

The organisation's name:  
The Student Union at BI in Oslo (SBIO)

The organisation's address:  
Nydalsveien 37, 0442 OSLO

The organisations bank account number  
9855 05 00280

Contact person:  
Cristobal Pohle Vazquez (President)

Phone number for the contact person:  
+47 46410935

E-mail of the contact person:  
president@sbio.no

Are you registered in the Brønnøysundregistrene?  
Yes

Are your organisation associated with an accountant?  
Yes

Are your organisation associated with an auditor?  
Yes

What is your application amount?  
570.000 NOK

Give a short summary of your application, which should consist of just the most relevant information:

## **Cultural Events**

**BI-Revyn** is a project we proudly state is a culturally significant event where all students in Norway are welcome to attend.

**SBIOA**, the athletics function that ensures that thousands of students may partake in physical activities in Oslo. Due to the incredible number of members there has not been enough tracks and fields available to allocate all the students that want to practice sport in Oslo. This sadly has been due to insufficient funds, preventing us from accepting

more members, which is horrible to see when 1/4 Norwegian students are suffering under depression, something that studies have found is prevented by regular sport.

**Fadderullan**, a project that welcomes thousands of new students in Oslo is another project we are constantly pushing to become more inclusive. By that we mean that it is not just open to BI, but everyone. This trend has begun with our event at Sukkerbiten, where anyone was welcome, and we intend to continue this movement to make all projects open to everyone.

Further improve **KROA** (student bar) as a natural meeting point for students in Oslo, and arranging multiple events, such that stand-up, concerts, porridge days and cultural events open to all students + increase awareness outside of BI's premises.

**SBIO lunch**, where we invite all students at BI for free lunch so that they interact and exchange with one another. All outgoing information is in English, this is not solely on the basis that BI has a high number of international students, but that we want to be inclusive to everyone, whether it is at BI, in Oslo or in Norway as a whole.

The restructuring of *IndPak* (Indian/Pakistani) society to become the **Cultural Society** is another step we took to be more open to all cultures, and engage a wider cultural audience of students.

**BI Hulen** is our cabin we rent out essentially for free to all students, allowing them to mingle in their distinct cultural groups. Now we are facing repair damages from the weather of up to 300.000 NOK.

## **Professionalisation of SBIO**

**Business Plan** created union wide. Professional marketing tool that helps demonstrate to companies the unique characteristics of every board in the SBIO.

- Empowers each sub-organ to present themselves in a professional manner to companies.
- Gain additional funding to pursue more cultural events and activities.
- Gain financial independence, which results in less reliance on SBIO for support, and therefore SBIO can reduce their application sum.

Introducing a **fully automated and integrated online solution**.

- No invoices are misplaced,
- No accounting errors,
- Reduced salary expenses for our accountant,
- Better control over the allocation of funds within the union,
- Result: more money being invested directly in the students and the creation of cultural events.

**SBIO, in collaboration with mCash** will become the first student union in the world that will make all payments mobile based.

- Keep better track on all payments occurring in the union
- Give us oversight over what money is being used on, and where it can be saved to be used more effectively
- Eliminate costly and ineffective terminal fees
- Easier and more efficient for the students to attend events, as well as boards to keep an overview

**House of Control**, a contract management system that will give us an digital overview of all contracts signed, who was working on it, and when renegotiation is due.

- Prevents effort in signing a partnership being lost in the overlapping process between boards
- Ensuring more continuity in the partnership between SBIO's working areas and the business community
- Database will help us organise all incoming and outgoing cash flows and agreements within the union, which will make our applications to you, the Welfare Council more accurate, ensuring no wasted funds

**Super Office**, which tracks corporate relationship management, as well as 24sevenOffice which is our accounting management.

- Increased efficiency, effectiveness and organisation
- Creates a culture of constant innovation which promotes more students to get involved in new sectors, which are not present within other student unions in Norway

## **Innovation**

We attempt to innovate the way that students are given the opportunity to partake in such digitally innovative projects/teams- because we strongly believe in pushing innovation forward, which is an expression of the student culture we are trying to create. Of innovation and inclusion, a culture that always strives to excel.

SBIO do not have the opportunity to apply for additional financial support from Kulturstyret, or the student parliament, thus the **Welfare Council pot is the only option** we have, unlike other educational institutions under SiO.

The **loss of several significant sponsors** at the start of the year was mentioned. Now that this has occurred, our funding took a significant hit, but SBIO tries in every way possible to help ourselves with sponsors, as well as other student unions- UiO associations received coaching from our Head of Business.

The Welfare Council has the opportunity to make special consideration regarding high equity in the organisation. We therefore need a short statement regarding the organisations equity:

The organisations equity in 2015:

**-3 808 000**

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The organisations equity in 2014:

**-3 324 000**

The organisations equity in 2013:

**-3 266 000**

Financial report for 2015

Please shortly summaries the financial report and situation for 2015:

Vårt endelige resultat i 2015 ble til slutt på drøye 400.000. Dette er en nedgang på 600.000 fra året før. Våre kostnader øker stadig, noe som skyldes høyere aktivitetsnivå i Studentsforeningen og ledelsen støtter studentene økonomisk mer og oftere. Grunnen til at vi likevæll klarte å få et overskudd skyldes at BI tok inn rekord mange studenter i ila. 2015, noe som førte til høyere utbetaling fra BI knyttet til medlemskontigenter. Vedlagt er resultatregnskapet for 2015.

(Please attach the auditors report for the financial report for 2015)

Sent on email

Please attach the budget and shadow accounting for 2016, and shortly comment on the organisations spendings for the first 6 months of the year:

Vedlagt resultat er ikke 100% korrekt da en del inntekter fra Fadderullan ikke har bokført enda. Det er snakk om ca. 2.450.000 kr i form av billettinntekter som ikke har kommet med i foreløpig resultat. Slik det ser ut idag så ligger SBIO an til å få et resultat som vil være noe dårligere enn ifjor - altså et overskudd på +/- 50.000 kr. Grunnen til at vi ligger an til et dårligere resultat er på bakgrunn av at ledelsen i 2016 har fokusert mye på å gi mere tilbake til studentene og da gjøre det billigst mulig for studentene å delta på ulike arrangementer.

(Please attach the budget for 2016 and the most recent updated shadow accounting)

Sent on email

Please give a short statement on the financial plans for 2017:

Vi har budsjettert med et betydelig dårligere resultat i budsjettet for 2017 sammenlignet med resultat for 2015. Dette er på bakgrunn av at vi har opplevd å få mindre støtte fra BI. Vi ønsker da å være forsiktige med budsjettering av for mye i inntekter. Vi har også budsjettert med høyere kostnader i år sammenlignet med 2016, dette er fordi vi ser en tendens til at våre kostnader øker i takt med aktivitetsnivået.



**STUDENTFORENINGEN**  
ved Handelshøyskolen BI i Oslo

Application for grants from The Welfare Council (Velferdstinget)

Student Union at BI Norwegian Business School in Oslo  
Nydalsveien 37 0442 Oslo  
Tel: 46410935 (President) 46410937 (Head of Finances) 46410820 (Secretary)

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## 1.0 Information on the Student Union at BI Norwegian Business School in Oslo

The Student Union at BI in Oslo (SBIO) is a religiously and politically independent organisation run by and for the students. The work consists in promoting the interests of students of academic, social and welfare nature. The Student Union also acts as a liaison between students and the business community as well as other institutions. SBIO's approximately 9,000 members, of which more than 2800 are actively involved in the different working areas. Where active means they are serving on a board, are a member of a society, or involved in a major project in the organisation. Briefly and easily summarised, SBIO gathers all student activities under a common management, board and daily operation.

### 1.1 SBIO Board

The board decide long-term strategies and visions for SBIO, as well as contributing to continuity in and for the organisation.

The Board is to maintain the necessary level of control over SBIO's strategy, operations and finances in accordance with current instructions and decisions. Moreover, the Board shall serve as an advisory function for the Management. Furthermore, the board is responsible for carrying out of the General Assembly, and the Chairman of the Board has the responsibility of preparing the Board's annual report.

The Chairman of the Board is the SBIO's representative in the Board of Trustees at BI Norwegian Business School. The Board is responsible for making the SBIO strategy and list of board members available for SBIO's members.

#### 1.1.0 SBIO Board 2016

- Espen Haugen, Chairman
- Even Opsal, Student Representative
- Truls Sebakk, Studentrepresentant
- Christophe Cunen-Classens, Student Representative
- Ida Gravdal Haldorsen, External Representative
- Camilla Forberg, External Representative
- Mette Krogsrud, External Representative
- Marius Eriksen, BI-representative
- Daniel Faldmo, Deputy Student Representative

## 2.0 SBIO Management 2016

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The SBIO management consists of seven -7- (usually 9) members in each position. The Management is responsible for the daily operations of the student union. They must ensure the student union as a whole work according to the given strategic guidelines set by the SBIO Board, and ensure that students have the best possible welfare services outside their studies.

### 2.1.0 SBIO Management 2016

- Cristobal Pohle Vazquez, President
- Mohamed Shukur, Head of Finance
- Nora Krokan, Head of Politics and Cooperation
- Vacant, Head of Academic Relations
- Marcus Kelley, Head of Academic Associations
- Dionysios-Ioannis Anghelopolous, Head of Business
- Henny Pettersen, Head of Societies
- Emil B. Skei, Head of Projects
- Henny Pettersen, Head of Public Relations

### 2.1.1 Distribution of responsibilities

#### **President;**

The President has the overall responsibility of the daily operations of SBIO. Moreover, the President is responsible for ensuring that the Management implements and executes strategies in order to reach their goals. It is the President's responsibility to coordinate dialogue and cooperation between internal and external contacts. The President also has the main responsibility for the strategic work areas.

#### **Head of Finance;**

Head of Finance is responsible for accounting and budget routines, as well as ensuring that the organisation's accounts are in accordance with laws and regulations. The Head of Finance must at any given time have an overview of the economic status of SBIO, and work on long-term financial management and follow-up. Head of Finance is also responsible for the compilation and approval of budgets, as well as the support function The Finance Group (Økonomigruppen).

#### **Head of Politics and Cooperation;**

Head of Politics and Cooperation is responsible for the student political work of SBIO and automatically has a seat in the Welfare Council, the Student Capital, and the national executive committee of the Norwegian Student Organisation. Furthermore, the Head of Politics and Cooperation is responsible for the collaboration and contact with the Welfare Council and the Student Welfare Organisation in Oslo and Akershus (SiO). Head of Politics and Cooperation is in charge of the staff function the Student Political Society (SPU) and must ensure that SPU follows current strategies and statutes. The Head of Politics and Cooperation in the General Assembly must present the Political Guidelines.

The Head of Politics and Cooperation is also responsible for collaboration between various institutions.

### **Head of Academics;**

Head of Academics is responsible for the control and quality assurance of the academic offer at BI Norwegian Business School in Oslo. This involves daily coordination of the subject coordinators in each academic association and ensuring that the bachelor chamber (bachelorkammeret) is operational. The Head of Academics also represents SBIO in the Collegium, the Education Affairs Committee, and the Forum for Class Representatives.

### **Head of Academic Associations;**

Head of Academic Associations is responsible for all academic associations in SBIO. The Head of Academic Associations must ensure that the operation of the academic associations are in line with the SBIO statutes and that it follows the strategy set by the Board. Moreover, Head of Academic Associations serves as a support for the academic associations when necessary. The Head of Academic Associations is responsible for arranging Presidents Meetings (Linjeledermøter – LLM) and Masters Presidents Meetings.

### **Head of Business Relations;**

Head of Business Relations is responsible for and serves as the point of contact for sponsors and cooperation partners. Head of Business Relations is to ensure that all the market coordinators within SBIO follow their position descriptions as well as the guidelines for marketing operations. The Head of Business Relations is also responsible for ensuring that training courses that cover marketing guidelines will be held early each semester. Head of Marketing functions as head of the Marketing Department and the Business Committee (NU).

### **Head of Societies;**

Head of Societies is responsible for all interest committees in SBIO. The Head of Committees oversees the operations of all the committees, and serves as a support for the committees when necessary. The Head of Committees is also responsible for arranging Committee Presidents Meetings (Utvalgsledermøter).

### **Head of Projects:**

Head of Projects is responsible for all projects in SBIO. The Head of Projects is to ensure a good operation of the various projects, and serves as a support for the projects when necessary. The Head of Projects is also responsible for arranging Project Presidents Meetings.

### **Head of Public Relations;**

Head of Marketing and PR is responsible for internal and external information to and from SBIO. Moreover, this position is responsible for all information managers in the organisation, and make sure that they follow their position description, and ensure that

SBIO profiling guidelines are followed. The Head of Marketing and PR is also responsible for the use and distribution of SBIO communication channels. Head of Marketing and PR serves as the head of the communication department (SBIO Medier).

### 3.0 Academic Associations

An academic association is a board composed of students from a specific program, who have the task of maintaining the interest of the students in their program, as well as organising professional, academic and social events. Each academic association has its own set of statutes that determine how the student association should be governed. These must not contradict the SBIO statutes. Under the supervision of the Head of Finance in the SBIO, the associations are responsible for their own finances, both for planning and the allocation of funds. The associations have independent finances, unlike the rest of the student union, so any surplus/deficit is transferred onto the next year. They still receive support by the SBIO due to their varying degree of financial backing in the form of sponsorships/partnerships. The basis for these grants have backgrounds in revenues from Næringslivsutvalget, and SBIO their membership dues. All academic association boards in the union must have a President, Head of Finance and Head of Academic Relations sitting at all times. In addition to this, boards often have another four members, who are often responsible for marketing, business relations, information and social/event responsibility.

The average number of members in a board is 7 people, of which some have a sub-board that are responsible for specific projects, such as cultural study trips abroad or academic days.

#### 3.1.0 Academic programmes

##### **Bachelor programs:**

- Bachelor of Business Administration
- Retail Management (VASS)
- Økonomi og Administrasjonsstyret
- Finansgruppen (FIG)
- Norges Revisorstudenters Forening (NRF)
- Kultur og Ledelse
- Eiendomsmeglerstyret
- Internasjonal Markedsføring
- PR-linjen
- BI Siviløkonomer – Bachelor
- Entreprenørskap og Økonomi (Entøk)
- Økonomi og Forretningsjus
- Markedsføringsledelse

##### **Master programs:**

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- Business Psychology Association
- Strategic Marketing Association
- Financial Economics Association
- BI Siviløkonomer – Master

#### **4.0 Interest Societies:**

The interest societies consist of groups of students with similar interests. The active students in the societies work to provide other students with activities in their spare time. There are a wide range of interest societies, ranging from 17 sports societies to more business-oriented one's. The different societies organise events on a weekly or monthly basis, in the form of trainings, cultural-/networking-events, or social gatherings. The economy of the societies are regulated by the General Assembly and approved by the General Assembly each fall. This budget must be followed, under the supervision of the Head of Finance SBIO and the respective society. In addition, they have the opportunity to apply to the SBIO Management for support for events, where all profits and losses go back to SBIO to be redistributed evenly. Interest societies have a total of about 1800 members in 38 different societies.

#### **4.1 Interest Societies**

- SBIO Athletics Fotball
- SBIO Athletics Basketball
- SBIO Athletics Cageball
- SBIO Athletics Tennis
- SBIO Athletics Håndball
- SBIO Athletics Roklubb
- SBIO Athletics Innebandy
- SBIO Athletics Volleyball
- SBIO Athletics Langrenn
- SBIO Athletics Golf
- SBIO Athletics Cageball
- SBIO Athletics Squash
- SBIO Athletics Pole Fitness
- SBIO Athletics Lions Lacrosse
- Aquila Sailing Team
- Midas Cheerleading
- Lionesses Lacrosse
- Logistics
- BI Outdoor
- Eiendomsutvalget
- Børsgruppen Aktie
- Hytteutvalget
- Kollektivet
- Start BI
- Makroøkonomisk utvalg

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- Currency Society
- Gourmetutvalget
- Shippingutvalget
- Private Equity Investment Banking
- BI Muslimske Studentsamfunn
- Sakkeus
- Showtime Society
- Cultural Society
- Private Equity Group
- SBIO Case Club
- SBIO Business Society
- Stauren Extreme
- Applied Econometrics Committee

## 5.0 Projects

To date we have seven (7) projects of varying sizes. The projects are put together by students from various academic programs. Both the project leader and the Head of Projects of the SBIO Management are responsible for the recruitment of board members, and they have overall responsibility for the project. Board members sit in their positions a maximum of one year. The project follows a contract with rules and policies designed in collaboration with the SBIO Management. The projects are responsible for applying for the budget, financial planning and the allocation of financial assets. Budgets must be approved by SBIO Board and Management. Participating in the various events organised by the projects is open to all. Positions in Project boards is time consuming and strenuous, and each board has between 8 and 13 members to arrange culturally rich events for all students. The projects engage around 600 student crew workers and 900 buddies (faddere).

### 5.0.1 SBIO Projects

- Fadderullan
- BI-Revyen
- Studentaksjonen
- Karrieredagene
- Næringslivsdagene (rebranded to INSPIRE)
- Bergensbaneløpet
- BI International Case Competition

## 6.0 Staff Functions

The Staff Functions of the SBIO are essentially a set of professional groups which work for the whole student union, and act as supportive organs alongside the management to

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keep the SBIO running. The various staff functions have their own boards which are responsible for the daily operation of different sectors, but simultaneously, they report to different members of the management that oversee their work, and ensure the best interest of the student union and BI's students. Alongside the Head of Finance, they are responsible for the creation of their budget, financial planning and the allocation of funds. Budgets must be approved by the SBIO Management. In total there are around 450 people engaged in the Staff Functions.

### 6.0.1 Staff Functions in SBIO

- SBIO Media
- Økonomigruppen
- Markedsavdelingen
- Næringslivsutvalget
- International Student Association
- Studentpolitisk Utvalg
- Bartendernes Utvalg For Fuktige Forlystelse (BUFF)
- HR-Function
- SBIO Athletics
- SBIO Connect

## 7.0 Corporations

SBIO is an owner or part owner in two corporations. They are organised this way to ensure independence, but still be associated with the student activities at BI Oslo. At no point and time do we take advantage of any surplus, but rather, we re-invest in continuing and improving its operations.

Corporations under SBIO: (per 11.09.16)

Inside, the student newspaper at BI. SBIO owns 100% of Inside AS.

StudConsult AS. SBIO owns 34% of StudConsult AS is engaged in market analysis and strategic tasks.

SBIO KROA AS. SBIO owns 100% of SBIO KROA AS.

## 8.0 General Assembly

The General Assembly is SBIO's highest decision making body, and consists of one representative from all interest societies, academic associations, staff functions and projects. The General Assembly deals with the association's most important cases, amongst others, the election of the SBIO Management and other central positions, as well as the approval of the annual budget and other greater cases.

## 9.0 Election Committee

Election Committee of SBIO is responsible for the nomination of candidates for key positions in SBIO. The Election Committee is responsible for the entire election process, from the collection of applications, to interviews, and the nomination/election during the SBIO General Assembly. The Election Committee consists of current and former students that possess a vast amount of experience in the SBIO, as well as external representatives from the business community.

## 10.0 Control Committee

The Control Committee is an objective advisory body for the SBIO General Assembly. Its main task is to ensure that the General Assembly is carried out according to the SBIO statutes. The Control Committee also ensures that the election process is carried out according to the statutes and set guidelines.

## 11.0 Assets

SBIO owns cabin BI Hulen in Sørkedalen, which is leased to all members of SiO. SBIO also owns one sailboat that is operated and maintained by the interest society Aquila Sailing Team.

## 12.0 Secretary

The Student Union's secretary has a switchboard function for SBIO's email contact, mail distribution and billing of the working areas of the student union. The Secretary is also the contact point for booking SBIO's cabin (BI Hulen), as well as the locker rental at school. There are two full-time employees (one currently on medical leave), hence why we have two student assistant employees currently filling the vacant role.

## 13.0 SBIO KROA

Since the closure of SHNAS in 2012 SBIO with BI worked to look at the possibility that the student government can open a separate tavern on campus. On the 10th of August 2015 the student bar KROA was opened with the student union at BI responsible for its operations and the successful creation of a cultural platform open to all students in Oslo.

Since the opening on the 10th of August 2015, KROA has become a natural meeting point for students in Oslo. We must admit that the previous years, due to poor marketing and lack of external communication efforts, KROA has been used predominantly as a cultural meeting point by BI students. Thankfully, this trend has

changed, and students from all over the city of Oslo have gathered at KROA, and we are confident to say that this trend will continue, with more open concerts, quizzes and cultural activities scheduled, alongside improved outward marketing and communication. Additionally, KROA will act as a local venue for many of SBIO's old and new events and its members, creating a culture of tradition and continuity.

## 14.0 Strategy 2016 - 2018

### Vision

*Together we will create an unforgettable study period*

SBIO should be an organization that lifts the everyday for each student with academic and social offers. The goal is for students that have graduated from BI looks back on a time where SBIO contributed to making the study period positive and unforgettable. We operate with four overarching objectives that represent the organizations core activities to work towards this vision. This is followed by critical success factors that more specifically explain how we are going to reach our goals.

### Goals

1. **SBIO are going to be an open, engaging and including organization**
2. **SBIO are going to strengthen the internal collaboration**
3. **SBIO are going to be attractive for the business community**
4. **SBIO are going to be an international student association**

### Critical success factors

**To be an open, engaging and including organization are SBIO going to:**

- Arrange for everyone to find it easy to get in contact with SBIO
- Contribute to create highlights in the academic life
- Facilitate increased student activity
- Have a wide range of activities that reaches out to all students
- Arrange so the students have knowledge and an overview of the different activities offered
- Have a good combination of academic, social and cultural events
- Work towards a joint student environment

**To strengthen the internal collaboration are SBIO going to:**

- Arrange for the D-block to be an arena where information, competence and experiences is exchanged
- Improve overlapping routines
- Focus on events available for all students
- Facilitate for personal development, well-being and good mental health

**To be attractive for the business community are SBIO going to:**

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- Work on having attractive offers for the business community
- Be a professional and long-term collaborator
- Appear as an unified organization
- Be relevant for both small, medium and large businesses
- Contribute to give the students insight in the business and industry community

**To be an international student association are SBIO going to:**

- Have a collaboration with student associations across borders
- Have a strong bilingual communication
- Contribute to a good international student environment
- Offer academic and social events that are perceived as relevant by international students

**Explanatory text to SBIO-strategy 2016-2018**

Many of the highlights in SBIO's strategy are continued from previous strategies. This is because we received good feedback on a lot of the pointers, as well as our conception telling us that these are strategic objectives that should be continued. Measures in this text must be interpreted as a way to exemplify the idea behind the strategy and not as requirements for action. It is up to the management of SBIO as well as all active students in SBIO to develop measures and plans for succeeding in implementing this strategy.

**1. SBIO are going to be an open, engaging and including organization**

This is the point that has changed the most since the previous strategy. In surveys the Board has conducted, we received great feedback from several quarters that SBIO at times are perceived as an organization that is somewhat exclusionary and can have an elitist character from an external perspective. The new formulations are intended to stimulate an even healthier organisational culture.

**2. SBIO are going to strengthen the internal collaboration**

Internal collaboration has been and will be important to focus on. The D-block has shown to be important to make it easier for active students across groups to get acquainted, make new friends and learn from each other. At the same time it is clear that there need to be a focus on better overlapping routines in the organisation. Everyone that has solstice position in SBIO should get a good introduction to the work, the expectations and the opportunities. Joint events are the social and academic offers that are common across groups where the SBIO-lunch is a good example. Many active students are motivated by the possibility that SBIO can help to prepare for a career after graduation, and it is important that there is room for personal development in the organisation. We argue that the prosperity and good mental health is perhaps the most important SBIO can provide to students.

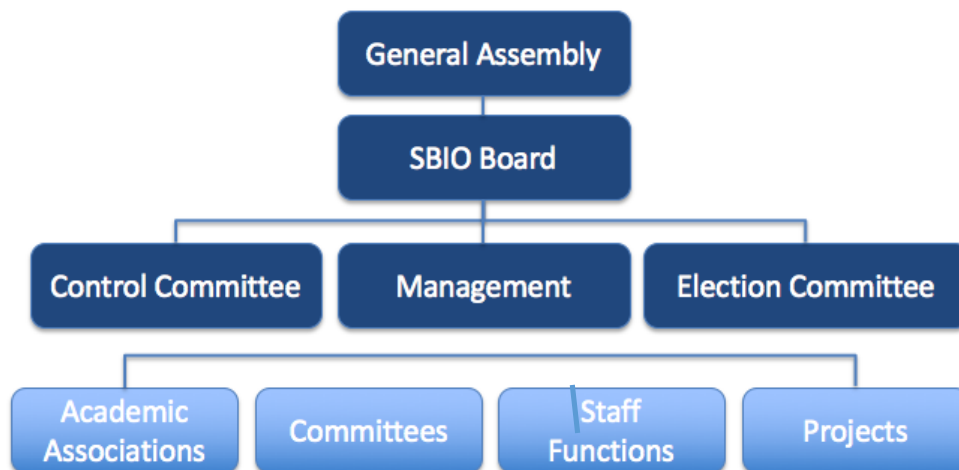
### 3. SBIO are going to be attractive for the business community

SBIO has a long tradition of being a bridge between students and the business community. We have received feedback that we can continue to strive for a greater diversity of businesses at BI. An important improvement is to develop packages to attract small and medium sized businesses that may be attractive employers for the diversity of bachelor students.

### 4. SBIO are going to be an international student association

It is important that we continue our effort in becoming an international student organisation. We have many good initiatives that are aimed at international students. The challenge is that it often evolves a Norwegian student environment and an environment with the international students. SBIO must be concerned with breaking down these barriers and focus on a common student environment across the Norwegian and international students.

## 15.0 Organisational Chart SBIO



## 16.0 Annual Event Cycle SBIO

### Spring 2016:

- International Fadderullan (January)
- SBIO recruitment day (January)
- BI International Case Competition (February)
- BI Revyn (February)
- Utvalgsmesterskapet (February)

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- Næringslivsdagene (Rebranded to INSPIRE) (March)
- Open Day BI (March)
- Academic Olympic Games (April)
- Bergensbaneløpet (April)

#### **Fall 2016:**

- Fadderullan (August)
- SBIO Recruitment Day (September)
- Karrieredagene (September)
- SBIO-Ball (November)

**In addition to the events listed above, there is a wide range of other events such as cultural and networking events, theme days, and social gatherings organised by a different areas of SBIO.**

## **17.0 Economy**

A project was started in 2014 to ensure a better understanding and overview of where the funding distributed within the union goes to. This was especially relevant for the academic associations, where we had to evaluate how we divide the money fairly amongst all. In the rare case when we see a board using their own funds (depending on quantity) in a way that does not benefit all students of the respective programmes we note this and address this with them personally.

It is very important to us that all money that SBIO provides to the sub-organs of the union is used wisely in support of the creation of cultural events from which the greatest amount of students benefit. We are pushing ourselves and the union to direct this trend to become open to all students, as can be proven by many of the activie

Therefore, we will give the academic associations 50% of the distributed funds and the rest will be the granted on an application basis. This means that we are in control of where and for what your funding will be distributed for (i.e. cultural events available to the largest amount of students in Oslo).

In 2014 we had a profit of approximately 1.020.000 NOK, whilst in 2015 we had a profit of around 400.000 NOK. This was not a step backwards, although we lost extensive sponsors, but it came as a result of increased relevant activity, which resulted in higher approval rates by the Head of Finance, as the applications were more valid and beneficial on a welfare and cultural level.

So far, in 2016 the level of activity has increased significantly again! This is due to the union's increasing understanding of what kind of events we as a management approve and support, resulting in increasing acceptance of applications for activity.

The basis of the significant profits made in 2014 came as a result of two factors;

The transformation of the social pot to an application based pot (Approved GF 2013, implemented 2014).

#### Underbudsjetert on Partner / Sponsor.

In 2013 decided seated treasurer to redo parts of social pot into an application based, in order to have better control on what the money was used and that it multiplied the most potential students. This resulted in due to bad information that did not receive so many applications, on the basis of that one showed how big paw was. This is something that one in 2015 has been working to get out and will continue in autumn 2015 and spring 2016 so that more searches and use the opportunity to organize social, academic and welfare arrangements in 2016.

It should be noted that throughout 2015 we have not had any sponsorship funds, the final payment has occurred in Autumn 2014. Like last years management, we have been without a partnership agreement for the first nine months of this year. As a result, we will therefore not budget with very high incomes this year, as well as increasing capacity and activity of the union.

In the past years we have had some issues with invoices being lost and deadlines passing, resulting in costly penalty fees. This year the Head of Finance and the Staff Function Økonomigruppen, in partnership with KPMG and 24sevenOffice, have started a new project that will see the entire, currently paper based system, become a fully automated and integrated online solution. What does this mean?

No invoices being misplaced, no accounting errors, reduced salary expenses for our accountant, and better control over the allocation of funds within the union, resulting in more money being invested directly in the students and the creation of cultural events.

Furthermore, we have begun a project that will revolutionise the way student unions around the world will receive payments from its students. SBIO, in collaboration with mCash will become the first student union in the world that will make all payments mobile based. Why is this revolutionary?

It will allow us to keep better track on all payments occurring in the union, which in turn will give us oversight over what money is being used on, and where it can be saved to be used more effectively. Additionally, it will eliminate costly and ineffective terminal fees, make it easier and more efficient for the students to attend events, as well as boards to keep an overview.

In addition to the systems listed above we have implemented House of Control, a contract management system that will give us an digital overview of all contracts signed, who was working on it, and when renegotiation is due. This will prevent any effort in signing a partnership being lost in the overlapping process between boards, essentially ensuring more continuity in the partnership between SBIO's working areas and the business community. Also, this database that will help us organise all incoming and outgoing cash flows and agreements within the union, which will make our applications to you, the Welfare Council more accurate, ensuring no wasted funds.

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On top of that, we have signed with super office, which tracks corporate relationship management, as well as 24sevenOffice which is our accounting management. What does this all boil down to? Aside from the increased efficiency, effectiveness and organisation of the Student Union at BI, it creates a culture of constant innovation which promotes more students to get involved in new sectors, which are not present within other student unions in Norway.

We attempt to innovate the way that students are given the opportunity to partake in such digitally innovative projects/teams- because we strongly believe in pushing innovation forward, which is an expression of the student culture we are trying to create. Of innovation and inclusion, a culture that always strives to excel.

### 17.1 Stor egenkapital

Due to SBIO's organisational structure, all finances fall under the organization. The academic associations have "separate economics" but they are under SBIO as a whole, as opposed to the rest of the organization. Henceforth, they cannot give SBIO any deficit and could not possibly make a profit. But since SBIO is an umbrella organization, all economy appears in the total picture of SBIO.

Another reason why SBIO also has high equity is that we own a cabin in Sørkedalen, which is leased to students, as well as private individuals. The rental price is minimal, which is why in recent years it has had extremely high occupancy, from which all income goes directly to SBIO, and is redistributed to the distinct working areas of the union for further cultural events. The potential rental income is used to ensure that one can both make improvements, as well as extensive repairs, which we are sadly facing now. We have had a serious roof tear and extensive pipe leakages, which we have had inspected by professionals, who estimated the repair cost between 100.000 and 300.000 NOK.

As previously mentioned, SBIO works as an umbrella organisation, which means that all finances fall under the organisation. As a result, we have complete control over all finances, and the Head of Finance of the Management has insight in the economy of all associations, and how they set their budgets. In addition to this, the staff function Økonomigruppen and its members are responsible for supporting all areas of the union with accounting guidance, which in turn helps to assure the quality of what SBIO's money goes to.

### 17.2 Application Sum

The Student Union at BI in Oslo (SBIO) is applying for 570,000 NOK in grants for the semester fee in 2016. Before we justify the application sum we would like to explain why we have decided to reduce the grants so significantly that we apply for from The Welfare Council compared to last year.

The reduction of 320 000 NOK (890 000 to 570 000 NOK) is a result of our extensive and ultimately successful efforts to automise and make the union's financial control and distribution of funds significantly more efficient, which allows us to allocate funds more evenly across all students. The application sum is based on this year's financial results, as well as deep analysis of the activity plan and financial backing we deem essential to push cultural activities in the coming year.

We are applying to The Welfare Council for financial support to further allow us to support our rapidly growing organisation, where higher level of cultural activity is at its heart. The number of admissions of students to both BI and the SBIO has increased in 2016. This year we have about 500 more full-time students at BI, as well as around 9000 SBIO members.

After SBIO moved to its new premises in the Autumn of 2013, we worked hard to make the premises open to all students, as well as a natural meeting/study area. We have worked hard to increase all the social, professional, cultural and welfare arrangements. One of which is the SBIO lunch, where we invite all students at BI for free lunch so that they interact and exchange with one another. Another strong focus we've had this year is to make sure all the information is in English, this is not solely on the basis that BI has a high number of international students, but that we want to be inclusive to everyone, whether it is at BI, in Oslo or in Norway as a whole. The international focus has been even more central to the SBIO due to the presence of two internationals in the management, which brought a distinct angle to every case discussed, ensuring we always consider all students in Oslo. We are also cooperating with Erasmus Student Network (ESN) to offer international students an even wider range of services, as well as the opportunity to meet international students from other academic societies and build an international network.

We are looking to further improve KROA as a natural meeting point for students, and arranging multiple events, such that stand-up, concerts, porridge day more. The money is transferred to the operating budget should be split beyond the operation of the four main departments (bar associations, committees, projects and staff functions) and to fund general operating expenses (mainly labor costs). The funds distributed to the main department within a year comes in the form of regular payments (by activity level and number of students) and or grants as they seek management about. The fixed payout is determined by a distribution key, whereas in the application will be placed on activity level, number of students sought to reach out to and strategic areas (see strategy).

Volunteering is something that SBIO has in its culture, and this is something that we intend to keep and continue. But with more volunteers, we also have additional costs as a Student Union, as we always intend to appreciate and thank the good work committed through small gestures like a cheap social/welfare arrangement.

BI-Revyn is a project we proudly state is a culturally significant event where all students in Norway are welcome to attend.

Another significant aspect of the student union is SBIOA, the athletics function that

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ensures that thousands of students may partake in physical activities in Oslo. SBIOA has an incredibly large number of members, but sadly there has not been enough tracks and fields available to allocate all the students that want to practice sport in Oslo. This sadly has been due to insufficient funds, preventing us from accepting more members.

This is especially sad to see when 1 in 4 of Norwegian students are suffering under depression, something that studies have found is prevented by regular sport.

Fadderullan, a project that welcomes thousands of new students in Oslo is another project we are constantly pushing to become to inclusive. By that we mean that it is not just open to BI, but everyone. This trend has begun with our event at Sukkerbiten, where anyone was welcome, and we intend to continue this movement to make all projects open to everyone. What we must note though, like many other institutions in Norway, is that we have to really be critical and improve the communication of this. This is essential.

Finally, we wish to humbly emphasise that SBIO do not have the opportunity to apply for additional financial support from Kulturstyret, or the student parliament, thus the Welfare Council pot is the only option we have, unlike other educational institutions under SiO.

## **18.0 Summary**

The Student Union at BI in Oslo differs from many other associations, as it is structured like an umbrella, sorting the wide range of associations, staff functions, projects and societies under a common supervisory management, board and general assembly. We hope that The Welfare Council sees and recognises the commitment and efforts that thousands of students put in on a daily basis to offer a meaningful and culturally rich everyday life for their fellow students. Henceforth, we are applying for 570 000 NOK in grants from the semester fee 2016.

On behalf of SBIO,

.....  
Cristobal Pohle Vazquez, SBIO President

## **ORIENTATION FOR THE GENERAL ASSEMBLY OF THE SBIO**

Student Union at BI Norwegian Business School in Oslo  
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Tel: 46410935 (President) 46410937 (Head of Finances) 46410820 (Secretary)

## **President - Cristobal Pohle Vazquez**

**Period: 01.01.2016 - 01.05.2016**

### **Foreword**

A historic semester in the SBIO is coming to an end, and there is a great deal to recognise, highlight, be proud of and thankful for! As a management team, our focus has been on not only effectively completing our daily responsibilities of supporting the union, but working relentlessly to accomplish our strategy, to achieve genuine, long-term growth for this incredible student union.

### **Student Activity**

Before I address the countless milestones that have been achieved in a record breaking time with your support, the entire union, I want to take a metaphoric step back, and simply say thank you.

Thank you for this opportunity that I am ever so grateful for, a remarkable learning experience, as well as the blood, sweat and tears shed by all of you throughout the countless projects, events, competitions, meetings and activities. It has been an honour to witness so many remarkable achievements happening as a result of our collaboration- staff functions, committees, associations and projects. We see your dedication, and we are incredibly thankful to be a part of this.

### **SBIO Strategy**

I shall now address the SBIO Management Strategy, and the significant goals worked towards and achieved this semester with the entire unions support. The four significant components are the following; *Open, Engaging & Inclusive, Internal Collaboration, Attractive to Business, International Student Union*.

### **Open, Engaging & Inclusive**

Being a part of the most inclusive and welcoming student union in Norway is a shared responsibility that must be addressed and pushed continuously. Already, we have a notable array of diverse projects, associations, staff functions and committees that represent a large spectrum of interests, and our intention has been to drive these this spring further through the following strategic goals. Increasing our capacity, and making committees more efficient, and collaborating with BI to implement a shared activity calendar, to prevent activity restriction due to fixed deadlines to use BI's facilities. Additionally, we want to increase awareness of our union through additional screens, and initiatives like the SBIO Lunch, which is be open to all students.

Additionally, we are in the process of a complete revamp and translation of our webpage (sbio.no), pushing student politics and creating feedback channel systems to allow every individual to be heard.

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## **Internal Collaboration**

Within the union, significant steps have been taken to further our cooperation, with academic associations working together increasingly on professional, academic and social events, with the support of the skilled staff functions. Additionally, the committees and projects are sharing their experiences, knowledge and advancements increasingly, to push each other to grow together and create a developmental snowball effect of growth in professionalism, quality and welfare. Improved overlapping routines by the creation of engulfing booklets, the restructuring of Økonomigruppen, with the implementation of a seamless pre-/payment and funding system, and improved academic feedback channels to mention a few.

## **Attractive to Business**

With fierce industry conditions and a tough challenge ahead at the start of the year, the union has taken substantial steps towards ensuring its long-term sustainability, through the signing of several partnership agreements, most significantly SpareBank1 & mCash. Needless to say, we remain on the radar of industry leaders, with high quality, well planned, and professional events throughout this union. Also, we have envisioned the empowerment of all sub-organs to take action into their own hands through the creation of a Business Plan, which will increase the cooperation between the union's organs and businesses, by nurturing trust, continuity and professionalism. Additionally, we are at the start of a mutually beneficial working relationship between the SBIO and BI's Alumni Department, where we intend to use the alumni network as role models and other interesting opportunities.

## **International Student Union**

Being in the most international student union in Scandinavia is awe-inspiring, and something we are genuinely proud of and excited about. With initial, yet significant steps taken by the Management of 2015 to set the standard in Norway, and lay the foundation for this unions combined effort to take 'internationalisation' to new heights, we are determined to become even more global. Both as a union, and frontrunner in internationalism in Norway, leading the change in student politics to become more internationally minded.

As global minded individuals, we appreciate and recognise the importance of culture and tradition, as well as the fact that this growth to become more international does not take away from such essential factors of a proud country, but that it makes us more competitive on an international stage- whether that is as individuals, in business or as a union. We have continued moving towards *lingua franca* (a common language), bringing more international members into the union, as well as integrating the previously, somewhat excluded, master students. We will continue to push further, and facilitate a two-way street of integration, understanding and learning between Norwegians and internationals, who have a great deal to teach each other in this ever more globalised world.

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Driftsinntekter og driftskostnader	Noter	Budsjett 2016	Budsjett 2015	Budsjett 2014	Resultat 2015	Resultat 2014
Salgsinntekter	1	900 000,00	750 000,00	450 000,00	1 341 690,00	1 403 374,00
Medlemskontigent		3 135 000,00	2 850 000,00	2 750 000,00	3 251 405,00	2 762 519,00
Sponsorinntekter og bedriftspresentasjoner	2	3 500 000,00	3 500 000,00	3 250 000,00	3 333 190,00	4 450 992,00
Mottatt støtte	3	2 600 000,00	1 950 000,00	1 950 000,00	2 616 000,00	2 476 000,00
Billettinntekter	4	-	-	-	2 134 435,00	3 234 916,00
Annen driftsinntekt	5	400 000,00	400 000,00	100 000,00	1 533 148,00	561 518,00
<b>Sum driftsinntekter</b>		<b>10 535 000,00</b>	<b>9 450 000,00</b>	<b>8 500 000,00</b>	<b>14 182 868,00</b>	<b>14 889 319,00</b>
Varekostnad		-	-	-	635 477,00	1 239 610,00
Lønnskostnad m.m.	6	2 372 685,19	1 525 000,00	1 350 000,00	3 526 439,00	2 966 190,00
Avskrivning på driftsmidler og immaterielle eiendeler	7	200 000,00	343 000,00	215 000,00	79 811,00	136 696,00
Annen driftskostnad	8	6 500 000,00	6 450 000,00	6 070 000,00	9 528 551,00	9 522 865,00
<b>Sum driftskostnader</b>		<b>9 072 685,19</b>	<b>8 318 000,00</b>	<b>7 635 000,00</b>	<b>13 770 277,00</b>	<b>13 865 361,00</b>
<b>Driftsresultat</b>		<b>1 462 314,81</b>	<b>1 132 000,00</b>	<b>865 000,00</b>	<b>412 591,00</b>	<b>1 023 958,00</b>
Finansinntekter og finanskostnader						
Annen renteinntekt		-2 000,00	-10 000,00	-10 000,00	6 480,00	-
Verdiøkning markedsbaserte omløpsmidler					3 648,00	9 135,00
Annen rentekostnad						
Annen finanskostnad		10 000,00	2 000,00	1 000,00	18 405,00	18 151,00
<b>Resultat av finansposter</b>		<b>-12 000,00</b>	<b>-8 000,00</b>	<b>-9 000,00</b>	<b>-8 277,00</b>	<b>-9 016,00</b>
<b>Ordinært resultat</b>		<b>1 474 314,81</b>	<b>1 140 000,00</b>	<b>874 000,00</b>	<b>404 313,00</b>	<b>1 014 942,00</b>
<b>Årsoverskudd</b>		<b>1 474 314,81</b>	<b>1 140 000,00</b>	<b>874 000,00</b>	<b>404 313,00</b>	<b>1 014 942,00</b>
Linjeforeninger		645 000,00				
NUs og KD inntekter (50%)	9	950 000,00	950 000,00	970 000,00		
<b>Årsoverskudd eksklusiv NUs og KD inntekter</b>	<b>10</b>	<b>-120 685,19</b>	<b>190 000,00</b>	<b>-96 000,00</b>	<b>404 313,00</b>	<b>1 014 942,00</b>

**Overordnet budsjett 2017**

Studentforeningen ved Handelshøgskolen BI i Oslo



Driftsinntekter og driftskostnader	Noter	Budsjett 2017	Budsjett 2016	Budsjett 2015	Budsjett 2014	Resultat 2015	Resultat 2014
Salgsinntekter	1	1 260 000,00	900 000,00	750 000,00	450 000,00	1 341 690,00	1 403 374,00
Medlemskontigent		3 050 000,00	3 135 000,00	2 850 000,00	2 750 000,00	3 251 405,00	2 762 519,00
Sponsorinntekter og bedriftspresentasjoner	2	3 700 000,00	3 500 000,00	3 500 000,00	3 250 000,00	3 333 190,00	4 450 992,00
Mottatt støtte	3	2 450 000,00	2 600 000,00	1 950 000,00	1 950 000,00	2 616 000,00	2 476 000,00
Billettinntekter		-	-	-	-	2 134 435,00	3 234 916,00
Annen driftsinntekt	4	700 000,00	400 000,00	400 000,00	100 000,00	1 533 148,00	561 518,00
<b>Sum driftsinntekter</b>		<b>11 160 000,00</b>	<b>10 535 000,00</b>	<b>9 450 000,00</b>	<b>8 500 000,00</b>	<b>14 182 868,00</b>	<b>14 889 319,00</b>
Varekostnad		-	-	-	-	635 477,00	1 239 610,00
Lønnskostnad m.m.	5	2 900 000,00	2 372 685,19	1 525 000,00	1 350 000,00	3 526 439,00	2 966 190,00
Avskrivning på driftsmidler og immaterielle eiendeler	6	100 000,00	200 000,00	343 000,00	215 000,00	79 811,00	136 696,00
Annen driftskostnad		6 700 000,00	6 500 000,00	6 450 000,00	6 070 000,00	9 528 551,00	9 522 865,00
<b>Sum driftskostnader</b>		<b>9 700 000,00</b>	<b>9 072 685,19</b>	<b>8 318 000,00</b>	<b>7 635 000,00</b>	<b>13 770 277,00</b>	<b>13 865 361,00</b>
<b>Driftsresultat</b>		<b>1 460 000,00</b>	<b>1 462 314,81</b>	<b>1 132 000,00</b>	<b>865 000,00</b>	<b>412 591,00</b>	<b>1 023 958,00</b>
Finansinntekter og finanskostnader							
Annen renteinntekt		-2 000,00	-2 000,00	-10 000,00	-10 000,00	6 480,00	-
Verdøkning markedsbaserte omløpsmidler						3 648,00	9 135,00
Annen rentekostnad							
Annen finanskostnad		15 000,00	10 000,00	2 000,00	1 000,00	18 405,00	18 151,00
Resultat av finansposter		-17 000,00	-12 000,00	-8 000,00	-9 000,00	-8 277,00	-9 016,00
<b>Ordinært resultat</b>		<b>1 477 000,00</b>	<b>1 474 314,81</b>	<b>1 140 000,00</b>	<b>874 000,00</b>	<b>404 313,00</b>	<b>1 014 942,00</b>
<b>Årsoverskudd</b>		<b>1 477 000,00</b>	<b>1 474 314,81</b>	<b>1 140 000,00</b>	<b>874 000,00</b>	<b>404 313,00</b>	<b>1 014 942,00</b>
Linjeforeninger	7	625 000,00	645 000,00				
NUs og KD inntekter (50%)		950 000,00	950 000,00	950 000,00	970 000,00		
<b>Årsoverskudd eksklusiv NUs og KD inntekter</b>		<b>-98 000,00</b>	<b>-120 685,19</b>	<b>190 000,00</b>	<b>-96 000,00</b>	<b>404 313,00</b>	<b>1 014 942,00</b>

#### Noter for 2017

1. Økt basert på resultatet for de to siste årene
2. Mindre bedpres., men ny sponsor på 500.000,-
3. Redusert pga. nye regler hos VT
4. Basert på resultat i fjor og foreløpig resultat for 2016
5. Basert på økning i res. fra 2014 til 2015
6. Salg av 2 båter i 2016
7. Aktivitetsnøkkel 300.000 + fordelingsnøkkel 325.000

# Resultatregnskap

## Studentforeningen Ved Handelshøyskolen Bi i Oslo

<b>Driftsinntekter og driftskostnader</b>	<b>Note</b>	<b>2015</b>	<b>2014</b>
Salgsinntekt		1 314 690	1 403 374
Medlemskontingent		3 251 405	2 762 519
Sponsorinntekter og bedriftspresentasjoner		3 333 190	4 450 992
Mottatt støtte	11	2 616 000	2 476 000
Billettinntekter		2 134 435	3 234 916
Annen driftsinntekt		1 533 148	561 518
Sum driftsinntekter		<u>14 182 868</u>	<u>14 889 318</u>
Varekostnad		635 477	1 239 610
Lønnskostnad	3	3 526 439	2 966 190
Avskrivning av driftsmidler og immaterielle eiendeler	2	79 811	136 696
Annen driftskostnad	4, 12	9 528 551	9 522 865
Sum driftskostnader		<u>13 770 277</u>	<u>13 865 360</u>
Driftsresultat		<u>412 591</u>	<u>1 023 958</u>
<b>Finansinntekter og finanskostnader</b>			
Annen renteinntekt		6 480	0
Verdiøkning markedsbaserte omløpsmidler		3 648	9 135
Annen finanskostnad		18 405	18 151
Resultat av finansposter		<u>-8 277</u>	<u>-9 015</u>
Ordinært resultat		<u>404 313</u>	<u>1 014 942</u>
Årsoverskudd		<u>404 313</u>	<u>1 014 942</u>
<b>Overføringer</b>			
Avsatt til egenkapital		404 313	1 014 942
Sum overføringer		<u>404 313</u>	<u>1 014 942</u>