ADR Institute of Alberta
BUSINESS UNIT REPORT
2 Months Ended Feb 28, 2017

	2017 Budget	2017 YTD Budget	2 Months Ended Feb 28, 2017	Variance	2016 Actual	2015 Audited	2014 Audited	2013 Audited
Governance								
Less: Direct Costs	$ 41,955	$ 6,993	$ 5,157	$ 1,836	$ 46,465	$ 45,886	$ 47,375	$ 41,163
Less: Indirect Costs Allocated at 5%	5,020	693	769	(76)	5,721	5,617	6,521	7,898
Total Governance	$ (46,975)	$ (7,686)	$ (5,926)	$ 1,759	$ (52,187)	$ (51,503)	$ (53,896)	$ (49,061)
Membership	$ 126,316	$ 24,776	$ 18,473	$ (6,303)	$ 115,862	$ 107,855	$ 93,375	$ 101,780
Less: Direct Costs	44,066	7,178	7,796	(618)	48,045	45,159	43,485	56,199
Less: Indirect Costs Allocated at 25%	25,098	3,464	3,846	(382)	28,607	28,084	32,604	39,490
Net Profit (Loss) Membership	$ 57,153	$ 14,134	$ 6,831	$ (7,303)	$ 39,210	$ 34,612	$ 17,286	$ 6,091
ADR Business Services	$ 83,880	$ 18,980	$ 19,120	$ 140	$ 80,701	$ 78,495	$ 80,810	$ 66,491
Less: Direct Costs	83,005	14,376	14,636	(260)	84,234	81,350	68,882	63,933
Less: Indirect Costs Allocated at 10%	10,039	1,386	1,538	(153)	11,443	11,234	13,042	15,796
Net Profit (Loss) ADR Business Services	$ (9,164)	$ 3,218	$ 2,946	$ (273)	$ (14,975)	$ (14,089)	$ (1,114)	$ (13,239)
Certificate Programs	$ 268,824	$ 37,000	$ 47,005	$ 10,005	$ 298,068	$ 308,106	$ 320,212	$ 393,982
Less: Direct Costs	174,659	25,875	27,913	(2,038)	177,849	184,322	188,662	225,590
Less: Indirect Costs Allocated at 25%	25,098	3,464	3,846	(382)	28,607	28,084	32,604	39,490
Net Profit (Loss) Certificate Program	$ 69,068	$ 7,661	$ 15,246	$ 7,585	$ 91,611	$ 95,699	$ 98,946	$ 128,901
Specialty & Professional Dev	$ 16,200	$ 7,200	$ 7,575	$ 375	$ 24,800	$ 29,160	$ 67,721	$ 13,500
Less: Direct Costs	29,699	8,150	7,970	180	35,705	38,649	48,319	25,379
Less: Indirect Costs Allocated at 10%	10,039	1,386	1,538	(153)	11,443	11,234	13,042	15,796
Net Profit (Loss) Specialty & Professional Dev	$ (23,538)	$ (2,336)	$ (1,934)	$ 402	$ (22,348)	$ (20,723)	$ 6,361	$ (27,676)
Contract Training	$ 20,000	$ 5,000	$ 0	$ (5,000)	$ 76,410	$ 28,600	$ 27,295	$ 132,032
Less: Direct Costs	29,024	6,004	2,632	3,372	44,769	29,968	40,935	94,037
Less: Indirect Costs Allocated at 10%	10,039	1,386	1,538	(153)	11,443	11,234	13,042	15,796
Net Proft (Loss) Contract Training	$ (19,063)	$ (2,390)	$ (4,170)	$ (1,780)	$ 20,198	$ (12,602)	$ (26,682)	$ 22,199
Conference	$ 10,000	$ 0	$ 0	$ 0	$ 0	$ 0	$ 23,693	$ 26,865
Less: Direct Costs	16,638	2,773	2,899	(126)	18,045	16,617	32,811	29,836
Less: Indirect Costs Allocated at 10%	10,039	1,386	1,538	(153)	11,443	11,234	13,042	15,796
Net Profit (Loss) Conference	$ (16,677)	$ (4,159)	$ (4,438)	$ (279)	$ (29,488)	$ (27,850)	$ (22,159)	$ (18,767)
Designation & Accreditation	$ 11,475	$ 1,000	$ 700	$ (300)	$ 13,575	$ 8,875	$ 9,700	$ 15,145
Less: Direct Costs	15,884	3,184	2,295	889	17,231	14,879	11,949	13,093
Less: Indirect Costs Allocated at 5%	5,020	693	769	(76)	5,721	5,617	6,521	7,898
Net Profit (Loss) Designation & Accreditation	$ (9,429)	$ (2,877)	$ (2,364)	$ 513	$ (9,377)	$ (11,621)	$ (8,770)	$ (5,846)
Other Income	$ 0	$ 0	$ 341	$ 341	$ 262	$ 479	$ 1,907	$ 1,827
Total Revenue	$ 536,695	$ 93,956	$ 93,214	$ (742)	$ 609,677	$ 561,570	$ 624,713	$ 751,622
Total Expense	535,320	88,389	86,683	1,706	586,773	569,166	612,835	707,193
Nett Profit (Loss)	$ 1,375	$ 5,567	$ 6,531	$ 964	$ 22,905	$ (7,596)	$ 11,877	$ 44,429