



# Children's Book Network

Annual Report

2012

# CBN Annual Report for 2012

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## INTRODUCTION



Children's Book Network turned out to be a fast developer. Born in January 2012, after a short gestation in the minds of founders Gcina Mhlophe, Lesley Beake and Sindiwe Magona, it has enjoyed a momentous first year. Now we look forward, with some excitement, to the future.

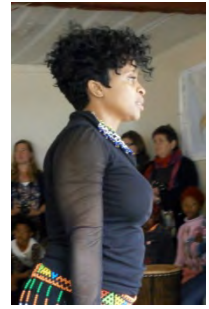
It could not have happened without many friends. The name says it all – Children's Book *Network* – and it is the Network that is going to enable us to bring books to children and children to books as we set out to do. There has not been a person or organization we have approached that has hesitated. 'What can we do? How can we help.' We are grateful to each and every one who has joined us in getting things going.

An exploratory meeting with Rose-Marie Lindfors and Anna Hallgren, in South Africa from Sweden on a fact-finding mission at the end of last year, led us to be part of their application for funding from SIDA and Swedish Arts and Culture. Their faith in our ability to deliver drove us forward. The successful outcome of the application saw us hosting pilot workshops to show that we could meet their expectations. Friends led us to Rotary Club Cape of Good Hope. Other friends led us to Rotary Skelleftea. Rotary Club Cape of Good Hope led us to Richard Parsons, then President, and his advice, energy and interest have given us wings. Every week we follow a new connection to another place where we were not expecting to go ... Red Hill informal settlement, Kayamundi Township, Clanwilliam Living Landscape Project ... The Cederberg Municipality ... and with every step we make new friends and the network grows.

We *will* do this. We *will* become an agent for change in the important field of reading, stories and children - with a lot of help from our friends.

Special thanks to:

- *Rotary Club Cape of Good Hope*
- *Richard Parsons*
- *Sue Swanepoel*
- *Liz Danks (Red Hill Community)*
- *Asakhe Bakajana (Red Hill Library)*
- *Buyiswa Ponti (Red Hill story group)*
- *Nonzukiso Manzana (Red Hill community)*
- *Susan Alexander and the staff at Masiphumelele Library*
- *Erica and Denzil Jehoma (and Erica's parents)*
- *Peter and Linda Gray, and Jenny and Frank Howitt who hosted Swedish guests*
- *Mikhail Hendricks (young prize-winning writer from Mitchells Plain)*
- *Jean Williams and Sunitha Amod (Biblionef)*
- *Rotary Skelleftea (Sweden)*
- *Hugh Clarke and Mary Cadogan (Ireland)*
- *Jay Heale (SA Bookchat)*
- *Professor John Parkington (Bleek and Lloyd story talk)*
- *Carole Bloch (PRAESA)*
- *Jose da Prada and Helena Cuesta*
- *Our Spanish friends who sponsored a story-telling event*
- *SIDA – the Swedish aid agency*
- *Swedish Arts and Culture*
- *Our Swedish colleagues, friends and supporters*
- *Rose-Marie Lindfors*
- *Gunilla Brinck*
- *Marie Nordenback*
- *Anna Hallgren*
- *Synneva Byrkjeland*
- *Luthando Crèche in Kayamundi, Mamma Florence and her helpers*
- *Avusa Publishers for donations of South African storybooks*
- *The University of Stellenbosch Faculty of Education*
- *Marguerite Macrobert (Education Lecturer)*
- *Women Unite – storytellers, drummers, dancers: Andrea Dondolo and Thandi Swartbooi*
- *Basse and Kabbo – drummers and friends of the project (Senegal)*
- *The Choir of the University of Cape Town, John Woodland and Emily Hallinan*
- *Clanwilliam Living Landscape Project*
- *Rosemary Bangham, designer*
- *John Thwaites, who designed our logo*
- *Shepstone and Wylie for preparing our Trust documentation*
- *D6 who are currently constructing our website pro bona*
- *Our friends everywhere (especially them)*



## THE IMPORTANT ASPECTS

Children



We reached in excess of 600 children this year during four workshops in three different venues. We have *thousands* of digital photographs of them. And when searching for a specific image, the impression of liveliness, action, excitement and interest in all of them is inescapable. After a workshop, it is always the children's eyes that remain in the minds of those who facilitate. Eyes steady, fixed on whatever is going on, drinking in stories. Our children are *desperate* for story. In our workshops we try to first excite them with stories through music, drumming, performance poetry, storytelling, dancing ... and the very best of all of those things. Then we invite them to join us in exploring story in their own lives and *then* we open the door to books and invite them in. It really isn't hard. All it takes is energy and passion; they do the rest.

Our Red Hill workshops took place in a container – a large container, but one with limitations in terms of the number of children who could physically fit inside it. We had a registration process, and parents or carers had to sign a form giving permission for children to attend, all very orderly on paper. The reality was a story revolution of note. Every time the door opened, we were stormed by a small army of little children wanting to join in. On the first day, we let them in. (Who wouldn't?) but there were so many of them that they made it impossible to do the work that 25 older children had signed up for. They were so determined, that eventually we read stories to them outside (they were not satisfied with that) and let them in whenever we could. Still, every time we turned round, a couple of them had infiltrated again.

We had 100% attendance on both days of our second workshop at Red Hill and 85% (high school teenagers) at the first, both workshops being in school holidays. (Older children have other responsibilities at weekends and those who didn't come had good reasons for not being able to attend). It was an amazing experience and the beginning of what we hope will be a long relationship with this community and its children.

In Kayamundi in Stellenbosch we had a different and more orderly experience with pre-school children. Our Swedish companions sang and told stories, the children sang and told stories to them. There was an incredible sharing going on between people of very different ages, languages, cultures and circumstances.

In Clanwilliam we did something else entirely, focusing on the early San stories from the Northern Cape as collected in the Bleek and Lloyd Archive at University of Cape Town. Our Spanish friends, Helena Cuesta and Jose de Prada (Jose is doing post-doctoral studies on these legends, and Helena and he are wonderful storytellers) told three of those stories and the choir sang contemporary music inspired by them, as well as some other works in their repertoire. There was also a book (by Lesley Beake) called *Little Lion* that was based very loosely on one of the old stories and demonstrated how story changes with time. The children were enraptured. They learned to make the sounds of a musical storm, they listened, they watched; they will be back.



## Books



Every child who participated in the workshops went home with a book of stories donated by Avusa Publishing and distributed through the Nal'ibali reading Clubs they have initiated with PRAESA and the Sunday Times educational initiatives.

Every child was exposed to a challenging array of books around the theme for this year, which was Home. In their own writing they reflected on their concept of their homes and wrote and illustrated their thoughts. In Red Hill the high school children compiled a most extraordinary photographic record of their environment that will be available as a digital story next year. It will be an important part of the opening celebrations of the new Red Hill library venue in January 2013. The books that they made themselves will also be on display.

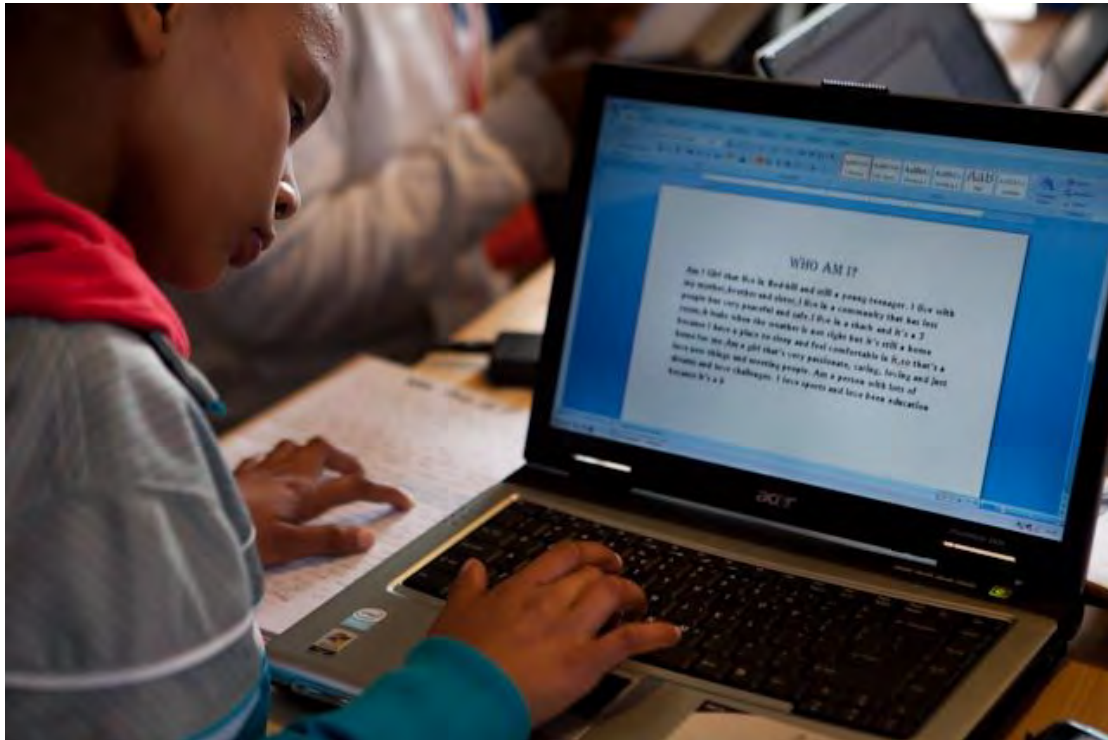
We donated around 300 books to Red Hill Library, but this is the tip of an iceberg. In 2013 we hope to do much more to get books in the hands of children. We are working on very specific book lists that we intend to donate in multiple copies. The focus here will be on small quantities of carefully chosen books that will resonate with the lives of the children. Such books already exist, both in South Africa and abroad. We just have to get them here and promote them. The website will be heavily used to highlight books on themes and to excite children about the idea of reading in advance of workshops. We have several experts on children's literature lined up to help with book selection once we begin to donate books on a larger scale and Jay Heale, of Bookchat website, one of South Africa's leading experts, has already begun compiling lists.



Electronic books are critical. In 2013 we will be working with Rotary in Skelleftea in northern Sweden to bring such technology to our workshops. Children working with iPads at Red Hill produced amazing stories and enjoyed themselves hugely in the process.

Translations: We are in discussion with Cambridge University Press about translations of some of their Rainbow Reader series into different languages. This would be a reciprocal process, with no money involved. We do the translations, a democratic process of assessment follows and we publish the translations on the website (with the illustrations). We would buy multiple copies of the books in English from the publishers and they would have free access to the translated versions – a win-win situation. We will be approaching other publishers with this concept.





Our website will be launched in January 2013 to coincide with the opening of the new Red Hill library venue. It has been a long haul to assemble the material but the website will be retrospectively dated so that all our activities will appear there and there will be an archive of all the work described in this report. It will be a lively, constantly updated and integral part of the work we will do. Work on the website has been donated by Mark Parsons of D6 Technology on behalf of his family.

But the network that already extends – from person to person – is growing every day. That’s the way stories spread at the beginning of human language and thinking, and that’s the way it is happening now. The support group described at the start of this report has been incredible.

The website will be used for many purposes, including archiving our records from the beginning of 2012, but its main function will be to promote, publicize and share texts and stories, which will be free downloads for teachers, parents, librarians; anyone who is interested in books and children. Children’s own writing and the translations described above will be highlighted.

\*

## CBN WORKSHOPS

(full individual reports available on request)

### 1. Pilot Project at Red Hill informal settlement

In June, Red Hill welcomed us into a relationship that will continue as long as CBN does. We took with us our trusty Senegalese drummers to get things started and to teach the children about drumming stories. Sindiwe Magona, Helena Cuesta and Jose de Prado told stories and inspired us. There was a fire and marshmallows. Then there were two consecutive Saturdays of hard work interrupted only by breaks for meals and snacks. Subsequent visits to the library and discussion with community representatives confirm that this initiative did indeed have an effect on a group of young people at a difficult time of their lives (ages 15 to 18). It also set the scene for the subsequent workshop with younger children described above. When there is a meeting at Red Hill, children drift up to the car immediately. 'When is the next workshop?' they ask hopefully.



## 2. CBN South Africa and CBN Sweden joint workshop in Red Hill

During the first two weeks of October CBN hosted five Swedish visitors, four librarians and a drama teacher, working with them and learning from them in different venues where children's books are critically important. We began at Red Hill informal settlement with a two-day workshop for 25 children between 10 and 12 years old and a story festival attended by about 70 children of all ages.

The workshop included:

- Performance poetry by CrocE who then led the children in a successful writing workshop



- Dramatizing stories (assisted by a blue blanket and several small props!)



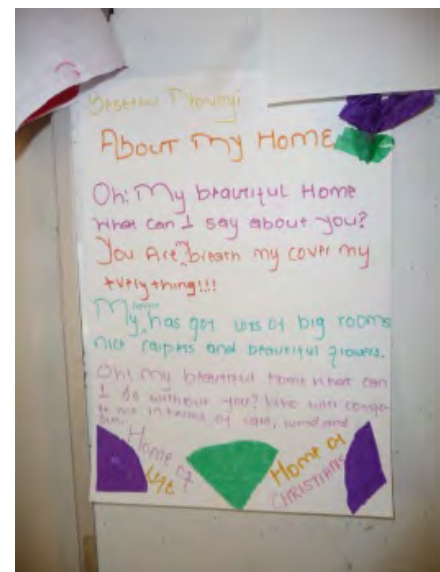
- Working with iPads to create stories (hugely popular)



- Making their own books that will be displayed in the new library



- Mapping Red Hill and their own homes



- A dream-writing workshop
- A story and movement workshop by Thandi Swartbooi and Andrea Dondolo where children drummed, danced, listened to stories and learned to breathe effectively



- Book exploration with Lesley Beake



- Singing stories in Swedish, English and isiXhosa







### 3. Luthando Crèche story and singing workshop

We also worked with younger children at Luthando crèche in Kayamundi Township outside Stellenbosch. Here the Swedish team ably demonstrated the universality of story, communicating with pre-school, Xhosa-speaking children with ease through song and movement and some shared English. Books were donated and we had a chance to talk to Mamma Florence, the Principal, and her team about the school and how integral it is in the community.



#### 4. Clanwilliam Living Landscape Project workshop – High Sky Stories

We had long talked of a workshop with members of the University of Cape Town Choir and this became a reality when they visited Clanwilliam in November. We had an evening performance, conducted by their director John Woodland, and a workshop for children the following Saturday morning. It was a little jewel of a workshop! The theme (Bleek and Lloyd stories from the San people of the Northern Cape) lent itself to the surroundings. A towering cumulus sky provided an outstanding background. The children were completely absorbed in the stories and singing. More workshops in Clanwilliam are already under discussion for next year.

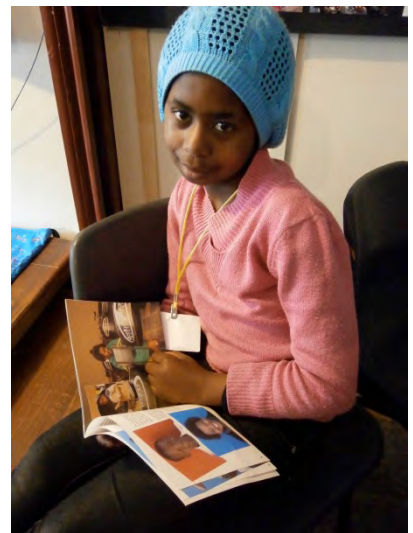


## 5. Guest Lecture at Stellenbosch University

In addition to the workshops, we gave a guest lecture to around 300 trainee teachers at Stellenbosch University. We were asked to talk to them as a group and to remind them of the importance of story in teaching. We divided the hour available into sections. Lesley gave a brief outline of what CBN is doing. The Swedish visitors described some of their projects in Sweden – to intense interest from the audience.

## 6. Outreach to other organizations

During the October workshops we had several very strategic meetings with organizations and individuals involved with children's books in South Africa. CBN was able to share our goals and invite cooperation and working together as objectives for 2013. These meetings – and many more held by Lesley during the year – have laid down a good foundation of mutual support and interest.



## WHAT WE LEARNED IN 2012

- The number of people facilitating at workshops needs to be high. We are working in communities where children have little experience of workshop situations – fun or otherwise. They so clearly, and desperately, need this kind of input and the more people there are to work individually with them, the better.
- We need a dedicated data collector at each workshop. This person would be in charge of registration and checking the names. Interestingly, there is a general confusion about children’s names. In workshops they change them from one piece of paper to another. We have to keep very tight control of the pictures and writing they generate so that mistakes are not made when we publish their work on the website. This problem is shared by organizations all over South Africa and is a general phenomenon, not specific to Red Hill.
- We need to stick to one level of children at each workshop. It is incredibly hard to turn away children who want to be part of what we are doing, but we achieve a less practical result if there are too many participants.
- We need to allocate more time for activities. Perhaps serving their snack and cool-drink during writing times would help. Especially in an informal structure, we need to minimize movement and distraction.
- Workshops have to be tailored around the venue – at Red Hill we had to hire a toilet, buy electricity and there was no water connection. We managed, but careful advance planning is necessary and activities should be structured to avoid disruption by moving tables, changing groups and going outside.
- We are already building toolboxes of ideas (both for the Internet and for real kits that we can distribute). We need more templates for activities so we are not constantly re-inventing the wheel.
- Electronic reading (planned for workshops next year) is going to revolutionize children’s reading. We need to take the best from this new technology and use it to advantage.
- More advance work in communities would be invaluable. Time is a constraint, but it would make our job easier at the actual workshops.
- We desperately need a stronger infrastructure to support this level of activity. It long ago exceeded a one-person-volunteer job. There is a real danger that this successful project could falter if there is not some practical support. It’s not just about money, it’s about energy and some of that comes in the form of money, or can be paid for with it. It’s a fact of

NGO life that passion and enthusiasm can't sustain action without structure.

- We need a dedicated photographer at each workshop with a clear briefing.
- We need more helpers for advance planning, assessment and retrospective evaluation and to take on specific tasks such as petty cash and invitations.



## NEXT YEAR....

There is no problem about finding new, and deserving, projects. We see our role in communities (as opposed to schools where there are other structures in place). Libraries also have warmly welcomed us. But it is important to identify *which* communities and *which* libraries. There are, thankfully, many that are functioning extremely well and needing no help from us. It is the forgotten corners that we need to find, and they are many. People are beginning to approach us with suggestions and some of these have reached an advanced stage of discussion.



### 1. Red Hill - January and May

In January 2013, we have been invited to assist with the setting up of a children's library and reading section in the small room at the back of the container where we gave our workshops in 2012. This will involve displays of children's work, artwork and photographs they took themselves to document their community. We need to raise a small amount of funding (R10 000) to do this to the best effect. A further workshop for primary children, to follow up on the Swedish experience is planned for later in the year.

### 2. Cederberg Municipality – beginning January – a 2-year project

We have been asked to assist with programmes in seven very rural communities in the mountains. Wuppertal, Kweekkraal and Algeria are three that have so far been identified. This will form part of a much larger programme with all the

regional libraries for 2014 when Clanwilliam (one of the oldest towns in South Africa) celebrates its 200<sup>th</sup> anniversary. Planning for this project begins in January 2014. We are keen to incorporate the *One City One Book* from Sweden as *One Village One Book*. This means that whole communities – adults as well as children – work around one chosen title and explore it in many different ways and media.

### 3. Cave-to-Cave storytelling project

An EU funded project with Spain. This storytelling will take place in April 2013 and again in August 2014. CBN has been invited to be part of this and its basic planning as of December 2012.

### 4. Franschoek Literary Festival Children's Week

We are in discussion about a symposium of writers and illustrators for children and organizations involved with children and reading. This would be a major initiative for CBN and would require a huge amount of planning, although it would be run as part of a bigger structure. This event is in May.

### 5. Living Landscape and UCT Choir

We are discussing a further workshop for the children of Citrusvale Township in April.

### 6. Umea Literary Festival in northern Sweden

Lesley Beake and Sindiwe Magona have been invited to participate in workshops and lectures in Sweden during March 2013. This will be a hard-working sharing of methods and ideas that promises to be immensely enriching. We will give several workshops, visit many libraries and be part of a seminar at the university during their Literary Festival.

### 7. KZN – Underberg and Northern Natal

Discussion has begun about a two-week extended workshop in the Drakensberg and Northern Natal. Planning is still in its early stages, but our Irish branch (Mary Cadogan and Hugh Clarke) have indicated that they will come to assist.

### 8. University of Stellenbosch

We have also been invited to be part of the teacher training initiative with Stellenbosch University and make our workshops part of their teacher's training research and training.

### 9. Electronic Books

E-Books are now part of educational as well as recreational reading. We need to address this in the way we work with children and story. Rotary Skelleftea are willing to be involved in this project and have raised funds to that effect. The

beginning of 2013 will see the beginning of that aspect of our workshops, although we already saw how effective iPads were at Red Hill. We will be in contact with other NGOs working with tablets and constant research is underway.

#### 10. *Other languages*

Translations have been part of CBN's thinking since we first started to discuss this project. We like to think 'texts' as opposed to all but very short books for younger children.

Take a text – maybe only two paragraphs of an important title - with a cover picture and illustrations, if possible. Have it translated and allow for an interactive critical process that polishes and perfects the translation. Make it freely available on the Internet – and take hard copies to communities when necessary. Supply multiple copies of the whole book in English and other languages where available and appropriate. Add to the value with links to other texts, summaries ... extracts. Translate children's own work and add to the theme literature. Provide reading tablets or access to computers. Stand back to allow for peaceful reading.





## CONCLUSION



We thought this would be a good idea. It is. Now we need to refine it, develop it and extend it. We need to work with the other organizations doing excellent work in this field, share what we can and learn from them.

There will be more. We are seeing the tip of a very large iceberg. There is a huge amount for CBN to be involved in, to facilitate – to do.

Let's get on with it!

\*\*\*



December 2012  
Contact person: Lesley Beake  
lesley@lesleybeake.co.za

# Financials 2012

## ANNUAL FINANCIAL REPORT

### **RED HILL WORKSHOP 1**

Founders funding (Richard Parsons) For Red Hill Workshop	15,000.00
Donation Redham College	2,970.00
	<b>17,970.00</b>

#### Workshop Costs

Payment to Africa Impact (Catering)	16,470.00
BALANCE	<b>16,470.00</b>

Workshop costs	16206.35
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BALANCE 263.65

### **RED HILL WORKSHOP 2**

Donation fro SIDA and Swedish Arts and Culture	66,500.00
Costs of workshop	66,500.00
BALANCE	263,65

### **STELLENBOSCH UNIVERSITY**

Payment for lecture	3265,65
BALANCE	3000,00

OTHER DONATIONS

**Richard Parsons**

Trust Document	12,200.00
Entertaining Swedish guests	4,000.00
Website costs	5,000.00
Other	2,200.00
	<b>23,400.00</b>

**Lesley Beake**

Pro bona 11 months of 3-day week	211,200.00
Financial charges Africa impact	3,000.00
Entertaining swedish Guests	3,000.00
General expenese 11 months (Petrol, office, stationery etc)	24,000.00
Financial Handling fee & African Impact	3,000.00
	<b>244,200.00</b>

Costing for Red Hill 1.  
Workshop  
May/June 2012

## RED HILL WORKSHOP 1: MAY/JUNE 2012

### Donations: (Paid over to Africa Impact)

Rotary Club of Good Hope	15,000.00
Redham College	2,970.00
	<b>17,970.00</b>

Payment to Africa Impact (catering)	1,500.00
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<b>Balance</b>	<b>16,470.00</b>
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### Donations in kind

Storytellers from Spain	Time
Tamaryn Sutherland	Time for both workshop days
Africa impact	Cook's salary (R400)
From Marion	Books
From Lesley Beake	Books

### Payments (all paid by LB)

Petty Cash	4,000.00	
Assistant (Tamaryn)	2,550.00	
Balance on petty cash	457.02	
Meripack (Stationery)	1,325.75	(10% discount)
Biblioneef (Books)	1,259.83	
Transport for storytellers	800.00	
Drummers	1,000.00	
Photographic paper	200.00	
Data package	159.00	<b>Art M</b>
Art materials	977.45	600.00
		144.50
		55.50
		177.45
		<b>977.45</b>

Sindiwe Storytelling fee	2,000.00
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Printer cartridges	518.00
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Petrol Lesley	456.70
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	359.60
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Photographs of participants	143.00
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<b>16,206.35</b>
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16,470.00
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16,206.35
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Balance	<b>263.65</b>
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PETTY CASH

Paid by Lesley:

LB Total

Petty Cash	2,000.00
	1,000.00
	1,000.00
	<b>4,000.00</b>

**Used for:**

NPO Printing	45.50	
Toilet HiRe	1,254.00	
Data Bundle	319.00	
Marshmallows for small children	53.95	
Maps	27.00	
Aerial photos	20.00	
Hoodies (for Redham donation)	2,291.40	
Programme printing	108.00	
Petrol	200.00	
Stationery	138.17	
	<b>4,457.02</b>	
Balance on Petty Cash paid		457.02
Payment to Tamaryn 25 hours at R100 per hour (+50)		2,550.00
		<b>7,007.02</b>



Costing for Red Hill 2.  
Workshop  
October 2012

**RED HILL WORKSHOP 2: October 2012**

Red Hill Petty Cash

Stationery and computer

Merry Pak	780.40	Stationery
Waltons	100.00	Pencils
Write Shoppe	324.35	Folders and pens
Write Shoppe	103.80	Card for maps
Data for connection	99.00	Vodacom
Card reader	89.00	Spye computers
Printing photographs	146.15	Sunvalley Pharmacy
Printing photographs	138.25	Sunvalley Pharmacy
Afternoon snacks	416.01	P&P
USB Modem	501.99	Vodacom
Cleaning materials	110.38	Clicks
	<b>2,809.33</b>	

Shirts for Buyiswa and Akhela	139.98	P&P
Shirts for participants (25)	1,339.75	Mr Price
	<b>1,479.73</b>	

Cash Payments

Catering	2,000.00	Erica Jehoma
Poetry workshop	1,500.00	Croc E
Drummers	1,500.00	Basse and Kabbo
Additional staff	1,000.00	Buyiswa Ponti
	<b>6,000.00</b>	

EFT Payments by Lesley

Toilet hire	675.00
Student help	800.00
Transport	900.00
	<b>2,375.00</b>

Workshop Costs

<b>5,000.00</b>	Petrol, printer, paper etc
	Telephone and cellphone

Pd. EFT Payments by Rotary Cape of Good Hope	
Women Unite	<b>10,000.00</b>

Pd. Workshop fee	<b>37,500.00</b>	Workshop facilitation as submitted: 25 days R1 500 per day
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**Owed to Lesley**

2,809.39 Petty Cash  
1,479.73 Shirts  
6,000.00 Cash Payments  
2,375.00 EFT Payments  
5,000.00 Workshop costs

**17,664.12**

37,500.00 Workshop fees Pd by Rotary  
10,000.00 Women Unite Pd by Rotary

**65,164.12**

EFT Sweden 66,500.00  
Costs 65,164.12  
Balance + **1,335.88**

Invoice to Stelenbosch Univer 3000.00

BALANCE 4335.88

Base Funding Requirements  
2013 – 2014 – 2015

**BASE FUNDING REQUIREMENTS CHILDREN'S BOOK NETWORK**

<b>ANNUAL COSTS</b>		<b>TOTALS</b>
<b>WORKSHOPS</b>		180,000.00
	6 annual workshops @ R30 000 per workshop	
<b>TRAVEL FOR WORKSHOPS</b>		12,000.00
	6X R2000 for local workshops (W Cape) Note: We would raise money separately for workshops in distant venues	
<b>BOOKS</b>		60,000.00
	6 donations of specific language and themed books @ R10,000 each	
	<b>GRAND ANNUAL TOTAL</b>	<b>252,000.00</b>
<b>EMPLOYEES</b>		
	Director / website editor / Facilitator 180 person-days @ R1 600 per day	360,000.00
	Professional help 52X 8-hour day R800 per day	41,600.00
<b>ON GOING EXPENSES</b>		
	Petrol, office supplies, telephone and computer consumables R2500 per month	30,000.00
	Book-keeping and annual audit	10,000.00
	Domain hosting @ R99 per month	1,180.00
	Bank charges	2,000.00
	Website upgrade and maintenance	2,000.00
	<b>GRAND ANNUAL TOTAL</b>	<b>698,780.00</b>
<b>ONE OFF COSTS</b>		
	<b>WEBSITE</b>	
	Website design	25,000.00
	Logo design	3,000.00
	Professional photography	5,000.00
	<b>PROFESSIONAL FEES</b>	
	Legal and accounting for set up	10,000.00
	<b>GRAND ONE-OFF TOTAL</b>	<b>43,000.00</b>

## **REQUIRED INTERIM START-UP FUNDING FOR JAN, FEB, MARCH 2013**

(Based on previous page)

Six months period before funding that can be evaluated for effectiveness

3 Workshops @ 30 000 each	90 000,00
Travel for workshops	6000,00
Employees	180000,00
Expenses @ R2500 per month	15000,00
Accounting Legal	5000,00
	<b>296000,00</b>