or questions.

i. Executive Board Report

The report was given by Kathleen Smet (KS), (BEL). Her report had been circulated previously as an addendum to the Congress papers. KS was content for the report to be taken as read but wanted to emphasise the importance of the recent ETU Survey. She apologised for the timing of it since it had coincided with other recent surveys relating to ITU and Paratriathlon. Nonetheless she extolled the potential value of the information which would come from the survey since it was this which would inform the strategic direction of ETU. She mentioned that twenty NFs had responded and that there was still time for others to do so. The analysis of the information was underway.

PS thanked KS for the work she had done on the survey in conjunction with the University of Leuwen and emphasised to Congress the importance to ETU planning of receiving responses from as many NFs as possible.

There were no comments or questions.

j. Reports of the Standing Committees

i. Development Committee

This report had been circulated with the Congress papers and was taken as read. JL commented on the enthusiasm and vigour of this committee under the guidance of Bernard Saint-Jean (FRA). There had been a most productive day's work in Nancy when the basis for the development plan had been formulated. JL pointed out that the committee had been in session again in Athlone and had benefitted from the input of Libby Burrell and Gergely Markus (from the ITU Development and Sports departments respectively), for which ETU was most grateful. Aspects of development in Europe now had a fresh impetus.

JL reminded delegates that the post of ITU Development Co-ordinator for Europe would be filled very soon after a proper process of recruitment.

There were no comments or questions.

ii. Medical and Research Committee

The report had been included in the Congress papers. Veronica Vleck (VV), (GBR) had prepared a short presentation. Tasks included a review of the current situation as regards the extent of, and risk factors affecting injuries in triathlon and collating the current national and international medical and technical guidelines. VV drew attention to her contribution to the IOC Encyclopedia of Sports Medicine Series on the Epidemiology of Injury in Olympic Sports.

There were deadlines to work to:- later in July and by the date of the WCS in Budapest were mentioned by VV for the completion of a critical review of existing technical guidelines that are clinically relevant for improvement and change, and formulation of recommendations for the future. All of this work is collaborative with Medical Committees from both ITU and ETU being involved. The September deadline coincides with preparation for the IOC World Conference on the Prevention of Injuries next to be staged next year in Monaco. This will provide an opportunity for extra expert peer review.

VV mentioned an enquiry from Portugal for a medical opinion with respect to the suitability of athletes born in 1996 to compete in ETU Youth Team Relay Championships in 2010. She reported that this was under discussion.

In terms of implementation, VV was awaiting the outcome of a grant proposal for funding allowing collation and analysis of data which could be translated into improvement in practice. There needed to be a consensus statement on the definition and methods for recording injury in triathlon. Research from other sports was available which could move the process on in the formulation of standardised forms for recording injury.

VV hoped for the creation of a database of injury information and the risk factors emerging that should be available early in 2011. The goal is to translate research into practice.

VV concluded her presentation by thanking her colleagues on the committee and also Dr Doug Hiller from the ITU Medical Committee.

There were no comments or questions.

iii. Technical Committee

The written report had been circulated with the Congress papers. Committee chair, Paul Groves had sent his apologies from Ukraine, where he is currently posted. The report was taken as read.

There were no comments or questions.

Before the end of the morning session, JL moved that a short item from the afternoon was brought forward.

n. Date and Venue of the next ETU Congress

JL confirmed that the next ETU Congress would be held in Pontevedra, Spain on 24th June 2011.

David Vaz (DV), (POR) begged leave to mention the circumstances of the 2010 Y&U23 Championships and hoped that the event would be well supported.

Krys Piatkowski (KP), (POL) explained the circumstances, some tragic, which had led to the cancellation of the Y&U23 Championships in Kedziezyin Kozle and expressed the willingness of those involved to stage the event in 2011.

HK paid tribute to the enthusiasm and determination of the Polish federation and the LOC.

Oliver Imfeld (OI), SWI made mention of the inaugural ITU Triathlon Team World Championships to be held in Lausanne on 21st & 22nd August and hoped that European federations would give the event their full support.

The Congress adjourned for lunch.

Part II Afternoon Session

John Tracey, Chief Executive of the Irish Sports Council (1984 Olympic Silver medallist in the marathon) was present as a special guest.

John addressed Congress very briefly with words of welcome and support.

JL announced that the ETU European Triathlon Championship would be staged in Eilat, Israel in April of that year. He paid tribute to two very high quality bids, the other from Alanya, Turkey; he remarked on the difficulties faced by the Executive Board in making the choice.

JL called upon Michael Katz, the Race Director from the successful LOC to give a short presentation to Congress.

This was followed by a brief presentation from representatives of the LOC and municipality of Pontevedra.

The agenda was rejoined.

k. Proposals of Resolutions to Congress

From the Executive Board

1. JL described the background, being the result of a proposal from GBR to the 2009 Holten. The proposal had been passed in 2009, but necessitated a change to the constitution and the Executive Board was charged with formulating the wording.

Be it resolved that the following sentence should be added to the Constitution as 7.5.1:

"The Executive Board, committees and any commissions of ETU may hold meetings in person or virtually, by electronic means, in order to increase effectiveness and efficiency."

Second: Sweden

Resolution passed unanimously.

2. Whereas Jeff Konigs, from Belgium, has given unstinting service to the triathlon family in many capacities and over many years in Belgium, with ITU and ETU;

be it resolved that Jeff Konings becomes an honorary member of the European Triathlon Union.

KS, from the Executive Board, spoke to the motion.

Second: Great Britain; SS spoke in support.

Further support was voiced by Emil Stoynev (BUL)

Resolution passed unanimously.

From Nederlandse Triatlon Bond (The Netherlands)

1. Whereas dates for ETU Championships for Youths and Under 23s have never been fixed;

whereas it is important for NF performance teams to be able to plan as far ahead as possible in order to promote optimum performance from the athletes;

be it resolved that the ETU European Championships for Youths and Under 23s should be held during the last weekend in July or the first weekend in August.

JL stated that the Executive Board had discussed this and wished to propose an amendment. The amendment had been put to the Netherlands delegation and had been received by them as a friendly amendment.

In the amendment the words:

"... during the last weekend in July or the first weekend in August."

Would be replaced by:

"... during the month of August except in an Olympic year."

Henk van Lint (HvL), (NED) confirmed that should the amendment be passed then the original proposal would be withdrawn.

Chris Kitchen (GBR) supported the intention but would support July and not August.

There were none in favour and four against.

The amendment fell.

The substantive proposal was put to the Congress.

There were eighteen in favour and *some* against.

The proposal was largely carried.

2. Whereas ETU Junior Cups have been held in the past both linked with other ITU or ETU events and also as 'stand alone' competitions;

whereas there are particular advantages in holding ETU Junior Cup races linked with significant senior events, viz. co-ordinated travel and accommodation plans; more efficient use of coaches; the learning experience for youths with senior elite athletes at the same venue etc;

be it resolved that, where possible, ETU Junior Cups should be linked with ITU European and World Cups and ITU Premium European Cups, to take place during the same weekend.

HvL spoke to the motion, describing it as an aspirational motion.

Second: **France**; Dominique Frizza spoke in support.

SS, though in support, voiced the reservation that the adoption of the principle may disadvantage smaller federations, which may only be able to find funding for a Junior Cup.

There were nineteen in favour and five against.

The proposal was carried.

I. <u>Elections</u>

President

There had been one nomination for President of ETU. In the absence of any others

Philip EC Schädler of Liechtenstein was elected unopposed.

Philip addressed the Congress. He described his election as a great honour, enhanced in his estimation given that he represented such a small country. He had been involved with ETU since its inception and had had two periods as a member of the Executive Board, once from 1986 with a second starting in 2005. Following Emilio's sad demise he formed the view that he could contribute at the highest level; he felt motivated by the support of colleagues on the Executive Board. He was happy that Marisol had the ITU Presidency and felt that her presence could help to bring congruence. He pointed out that ETU was not a professional organisation, but tried to provide a professional service. He reiterated the need for greater income, but that this would not be raised quickly. In the meantime he asked for the support of the national federations, stating that the strength of ETU emanated from the strength of the affiliates. He commended the qualities of the delegates stating that these qualities would inspire him and the Board to work hard.

Helmut Kaufmann, Vice President, wished to comment. He stated that some colleagues has asked him to stand as President and that, though honoured, he did not have the time available to do justice to the position. He had had an interesting few months as interim president and thanked all for their support. He would continue to do his best as Vice President and would offer loyal support to Philip. He wished also to thanks colleagues on the Executive Board and named Denis Jaeger in particular.

Tom O'Donnell, past president and honorary member of ETU, wished Philip every success and looked forward to racing against him at the weekend.

Technical Committee

JL described the background. The committee of seven needed to have at least one woman member. None was nominated in 2009 and so only six members, all men, were elected. During the year Oscar

Petroboni (ITA) resigned and so there were two spaces to be filled at least one of which had to be a woman. During the year Jasmine Flatters (GBR) had been co-opted by the EB to sit on the committee. Jasmine had been nominated by GBR; there were no other women nominated.

Jasmine Flatters (GBR) was elected unopposed.

Dirk Bogaert (BEL) and Dominique Frizza (FRA) had been nominated for the remaining place. In the ballot each man polled fifteen votes. A second ballot was held in which Dirk polled seventeen votes and Dominique polled twelve votes.

Dirk Bogaert was elected

Audit Committee

The Audit Committee numbers three members and is elected annually. Only two nominations had been received on time: Werner Taveirne (BEL) and Halil Kilicoglu (TUR).

Werner Taveirne (BEL) and Halil Kilicoglu (TUR) were elected unopposed.

The Executive Board would co-opt a third member of the committee at the next meeting in October.

Budget Statement

PS presented the budget statement (held over from the morning session). The document (see Appendix A) was tabled so that each delegate had access to it. PS took Congress through the major headings of income and expenditure, commenting where necessary. He apologised for the rushed nature of the presentation but pointed out that the budget reflected the possibilities for the next period. He commended the budget to the Congress.

There has been one correction made to the Budget Statement since it was presented to the members of Congress. The Congress figure of 5,000.00 Euros had been entered into the Income column incorrectly and this has now been entered into the expenditure column. The final income figure for 2011 is now -4500.00 Euros.

There were no comments or questions and the budget was adopted.

m. Dates and Venues of the European Championships

JL repeated the information previously given that Pontevedra and Eilat would host the ETU European Triathlon Championships respectively in 2010 and 2011.

He pointed out that because the Eilat event would take place in April 2012, Athlone would not be an Olympic qualifying event since only two Continental championships were allowed in the qualifying period.

The 2011 ETU Triathlon Championships would be held in Kedzierzyn Kozle, Poland.

There had been no bids for any of the other multisport championships and JL urged NFs to consider the possibilities.

HvL presented a bid book for the 2012 European Cross Triathlon Championships.

n. See previous minute

o. Any other business (of which notice had been given to the Secretary General)

There was none.

In adjourning the 2010 Congress, the President said that it had been, for him, a remarkable Congress. He hoped that the delegates had enjoyed it and found it worthwhile. He thanked everyone for coming and hoped that delegates would use the time available to meet with others. He looked forward to the ETU 25 Year Celebration that evening and the racing during the weekend.

Appendix A: Budget Statement

	Budget 2011	
	detail 2011	detail 2011
	Expenditure	Income
	, , , , , ,	
affiliation fees		20,000.00
event fees		110,000.00
tv & media fees		30,000.00
Sponsors		0.00
ITU development		60,000.00
other income		18,000.00
		238,000.00
Congress	5,000.00	
Executive Board		-20,000.00
meetings (incl. Travel &	4.7.000.00	
accom.)	-15,000.00	
other expenses	-5,000.00	
ETU HQ - office costs		-69,500.00
salaries	-50,000.00	
office rent	-5,000.00	
office equipment	-3,000.00	
communication	-2,000.00	
insurances	-500.00	
postage & stationary	-1,000.00	
travel costs	-8,000.00	
other costs	0.00	
Committees		-9,000.00
technical committee	-3,000.00	
development committee	-3,000.00	
medical committee	-3,000.00	
other committee expenses	0.00	
Events		-76,000.00
pool prize money disbursed	-30,000.00	
tv & media costs	-30,000.00	
marketing/signage/branding	-10,000.00	
medals and awards	-6,000.00	
ITU sanction fees	0.00	
Other expenses		-68,000.00
bank charges	-1,000.00	
sundry expenses	-2,000.00	
ITU development	-60,000.00	
bad debt loss	-5,000.00	
	,	-242,500.00
		-4,500.00