September 07, 2016 6:35PM

ADR Institute of Alberta
BUSINESS UNIT REPORT
Eight Months Ended August 31, 2016

	2016 Budget	2016 YTD Budget	8 Months Ended Aug 31, 2016	YTD Variance Better (Worse) than Budget	2015 Audited	2014 Audited	2013 Audited
Governance							
Less: Direct Costs	$ 45,455	$ 29,470	$ 30,915	$ (1,445)	$ 45,887	$ 47,375	$ 41,163
Less: Indirect Costs Allocated at 5%	5,613	3,578	3,714	(136)	5,617	6,520	7,898
Total Governance	$ (51,068)	$ (33,048)	$ (34,629)	$ (1,581)	$ (51,504)	$ (53,895)	$ (49,061)
Membership	$ 115,455	$ 85,496	$ 85,992	$ 496	$ 107,855	$ 93,375	$ 101,780
Less: Direct Costs	48,376	31,884	29,456	2,428	45,158	43,485	56,199
Less: Indirect Costs Allocated at 25%	28,065	17,890	18,569	(680)	28,084	32,604	39,491
Net Profit (Loss) Membership	$ 39,014	$ 35,723	$ 37,967	$ 2,244	$ 34,613	$ 17,286	$ 6,090
ADR Business Services	$ 87,800	$ 58,600	$ 60,037	$ 1,437	$ 78,495	$ 80,810	$ 66,491
Less: Direct Cost	82,676	55,284	56,218	(934)	81,351	68,882	63,933
Less: Indirect Costs Allocated at 10%	11,226	7,156	7,428	(272)	11,234	13,042	15,796
Net Profit (Loss) ADR Business Services	$ (6,102)	$ (3,840)	$ (3,609)	$ 231	$ (14,090)	$ (1,114)	$ (13,238)
PROFESSIONAL DEVELOPMENT							
Certificate Programs	$ 319,980	$ 196,068	$ 261,506	$ 65,438	$ 308,105	$ 320,212	$ 393,982
Less: Direct Costs	198,330	128,690	134,564	(5,874)	184,323	188,662	225,590
Less: Indirect Costs Allocated at 25%	28,065	17,890	18,569	(680)	28,084	32,604	39,491
Net Profit (Loss) Certificate Programs	$ 93,585	$ 49,489	$ 108,373	$ 58,884	$ 95,698	$ 98,946	$ 128,901
Specialty & Professional Dev	$ 38,100	$ 27,300	$ 13,200	$ (14,100)	$ 29,160	$ 67,721	$ 13,500
Less: Direct Costs	43,990	30,360	21,550	8,810	38,649	48,319	25,379
Less: Indirect Costs Allocated at 10%	11,226	7,156	7,428	(272)	11,233	13,042	15,796
Net Profit (Loss) Specialty & Professional Dev	$ (17,116)	$ (10,216)	$ (15,778)	$ (5,562)	$ (20,722)	$ 6,360	$ (27,675)
Contract Training	$ 34,200	$ 17,100	$ 67,910	$ 50,810	$ 28,600	$ 27,295	$ 132,032
Less: Direct Costs	31,080	18,020	32,125	(14,105)	29,968	40,935	94,038
Less: Indirect Costs Allocated at 10%	11,226	7,156	7,428	(272)	11,233	13,042	15,796
Net Profit (Loss) Contract Training	$ (8,106)	$ (8,076)	$ 28,357	$ 36,433	$ (12,601)	$ (26,682)	$ 22,198
Conference	$ 25,000	$ 7,500	$ 0	$ (7,500)	$ 0	$ 23,693	$ 26,865
Less: Direct Costs	47,100	21,400	11,919	9,481	16,616	32,811	29,836
Less: Indirect Costs Allocated at 10%	11,226	7,156	7,428	(272)	11,233	13,042	15,796
Net Profit (Loss) Conference	$ (33,326)	$ (21,056)	$ (19,347)	$ 1,709	$ (27,849)	$ (22,160)	$ (18,767)
Designation & Accreditation	$ 8,550	$ 5,275	$ 6,375	$ 1,100	$ 8,875	$ 9,700	$ 15,145
Less: Direct Costs	13,540	8,910	11,516	(2,606)	14,879	11,949	13,093
Less: Indirect Costs Allocated at 5%	5,613	3,578	3,714	(136)	5,617	6,521	7,898
Net Profit (Loss) Designation & Accreditation	$ (10,603)	$ (7,213)	$ (8,855)	$ (1,642)	$ (11,621)	$ (8,770)	$ (5,846)
Revenue Other Income	$ 0	$ 0	$ 242	$ 242	$ 480	$ 1,907	$ 1,826
Total Revenue	$ 629,085	$ 397,339	$ 495,262	$ 97,923	$ 561,570	$ 624,713	$ 751,621
Total Expense	622,806	395,576	402,540	(6,964)	569,166	612,835	707,193
Net Profit (Loss)	$ 6,279	$ 1,763	$ 92,722	$ 90,959	$ (7,596)	$ 11,878	$ 44,428