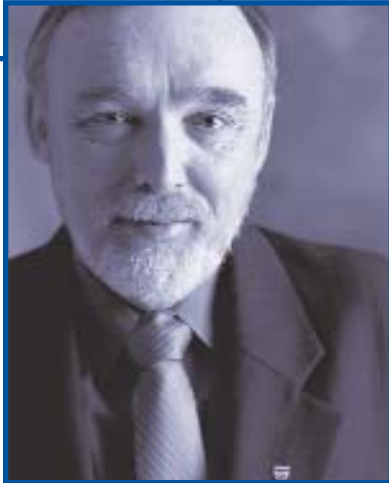




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# from the Executive Director



2002 was our fifth year of operation, and in so many ways, it was the year in which we managed to achieve many of our original goals. While it is more common for safety people to focus on the things that we have not completed, or the items on the list that are not crossed off, let's take a minute to look back and see why 2002 was so remarkable - and why 2003 holds so much promise.

By early 2002 we had completed our environmental scan and we knew that the education sector was on the brink of significant change. Retirements, and the hiring of new staff, were going to increase dramatically, and would stay at high levels for the balance of the decade. This would place a strain on existing training programs, especially in the area of health and safety, as well as new employee orientation, already a focus of the Ministry of Labour. WSIB policy

changes had opened the door to new areas of compensation, such as stress. And during the year, employee groups that we had not worked with before asked for our assistance, in areas such as special education, volunteers and violence.

These factors had a huge influence on our product development plans. At our 2002 Annual Conference, we launched fifteen new Resource Booklets. Some were based on material from our Workplace Hazard Specific Program, while others, such as those dealing with Volunteers, Student Placement, and Special Education were designed specifically to meet needs expressed by our clients. We launched our New Employee Orientation CD to help our clients meet their increased needs in new employee training.

Meeting with our clients has always been important to us. During 2002 our Field Consultants initiated client network meetings across the province, in order to help our clients network and share, and to listen to ideas for new products and services. In the summer and fall, an external firm carried out our first in depth client survey. The results were encouraging - clients love our pricing, our web site and our Field Consultants. It also provided a long list of ideas for additional products and services. Our web site was rebuilt, with added features, such as "e-mail a page to a friend", and it was made more accessible to handicapped users. We provided our quarterly electronic newsletter in both French and English.

What lies ahead? Many new things - exciting new products, new services, the best Conference yet, and more opportunities for our clients to tell us what is on their minds. And all of this is built upon the solid foundation of our first five years. And upon what we accomplished in 2002. Enjoy the pages that follow, and what lies ahead.

Yours truly,

A handwritten signature in black ink, appearing to read "Dwight Barratt". The signature is fluid and cursive, written over a light blue background.

Dwight Barratt, Executive Director

# from the Chair of the Board



ESAO exists so that "people in the Education Sector work safely in the safest and healthiest workplaces". A lofty goal and one which has often caused the Board and staff to ponder the extent of what we had undertaken. However, I believe that ESAO is growing into the task. Are we making a difference? It is always dangerous to depend on statistics but we take some pride in noting that, while the general trend over the past several years in the province is an increase in injuries, the education sector has seen significant and steady decreases.

The real credit for the decrease goes, quite rightly, to the employees and supervisors in each workplace. However, given the number of calls, letters and requests for services to ESAO, we can take some credit for supporting those people in their efforts and share in their success.

I would like to thank the staff for their tremendous efforts. Essentially, ESAO succeeds because we have people who are knowledgeable, enthusiastic and committed to the safety and health of others providing services to our clients. I would like to thank them for their efforts.

I would also like to thank my fellow Board members who, as volunteers, freely give their time, energy and enthusiasm to making the Education Sector a safe and healthy place to work.

A handwritten signature in black ink, appearing to read "Harold Leece". The signature is fluid and cursive.

Harold Leece, Chair  
Education Safety Association of Ontario

# our Board of Directors

The members of our Board of Directors are drawn primarily from firms that are in the education sector, and are insured through the Workplace Safety and Insurance Board (WSIB) of Ontario. Our Bylaw requires that each member of our Board, at the time of their appointment, be employed by a firm in rate group 810 or 817, or by a Schedule 2 firm assigned to ESAO. The two exceptions to this are the members assigned to our Board from the WSIB.

ESAO has adopted the Policy Governance model. It is a model that involves the creation of policies for governing an organization under the leadership of the Board, and is recognized as a highly effective approach to governing not-for-profit organizations.

Our Board consists of not more than 14 members, which includes 11 voting directors, two ex-officio voting directors nominated by the WSIB, and one ex-officio non-voting director, who is the Executive Director of the corporation.

Each director serves for a three-year term, and cannot serve for more than two consecutive terms. During each year the terms of some of the directors expire, and, at the Annual Meeting, new directors are elected. This rotating Board provides an appropriate balance of experience and renewal. During 2002 Anne Marie Nelson, from the Dufferin-Peel Catholic School Board, and Don Walters, from the Metro Toronto Separate School Board, stepped down from the Board. Cynthia Mearns, from the Pickering Public Library, Kate Farrell, from the Art Gallery of Ontario, Herman Proper, from the Ontario Alliance of Christian Schools, a member of the Independent School Board Association of Ontario, and Jim Talbot, from the London District Catholic School Board, joined the Board.

The nominating committee of the Board strives to ensure that the Board is representative of the stakeholders in the corporation, and that all candidates for election to the Board are individuals who will act with a view to the best interests of the corporation as a whole.

In 2002 the Board met quarterly, as well as attending the Conference and the Annual Meeting of Members.



Clark Campbell



Jean-Guy Démoré



Doug Hitchcock



Virginia Hatch Stewart



Cynthia Mearns



Jim Talbot



Tom Chan



Emily Kathleen Farrell



Elizabeth Mathewson



Susan Soldan



Herman Proper

# ESAO : a **Brief History**

The Education Safety Association of Ontario was created during 1997. ESAO was incorporated and designated as an entity receiving funding by the WSIB in December of 1997, and began operations during 1998. Our founding Board of Directors determined that ESAO would exist for the purpose of assisting our clients in their efforts to reduce, and eventually eliminate, incidents in the workplace that lead to injury, occupational disease and death.

## our Vision

The Vision Statement of the founding Board was:

**People working safely in the safest and healthiest workplaces in the world.**

Since those early days the Board has continued to direct the corporation toward that Vision.

ESAO is one of twelve Safe Workplace Associations who, along with two designated entities, are funded by client firms through the WSIB. Our clients come from six groups - schools, colleges, universities, libraries, art centers and museums - and are a part of every community in Ontario.

## our Mission

Our Mission, the statement that motivates us on a day-to-day basis, is:

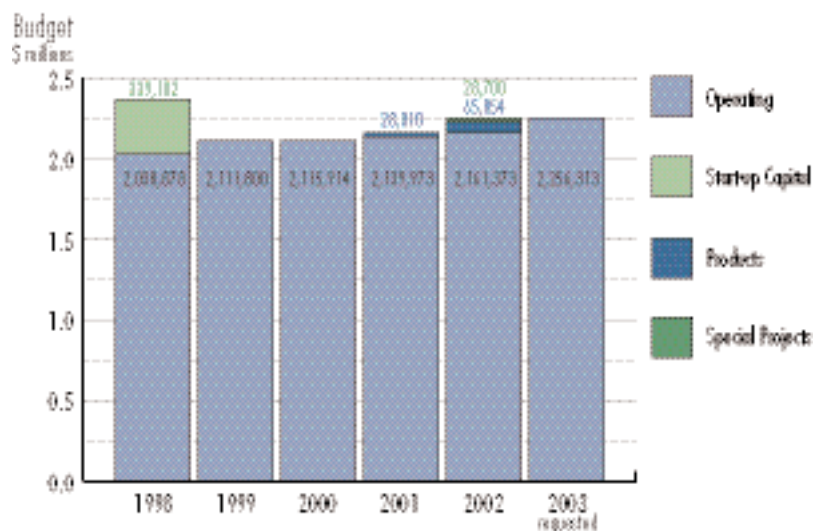
**To inspire people in the education sector to work safely by providing innovative programs and services.**

In the pages that follow we hope to show that we have not only provided those innovative programs and services, but that we have indeed inspired education sector people to work safely.

# Supporting our Mission

The achievement of our mission is directly linked to the level of support we receive. While our funding starts with our clients, it must be approved by the WSIB, who has a legal responsibility for financial oversight for all of the designated entities. Our first budget was submitted by the founding Board and approved by the WSIB before the organization had products, offices or even staff. It was for the 1998 calendar year, and included some capital funding for new equipment. Since that time, through five years of budget requests, reviews and approvals, our operating budget has increased by a total of 6.4% - and the number of approved claims in the sector have dropped by 17.5%. The actual funding amounts are shown on the graph below.

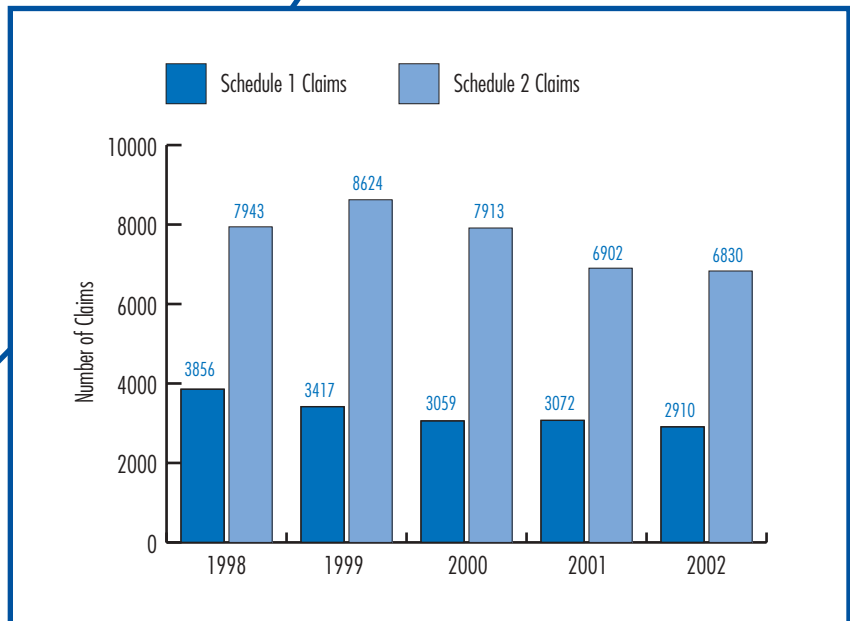
Since 1998 we have attempted to develop products and services that our clients would use and value - unless we are actually helping, we are in the way. Since 2001 we have reported on the level of product sales - partly to account for the additional revenue, and partly to indicate that our products are being increasingly recognized for their quality and value with each passing year.

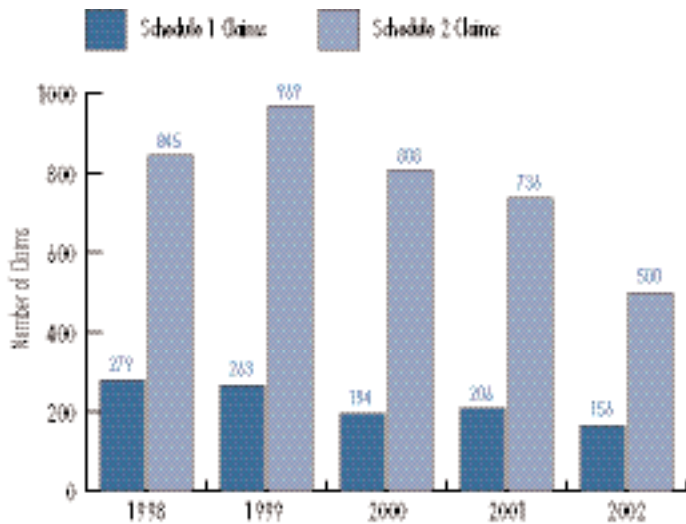


# Achieving our Mission ...

During 2002 the WSIB provided the designated entities with access to the new EIW - a database that allows us to access claims and injury information for our clients. The following data is drawn from the EIW, and we are assured by the WSIB that the information is accurate and up to date. Please note that there may be discrepancies between the claims numbers reported in subsequent Annual Reports - the EIW is a dynamic database, and claims under review may be approved or denied, and may affect the numbers in previous years.

The number of approved claims for the education sector as a whole declined in 2000 and 2001. The data, substantially complete for 2002, indicates that this trend continued in 2002 as well.





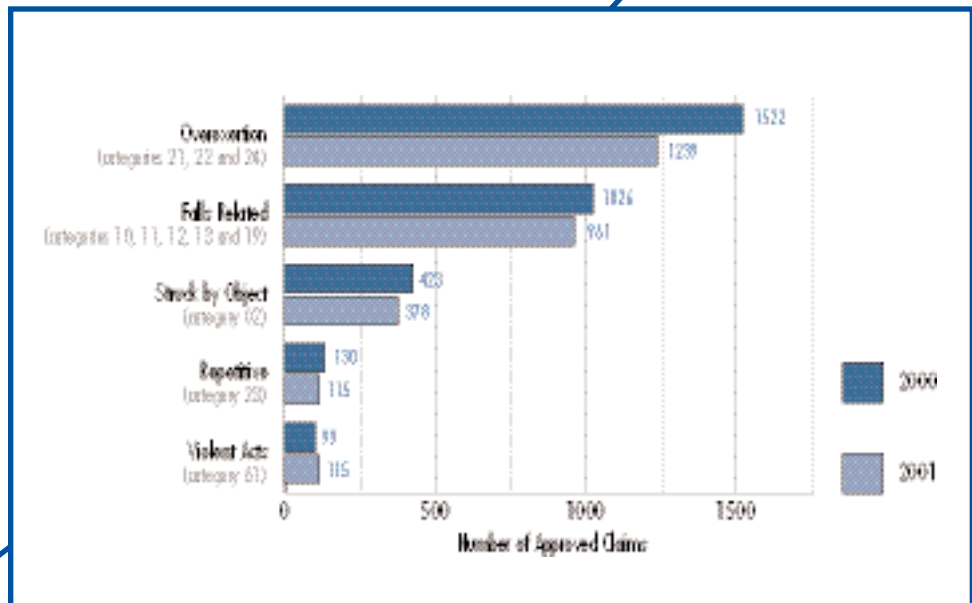
In 1999 ESAO, in cooperation with the WSIB and the Ministry of Labour, decided to target Slips and Falls claims. At that time the data indicated that the education sector was experiencing a far higher number of Slips and Falls, as a proportion of our total accident and injury experience, than the other sectors in the province.

ESAO developed a Slips and Falls Awareness package, and provided one free copy to every client in our sector across the province during 2000. Many of our clients purchased additional copies, and together we made a real attempt to raise awareness of Slips and Falls in education sector workplaces. The

results show that this effort continues to pay off in a steady decrease in this kind of claim. The number of claims is the total number of claims approved in accident categories 13 (Falls on same level) and 11 (Falls to lower level) added together.

And the news is getting better in other accident categories as well - shown below are the top five accident categories for the education sector for 2000 and 2001. This data is from the WSIB's EIW database, and the numbers may change from year to year as more claims are adjudicated. It is of interest to note that the single area in which the number of approved claims has increased is in the area related to Violent Acts (category 61).

Our Mission is to inspire people in the education sector to work safely, and according to the numbers above, more and more of them are doing just that. While ESAO cannot take credit for the accidents that our clients prevented through their efforts in their workplaces, we can suggest that some of the success may have been due to our support of those efforts. In the pages that follow, we show some of the things we did in 2002 to support your efforts...

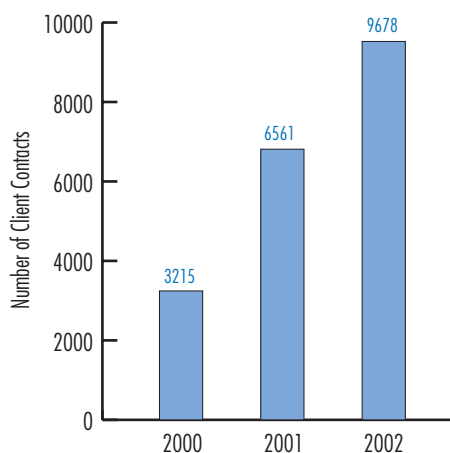


# What We do ...

Our Mission is to inspire people in the education sector to work safely by providing innovative programs and services. 2002 was a banner year in terms of the introduction of new programs and services. It was also an excellent year in terms of those programs and services for which ESAO has become well-known.

Our primary role is to support our clients in meeting their responsibilities under the Occupational Health and Safety Act, especially in the development of their Internal Responsibility System. We provide information, products and services that help our clients to create and support a strong health and safety culture across their entire organization.

ESAO emphasizes face-to-face contact with our clients. Of course, that is not always possible, and we have a number of methods of keeping in regular contact with our clients even when we cannot meet together. These include our quarterly electronic newsletter, regular mail-outs related to special events such as our Annual Conference and e-mails and letters to specific clients. The total number of our client contacts increased again during 2002, from 3,215 in 2000 and 6,561 in 2001, to 9,678. Some have called our service delivery model "relentless nagging", since we contact every one of our clients several times over the course of each year. A new development during 2002 was the introduction of Regional Client Network meetings in each of the areas served by our Field Consultants. Twenty-five Network meetings were held in 2002, and they have proven to be a very popular way to encourage clients to meet, to share and to network with each other.





**The Conference Committee** (left to right): Annemarie Hagen, Ron White, Ted Rickard, Lyn Schaule, Bill Godoy, John Workman, Claude Arseneau.

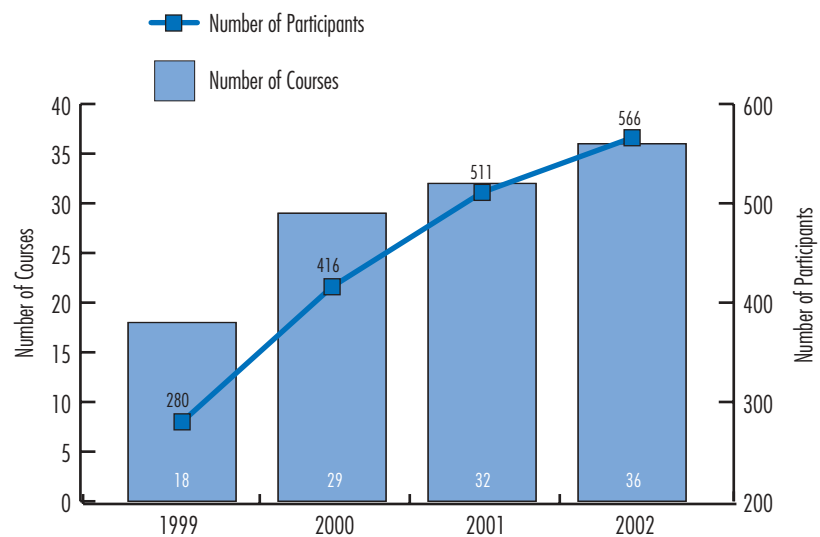
Our Annual Conference, held each year at the end of May, is an excellent way for people from the education sector, and beyond, to meet together, to learn about new developments in health and safety, and to upgrade their skills through workshops and professional development programs. May of 2002 saw our fourth Annual Conference, with the theme "Painting the Road to Safety", at the International Plaza Hotel, near the airport in Toronto. One of the most popular sessions was the Mock Trial, in which an education supervisor faced charges under the Act for failing to adequately protect workers. Our Fifth Annual Conference is scheduled from May 27 - 30, 2003, and complete details are available on our web site.

The Conference features the launch of many new health and safety products each year, and the 2002 Conference was our best yet. We introduced our New Employee Orientation CD, designed to meet the rapidly growing need to provide Health and Safety orientation for new employees in our sector. We also launched new Resource Booklets - fifteen of them. Ten were based on material that we cover in our Phase 2 Workplace Specific Hazard Awareness program, and five were on entirely new topics. They included Student Placement, Workplace Violence Prevention, Small Businesses, Safety in Special Education, and Health and Safety and the Volunteer.



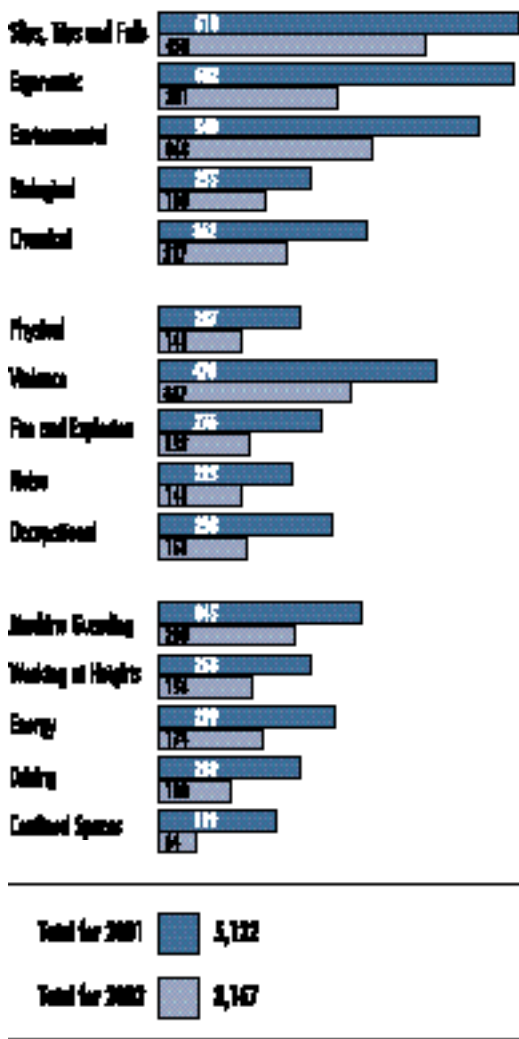
# Certification Training

We are not primarily a training organization - there are too many firms that would require our services, and we are not large enough to provide the needed training to everyone. That being said, we do offer training programs in Basic Certification, Phase 2 Workplace Specific Hazard Awareness Training, and some train-the-trainer programs in areas such as WHMIS. These programs help our clients help themselves, and continue to increase in popularity. Our Basic Certification activity, for the past several years, is shown below.



In 2001 we, and most other Safe Workplace Associations, began to deliver the second phase of Certification Training. This followed the announcement from the Minister of Labour that certified members of Joint Health and Safety Committees would be required to complete relevant Workplace Specific Hazard Training modules by December 31, 2001.

**Number of Participants in Workplace Specific Hazard Training Modules**



ESAO had developed a series of fifteen Workplace Specific Hazard Training modules in consultation with our clients, and began offering them through an innovative arrangement with Humber College in the summer of 2001. Humber provided the training infrastructure (classrooms, registration support, parking, financial services, etc.) while ESAO provided the course content, the course materials and the instructors. We also delivered modules in the workplaces of some of our larger clients who could satisfy criteria for class sizes and number of modules.

We expected that the compliance date (December 31, 2001) would lead to a rush for training in 2001, and we were not disappointed. However, it is interesting to see how the Phase 2 training numbers will hold up in the years following. While there will always be a need to train new JH&SC members, the demand will never be as high as it was during 2001. The Phase 2 training activity for 2001 and 2002 is shown to your left.

# of Special Interest...



ESAO has always had a close relationship with our francophone clientele. During 2002 we met with many of our French language clients at a special meeting in Ottawa, to discuss their needs and how ESAO might best respond. Following that meeting, we initiated two specific projects - first, our quarterly electronic newsletter is now posted on our web site in both English and French, so that all of our clients have access to the information it contains. And, in December of 2002 ESAO requested and obtained special funding from the WSIB to translate the New Employee Orientation CD into French. That product, a tremendous hit with English language clients, will be available in French in the spring of 2003 - look for ESAO's Programme d'orientation en matière de santé et de sécurité au travail CD ROM.

A special word of thanks must go out to the working group representing the Education Assistants. They spent countless hours working with ESAO staff in the development of the Safety in Special Education Resource Booklet. Their expertise, and their commitment to the success of this project, led to the production of a high quality product that has become the highest selling resource booklet of all.

In the summer and fall of 2002 many of our clients were contacted by an external firm conducting a client survey on behalf of ESAO. Our 150 largest firms, as well as over 150 additional firms selected at random from our database, took part in a telephone interview (in both official languages) to find out what our clients thought about us. The data is still being analyzed, but some messages were quite clear from the beginning:

- Our traditional client groups, such as universities, school boards, and colleges, all knew who we were, but we still have some work to do, especially with smaller art centers, and museums
- 93% of clients responding said that they were satisfied with the quality of ESAO products
- Over 96% of clients responding said that they were satisfied with the price that we charge for our products
- In every client sub-group, the sector-specific approach was very important to over 90% of those responding
- Clients identified some specific things as "winners". The most frequent:
  - Our Field Consultants
  - The web site - [www.esao.on.ca](http://www.esao.on.ca)
  - The quarterly electronic newsletter
  - The Annual Conference
  - Products such as the Orientation CD and the Resource Booklets

The survey also yielded a tremendous amount of information related to suggestions for new products, and comments on existing programs. This survey will serve as a baseline, and will be followed up with additional surveys in the future. ESAO thanks all those who gave of their time to provide us with this valuable feedback.

# Audited Financial Statements

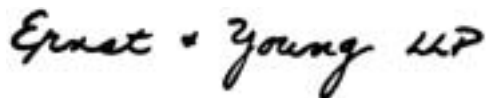
## AUDITORS' REPORT

To the Directors of  
Education Safety Association of Ontario Inc.

We have audited the statement of financial position of Education Safety Association of Ontario Inc. as at December 31, 2002 and the statements of revenue and expenses, net assets and cash flows for the year then ended. These financial statements are the responsibility of the Association's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with Canadian generally accepted auditing standards. Those standards require that we plan and perform an audit to obtain reasonable assurance whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation.

In our opinion, these financial statements present fairly, in all material respects, the financial position of the Association as at December 31, 2002 and the results of its operations and its cash flows for the year then ended in accordance with Canadian generally accepted accounting principles. As required by the Corporations Act (Ontario), we report that, in our opinion, these principles have been applied on a basis consistent with that of the preceding year.

The logo for Ernst & Young LLP, featuring the company name in a stylized, handwritten-style font.

Chartered Accountants  
Thornhill, Canada,  
March 7, 2003.

Education Safety Association of Ontario Inc.  
 Incorporated without share capital under the laws of Ontario

## STATEMENT OF FINANCIAL POSITION

As at December 31

	2002	2001
	\$	\$
<b>ASSETS</b>		
<b>Current</b>		
Cash [note 3]	353,861	365,271
Accounts receivable	63,609	44,257
Prepays and safety products	37,493	47,531
<b>Total current assets</b>	<b>454,963</b>	<b>457,059</b>
Capital assets, net [note 4]	93,721	87,751
	<b>548,684</b>	<b>544,810</b>
<b>LIABILITIES AND NET ASSETS</b>		
<b>Current</b>		
Accounts payable and accrued liabilities	143,915	205,105
Deferred revenue [note 5]	35,230	47,531
<b>Total current liabilities</b>	<b>179,145</b>	<b>252,636</b>
Deferred revenue [note 5]	239,857	163,776
<b>Total liabilities</b>	<b>419,002</b>	<b>416,412</b>
<b>Net assets</b>		
Unrestricted	129,682	128,398
	<b>548,684</b>	<b>544,810</b>

See accompanying notes

Education Safety Association of Ontario Inc.

## STATEMENT OF REVENUE AND EXPENSES

Year ended December 31

	2002	2001
	\$	\$
<b>REVENUE</b>		
Workplace Safety & Insurance Board		
Operating	2,019,551	2,063,947
Special projects	24,386	-
Funding for current year's expenditures from prior year's restricted excess funding	21,240	-
Safety products	12,301	30,037
Training, conference and safety products recoveries	327,413	248,025
Amortization of deferred revenue - capital assets	48,815	95,319
Interest and other income	6,360	54,081
	<b>2,460,066</b>	<b>2,491,409</b>
<b>EXPENSES</b>		
Service delivery	1,407,784	1,370,819
General and administrative	405,864	401,569
Development	325,142	325,141
Marketing and promotion	271,177	186,922
Amortization of capital assets	48,815	95,319
	<b>2,458,782</b>	<b>2,379,770</b>
<b>Excess of revenue over expenses for the year</b>	<b>1,284</b>	<b>111,639</b>

See accompanying notes

Education Safety Association of Ontario Inc.

## STATEMENT OF NET ASSETS

Year ended December 31

	2002	2001
	\$	\$
<b>Unrestricted net assets, beginning of year</b>	<b>128,398</b>	-
Excess of revenue over expenses for the year	1,284	111,639
Surplus of funding over expenses for the year ended December 31, 2000 transferred from deferred revenue	-	16,759
<b>Unrestricted net assets, end of year</b>	<b>129,682</b>	<b>128,398</b>

See accompanying notes

Education Safety Association of Ontario Inc.

## STATEMENT OF CASH FLOWS

Year ended December 31

	2002	2001
	\$	\$
<b>OPERATING ACTIVITIES</b>		
Excess of revenue over expenses for the year	1,284	111,639
Add (deduct) items not involving cash		
Amortization of deferred revenue - capital assets	(48,815)	(95,319)
Amortization of capital assets	48,815	95,319
	1,284	111,639
Changes in non-cash working capital balances related to operations		
Accounts receivable	(19,352)	16,745
Prepays and safety products	10,038	30,037
Accounts payable and accrued liabilities	(61,190)	(160,976)
Due to Workplace Safety & Insurance Board	-	(10,186)
Deferred revenue	57,810	4,801
<b>Cash used in operating activities</b>	<b>(11,410)</b>	<b>(7,940)</b>
<b>INVESTING ACTIVITIES</b>		
Purchase of capital assets	(54,785)	(43,101)
<b>Cash used in investing activities</b>	<b>(54,785)</b>	<b>(43,101)</b>
<b>FINANCING ACTIVITIES</b>		
Deferred revenue transferred to unrestricted net assets	-	16,759
Deferred revenue related to capital assets	54,785	43,101
<b>Cash provided by financing activities</b>	<b>54,785</b>	<b>59,860</b>
<b>Net increase (decrease) in cash during the year</b>	<b>(11,410)</b>	<b>8,819</b>
Cash, beginning of year	365,271	356,452
<b>Cash, end of year</b>	<b>353,861</b>	<b>365,271</b>

See accompanying notes

## **1. DESCRIPTION OF THE ORGANIZATION**

The Education Safety Association of Ontario Inc. [the "Association"] was incorporated without share capital under the laws of Ontario on December 10, 1997 and became a designated entity under the Workplace Health & Safety Act on December 16, 1997.

The Association provides health and safety products and services to the broad educational sector. The Association's mission is to contribute to the prevention of and reduction in the occurrence of workplace injuries and illnesses in the education sector in Ontario, by helping education sector employees to adopt practices and approaches that result in ongoing reductions in the occurrence of workplace accidents, injuries and occupational diseases. The Association is a not-for-profit organization under the Income Tax Act (Canada) and, as such, is exempt from income taxes.

## **2. SIGNIFICANT ACCOUNTING POLICIES**

### **Basis of presentation**

The financial statements have been prepared in accordance with Canadian generally accepted accounting principles. The most significant policies are as follows:

### **Use of estimates**

Since a precise determination of many assets and liabilities depends on future events, the preparation of financial statements necessarily involves the use of estimates and approximations and, accordingly, actual results may differ from such estimates and approximations.

### **Capital assets**

Capital assets are recorded at cost less accumulated amortization. Amortization is provided on a straight-line basis over the following periods:

Furniture and office equipment	5 years
Computer hardware	3 years
Computer software	3 years

Leasehold improvements are amortized on a straight-line basis over the remaining lease term.

### **Revenue recognition**

The Association, which is funded by the Workplace Safety & Insurance Board [the "WSIB"], follows the deferral method of accounting for funding. Restricted funding is deferred and recognized as revenue when the related expense occurs. Unrestricted funding is recognized as revenue when received or receivable. Funding received for capital expenditures is deferred and recognized as revenue over the estimated useful life of the capital asset.

## Funding and net assets

The Health and Safety Association Surplus Recovery Policy ["the surplus policy"] allows the Association to retain 100% of surplus funds. Surplus funds are to be recognized and applied towards the elimination of any unrestricted net assets deficiency. Remaining surpluses may be retained as unrestricted net assets but shall not cumulatively exceed 6% of WSIB funding for the fiscal year. The unrestricted net assets balance is available for use by the Association without WSIB approval.

Surpluses in excess of the cumulative 6% maximum unrestricted net assets balance are recognized as deferred revenue for use within a twenty-four month period. Expenditure of these funds requires prior approval of the WSIB. If the deferred revenue is not expended within twenty-four months, the funds are to be transferred to the Prevention Dynamics Corporation.

### 3. CASH

Cash of \$146,136 is restricted, as its use requires the concurrence of WSIB that the proposed uses are in accordance with the Association's objectives.

### 4. CAPITAL ASSETS

Capital assets consist of the following:

	2002		
	Cost	Accumulated amortization	Net book value
	\$	\$	\$
Furniture and office equipment	98,116	69,809	28,307
Computer hardware	213,876	172,854	41,022
Computer software	95,851	95,851	-
Leasehold improvements	110,498	86,106	24,392
	<b>518,341</b>	<b>424,620</b>	<b>93,721</b>
	2001		
	Cost	Accumulated amortization	Net book value
	\$	\$	\$
Furniture and office equipment	98,116	50,186	47,930
Computer hardware	164,650	164,650	-
Computer software	95,851	95,851	-
Leasehold improvements	104,939	65,118	39,821
	<b>463,556</b>	<b>375,805</b>	<b>87,751</b>

## 5. DEFERRED REVENUE

Deferred revenue consists of the following:

	2002	2001
	\$	\$
Capital assets	93,721	87,751
Operating	146,136	76,025
Safety products	35,230	47,531
	<b>275,087</b>	211,307
Current portion	35,230	47,531
	<b>239,857</b>	163,776

Changes in the deferred revenue balance are as follows:

	2002	2001
	\$	\$
<b>Deferred revenue, beginning of year</b>	<b>211,307</b>	258,724
Funding for current year's expenditures from prior year's restricted excess funding	(21,240)	-
Prior year's excess funding released for capital asset purchases	(54,785)	(43,101)
Capital asset funding	54,785	43,101
Amortization relating to deferred revenue on capital assets	(48,815)	(95,319)
Restricted funding in excess of current year's expenditures	141,822	76,025
Decrease in deferred revenue safety products	(12,301)	(30,037)
WSIB one-time contributions received	28,700	-
Expenditures related to one-time contributions	(24,386)	-
WSIB adjustment to deferred revenue for surplus previously repaid	-	8,487
Surplus for the year ended December 31, 2000 previously recognized as due to the WSIB	-	10,186
Surplus for the year ended December 31, 2000 transferred to unrestricted net assets	-	(16,759)
<b>Deferred revenue, end of year</b>	<b>275,087</b>	211,307

## 6. LEASE COMMITMENTS

The future minimum annual lease payments under operating leases for premises are approximately as follows:

	\$
2003	76,000
2004	89,000
2005	95,000
2006	95,000
2007	95,000

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