ADR Institute of Alberta
BUSINESS UNIT REPORT
8 Months Ended Aug 31, 2017

	2017 Budget	2017 YTD Budget	8 Months Ended Aug 31, 2017	Variance	2016 Audited	2015 Audited	2014 Audited	2013 Audited
Governance								
Less: Direct Costs	$ 41,955	$ 29,970	$ 21,457	$ 8,513	$ 46,465	$ 45,886	$ 47,375	$ 41,163
Less: Indirect Costs Allocated at 5%	5,020	3,176	3,175	1	5,721	5,617	6,521	7,898
Total Governance	$ (46,975)	$ (33,146)	$ (24,632)	$ 8,514	$ (52,187)	$ (51,503)	$ (53,896)	$ (49,061)
Membership	$ 126,316	$ 90,144	$ 81,273	$ (8,871)	$ 115,862	$ 107,855	$ 93,375	$ 101,780
Less: Direct Costs	44,066	29,212	33,579	(4,367)	48,045	45,159	43,485	56,199
Less: Indirect Costs Allocated at 25%	25,098	15,880	15,873	7	28,607	28,084	32,604	39,490
Net Profit (Loss) Membership	$ 57,153	$ 45,052	$ 31,820	$ (13,232)	$ 39,210	$ 34,612	$ 17,286	$ 6,091
ADR Business Services	$ 83,880	$ 58,820	$ 53,211	$ (5,610)	$ 80,701	$ 78,495	$ 80,810	$ 66,491
Less: Direct Costs	83,005	55,554	55,107	447	84,234	81,350	68,882	63,933
Less: Indirect Costs Allocated at 10%	10,039	6,352	6,349	3	11,443	11,234	13,042	15,796
Net Profit (Loss) ADR Business Services	$ (9,164)	$ (3,086)	$ (8,246)	$ (5,160)	$ (14,975)	$ (14,089)	$ (1,114)	$ (13,239)
Certificate Programs	$ 268,824	$ 176,090	$ 150,804	$ (25,286)	$ 298,068	$ 308,106	$ 320,212	$ 393,982
Less: Direct Costs	174,659	114,348	88,304	26,044	177,849	184,322	188,662	225,590
Less: Indirect Costs Allocated at 25%	25,098	15,880	15,873	7	28,607	28,084	32,604	39,490
Net Profit (Loss) Certificate Program	$ 69,068	$ 45,862	$ 46,627	$ 765	$ 91,611	$ 95,699	$ 98,946	$ 128,901
Specialty & Professional Dev	$ 16,200	$ 16,200	$ 7,575	$ (8,625)	$ 24,800	$ 29,160	$ 67,721	$ 13,500
Less: Direct Costs	29,699	23,200	16,566	6,634	35,705	38,649	48,319	25,379
Less: Indirect Costs Allocated at 10%	10,039	6,352	6,349	3	11,443	11,234	13,042	15,796
Net Profit (Loss) Specialty & Professional Dev	$ (23,538)	$ (13,352)	$ (15,341)	$ (1,989)	$ (22,348)	$ (20,723)	$ 6,361	$ (27,676)
Contract Training	$ 20,000	$ 15,000	$ 21,300	$ 6,300	$ 76,410	$ 28,600	$ 27,295	$ 132,032
Less: Direct Costs	29,024	20,516	17,274	3,242	44,769	29,968	40,935	94,037
Less: Indirect Costs Allocated at 10%	10,039	6,352	6,349	3	11,443	11,234	13,042	15,796
Net Proft (Loss) Contract Training	$ (19,063)	$ (11,868)	$ (2,324)	$ 9,545	$ 20,198	$ (12,602)	$ (26,682)	$ 22,199
Conference	$ 10,000	$ 10,000	$ 8,050	$ (1,950)	$ 0	$ 0	$ 23,693	$ 26,865
Less: Direct Costs	16,638	11,092	14,345	(3,253)	18,045	16,617	32,811	29,836
Less: Indirect Costs Allocated at 10%	10,039	6,352	6,349	3	11,443	11,234	13,042	15,796
Net Profit (Loss) Conference	$ (16,677)	$ (7,444)	$ (12,645)	$ (5,201)	$ (29,488)	$ (27,850)	$ (22,159)	$ (18,767)
Designation & Accreditation	$ 11,475	$ 5,875	$ 8,050	$ 2,175	$ 13,575	$ 8,875	$ 9,700	$ 15,145
Less: Direct Costs	15,884	11,013	10,411	602	17,231	14,879	11,949	13,093
Less: Indirect Costs Allocated at 5%	5,020	3,176	3,175	1	5,721	5,617	6,521	7,898
Net Profit (Loss) Designation & Accreditation	$ (9,429)	$ (8,314)	$ (5,535)	$ 2,779	$ (9,377)	$ (11,621)	$ (8,770)	$ (5,846)
Other Income	$ 0	$ 0	$ 517	$ 517	$ 262	$ 479	$ 1,907	$ 1,827
Total Revenue	$ 536,695	$ 372,129	$ 330,779	$ (41,350)	$ 609,677	$ 561,570	$ 624,713	$ 751,622
Total Expense	535,320	358,426	320,537	37,889	586,773	569,166	612,835	707,193
Nett Profit (Loss)	$ 1,375	$ 13,703	$ 10,242	$ (3,461)	$ 22,905	$ (7,596)	$ 11,877	$ 44,429