November 08, 2016 4:32PM

ADR Institute of Alberta
BUSINESS UNIT REPORT
Ten Months Ended October 31, 2016

	2016 Budget	2016 YTD Budget	10 Months End... Oct 31, 2016	YTD Variance Better (Worse) than Budget	2015 Audited	2014 Audited	2013 Audited
Governance							
Less: Direct Costs	$ 45,455	$ 37,462	$ 38,700	$ (1,238)	$ 45,887	$ 47,375	$ 41,163
Less: Indirect Costs Allocated at 5%	5,613	4,692	4,664	28	5,617	6,520	7,898
Total Governance	$ (51,068)	$ (42,154)	$ (43,364)	$ (1,210)	$ (51,504)	$ (53,895)	$ (49,061)
Membership	$ 115,455	$ 104,170	$ 102,005	$ (2,165)	$ 107,855	$ 93,375	$ 101,780
Less: Direct Costs	48,376	40,880	37,512	3,368	45,158	43,485	56,199
Less: Indirect Costs Allocated at 25%	28,065	23,460	23,322	138	28,084	32,604	39,491
Net Profit (Loss) Membership	$ 39,014	$ 39,830	$ 41,171	$ 1,341	$ 34,613	$ 17,286	$ 6,090
ADR Business Services	$ 87,800	$ 73,200	$ 69,519	$ (3,681)	$ 78,495	$ 80,810	$ 66,491
Less: Direct Cost	82,676	68,980	70,220	(1,240)	81,351	68,882	63,933
Less: Indirect Costs Allocated at 10%	11,226	9,384	9,329	55	11,234	13,042	15,796
Net Profit (Loss) ADR Business Services	$ (6,102)	$ (5,164)	$ (10,030)	$ (4,866)	$ (14,090)	$ (1,114)	$ (13,238)
PROFESSIONAL DEVELOPMENT							
Certificate Programs	$ 319,980	$ 263,946	$ 272,442	$ 8,496	$ 308,105	$ 320,212	$ 393,982
Less: Direct Costs	198,330	166,920	155,002	11,918	184,323	188,662	225,590
Less: Indirect Costs Allocated at 25%	28,065	23,460	23,322	138	28,084	32,604	39,491
Net Profit (Loss) Certificate Programs	$ 93,585	$ 73,566	$ 94,118	$ 20,552	$ 95,698	$ 98,946	$ 128,901
Specialty & Professional Dev	$ 38,100	$ 38,100	$ 18,500	$ (19,600)	$ 29,160	$ 67,721	$ 13,500
Less: Direct Costs	43,990	40,700	28,544	12,156	38,649	48,319	25,379
Less: Indirect Costs Allocated at 10%	11,226	9,384	9,329	55	11,233	13,042	15,796
Net Profit (Loss) Specialty & Professional Dev	$ (17,116)	$ (11,984)	$ (19,373)	$ (7,389)	$ (20,722)	$ 6,360	$ (27,675)
Contract Training	$ 34,200	$ 28,500	$ 67,910	$ 39,410	$ 28,600	$ 27,295	$ 132,032
Less: Direct Costs	31,080	25,900	34,768	(8,868)	29,968	40,935	94,038
Less: Indirect Costs Allocated at 10%	11,226	9,384	9,329	55	11,233	13,042	15,796
Net Profit (Loss) Contract Training	$ (8,106)	$ (6,784)	$ 23,813	$ 30,597	$ (12,601)	$ (26,682)	$ 22,198
Conference	$ 25,000	$ 25,000	$ 0	$ (25,000)	$ 0	$ 23,693	$ 26,865
Less: Direct Costs	47,100	44,250	14,988	29,262	16,616	32,811	29,836
Less: Indirect Costs Allocated at 10%	11,226	9,384	9,329	55	11,233	13,042	15,796
Net Profit (Loss) Conference	$ (33,326)	$ (28,634)	$ (24,317)	$ 4,317	$ (27,849)	$ (22,160)	$ (18,767)
Designation & Accreditation	$ 8,550	$ 8,550	$ 11,475	$ 2,925	$ 8,875	$ 9,700	$ 15,145
Less: Direct Costs	13,540	11,400	14,046	(2,646)	14,879	11,949	13,093
Less: Indirect Costs Allocated at 5%	5,613	4,692	4,664	28	5,617	6,521	7,898
Net Profit (Loss) Designation & Accreditation	$ (10,603)	$ (7,542)	$ (7,235)	$ 307	$ (11,621)	$ (8,770)	$ (5,846)
Revenue Other Income	$ 0	$ 0	$ 242	$ 242	$ 480	$ 1,907	$ 1,826
Total Revenue	$ 629,085	$ 541,466	$ 542,093	$ 627	$ 561,570	$ 624,713	$ 751,621
Total Expense	622,806	530,332	487,067	43,265	569,166	612,835	707,193
Net Profit (Loss)	$ 6,279	$ 11,134	$ 55,026	$ 43,892	$ (7,596)	$ 11,878	$ 44,428