ADR Institute of Alberta
BUSINESS UNIT REPORT
10 Months Ended Oct 31, 2017

	2017 Budget	2017 YTD Budget	10 Months Ended Oct 31, 2017	Variance	2016 Audited	2015 Audited	2014 Audited	2013 Audited
Governance								
Less: Direct Costs	$ 41,955	$ 36,963	$ 28,343	$ 8,620	$ 46,465	$ 45,886	$ 47,375	$ 41,163
Less: Indirect Costs Allocated at 5%	5,020	4,161	4,327	(166)	5,721	5,617	6,521	7,898
Total Governance	$ (46,975)	$ (41,124)	$ (32,670)	$ 8,454	$ (52,187)	$ (51,503)	$ (53,896)	$ (49,061)
Membership	$ 126,316	$ 111,020	$ 102,858	$ (8,162)	$ 115,862	$ 107,855	$ 93,375	$ 101,780
Less: Direct Costs	44,066	36,890	41,898	(5,008)	48,045	45,159	43,485	56,199
Less: Indirect Costs Allocated at 25%	25,098	20,807	21,635	(829)	28,607	28,084	32,604	39,490
Net Profit (Loss) Membership	$ 57,153	$ 53,324	$ 39,325	$ (13,999)	$ 39,210	$ 34,612	$ 17,286	$ 6,091
ADR Business Services	$ 83,880	$ 71,100	$ 64,927	$ (6,173)	$ 80,701	$ 78,495	$ 80,810	$ 66,491
Less: Direct Costs	83,005	69,280	68,500	780	84,234	81,350	68,882	63,933
Less: Indirect Costs Allocated at 10%	10,039	8,323	8,654	(332)	11,443	11,234	13,042	15,796
Net Profit (Loss) ADR Business Services	$ (9,164)	$ (6,503)	$ (12,227)	$ (5,725)	$ (14,975)	$ (14,089)	$ (1,114)	$ (13,239)
Certificate Programs	$ 268,824	$ 227,868	$ 235,948	$ 8,080	$ 298,068	$ 308,106	$ 320,212	$ 393,982
Less: Direct Costs	174,659	146,904	125,485	21,419	177,849	184,322	188,662	225,590
Less: Indirect Costs Allocated at 25%	25,098	20,807	21,635	(829)	28,607	28,084	32,604	39,490
Net Profit (Loss) Certificate Program	$ 69,068	$ 60,158	$ 88,827	$ 28,670	$ 91,611	$ 95,699	$ 98,946	$ 128,901
Specialty & Professional Dev	$ 16,200	$ 16,200	$ 7,575	$ (8,625)	$ 24,800	$ 29,160	$ 67,721	$ 13,500
Less: Direct Costs	29,699	26,450	20,563	5,887	35,705	38,649	48,319	25,379
Less: Indirect Costs Allocated at 10%	10,039	8,323	8,654	(332)	11,443	11,234	13,042	15,796
Net Profit (Loss) Specialty & Professional Dev	$ (23,538)	$ (18,573)	$ (21,642)	$ (3,069)	$ (22,348)	$ (20,723)	$ 6,361	$ (27,676)
Contract Training	$ 20,000	$ 20,000	$ 21,300	$ 1,300	$ 76,410	$ 28,600	$ 27,295	$ 132,032
Less: Direct Costs	29,024	26,520	19,629	6,891	44,769	29,968	40,935	94,037
Less: Indirect Costs Allocated at 10%	10,039	8,323	8,654	(332)	11,443	11,234	13,042	15,796
Net Proft (Loss) Contract Training	$ (19,063)	$ (14,843)	$ (6,983)	$ 7,860	$ 20,198	$ (12,602)	$ (26,682)	$ 22,199
Conference	$ 10,000	$ 10,000	$ 8,050	$ (1,950)	$ 0	$ 0	$ 23,693	$ 26,865
Less: Direct Costs	16,638	13,865	17,496	(3,631)	18,045	16,617	32,811	29,836
Less: Indirect Costs Allocated at 10%	10,039	8,323	8,654	(332)	11,443	11,234	13,042	15,796
Net Profit (Loss) Conference	$ (16,677)	$ (12,188)	$ (18,100)	$ (5,912)	$ (29,488)	$ (27,850)	$ (22,159)	$ (18,767)
Designation & Accreditation	$ 11,475	$ 11,475	$ 10,575	$ (900)	$ 13,575	$ 8,875	$ 9,700	$ 15,145
Less: Direct Costs	15,884	13,698	13,441	257	17,231	14,879	11,949	13,093
Less: Indirect Costs Allocated at 5%	5,020	4,161	4,327	(166)	5,721	5,617	6,521	7,898
Net Profit (Loss) Designation & Accreditation	$ (9,429)	$ (6,384)	$ (7,193)	$ (809)	$ (9,377)	$ (11,621)	$ (8,770)	$ (5,846)
Other Income	$ 0	$ 0	$ 518	$ 518	$ 262	$ 479	$ 1,907	$ 1,827
Total Revenue	$ 536,695	$ 467,663	$ 451,750	$ (15,913)	$ 609,677	$ 561,570	$ 624,713	$ 751,622
Total Expense	535,320	453,796	421,895	31,901	586,773	569,166	612,835	707,193
Nett Profit (Loss)	$ 1,375	$ 13,867	$ 29,855	$ 15,988	$ 22,905	$ (7,596)	$ 11,877	$ 44,429