President's Report to the Board of Trustees February 1, 2025

This report is intended to provide members of the Ozarka College Board of Trustees with information regarding Ozarka College activities and accomplishments.

Upcoming Events of Interest

- February 5 Pathway to Success: Mock Interviews
- February 5 Interview Workshops
- February 12 Sr. High Quiz Bowl
- February 21 Get Real Financial Literacy Event Calico Rock
- February 28 Get Real Financial Literacy Event with MHS

Previous Events of Interest

- January 31 Calico Rock Middle School Tour
- January 29 American Red Cross Blood Drive
- January 23 NARCAN Training
- January 21 LPN and LPN to RN Orientation
- January 18 ICARE Talent Show
- January 15 Jr. High Quiz Bowl
- December 19 NADT Parent Observation
- December 14 ACT Testing
- December 10 LPN Capping & Pinning
- December 9 Nursing Banquet
- December 6 Gingerbread Lane Holiday Event
- December 5 Board of Trustees Regular Meeting
- December 3 LPN Student Workshop
- December 3 4-H Awards Banquet

College Governance

- <u>Ozarka team development:</u> New roles, new responsibilities, and a new way forward.
 - Marcus Orf was appointed to the new Vice President of Advancement and Workforce Development role. He brings a wealth of related experience and much promise to help move the College forward.
 - Amber Rush was selected as the next Vice President of Finance, an integral role in which she brings a new energy and a sharp focus on student success.
 - Scott Pinkston accepted the addition of College Operations to his scope of responsibility. Scott brings a great new perspective and 20+ years of college-wide leadership to this area of the college.

- Kelly Cowan has served in an elevated role since the return from Christmas break in which she has supervised the activities of the finance office while maintaining her current role as Business Manager. She will continue to serve the College in this role until Amber comes on board later in February.
- Deede Steed is the director of Human Resources and has played a good support role to the president's office during this critical time of transition. With transition to a new CFO, HR will report directly to the president to maintain a more independent and impartial function for the entire college instead of being housed within one of the senior divisions.
- <u>Budget time:</u>
 - The college completed a mid-year review process resultant in pooling approximately \$90K in projected underutilization in budgets for institutional priorities. As we have a closer projection to End of Year revenues, we will entertain addressing needed projects.
 - The college also completed a mid-year personnel/salary review considering senior personnel transitions and savings resulting in pooling approximately 60K in FY2024-2025 adjustments. In addition, there is a projected realization of approximately \$75K in sustainable reduction, including these senior position reductions and another position to be gapped indefinitely.
 - During the month of February, departments will be submitting their budget requests to start preparation for building next year's budget proposal.

Tentative Discussion Items for Next Board of Trustees Meeting

- Board Retreat
- ADHE HIRED Grant Update
- Government and Legislative Relations Update
 - Title III
 - Arkansas Session

Tentative Action Items for Next Board of Trustees Meeting

- End-of-Month and Year-to-Date Financial Reports
- Update banking signature cards
- Reappointment of full-time administration, faculty and classified staff for the 2025-2026 fiscal year
- Approve provisional positions for the 2025-2026 fiscal year
- Approve the bid for Melbourne skilled trades building contractor

Kudos

- All the maintenance personnel for setting up and putting away all the holiday decorations (A. Killian)
- Brioney, Kylie and all culinary staff & students for always being awesome to work with and preparing great food for events (A. Killian)

- Chrisha Savell and Terra Smith for going above and beyond at the Santa photo booth (K. Norris)
- Candice Shaver and Kendra Smith for helping facilitate our Pathways for Success (Mock Interviews) Day; an event that hosted 137 area high school students (representing 9 schools) and welcoming the participation of four area industry managers.

Academics

Dr. Chris Lorch, Provost

- Attended State Board of Nursing meeting where our RN was given full approval
- Served as the emcee for the Poetry Out Loud competition at the Mountain View campus
- Attended the ADHE Coordinating Board meeting at Arkansas Tech University

Student Services

Zeda Wilkerson, Vice President of Student Services

- Scheduling Get Real events with Extension Office and Izard County high schools
- Reviewing campus emergency response plan
- Chris Mosley facilitated a few new move-ins for students in campus housing this semester and held Spring Fire Drill
- Chris Mosley supported the Mountain View campus in hosting a Concurrent Preview Day for 10th and 11th graders from Mountain View High School
- CPI currently has a 100% rate for entered employment students (Goal 80%) with 24 completers
- CPI student, Gary Thompson, named AR Single Parent Scholarship student of the month <u>https://www.ozarka.edu/index.cfm?template=campusnews_view&uuid=DA6959FE-</u> <u>1422-B139-DA05837A05DE4830</u>
- Received notification of Perkins reserve grant fund award to purchase Nursing Anne Simulator for Ash Flat LPN programs.

Operations and Infrastructure

Scott Pinkston, VP and Chief Information Officer

- Began working on the Winter IPEDS reports (Federal)
- Completed End of Term reports to ADHE (State)
- Assisted the Business Office and HR with tax reporting
- Assisted the faculty with Spring Semester technology needs
- Physical Plant moved all of the equipment out of the old kitchen in the administration building to begin renovation project for their move

Advancement and Marketing

Marcus Orf, Vice President of Advancement and Workforce Development

• Held meetings with senior team and other involved departments to discuss upcoming Calico Rock Career Exploration 7th and 8th grade students and how it worked the last time with Melbourne school as well as helped coordinate a successful event. (A. Killian)

- Began preparing for Spring events by meeting with committees for the Ladies Luncheon and the Spring Gala: Ladies Luncheon Mar 1; Spring Gala April 3
- Served on search committee for VP of Advancement & Workforce Development reviewed materials and applicants (A. Killian & K. Norris)
- Created and pushed out Foundation information on the Bad Boy Mower Raffle (A.Killian & K. Norris)
- Organized a holiday card initiative for St. Jude's patients (K.Norris)
- Established a partnership with the Melbourne EAST program to produce 360-degree campus footage (K.Norris)
- Revamped video production strategies to create more dynamic and engaging social media content (K.Norris)

Satellite Campuses

- First day for Brenda Holloway, new Administrative Assistant Jan 6 (MV)
- Met with MVHS counselor to finish details for campus visit Jan 8 (MV)
- Sharp County Sheriff Office Training Jan 14 (MV)
- Mountain View HS 10th and 11th graders on campus for tour and information about concurrent classes Jan 15 (MV)
- Met with Lily Green, new Community Relations rep for Centennial– Jan 24 (MV)
- Poetry Out Loud event for HS students, sponsored by AR Craft School Jan 28 (MV)
- Pediatric CPR Training Jan 28 (AF)

Staff Council

Valerie Long, Staff Council Vice President

• Working to set a February meeting date to plan staff bonding and professional development activities for the Spring semester

Finance

Kelly Cowan, Business Manager

- All tax reporting (W2, 1099, 1095, 1098T) were completed. Students, Employees and former Employees can access their tax forms on MyOzarka.
- We are working on an agreement with Nelnet to offer our students Long Term Payment Plans at no cost to the College. This will alleviate some students being turned over to DF&A and their State Income Tax garnished to pay for tuition, and the College will hopefully see a better turnaround time in collecting these past due balances.
- We welcomed Amber Lee to the Finance office in January, she will primarily be handling Payroll. She has been an outstanding fit in our office and we look forward to her doing a great job for OC!
- Brianna Mosley, Student Accounts/AP/AR, worked a week in January and then she delivered her precious baby girl on January 14! Baby and Mommy are healthy and happy!
- Financial Reports attached. Please note asterisks for outliers, e.g., lag in disbursements.

Interstated formationsii <t< th=""><th>Ozarka College</th><th></th><th></th><th></th><th></th><th></th><th></th></t<>	Ozarka College						
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Services 251,200 21,240 21,260 20,763 20,	Program & Course Related Fees	1,679,980	1,679,980	7,394	667,889	1,012,091	39.76%
at the formed between the form of the form	Testing Services	261,290	261,290	1,384	53,608	207,683	20.52%
Income 45,00 <	Sales Tax Proceeds	679,380	679,380	32,702	334,791	344,589	49.28%
cone 104,500 104,500 104,500 56,001 56,00	Interest Income	45,500	45,500	4,010	50,608	(5,108)	111.23%
Revenue $3.248,265$ $3.248,265$ $3.248,265$ $3.248,265$ $3.248,265$ $1.718,60$ $1.65,920$ $650,920$ $655,920$ $650,920$ $656,979$ $650,737$ $650,737$ $650,737$ $650,737$ $650,737$ $650,737$ $650,737$ $650,737$ $650,737$ $650,737$ $650,737$ $650,737$ $650,737$	Other Income	104,520	104,520	3,046	48,519	56,001	46.42%
cc2000 Funding 1,271,840 1,271,840 1,271,840 1,271,840 1,271,840 1,271,840 1,271,840 655,920 656,920 64,170 656,920 64	General Revenue	3,248,285	3,248,285	326,334	2,057,440	1,190,845	63.34%
Interfluence $22,165$ $22,165$ $22,165$ $22,2,165$ $22,2,165$ $22,2,165$ $22,2,165$ $22,2,165$ $22,2,165$ $22,2,165$ $22,2,162$ $22,2,162$ $22,2,162$ $22,2,162$ $22,2,162$ $22,2,162$ $22,2,162$ $22,2,162$ $22,2,162$ $22,2,162$ $22,2,162$ $22,2,162$ $22,2,162$ $22,2,162$ $22,2,162$ $22,2,162$ $22,2,245$ $22,2,245$ $22,2,245$ $22,2,24,42$ $22,2,24,42$ $22,2,24,42$ $22,2,24,42$ $22,2,24,42$ $22,2,24,42$ $22,2,24,42$ $22,2,24,42$ $22,2,24,42$ $22,2,24,42$ $22,2,24,42$ $22,2,24,42$ $22,2,24,42$ $22,2,24,42$ $22,2,24,42$ $22,2,24,42$ $22,22,442$	Workforce 2000 Funding	1,271,840	1,271,840	105,987	635,920	635,920	50.00%
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y Income - Student Housing 6000 $9.937,360$ 6.000 $6.1,626$ $4.1,142$ $4.1,142$ $4.1,142$ $4.1,142$ $4.1,142$ $4.1,142$ $4.1,142$ $4.1,142$ $4.1,142$ $4.1,142$ $4.1,142$ $4.1,142$ $4.1,142$ $4.1,142$ $4.1,142$ $4.1,142$ $4.1,142$ $4.1,142$ <	Auxiliary Income - Culinary Café	6,500	6,500	795	4,500	2,000	69.23%
Interfacted Revenues 9,337,360 9,337,360 5,37,460 5,37,460 5,37,460 5,076,341 4,870,013 4,125,013 8,870,013 4,126,013 4,126,013 4,126,013	Auxiliary Income - Student Housing	96,000	96,000	8,500	51,826	44,174	53.99%
ee: 5,078,040 5,078,040 5,078,040 2,755,588 2,224,61 5,324,422 5 Salaries 78,800 78,800 7,600 2,755,588 2,324,422 5,339 5,339 5,339 5,339 5,333 5,5,336 5,339 5,333 5,333 5,333 5,333 5,333 5,333 5,333 5,333 5,333 5,333 5,333 5,333 5,333 5,333 5,333 5,333 5,333 5,333 5,333 5,533	Total Unrestricted Revenues	9,937,360	9,937,360	537,159	5,067,347	4,870,013	50.99%
Salaries 5,078,040 5,078,040 5,078,040 5,078,040 2,755,588 2,224,452 5 elp Salaries 78,800 1,689,830 1,689,830 2,6339 2,324,452 86,070 86,07	Expenses:						
elp Salaries 78,800 78,800 78,800 78,800 78,800 70,803 6.339 86,339 86,330 86,330 86,330 86,330 86,307 86,300 86,300 86,300 86,307 86,307 86,307 86,307 86,307 86,307 8	Regular Salaries	5,078,040	5,078,040	374,000	2,753,588	2,324,452	54.23%
Benefits 1,699,830 1,699,830 1,699,830 1,699,830 1,693,830 1,693,830 1,693,830 860,707 860,400 860,401 860,401 860,401 860,401 860,401 860,401 860,401 860,401 860,401 860,401 860,401	Extra Help Salaries	78,800	78,800	1,089	22,461	56,339	28.50%
& & Services 2,036,665 2,022,655 62,156 997,031 1,025,624 1 B8,275 88,705 85,705 1,769 26,648 26,057 59,057 5 B1,450 519,450 85,705 1,769 26,648 20,331 5 Outlay 519,450 91,000 519,450 26,697 20,331 5 Outlay 51,000 0 33,610 26,697 20,331 5	Fringe Benefits	1,699,830	1,699,830	126,820	849,123	850,707	49.95%
88,705 $86,705$ $86,705$ $86,705$ $86,057$ $86,057$ $86,057$ $86,057$ $86,057$ $86,057$ $86,057$ $86,057$ $86,057$ $86,057$ $86,057$ $86,057$ $86,057$ $86,057$ $86,057$ $86,057$ $86,057$ $86,057$ $86,057$ $86,053$	Supplies & Services	2,036,665	2,022,655	62,156	997,031	1,025,624	49.29%
transform 519,450 889,450 38,687 204,314 204,331 2 Jutitaty 51,000<	Travel	88,275	85,705	1,769	26,648	59,057	31.09%
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354,400 $354,400$ $354,400$ $354,400$ $(212,579)$ $(12,59)$ $(12,579)$ $(12,579)$ $(12,579)$ $(12,579)$ $(12,579)$ $(12,579)$ $(12,579)$ $(12,579)$ $(12,59)$	Capital Outlay	51,000	51,000			51,000	0.00%
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9,937,360 9,890,780 604,521 5,500,960 4,389,830 0,000 0,430,000 0,430,000 0,000,000 0,000,000 0,000 0,000,000 0,000,000 0,000,000 0,000,000 0,000 0,000,000 0,000,000 0,000,000 0,000,000 0,000 0,000,000 0,000,000 0,000,000 0,000,000 0,000 0,000,000 0,000,000 0,000,000 0,000,000 0,000 0,000,000 0,000,000 0,000,000 0,000,000 0,000 0,000,000 0,000,000 0,000,000 0,000,000 0,000 0,000,000 0,000,000 0,000,000 0,000,000 0,000 0,000,000 0,000,000 0,000,000 0,000,000 0,000 0,000,000 0,000,000 0,000,000 0,000,000 0,000 0,000,000 0,000,000 0,000,000 0,000,000 0,000 0,000,000 0,000,000 0,000,000 0,000,000 0,000 0,000,000 0,000,000 0,000,000 0,000,000 0,000 0,000,000 0,000,000 0,000,000 0,000,000 0,000 0,000,000 0,000,000 0,000,000 0,000,000 0,000	Loan Payments	30,900	30,900			30,900	0
Net Income or (Loss) (433,602) (433,602) (433,602)	Total Unrestricted Expenditures	9,937,360	9,890,780	604,521	5,500,950	4,389,830	55.62%
* Lag in Income Disbursements including: Federal Aid, State Grants, Etc. ** Extra to pavoif the AF Tech Center Loan				Net Income or (Loss	(433,602)		
Federal Aid, State Grants, Etc. ** Extra to bavoif the AF Tech Center Loan	* Lag in Income Disbursements including:						
** Extra to pavoif the AF Tech Center Loan	Federal Aid, State Grants, Etc.						
	** Extra to payoff the AF Tech Center Loan						

Monthly Financial Reports

Restricted Funds Approved July 1, 2024 through January 31, 2025 Approved July 1, 2024 through January 31, 2025 2024 - 2025 Buc Student Aid Revenues 2024 - 2025 Buc AR Challenge Awards 85, AR Concurrent Challenge 85, AR Workforce Challenge 85, AR Workforce Challenge 85, AR Workforce Challenge 86, AR Workforce Challenge 9, AR Workforce Challenge 9, AR Workforce Challenge 9, AR Work Study 2,450, Federal Work Study 2,450, Student Loans - Federal 810, Student Loans - Federal 2,430, Student Loans - Federal 2,430, Student Loans - Federal 4,738, Career Pathways Initiative 437, Career Pathways Initiative 437, Career Pathways Initiative 437,	pproved 2025 Budget 85,000 85,000 10,000 1,200,000 48,635 2,450,000 810,000 810,000 9,385 A	Adjustments to 2024 - 2025 Budget	Devised		Actual	
2024-	19et 19et 19et 19et 19et 19et 19et 19et	Adjustments to 024 - 2025 Budget	Deviced	-	Actual	
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ps rant Revenues			85,000		000'66	(14,000)
ps rant Revenues			85,000		56,925	28,075
ps rant Revenues			10,000		28,950	(18,950)
ps 4 4	48,635 450,000 40,000 810,000 9,385		1,200,000		524,206	675,794
ps rant Revenues	450,000 40,000 810,000 9,385		48,635	2,939	14,262	34,373
ps rant Revenues			2,450,000	(6,145)	1,435,345	1,014,655
ps 4, 4			40,000		20,000	20,000
ps 4,			810,000	(236)	360,597	449,403
ps 4,			9,385			9,385
4, rant Revenues	128 020	50,000	50,000		25,650	24,350
ant Revenues	navioc 1/1	50,000	4,788,020	(3,742)	2,564,935	2,223,085
	437 850		437 850	058.80	110 283	318 568
	110.875		110.875	201-4	40.606	70.269
Direct & Equitable Grant	51.205		51.205	4.236	17.059	34.146
	437,130		437,130	133,762	133,762	303,368
TRIO Grant	331,435		331,435	19,086	145,030	186,405
Federal Grant Revenues 1,	1,368,495	•	1,368,495	181,924	455,738	912,757
Adult Basic Education Grant	173.460		173.460		51.825	121.635
Career Coach	89,470		89,470	2,035	46,444	43,026
Education & Training Grant	22,975		22,975	2,970	11,566	11,409
Future Fit Grant	66,000		66,000			66,000
General Adult Education Grant	74,080		74,080		26,553	47,527
Special Projects Grant	A	91,640	91,640			91,640
ADHE WF Planning Grant	8	12,300	12,300			12,300
Career Tech Grant	252,160		252,160		171,250	80,910
State Grant Expenditures	678,145	103,940	782,085	5,005	307,638	474,447
D Total Restricted Revenues 6,	6,784,660	153,940	6,938,600	183,187	3,328,311	3,610,289

July 1, 2024 through January 31, 2025 Annual Mathematical Matrix Annual Mathematical Matrix Budgreed Budgreed Annual Contraction Annual Mathematical Matrix Annual Mathematical Matrix Budgreed Budgreed Although January 31, 2025 Annual Mathematical Matrix Annual Mathematical Matrix Budgreed Budgreed Although January 31, 2025 Annual Mathematical Matrix Budgreed Annual Mathematical Mathematical Mathematical Mathematical Mathematical Matrix Budgreed Budgreed Although Matrix Bis 5000 Bis 50		
Approved Adjustments to adjustments Approved Adjustments to adjustments 2024 - 2025 Budget Adjustments to adjustments e 85,000 Adjustments 1,200,000 1,200,000 Adjustments 1,200,000 85,000 Adjustments Adjustments Adjustments Adjustments Adjustments		
2024 - 2025 Budget 2024 - 2025 Budget 48,000 88,000 84,000 84,0000 84,000 84	Actual Year to Date	Budgeted Balance to Collect or
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e 85,000	119,750	(34,750)
10,000 10,000	57,925	27,075
1200,000 1200,000	10,400	(400)
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40,000 40,000 40,000 80,000 80,000 80,000 80,000 80,000 80,000 80,000 80,000 80,000 80,000 80,000 80,000 80,000 80,000 80,000 80,000 80,000 80,000 $4,789,020$ $50,000$ $4,789,020$ $50,000$ $4,789,020$ $50,000$ $4,789,020$ $50,000$ $4,789,020$ $50,000$ $50,000$ $4,789,020$ $50,000$	(4,650) 1,442,757	1,007,243
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xpenditures 437,850 437,850 437,850 437,850 437,850 437,850 437,850 437,850 437,850 437,850 437,850 437,850 437,850 437,850 437,850 437,850 437,850 437,850 437,130 51,205 51,640 52,2,750 52,2,760 74,080 76,	5,186) 2,576,083	2,211,937
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es 1,368,495 1,368,495 61 penditures 173,460 173,460 173,460 173,460 83,470 83,470 83,470 83,470 83,470 83,470 83,470 83,470 83,470 83,470 83,470 83,470 83,470 83,470 83,470 83,470 83,470 83,470 83,470 83,470 83,470 83,470 83,470 83,470 83,470 83,470 83,470 83,470 83,470 83,470 83,470 83,470 83,470 83,470 83,470 83,470 83,470 83,470 83,470 74,080 74,080 74,080 74,080 8 74,080 74,080 74,080 74,080 8 252,160 8 252,160 102,01 1 9 252,160 103,340 16,01 1 1 9 14,030 12,300 1 1 1 1 9 103,340 103,340 1	0,027 165,057	166,378
penditutes 173,460 173,460 173,460 173,460 83,470 83,470 83,470 83,470 83,470 83,470 83,470 83,470 83,470 22,975 85,000 22,975 66,000 74,080 74,080 74,080 74,080 74,080 74,080 74,080 84,09 84,00 91,640 91,640 84,00 252,160 12,300 12,300 84,01 252,160 123,300 12,300 85,01 252,160 103,340 12,300 86,01 252,160 103,340 12,300	1,688 570,252	798,243
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74,080 74,080 74,080 74,080 A 91,640 91,640 91,640 B 12,300 12,300 12,300 C52,160 252,160 12,300 1 B 12,300 12,300 1 C58,145 103,340 782,085 55	4,645 34,417	31,583
A 91,640 91,640 91,640 1640	9,546 44,535	29,545
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252,160 252,160 14. rant 252,160 14. rant 252,160 14. rant 103,340 782,085 55.	10,102	2,139
678.145 103.940 782.085 55.4	14,679 165,578	86,582
678.145 103.940 782.085 55.4	946	(346)
678.145 103.340 782.085	396 22,542	(22,542)
	510,981	271,104
Total Restricted Expenditures 6,784,660 153,940 6,938,600 110,971	3,657,316	3,281,284
A = Litant Awarded atter budget was prepared B = Grant Awarded after start of fiscal uear		

Ozarka College						
Unrestricted Current Funds - Fiscal Comparison	irison					
July 1, 2024 through January 31, 2025	20	2024 - 2025 Fiscal Year		20	2023 - 2024 Fiscal Year	2
			Percentage of			Percentage of
		Year to Date	Budget Realized		Year to Date	Budget Realized
	2024 - 2025 Budget	Revenue/Expense	as of 10/31/24	2023 - 2024 Budget	Revenue/Expense	as of 10/31/23
Revenues:						
Tuition & Related Fees	2,291,900	1,162,248	50.71%	2,298,695	1,128,176	49.08%
Program & Course Related Fees	1,679,980	667,889	39.76%	939,220	678,870	72.28%
Testing Services	261,290	53,608	20.52%	192,605	25,478	13.23%
Sales Tax Proceeds	679,380	334,791	49.28%	655,800	264,906	40.39%
Interest Income	45,500	50,608	111.23%	11,170	42,264	378.37%
Other Income	104,520	48,519	46.42%	81,650	61,097	74.83%
General Revenue	3,248,285	2,057,440	63.34%	3,411,990	2,164,299	63.43%
Workforce 2000 Funding	1,271,840	635,920	50.00%	1,271,840	741,907	58.33%
Tech Center Revenue	252,165	0	0.00%	210,130	0	0.00%
Auxiliary Income - Culinary Café	6,500	4,500	69.23%	5,000	4,213	84.26%
Auxiliary Income - Student Housing	96,000	51,826	53.99%	60,000	54,207	90.35%
OCF Gift for Ash Flat Tech Center	0	0	0.00%	10,000	0	0.00%
OCF Gift for Mtn View Tech Center	0	0	0.00%	20,000	0	0.00%
Total Unrestricted Revenues	9,937,360	5,067,347	50.99%	9,168,100	5,165,417	56.34%
Expenses:						
Regular Salaries	5,078,040	2,753,588	54.23%	4,827,590	2,549,083	52.80%
Extra Help Salaries	78,800	22,461	28.50%	78,800	25,969	32.96%
Fringe Benefits	1,699,830	849,123	49.95%	1,645,340	821,192	49.91%
Supplies & Services	2,022,655	997,031	49.29%	1,635,140	898,036	54.92%
Travel	85,705	26,648	31.09%	77,390	33,380	43.13%
Utilities	489,450	285,119	58.25%	493,140	253,352	51.38%
Capital Outlay	51,000	0	%00.0	27,000	401,278	1486.21%
Bond Payments	354,400	566,979	159.98%	352,800	299,625	84.93%
Loan Payments	30,900	0	%00.0	30,900	18,007	0.00%
Total Unrestricted Expenditures	9,890,780	5,500,950	55.62%	9,168,100	5,299,922	57.81%
8		1003 6681			(424 EDEV	
Net IllCOULE OF (LOSS)		(200°CC+)			(000,401)	