October 06, 2015 6:52PM

ADR Institute of Alberta
BUSINESS UNIT REPORT
Nine Months Ended September 30, 2015

	2015 Budget	2015 YTD Budget	9 Months Ended September 30, 2015	YTD Variance Better (Worse) than Budget	2014 Audited	2013 Audited
Governance						
Less: Direct Costs	$ 45,027	$ 34,588	$ 35,242	$ (654)	$ 47,375	$ 41,163
Less: Indirect Costs Allocated at 5%	6,804	4,831	4,063	767	6,520	7,898
Total Governance	$ (51,831)	$ (39,419)	$ (39,305)	$ 113	$ (53,895)	$ (49,061)
Membership	$ 124,900	$ 100,227	$ 87,076	$ (13,151)	$ 93,375	$ 101,780
Less: Direct Costs	64,139	49,706	34,223	15,483	43,485	56,199
Less: Indirect Costs Allocated at 25%	34,018	24,154	20,317	3,837	32,604	39,491
Net Profit (Loss) Membership	$ 26,743	$ 26,368	$ 32,536	$ 6,169	$ 17,286	$ 6,090
ADR Business Services	$ 96,705	$ 72,079	$ 60,980	$ (11,099)	$ 80,810	$ 66,491
Less: Direct Cost	84,736	64,068	62,455	1,613	68,882	63,933
Less: Indirect Costs Allocated at 10%	13,607	9,661	8,127	1,535	13,042	15,796
Net Profit (Loss) ADR Business Services	$ (1,638)	$ (1,650)	$ (9,602)	$ (7,951)	$ (1,114)	$ (13,238)
PROFESSIONAL DEVELOPMENT						
Certificate Programs	$ 361,555	$ 222,640	$ 250,099	$ 27,459	$ 336,868	$ 393,982
Less: Direct Costs	246,173	169,382	149,358	20,024	205,318	225,590
Less: Indirect Costs Allocated at 25%	34,018	24,154	20,317	3,837	32,604	39,491
Net Profit (Loss) Certificate Programs	$ 81,364	$ 29,105	$ 80,424	$ 51,320	$ 98,946	$ 128,901
Specialty & Professional Dev	$ 45,000	$ 30,600	$ 21,410	$ (9,190)	$ 67,721	$ 13,500
Less: Direct Costs	52,034	38,088	29,105	8,983	48,319	25,379
Less: Indirect Costs Allocated at 10%	13,607	9,661	8,127	1,535	13,042	15,796
Net Profit (Loss) Specialty & Professional Dev	$ (20,641)	$ (17,149)	$ (15,822)	$ 1,328	$ 6,360	$ (27,675)
Contract Training	$ 67,600	$ 56,600	$ 28,600	$ (28,000)	$ 27,295	$ 132,032
Less: Direct Costs	41,046	33,612	26,204	7,408	40,935	94,038
Less: Indirect Costs Allocated at 10%	13,607	9,661	8,127	1,535	13,042	15,796
Net Profit (Loss) Contract Training	$ 12,947	$ 13,327	$ (5,731)	$ (19,057)	$ (26,682)	$ 22,198
Conference	$ 0	$ 0	$ 0	$ 0	$ 23,693	$ 26,865
Less: Direct Costs	17,700	13,275	12,856	419	32,811	29,836
Less: Indirect Costs Allocated at 10%	13,607	9,661	8,127	1,535	13,042	15,796
Net Profit (Loss) Conference	$ (31,307)	$ (22,936)	$ (20,983)	$ 1,954	$ (22,160)	$ (18,767)
Designation & Accreditation	$ 6,950	$ 6,950	$ 7,675	$ 725	$ 9,700	$ 15,145
Less: Direct Costs	13,192	10,294	11,217	(923)	11,949	13,093
Less: Indirect Costs Allocated at 5%	6,804	4,831	4,063	767	6,521	7,898
Net Profit (Loss) Designation & Accreditation	$ (13,046)	$ (8,175)	$ (7,605)	$ 569	$ (8,770)	$ (5,846)
Revenue Other Income	$ 180	$ 135	$ 335	$ 200	$ 1,907	$ 1,826
Total Revenue	$ 702,890	$ 489,231	$ 456,175	$ (33,056)	$ 641,369	$ 751,621
Total Expense	700,119	509,627	441,928	67,699	629,491	707,193
Net Profit (Loss)	$ 2,771	$ (20,396)	$ 14,247	$ 34,643	$ 11,878	$ 44,428