



# WALKERTON

CHAMBER OF COMMERCE & BIA

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## BOARD MEETING AGENDA

Wednesday, January 11, 2012  
12:00 p.m. Chamber/BIA boardroom

- 1.1 Adoption of, January 11, 2012 agenda
- 1.2 Conflict of Interest/Pecuniary Interest
- 1.3 Approval of December 14, 2011 minutes
- 1.4 Business arising from minutes

### REPORTS/UPDATES

- 2.1 Office update – Tracey Cassidy
- 2.2 Promotions Committee update – Tracey Cassidy
- 2.3 Image Committee – Neil Kirstine

### ACCOUNTS PAYABLE

- 3.1 Motion to pay Jan. 11, 2012 bills/accept bills paid
- 3.2 Year end budget report
- 3.3 Trial balance

### NEW BUSINESSES

- 4.1 None

### NEW BUSINESS

- 5.1 Budget meeting reminder – Jan. 18

### CORRESPONDENCE

- 6.1

### IN CAMERA

- 7.1

### ADJOURNMENT

The Christmas decorations and window displays downtown look wonderful. The blue lights will remain on the corner trees all year, and more discussion will follow on whether to light the other trees.

Members of the Spruce the Bruce team attended the last meeting and recommended the river/water theme be the focus of the revitalization program. The committee will pursue a brand along these lines and looks forward to the results of the OMAFRA-funded shoppers origin research, which has been sent to Ryerson University for analysis. The resulting report will contain valuable information for the Image Committee, Chamber/BIA, Economic Development Committee and the municipality. The toolkit being prepared by Spruce the Bruce will also help give direction to new businesses opening in the area.

Infrastructure will have to be developed in the coming years to support the river/water theme in the downtown core. Things such as benches, garbage cans, murals, banners, etc. may all play on this theme in the future. A fly-fishing tournament could also be a new initiative.

#### **ACCOUNTS PAYABLE**

**3.1 Motion to pay December 14<sup>th</sup>, 2011 bills/accept bills paid**

A motion was made to pay the December 14<sup>th</sup>, 2011 bills/accept bills paid in the amount of \$24,537.13.

***MOTIONED BY – Neil Kirstine***

***SECONDED BY – Dean Ribey***

***MOTION CARRIED***

**3.2 Trial balance**

Accepted as presented.

#### **NEW BUSINESSES**

**4.1 Green Bean Pantry opened today in the former Weston Plaza on Highway 9.**

#### **NEW BUSINESS**

**5.1 Director appointment**

Steve Westman of Cornerstone Financial offered to fill the vacancy that will be left at the end of the year when President Bonnie Kraemer resigns.

A motion was made to appoint Steve Westman a director of the Chamber/BIA board.

***MOTIONED BY – Randy Saunders***

***SECONDED BY – Dean Ribey***

***MOTION CARRIED***

**5.2 Committee appointments**

See Appendix A.

#### **CORRESPONDENCE**

**6.1 None**

#### **IN CAMERA**

**7.1 Not needed**

#### **ADJOURNMENT**

A motion was made to adjourn the meeting at 1:18 p.m.

***MOTIONED BY – Randy Saunders***

***SECONDED BY – Dean Ribey***

***MOTION CARRIED***

## Walkerton Chamber of Commerce & BIA

### MINUTES

Wednesday, December 14<sup>th</sup>, 2011

Chamber/BIA boardroom – 12 p.m.

#### PRESENT

Bonnie Kraemer – President  
Neil Kirstine

Randy Saunders – Vice President  
Dean Ribey

Elaine Schaab – Past President  
Sharon Vivian

#### REGRETS

Dwayne Kaster

Kym Hutcheon

Tim Mancell

#### STAFF

Tracey Cassidy – Manager

Christine Brandt – Secretary

President Bonnie called the meeting to order at 12:27 p.m.

#### 1.1 Adoption of December 14<sup>th</sup>, 2011 agenda

A motion was made to adopt the December 14<sup>th</sup>, 2011 agenda

*MOTIONED BY – Dean Ribey*

*SECONDED BY – Sharon Vivian*

*MOTION CARRIED*

#### 1.2 Conflict of Interest/Pecuniary Interest

Randy Saunders, under item 3.1

#### 1.2 Approval of November 9<sup>th</sup>, 2011 minutes

A motion was made to adopt the November 9<sup>th</sup>, 2011 minutes

*MOTIONED BY – Elaine Schaab*

*SECONDED BY – Neil Kirstine*

*MOTION CARRIED*

#### 1.4 Business arising from minutes

None.

#### REPORTS/UPDATES

##### 2.1 Office Update – Tracey Cassidy

The Santa Claus parade was a successful event, with about 65 floats taking part. The Walkerton Dollars prizes for the three best floats were awarded to Little Rock Farm Trucking, Coldwell Banker Saugeen Real Estate, and RKS Electric.

About \$20,000 in Walkerton Dollars was issued this year. More businesses are accepting the dollars now, making them easier to redeem for customers.

##### 2.2 Promotions Committee – Elaine Schaab

The 2012 Coupon Book is coming together with 36 pages sold. The books will be distributed through The Post, likely in mid-January, and be displayed on store counters. This promotion is being carried out with funding assistance from Spruce the Bruce.

The shopping challenge is going over well, with more cards being turned in than in the two previous years.

##### 2.3 Image Committee – Neil Kirstine

## Walkerton Chamber of Commerce & BIA

### Bills - January 11, 2012

Wightman Telecom	Phone, internet	168.09
Extra Mile Printing	Coupon book printing	5,604.80
Cargill Area News	Shopping challenge ads	60.00
Carrick Wines Inc	Christmas social	316.02
Walkerton Home Hardware	Office expenses	61.69
Walkerton Toyota	Walkerton dollars	625.00
Gillespie Office Equipment Ltd	Copies	26.00
Joy Source for Sports	Walkerton dollars	400.00
Skip's Service Centre	Walkerton dollars	450.00
Joy Source for Sports	Walkerton dollars	725.00
Municipality of Brockton	Wages	6,204.70
Pizza Delight	Walkerton dollars	75.00
Saugeen Economic Development Corp.	Training sessions	125.00
Side Street Styling II	Walkerton dollars	100.00
Walker's Land Pub & Eatery	Walkerton dollars	70.00
Walkerton Auto Parts	Walkerton dollars	50.00
Walkerton Dollar & Party Store	Walkerton dollars	25.00
Walkerton Home Hardware	Walkerton dollars	150.00
Walkerton Toyota	Walkerton dollars	800.00
Wright's Foodmarket	Walkerton dollars	730.00
Brown's Pharmacy	Walkerton dollars	150.00
Canadian Chamber of Commerce	Chamber membership	778.81
Cartwright's Shoe Store	Walkerton dollars	175.00
Christine Brandt	Mileage	17.76
Idea Nest Graphic Design	Graphics for coupon book	1,330.01
Ontario BIA Association	BIA membership	141.25
Walkerton Dollar & Party Store	Walkerton dollars	25.00
Walkerton valu-mart	Christmas social, board meetings	178.65
Wright's Foodmarket	Walkerton dollars	175.00
Walkerton valu-mart	Walkerton dollars	180.00
Tranquility Spa & Salon	Walkerton dollars	50.00
Creations By Susan	Walkerton dollars	50.00
Joy Source for Sports	Walkerton dollars	625.00
Wright's Foodmarket	Walkerton dollars	500.00
Walkerton Auto Parts	Walkerton dollars	75.00
A Little of Everything	Walkerton dollars	225.00
Flowers By Usss	Walkerton dollars	85.00
MacDonalds Plus Ladies Wear	Walkerton dollars	50.00
Holst Office Supplies	Walkerton dollars	50.00
The Post	Christmas advertising	580.82
	<b>Total Bills</b>	<b>22,208.60</b>

## Walkerton Chamber of Commerce & BIA Profit & Loss Budget vs. Actual January through December 2011

	Jan - Dec 11	Budget	\$ Over Budget	% of Budget
<b>Income</b>				
4000 · General Income	295.43	150.00	145.43	197.0%
Bank Interest	16,342.85	16,343.00	-0.15	100.0%
Surplus	71,256.14	71,500.00	-243.86	99.7%
Tax Levy				
<b>Total 4000 · General income</b>	<b>87,894.42</b>	<b>87,993.00</b>	<b>-98.58</b>	<b>99.9%</b>
4100 · Income-other				
Rent	4,624.00	6,936.00	-2,312.00	66.7%
Tourist centre	35,000.00	35,000.00	0.00	100.0%
Website & other advertising	1,600.00	1,500.00	100.00	106.7%
4100 · Income-other - Other	453.00			
<b>Total 4100 · Income-other</b>	<b>41,677.00</b>	<b>43,436.00</b>	<b>-1,759.00</b>	<b>96.0%</b>
4200 · Chamber Membership				
Associates	9,387.50	7,500.00	1,887.50	125.2%
group insurance	2,622.77	2,400.00	222.77	109.3%
<b>Total 4200 · Chamber Membership</b>	<b>12,010.27</b>	<b>9,900.00</b>	<b>2,110.27</b>	<b>121.3%</b>
4250 · Projects & Promotions-C	3,120.00			
4500 · Signage Maintenance	0.00	400.00	-400.00	0.0%
4600 · Walkerton \$\$ revenue	12,670.19	13,000.00	-329.81	97.5%
4710 · Promotions-Income				
Christmas promo	5,100.00	5,000.00	100.00	102.0%
Fall Decorating Kits	1,667.51	1,500.00	167.51	111.2%
Marketing & Promotions	2,741.90	2,500.00	241.90	109.7%
Shopping Guide	3,435.00	2,200.00	1,235.00	156.1%
Spring	1,240.00	1,300.00	-60.00	95.4%
Summer	5,248.00	4,000.00	1,248.00	131.2%
<b>Total 4710 · Promotions-Income</b>	<b>19,432.41</b>	<b>16,500.00</b>	<b>2,932.41</b>	<b>117.8%</b>
4750 · Santa Claus Parade Income	3,100.00	3,000.00	100.00	103.3%
4800 · Image Income				
Buskers Festival				
Admission	2,373.01	1,500.00	873.01	158.2%
Sponsorship	9,985.00	5,000.00	4,985.00	199.7%
<b>Total Buskers Festival</b>	<b>12,358.01</b>	<b>6,500.00</b>	<b>5,858.01</b>	<b>190.1%</b>
Downtown Market	320.00			
Facade Projects	866.82			
Wages/Admin/Other	672.00			
4800 · Image Income - Other	17,930.00	18,800.00	-870.00	95.4%
<b>Total 4800 · Image Income</b>	<b>32,146.83</b>	<b>25,300.00</b>	<b>6,846.83</b>	<b>127.1%</b>
<b>Total Income</b>	<b>212,051.12</b>	<b>199,529.00</b>	<b>12,522.12</b>	<b>106.3%</b>

## Walkerton Chamber of Commerce & BIA Profit & Loss Budget vs. Actual January through December 2011

	Jan - Dec 11	Budget	\$ Over Budget	% of Budget
<b>Expense</b>				
5000 - Wages & Benefits	81,135.31	78,500.00	2,635.31	103.4%
5100 - Mileage/training/lodging/meals	2,329.75	2,500.00	-170.25	93.2%
5207 - Santa Claus parade	2,867.54	3,000.00	-132.46	95.6%
5250 - Projects & Promotions	9,060.24	9,700.00	-639.76	93.4%
<b>5300 - Office</b>				
audit	3,758.54	2,100.00	1,658.54	179.0%
Copier lease	1,571.73	2,000.00	-428.27	78.6%
Internet/telephone/fax	1,817.49	2,100.00	-282.51	86.5%
Meetings	1,064.14	900.00	164.14	118.2%
Office equipment/upgrades	13.19			
Office maintenance	59.11	500.00	-440.89	11.8%
Postage/meter lease	1,407.62	1,750.00	-342.38	80.4%
Supplies				
coffee	369.10			
kitchen/cleaning/bag tags	141.94			
miscellaneous	58.90			
paper/pens/ink/binders	203.15			
water fugs	10.00			
Supplies - Other	34.16			
<b>Total Supplies</b>	817.25	2,350.00	-2,315.84	1.5%
Website	339.59	400.00	-60.41	84.9%
<b>Total 5300 - Office</b>	10,848.66	12,100.00	-1,251.34	89.7%
5309 - Office Equipment/Upgrades	0.00	1,000.00	-1,000.00	0.0%
<b>5400 - Building maintenance</b>				
Grass cutting/garden	310.00	800.00	-490.00	38.8%
Hydro & Utilities	2,959.00	4,000.00	-1,041.00	74.0%
Moving Expense	10,561.67	10,000.00	561.67	105.6%
Rent/municipal tax	5,568.50	7,293.00	-1,724.50	76.4%
Snow removal	1,306.37	1,200.00	106.37	108.9%
<b>Total 5400 - Building maintenance</b>	20,705.54	23,293.00	-2,587.46	88.9%
<b>5500 - Tourist Information</b>				
Advertising	1,131.62	1,200.00	-456.65	61.9%
Maps etc & tourism expenses	743.35	4,000.00	39.55	101.0%
Saugeen Tourism membership, ads	4,039.55			
<b>Total 5500 - Tourist Information</b>	5,914.52	5,200.00	714.52	113.7%
5700 - Walkerton \$\$	15,075.00	13,000.00	2,075.00	116.0%
5750 - Sign Maintenance - Service Club	0.00	400.00	-400.00	0.0%
5755 - Sign Maintenance - Coming Event	62.64			

## Walkerton Chamber of Commerce & BIA Profit & Loss Budget vs. Actual January through December 2011

	Jan - Dec 11	Budget	\$ Over Budget	% of Budget
<b>5900 - Membership costs</b>				
CCC	666.38	250.00	416.38	266.6%
OBIA	25.00	150.00	-125.00	16.7%
<b>Total 5900 - Membership costs</b>	<b>691.38</b>	<b>400.00</b>	<b>291.38</b>	<b>172.8%</b>
<b>6500 - Business Functions</b>				
business luncheons	-201.30			
6500 - Business Functions - Other	828.67	1,100.00	-271.33	75.3%
<b>Total 6500 - Business Functions</b>	<b>627.37</b>	<b>1,100.00</b>	<b>-472.63</b>	<b>57.0%</b>
<b>6700 - Image Expenses</b>				
Buskers Festival				
Busker advertising	3,492.45	1,500.00	1,992.45	232.8%
Performers & inflatables	7,238.32	6,000.00	1,238.32	120.6%
Prizes & Supplies	3,234.01	3,000.00	234.01	107.8%
Rentals	704.09	350.00	354.09	201.2%
Staffing & misc	487.49	900.00	-412.51	54.2%
<b>Total Buskers Festival</b>	<b>15,156.36</b>	<b>11,750.00</b>	<b>3,406.36</b>	<b>129.0%</b>
<b>Christmas Lighting &amp; banners</b>				
Downtown Market	1,274.18	2,000.00	-725.82	63.7%
Market advertising	4,314.19			
Downtown Market - Other	0.00	2,900.00	-2,900.00	0.0%
<b>Total Downtown Market</b>	<b>4,314.19</b>	<b>2,900.00</b>	<b>1,414.19</b>	<b>148.8%</b>
<b>Facade Program</b>				
Maintenance	2,854.31	2,000.00	854.31	142.7%
Other- Image	1,564.26	2,000.00	-435.74	78.2%
Streetscape				
Parquette maintenance	250.00	350.00	-100.00	71.4%
Streetscape - Other	0.00	800.00	-800.00	0.0%
<b>Total Streetscape</b>	<b>250.00</b>	<b>1,150.00</b>	<b>-900.00</b>	<b>21.7%</b>
<b>Wages/admin fees</b>				
6700 - Image Expenses - Other	4,158.09	3,500.00	658.09	118.8%
2,967.34				
<b>Total 6700 - Image Expenses</b>	<b>33,381.53</b>	<b>25,300.00</b>	<b>8,081.53</b>	<b>131.9%</b>
<b>6800 - Promotions-Expenses</b>				
Christmas promo	4,437.89	6,536.00	-2,098.11	67.9%
Fall decorating kits	1,002.41	900.00	102.41	111.4%
Marketing & promotions	7,603.29	2,500.00	5,103.29	304.1%
Men's Shopping Night	0.00	600.00	-600.00	0.0%
Shop Local reward-Walkerton\$\$	100.00			
Shoppers Night	620.53	600.00	20.53	103.4%
Shopping Guide	4,819.24	4,400.00	419.24	109.5%

**Walkerton Chamber of Commerce & BIA**  
**Profit & Loss Budget vs. Actual**  
 January through December 2011

	Jan - Dec 11	Budget	\$ Over Budget	% of Budget
Spring	2,947.56	3,500.00	-552.44	84.2%
Summer	6,582.20	5,000.00	1,582.20	131.6%
<b>Total 6800 - Promotions-Expenses</b>	<b>28,113.12</b>	<b>24,036.00</b>	<b>4,077.12</b>	<b>117.0%</b>
<b>Total Expense</b>	<b>210,812.60</b>	<b>199,529.00</b>	<b>11,283.60</b>	<b>105.7%</b>
<b>Net Income</b>	<b>1,238.52</b>	<b>0.00</b>	<b>1,238.52</b>	<b>100.0%</b>

11:23 AM

## Walkerton Chamber of Commerce &amp; BIA

## Trial Balance

As of 31 December 2011

06/01/12

Accrual Basis

	31 Dec 11	
	Debit	Credit
1000 · Chequing	26,793.45	
1020 · Accounts receivable	759.95	
1500 · *Undeposited Funds	0.00	
1800 · Inventory - relocation guides	5,404.00	
1700 · Office furniture	8,040.00	
1701 · Acc Amort - Office Furniture		7,237.00
1710 · Computers	7,289.94	
1711 · Acc amort - Computers		5,123.00
1720 · Equipment	3,045.00	
1721 · Acc Amort - Equipment		1,996.00
1010 · Petty cash	100.00	
2020 · Accounts payable		725.71
2050 · Accrual account	1,676.11	
2200 · GST Payable (due to/from Ont.)	1,653.91	
2500 · Deferred Revenue		26,580.00
3010 · Reserves	0.00	
3900 · Retained Earnings		11,862.13
4000 · General income:Bank Interest		295.43
4000 · General income:Surplus		16,342.85
4000 · General income:Tax levy		71,256.14
4100 · Income-other		453.00
4100 · Income-other:Rent		4,624.00
4100 · Income-other:Tourist centre		35,000.00
4100 · Income-other:Website & other advertising		1,600.00
4200 · Chamber Membership:Associates		9,387.50
4200 · Chamber Membership:group insurance		2,622.77
4250 · Projects & Promotions-C		3,120.00
4300 · Canada's Wonderland tickets	0.00	
4500 · Signage Maintenance	0.00	
4600 · Walkerton \$\$ revenue		12,670.19
4710 · Promotions-Income:Christmas promo		5,100.00
4710 · Promotions-Income:Fall Decorating Kits		1,667.51
4710 · Promotions-Income:Marketing & Promotions		2,741.90
4710 · Promotions-Income:Shopping Guide		3,435.00
4710 · Promotions-Income:Spring		1,240.00
4710 · Promotions-Income:Summer		5,248.00
4750 · Santa Claus Parade Income		3,100.00
4800 · Image Income		17,930.00
4800 · Image Income:Buskers Festival:Admission		2,373.01
4800 · Image Income:Buskers Festival:Sponsorship		9,985.00
4800 · Image Income:Downtown Market		320.00
4800 · Image Income:Facade Projects		866.82
4800 · Image Income:Wages/Admin/Other		672.00
5000 · Wages & Benefits	81,135.31	
5100 · Mileage/training/lodging/meals	2,329.75	
5207 · Santa Claus parade	2,867.54	
5250 · Projects & Promotions	9,060.24	
5300 · Office:audit	3,758.54	
5300 · Office:Copier lease	1,571.73	
5300 · Office:Internet/telephone/fax	1,817.49	
5300 · Office:Meetings	1,064.14	
5300 · Office:Office equipment/upgrades	13.19	
5300 · Office:Office maintenance	59.11	
5300 · Office:Postage/meter lease	1,407.62	
5300 · Office:Supplies	34.16	
5300 · Office:Supplies:coffee	369.10	
5300 · Office:Supplies:kitchen/cleaning/bag tags	141.94	
5300 · Office:Supplies:miscellaneous	58.90	
5300 · Office:Supplies:paper/pens/ink/binders	203.15	
5300 · Office:Supplies:water jugs	10.00	
5300 · Office:Website	339.59	
5400 · Building maintenance:Grass cutting/garden	310.00	
5400 · Building maintenance:Hydro & Utilities	2,959.00	
5400 · Building maintenance:Moving Expense	10,561.67	

11:23 AM

06/01/12

Accrual Basis

### Walkerton Chamber of Commerce & BIA

## Trial Balance

As of 31 December 2011

	31 Dec 11	
	Debit	Credit
5400 · Building maintenance:Rent/municipal tax	5,568.50	
5400 · Building maintenance:Snow removal	1,306.37	
5500 · Tourist Information:Advertising	1,131.62	
5500 · Tourist Information:Maps etc & tourism expenses	743.35	
5500 · Tourist Information:Saugeen Tourism membership, ads	4,039.55	
5700 · Walkerton \$\$	15,075.00	
5755 · Sign Maintenance - Coming Event	62.64	
5900 · Membership costs:CCC	666.38	
5900 · Membership costs:OBIA	25.00	
6500 · Business Functions	828.67	
6500 · Business Functions:business luncheons		201.30
6700 · Image Expenses	2,967.34	
6700 · Image Expenses:Buskers Festival:Busker advertising	3,492.45	
6700 · Image Expenses:Buskers Festival:Performers & inflatables	7,238.32	
6700 · Image Expenses:Buskers Festival:Prizes & Supplies	3,234.01	
6700 · Image Expenses:Buskers Festival:Rentals	704.09	
6700 · Image Expenses:Buskers Festival:Staffing & misc	487.49	
6700 · Image Expenses:Christmas Lighting & banners	1,274.18	
6700 · Image Expenses:Downtown Market:Market advertising	4,314.19	
6700 · Image Expenses:Facade Program	2,854.31	
6700 · Image Expenses:Maintenance	1,564.26	
6700 · Image Expenses:Other- Image	842.80	
6700 · Image Expenses:Streetscape:Parkette maintenance	250.00	
6700 · Image Expenses:Wages/admin fees	4,158.09	
6800 · Promotions-Expenses:Christmas promo	4,437.89	
6800 · Promotions-Expenses:Fall decorating kits	1,002.41	
6800 · Promotions-Expenses:Marketing & promotions	7,603.29	
6800 · Promotions-Expenses:Shop Local reward-Walkerton\$\$	100.00	
6800 · Promotions-Expenses:Shoppers Night	620.53	
6800 · Promotions-Expenses:Shopping Guide	4,819.24	
6800 · Promotions-Expenses:Spring	2,947.56	
6800 · Promotions-Expenses:Summer	6,582.20	
<b>TOTAL</b>	<b>265,776.26</b>	<b>265,776.26</b>

11:24 AM

## Walkerton Chamber of Commerce &amp; BIA

## Trial Balance

As of 6 January 2012

06/01/12

Accrual Basis

	6 Jan 12	
	Debit	Credit
1000 · Chequing	23,611.97	
1020 · Accounts receivable	10,482.15	
1500 · *Undeposited Funds	793.00	
1800 · Inventory - relocation guides	5,404.00	
1700 · Office furniture	8,040.00	
1701 · Acc Amort - Office Furniture		7,237.00
1710 · Computers	7,289.94	
1711 · Acc amort - Computers		5,123.00
1720 · Equipment	3,045.00	
1721 · Acc Amort - Equipment		1,996.00
1010 · Petty cash	100.00	
2020 · Accounts payable		5,072.12
2050 · Accrual account	1,676.11	
2200 · GST Payable (due to/from Ont.)	807.65	
2500 · Deferred Revenue		2,000.00
3010 · Reserves	0.00	
3900 · Retained Earnings		13,100.65
4200 · Chamber Membership:Associates		9,150.00
4600 · Walkerton \$\$ revenue		20,930.00
4710 · Promotions-Income:Marketing & Promotions		40.00
4800 · Image Income		3,500.00
4800 · Image Income:Buskers Festival:Sponsorship		300.00
5000 · Wages & Benefits	58.44	
5100 · Mileage/training/lodging/meals	128.34	
5207 · Santa Claus parade	91.58	
5300 · Office:Copier lease	110.90	
5300 · Office:Internet/telephone/fax	150.51	
5700 · Walkerton \$\$	4,175.00	
5900 · Membership costs:CCC	700.12	
5900 · Membership costs:OBIA	126.98	
6800 · Promotions-Expenses:Christmas promo	431.46	
6800 · Promotions-Expenses:Marketing & promotions	1,195.62	
6800 · Promotions-Expenses:Shop Local reward-Walkerton\$\$	30.00	
<b>TOTAL</b>	<b><u>68,448.77</u></b>	<b><u>68,448.77</u></b>