

Forecast Revenue and Profit Report

Includes Direct & Indirect Costs for Current Delivery Option

Forecasts and compares the costs of each training course/activity to projected revenue within specified time period; and computes net profit/loss and Return on Investment (ROI).

Period: Jan 1, 2017 to Dec 31, 2017
 Prepared by: BNH Director
 Date: September 2017

Total Direct & Indirect Costs for requested Time Period

Course Title	Group Title	Delivery Option	Length [hours]	Development Costs	Hardware Costs	Administrative Costs	Management Costs	Trainees Costs	Instructors Costs	Facilities Costs	Support Costs	Total
Decisiveness Intro	Knowledge	ILT	14	\$0	\$0	\$0	\$3,843	\$0	\$13,873	\$714	\$0	\$18,430
Leveraging Diversity Intro	Knowledge	CBT	4	\$0	\$0	\$0	\$1,809	\$0	\$170	\$134	\$0	\$2,113
Accountability Advanced	Knowledge	ILT	4	\$0	\$0	\$0	\$1,583	\$4,638	\$1,197	\$84	\$0	\$7,501
Influencing/Negotiating	Knowledge	ILT	8	\$0	\$0	\$0	\$1,809	\$0	\$3,730	\$192	\$0	\$5,731
Leveraging Diversity Advanced	Knowledge	ILT	4	\$0	\$0	\$0	\$1,583	\$2,150	\$1,632	\$84	\$0	\$5,449
Accountability Intro	Knowledge	Webex	4	\$0	\$0	\$0	\$1,809	\$0	\$124	\$134	\$0	\$2,067
Change Management Advanced	Knowledge	ILT	4	\$0	\$0	\$0	\$1,357	\$4,058	\$1,212	\$72	\$0	\$6,699
Developing Others	Knowledge	ILT	8	\$0	\$0	\$0	\$2,261	\$42,500	\$4,663	\$240	\$0	\$49,664
Decisiveness Advanced	Knowledge	ILT	7	\$0	\$0	\$0	\$3,843	\$111,667	\$6,936	\$357	\$0	\$122,803
Communication Intro	Knowledge	Webex	4	\$0	\$0	\$0	\$2,713	\$13,635	\$187	\$202	\$0	\$16,736
Team Building Intro	Knowledge	Webex	4	\$0	\$0	\$0	\$678	\$0	\$513	\$72	\$0	\$1,263
Team Building Advanced	Knowledge	ILT	4	\$0	\$0	\$0	\$904	\$0	\$684	\$48	\$0	\$1,636
Change Management Intro	Knowledge	ILT	4	\$0	\$0	\$0	\$1,357	\$6,957	\$1,212	\$72	\$0	\$9,598
Communication Advanced	Knowledge	ILT	4	\$0	\$0	\$0	\$2,487	\$11,022	\$1,881	\$132	\$0	\$15,522
Total			77	\$0	\$0	\$0	\$28,034	\$196,625	\$38,014	\$2,537	\$0	\$265,211

Projected Revenue

Course Title	Year	Projected # of Trainees	Fee per Trainee	Total Revenue
Decisiveness Intro	2017	35	\$500	\$17,500
Leveraging Diversity Intro	2017	75	\$400	\$30,000
Accountability Advanced	2017	40	\$2,000	\$80,000
Influencing/Negotiating	2017	90	\$2,000	\$180,000
Leveraging Diversity Advanced	2017	50	\$3,000	\$150,000
Accountability Intro	2017	50	\$150	\$7,500
Change Management Advanced	2017	30	\$500	\$15,000
Developing Others	2017	70	\$1,500	\$105,000
Decisiveness Advanced	2017	75	\$1,000	\$75,000
Communication Intro	2017	50	\$400	\$20,000
Team Building Intro	2017	75	\$350	\$26,250
Team Building Advanced	2017	50	\$2,000	\$100,000
Change Management Intro	2017	60	\$425	\$25,500
Communication Advanced	2017	25	\$600	\$15,000
Total				\$846,750

Projected Profit/Loss

Course Title	Total Revenue	Total Cost	Projected Profit/Loss	Rate
Decisiveness Intro	\$17,500	\$18,430	-\$930	-5.05%
Leveraging Diversity Intro	\$30,000	\$2,113	\$27,887	1320.05%
Accountability Advanced	\$80,000	\$7,501	\$72,499	966.52%
Influencing/Negotiating	\$180,000	\$5,731	\$174,269	3040.81%
Leveraging Diversity Advanced	\$150,000	\$5,449	\$144,551	2653.00%
Accountability Intro	\$7,500	\$2,067	\$5,433	262.77%
Change Management Advanced	\$15,000	\$6,699	\$8,301	123.91%
Developing Others	\$105,000	\$49,664	\$55,336	111.42%
Decisiveness Advanced	\$75,000	\$122,803	-\$47,803	-38.93%
Communication Intro	\$20,000	\$16,736	\$3,264	19.50%
Team Building Intro	\$26,250	\$1,263	\$24,987	1978.06%
Team Building Advanced	\$100,000	\$1,636	\$98,364	6010.98%
Change Management Intro	\$25,500	\$9,598	\$15,902	165.69%
Communication Advanced	\$15,000	\$15,522	-\$522	-3.36%
Total	\$846,750	\$265,211	\$581,539	219.27%