January 12, 2016 9:53PM

ADR Institute of Alberta
BUSINESS UNIT REPORT
Twelve Months Ended December 31, 2015

	2015 Budget	12 Months Ended December 31, 2015	YTD Variance Better (Worse) than Budget	2014 Audited	2013 Audited
Governance					
Less: Direct Costs	$ 45,027	$ 45,887	$ (860)	$ 47,375	$ 41,163
Less: Indirect Costs Allocated at 5%	6,804	5,617	1,187	6,520	7,898
Total Governance	$ (51,831)	$ (51,504)	$ 327	$ (53,895)	$ (49,061)
Membership	$ 124,900	$ 107,855	$ (17,045)	$ 93,375	$ 101,780
Less: Direct Costs	64,139	45,158	18,981	43,485	56,199
Less: Indirect Costs Allocated at 25%	34,018	28,084	5,934	32,604	39,491
Net Profit (Loss) Membership	$ 26,743	$ 34,613	$ 7,870	$ 17,286	$ 6,090
ADR Business Services	$ 96,705	$ 78,495	$ (18,210)	$ 80,810	$ 66,491
Less: Direct Cost	84,736	81,351	3,385	68,882	63,933
Less: Indirect Costs Allocated at 10%	13,607	11,234	2,374	13,042	15,796
Net Profit (Loss) ADR Business Services	$ (1,638)	$ (14,090)	$ (12,451)	$ (1,114)	$ (13,238)
PROFESSIONAL DEVELOPMENT					
Certificate Programs	$ 334,555	$ 308,105	$ (26,450)	$ 336,868	$ 393,982
Less: Direct Costs	219,173	184,323	34,850	205,318	225,590
Less: Indirect Costs Allocated at 25%	34,018	28,084	5,934	32,604	39,491
Net Profit (Loss) Certificate Programs	$ 81,364	$ 95,698	$ 14,334	$ 98,946	$ 128,901
Specialty & Professional Dev	$ 45,000	$ 29,160	$ (15,840)	$ 67,721	$ 13,500
Less: Direct Costs	52,034	38,649	13,385	48,319	25,379
Less: Indirect Costs Allocated at 10%	13,607	11,234	2,374	13,042	15,796
Net Profit (Loss) Specialty & Professional Dev	$ (20,641)	$ (20,723)	$ (81)	$ 6,360	$ (27,675)
Contract Training	$ 67,600	$ 28,600	$ (39,000)	$ 27,295	$ 132,032
Less: Direct Costs	41,046	29,968	11,078	40,935	94,038
Less: Indirect Costs Allocated at 10%	13,607	11,234	2,374	13,042	15,796
Net Profit (Loss) Contract Training	$ 12,947	$ (12,602)	$ (25,548)	$ (26,682)	$ 22,198
Conference	$ 0	$ 0	$ 0	$ 23,693	$ 26,865
Less: Direct Costs	17,700	16,616	1,084	32,811	29,836
Less: Indirect Costs Allocated at 10%	13,607	11,234	2,374	13,042	15,796
Net Profit (Loss) Conference	$ (31,307)	$ (27,850)	$ 3,458	$ (22,160)	$ (18,767)
Designation & Accreditation	$ 6,950	$ 8,875	$ 1,925	$ 9,700	$ 15,145
Less: Direct Costs	13,192	14,879	(1,687)	11,949	13,093
Less: Indirect Costs Allocated at 5%	6,804	5,617	1,187	6,521	7,898
Net Profit (Loss) Designation & Accreditation	$ (13,046)	$ (11,621)	$ 1,425	$ (8,770)	$ (5,846)
Revenue Other Income	$ 180	$ 480	$ 300	$ 1,907	$ 1,826
Total Revenue	$ 675,890	$ 561,570	$ (114,320)	$ 641,369	$ 751,621
Total Expense	673,119	569,166	103,953	629,491	707,193
Net Profit (Loss)	$ 2,771	$ (7,596)	$ (10,367)	$ 11,878	$ 44,428