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ADR Institute of Alberta
BUSINESS UNIT REPORT
Two Months Ended February 29, 2016

	2016 Budget	2016 YTD Budget	2 Months Ended Feb 29, 2016	YTD Variance Better (Worse) than Budget	2015 Actual	2014 Audited	2013 Audited
Governance							
Less: Direct Costs	$ 45,455	$ 7,992	$ 7,059	$ 933	$ 45,887	$ 47,375	$ 41,163
Less: Indirect Costs Allocated at 5%	5,613	852	891	(38)	5,617	6,520	7,898
Total Governance	$ (51,068)	$ (8,844)	$ (7,950)	$ 895	$ (51,504)	$ (53,895)	$ (49,061)
Membership	$ 115,455	$ 24,098	$ 23,951	$ (147)	$ 107,855	$ 93,375	$ 101,780
Less: Direct Costs	48,376	7,996	7,099	897	45,158	43,485	56,199
Less: Indirect Costs Allocated at 25%	28,065	4,262	4,453	(191)	28,084	32,604	39,491
Net Profit (Loss) Membership	$ 39,014	$ 11,840	$ 12,399	$ 559	$ 34,613	$ 17,286	$ 6,090
ADR Business Services	$ 87,800	$ 15,200	$ 19,939	$ 4,739	$ 78,495	$ 80,810	$ 66,491
Less: Direct Cost	82,676	14,196	14,351	(155)	81,351	68,882	63,933
Less: Indirect Costs Allocated at 10%	11,226	1,705	1,781	(76)	11,234	13,042	15,796
Net Profit (Loss) ADR Business Services	$ (6,102)	$ (701)	$ 3,807	$ 4,508	$ (14,090)	$ (1,114)	$ (13,238)
PROFESSIONAL DEVELOPMENT							
Certificate Programs	$ 319,980	$ 52,800	$ 64,450	$ 11,650	$ 308,105	$ 320,212	$ 393,982
Less: Direct Costs	198,330	30,254	33,057	(2,803)	184,323	188,662	225,590
Less: Indirect Costs Allocated at 25%	28,065	4,262	4,453	(191)	28,084	32,604	39,491
Net Profit (Loss) Certificate Programs	$ 93,585	$ 18,284	$ 26,940	$ 8,656	$ 95,698	$ 98,946	$ 128,901
Specialty & Professional Dev	$ 38,100	$ 3,600	$ 4,200	$ 600	$ 29,160	$ 67,721	$ 13,500
Less: Direct Costs	43,990	5,590	5,694	(104)	38,649	48,319	25,379
Less: Indirect Costs Allocated at 10%	11,226	1,705	1,781	(76)	11,233	13,042	15,796
Net Profit (Loss) Specialty & Professional Dev	$ (17,116)	$ (3,695)	$ (3,275)	$ 420	$ (20,722)	$ 6,360	$ (27,675)
Contract Training	$ 34,200	$ 0	$ 11,750	$ 11,750	$ 28,600	$ 27,295	$ 132,032
Less: Direct Costs	31,080	2,480	11,708	(9,228)	29,968	40,935	94,038
Less: Indirect Costs Allocated at 10%	11,226	1,705	1,781	(76)	11,233	13,042	15,796
Net Profit (Loss) Contract Training	$ (8,106)	$ (4,185)	$ (1,739)	$ 2,446	$ (12,601)	$ (26,682)	$ 22,198
Conference	$ 25,000	$ 0	$ 0	$ 0	$ 0	$ 23,693	$ 26,865
Less: Direct Costs	47,100	2,850	2,828	22	16,616	32,811	29,836
Less: Indirect Costs Allocated at 10%	11,226	1,705	1,781	(76)	11,233	13,042	15,796
Net Profit (Loss) Conference	$ (33,326)	$ (4,555)	$ (4,609)	$ (54)	$ (27,849)	$ (22,160)	$ (18,767)
Designation & Accreditation	$ 8,550	$ 0	$ 925	$ 925	$ 8,875	$ 9,700	$ 15,145
Less: Direct Costs	13,540	2,140	2,790	(650)	14,879	11,949	13,093
Less: Indirect Costs Allocated at 5%	5,613	852	891	(38)	5,617	6,521	7,898
Net Profit (Loss) Designation & Accreditation	$ (10,603)	$ (2,992)	$ (2,756)	$ 237	$ (11,621)	$ (8,770)	$ (5,846)
Revenue Other Income	$ 0	$ 0	$ 242	$ 242	$ 480	$ 1,907	$ 1,826
Total Revenue	$ 629,085	$ 95,698	$ 125,457	$ 29,759	$ 561,570	$ 624,713	$ 751,621
Total Expense	622,806	90,545	102,397	(11,852)	569,166	612,835	707,193
Net Profit (Loss)	$ 6,279	$ 5,153	$ 23,060	$ 17,907	$ (7,596)	$ 11,878	$ 44,428