



Open Mobility Foundation

To: OMF Board of Directors, Jascha Franklin-Hodge

From: OODF/ Scott McGrath

cc: Cathie Mayo

Date: 12/9/2019

1. Statement of Activities	Fy2019 Q4 Forecast 12/31/2019	Fy2020 Annual Budget 12/31/2020
REVENUES:		
OMF Membership Dues: Associate Regulated	\$ -	\$ 157,500
OMF Membership Dues: Associate Non Regulated	\$ -	\$ 263,750
OMF Membership Dues: Premier Regulated	\$ 300,000	\$ 131,250
OMF Membership Dues: Premier Non Regulated	\$ 200,000	\$ 131,250
Grants & Contributions	\$ 390,000	\$ 320,000
TOTAL REVENUES	\$ 890,000	\$ 582,500
Membership Income: Regulated	\$ 175,000	\$ 321,771
Membership Income: Non-Regulated	\$ 116,666	\$ 276,458
Other Income: Core	\$ 390,000	\$ 320,000
TOTAL INCOME	\$ 681,666	\$ 918,229
EXPENSES:		
Core Expenses: Salaries/Compensation (ED Only)	\$ 121,930	\$ 255,440
Core Expenses: Salaries/Compensation (Mgt/Ops/G&A staff)	\$ -	\$ 393,717
Non Core Expenses: Marketing/Development/Events	\$ 16,434	\$ 311,750
Non Core Expenses: Operating	\$ 14,852	\$ 29,100
Host Admin Fee	\$ 32,100	\$ 73,492
TOTAL EXPENSES	\$ 185,316	\$ 1,063,498
NET INCOME Surplus/(Deficit)	\$ 496,350	\$ (145,269)

2. Cash Flow

12/31/2019

12/31/2020

Operating Activities

Net Income	\$ 496,350	\$ (145,269)
Inc/(Dec) in A/R Revenues	\$ (150,000)	\$ 67,500
Inc (Dec) in OODF Admin Fee Accrual	\$ (39,100)	\$ 2,392
Inc/(Dec) in A/P	\$ -	\$ 13,490
Inc/(Dec) in Accrued expenses	\$ -	\$ -
Inc (Dec) Def Liabilities	\$ 208,333	\$ 293,854
Inc (Dec) Intercompany	\$ -	\$ -
Net Change in Cash for Period	\$ 515,583	\$ 231,967
Net Change in Cash for Period	\$ 515,583	\$ 231,967
Cash at Beginning of Period	\$ -	\$ 515,583
Cash at End of Period	\$ 515,583	\$ 747,550

3. Balance Sheet

12/31/2019

12/31/2020

Cash	\$ 515,583	\$ 747,550
Accounts Receivables	\$ 150,000	\$ 82,500
Prepaid Host Admin Fees	\$ 39,100	\$ 36,708
Total Assets	\$ 704,683	\$ 866,758
Accounts Payable	\$ -	\$ 13,490
Deferred Liability: Regulated	\$ 125,000	\$ 91,979
Deferred Liability: Non Regulated	\$ 83,333	\$ 201,875
Total Liabilities	\$ 208,333	\$ 307,344
Net Assets	\$ -	\$ 704,683
Surplus/(Deficit)	\$ 496,350	\$ (145,269)
Total Liabilities & Net Assets	\$ 704,683	\$ 866,758

OPEN MOBILITY FOUNDATION, LLC

12/10/2019

FY2020 Draft BUDGET

Fy2020 Draft Budget

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
Membership Income: Regulated	29,375	32,292	32,292	38,542	39,583	16,146	17,604	19,688	24,063	24,063	24,063	24,063	321,771
Membership Income: Non-Regulated	18,125	19,271	20,313	21,771	21,771	12,917	17,292	21,667	26,042	31,458	32,917	32,917	276,458
Other Income: Core	-	80,000	-	-	-	40,000	100,000	-	-	-	-	100,000	320,000
TOTAL INCOME	47,500	131,563	52,604	60,313	61,354	69,063	134,896	41,354	50,104	55,521	56,979	156,979	918,229
Total CORE EXPENSES (ED Only)	21,287	21,287	21,287	21,287	21,287	21,287	21,287	21,287	21,287	21,287	21,287	21,287	255,440
Total CORE EXPENSES (All other staff)	15,000	27,550	28,183	25,683	34,883	41,317	41,317	41,317	41,317	32,383	32,383	32,383	393,717
Total NON CORE EXPENSES	90,460	30,128	33,272	24,388	19,532	51,858	25,292	20,292	22,292	55,232	20,232	21,365	414,342
TOTAL ALL FOUNDATION EXPENSES	126,747	78,965	82,742	71,358	75,702	114,462	87,895	82,895	84,895	108,902	73,902	75,035	1,063,498
Net Surplus/(Deficit) Core ED only	(21,287)	58,713	(21,287)	(21,287)	(21,287)	18,713	78,713	(21,287)	(21,287)	(21,287)	(21,287)	78,713	64,560
Net Surplus/(Deficit) Core Other	3,125	(8,279)	(7,871)	(3,913)	(13,113)	(28,400)	(24,025)	(19,650)	(15,275)	(925)	533	533	(117,258)
Net Surplus/(Deficit) Non Core	(61,085)	2,163	(980)	14,153	20,052	(35,713)	(7,688)	(604)	1,771	(31,169)	3,831	2,698	(92,571)
NET INCOME : SURPLUS/(DEFICIT)	(79,247)	52,598	(30,138)	(11,046)	(14,348)	(45,399)	47,001	(41,541)	(34,791)	(53,381)	(16,923)	81,944	(145,269)
NET INCOME : SURPLUS/(DEFICIT)	(79,247)	52,598	(30,138)	(11,046)	(14,348)	(45,399)	47,001	(41,541)	(34,791)	(53,381)	(16,923)	81,944	(145,269)

OPEN MOBILITY FOUNDATION, LLC

12/10/2019

FY2020 Preliminary BUDGET

Fy2020 Draft Budget

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
REVENUES													
Membership Revenues:													
OMF Membership Dues: Associate Regulated	52,500	35,000	-	-	-	-	17,500	-	52,500	-	-	-	157,500
OMF Membership Dues: Associate Non Regulated	5,000	13,750	-	17,500	-	-	52,500	52,500	52,500	52,500	17,500	-	263,750
OMF Membership Dues: Premier Regulated	-	-	-	75,000	12,500	18,750	-	25,000	-	-	-	-	131,250
OMF Membership Dues: Premier Non Regulated	12,500	-	12,500	-	-	93,750	-	-	-	12,500	-	-	131,250
Total Membership Revenues	70,000	48,750	12,500	92,500	12,500	112,500	70,000	77,500	105,000	65,000	17,500	-	683,750
Other Revenues:													
Grants - Rockefeller Foundation		80,000				40,000							120,000
Grants - Other	-						100,000					100,000	200,000
Events													-
Total Other Revenues	-	80,000	-	-	-	40,000	100,000	-	-	-	-	100,000	320,000
Total All Revenues:	70,000	128,750	12,500	92,500	12,500	152,500	170,000	77,500	105,000	65,000	17,500	100,000	1,003,750
Total Adj for Deferred Revenues	(22,500)	2,813	40,104	(32,188)	48,854	(83,438)	(35,104)	(36,146)	(54,896)	(9,479)	39,479	56,979	(85,521)
Membership Income: Regulated	29,375	32,292	32,292	38,542	39,583	16,146	17,604	19,688	24,063	24,063	24,063	24,063	321,771
Membership Income: Non-Regulated	18,125	19,271	20,313	21,771	21,771	12,917	17,292	21,667	26,042	31,458	32,917	32,917	276,458
Other Income: Core	-	80,000	-	-	-	40,000	100,000	-	-	-	-	100,000	320,000
TOTAL INCOME	47,500	131,563	52,604	60,313	61,354	69,063	134,896	41,354	50,104	55,521	56,979	156,979	918,229

Month	Organization Name	Level	Regulated/ Non Regulated	New Member Targets		Premier Member		
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January	Name	Level	Type	Assoc- Regulated	Assoc- Non Reg	Premier- Regulated	Premier- Non Reg	Monthly Totals
70000	Waymo	Non Public L Reg	R	35,000				
25000	Remix	Non Public S					12,500	
10000	ViaNova	Non Public XS			5,000			
35000	Voi	Non Public L Reg	R	17,500				
140000	JANUARY TOTALS			\$ 52,500.00	\$ 5,000.00	\$ -	\$ 12,500.00	\$ 70,000.00

February	Name	Level	Type	Assoc- Regulated	Assoc- Non Reg	Premier- Regulated	Premier- Non Reg	Monthly Totals
70000	Lime	Non Public L Reg	R	35,000				
17500	RideReport	Non Public S			8,750			
10000	Roundtrip	Non Public XS			5,000			
	FEBRUARY TOTAL			\$ 35,000.00	\$ 13,750.00	\$ -	\$ -	\$ 48,750.00

March	Name	Level	Type	Assoc- Regulated	Assoc- Non Reg	Premier- Regulated	Premier- Non Reg	Monthly Totals
25000	Populus	Non Public S					12,500	
	MARCH TOTALS			\$ -	\$ -	\$ -	\$ 12,500.00	\$ 12,500.00

April	Name	Level	Type	Assoc- Regulated	Assoc- Non Reg	Premier- Regulated	Premier- Non Reg	Monthly Totals
150000	Ford	Non Public XL Reg	R			75,000		
35000	(Mobility Provider TBD)	Non Public M Reg	R		17,500			
	APRIL TOTALS			\$ -	\$ 17,500.00	\$ 75,000.00	\$ -	\$ 92,500.00

May	Name	Level	Type	Assoc- Regulated	Assoc- Non Reg	Premier- Regulated	Premier- Non Reg	Monthly Totals
25000	(Mobility Provider TBD)	Non Public S Reg	R			12,500		
	MAY TOTALS			\$ -	\$ -	\$ 12,500.00	\$ -	\$ 12,500.00

June	Name	Level	Type	Assoc- Regulated	Assoc- Non Reg	Premier- Regulated	Premier- Non Reg	Monthly Totals
12500	Lacuna Technologies	Non Public Small Reg					\$ 6,250	
25000	Bird Rides	Non Pub- Lg Cap Reg	R			12,500	\$ -	
12500	Skinny Labs	Non Public Small Reg	R			6,250	\$ -	
12500	Blue Systems USA	Non Public Small Reg					\$ 6,250	
12500	STAE Inc.	Non Public Small Reg					\$ 6,250	
150000	Microsoft	Non Public Large					\$ 75,000	
	JUNE TOTALS			\$ -	\$ -	\$ 18,750.00	\$ 93,750.00	\$ 112,500.00

July	Name	Level	Type	Assoc- Regulated	Assoc- Non Reg	Premier- Regulated	Premier- Non Reg	Monthly Totals
105000	(ESRI)	Non Public XL			52,500			
35000	Via	Non Public M Reg	R	17,500				
	JULY TOTALS			\$ 17,500.00	\$ 52,500.00	\$ -	\$ -	\$ 70,000.00

August	Name	Level	Type	Assoc- Regulated	Assoc- Non Reg	Premier- Regulated	Premier- Non Reg	Monthly Totals
50000	Motivate	Non Public M Reg	R			25,000		
105000	(Insurance TBD)	Non Public XL			52,500			
	AUGUST TOTALS			\$ -	\$ 52,500.00	\$ 25,000.00	\$ -	\$ 77,500.00

September	Name	Level	Type	Assoc- Regulated	Assoc- Non Reg	Premier- Regulated	Premier- Non Reg	Monthly Totals
105000	Daimler	Non Public XL Reg	R	52,500				
105000	(Logistics TBD)	Non Public XL			52,500			
	SEPTEMBER TOTALS			\$ 52,500.00	\$ 52,500.00	\$ -	\$ -	\$ 105,000.00

October	Name	Level	Type	Assoc- Regulated	Assoc- Non Reg	Premier- Regulated	Premier- Non Reg	Monthly Totals
105000	(Oracle/Google/Amazon)	Non Public XL			52,500			
25000	(Logistics TBD)	Non Public S					12,500	
	OCTOBER TOTALS			\$ -	\$ 52,500.00	\$ -	\$ 12,500.00	\$ 65,000.00

November	Name	Level	Type	Assoc- Regulated	Assoc- Non Reg	Premier- Regulated	Premier- Non Reg	Monthly Totals
35000	(Software TBD)	Non Public M			17,500			
	NOVEMBER TOTALS			\$ -	\$ 17,500.00	\$ -	\$ -	\$ 17,500.00

December	Name	Level	Type	Assoc- Regulated	Assoc- Non Reg	Premier- Regulated	Premier- Non Reg	Monthly Totals
0	n/a							
	DECEMBER TOTALS			\$ -	\$ -	\$ -	\$ -	\$ -

EXPENSES

Fy2020 Draft Budget

CORE EXPENSES

Salaries & Compensation

A) Payroll: Salaries: Executive Director	17,167	17,167	17,167	17,167	17,167	17,167	17,167	17,167	17,167	17,167	17,167	17,167	17,167	206,000
A) Payroll: Taxes & Fees	4,120	4,120	4,120	4,120	4,120	4,120	4,120	4,120	4,120	4,120	4,120	4,120	4,120	49,440
A) Total Salaries & Compensation (ED Only)	21,287	21,287	21,287	21,287	21,287	21,287	21,287	21,287	21,287	21,287	21,287	21,287	21,287	255,440
B) P/R Salaries : Management, Operations, G&A	-	-	11,667	11,667	16,667	23,333	23,333	23,333	23,333	16,667	16,667	16,667	16,667	183,333
B) PR Taxes & Fees	-	-	6,467	3,967	8,167	7,933	7,933	7,933	7,933	5,667	5,667	5,667	5,667	67,333
C) P/R Salaries : Member Engagement Mgr (KNIGHT)	-	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	82,500
C) PR Taxes & Fees (KNIGHT)	-	5,050	2,550	2,550	2,550	2,550	2,550	2,550	2,550	2,550	2,550	2,550	2,550	30,550
B) Consulting / Dir of Open Source Operations	15,000	15,000												30,000
B) Total Salaries & Compensation(Mgt/Ops/G&A)	15,000	27,550	28,183	25,683	34,883	41,317	41,317	41,317	41,317	32,383	32,383	32,383	32,383	393,717
TOTAL CORE EXPENSES	36,287	48,837	49,470	46,970	56,170	62,603	62,603	62,603	62,603	53,670	53,670	53,670	53,670	649,157

NON CORE EXPENSES														
Marketing, Development & Conferences														
Marketing / Public Relations														
Marketing Corporate Communications	-			5,000			5,000			5,000				15,000
Website- Design/Video Editor/Branding	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	18,000
PR Services														-
Marketing Tools	500	500	500	500	500	500	500	500	500	500	500	500	500	6,000
Marketing (KNIGHT)	5,000													5,000
Total Marketing	7,000	2,000	2,000	7,000	2,000	2,000	7,000	2,000	2,000	7,000	2,000	2,000	2,000	44,000
Conferences & Events														
LADOT Developer Conference														-
Event production and support (KNIGHT)	20,750													20,750
Event conference	3,000	3,000	5,000	3,000	3,000	5,000	3,000	3,000	5,000	3,000	3,000	5,000	5,000	44,000
Total Conferences/Exhibits	23,750	3,000	5,000	3,000	3,000	5,000	3,000	3,000	5,000	3,000	3,000	5,000	5,000	64,750
Development														
Architectural landscape Doc	30,000													30,000
Member Engagement Support	12,500	12,500	12,500											37,500
TBD						30,000				30,000				60,000
Total Consulting- Marketing	42,500	12,500	12,500	-	-	30,000	-	-	-	30,000	-	-	-	127,500
Travel Budgets														
Travel - ED Only	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	42,000
Travel -Mgt & Ops	1,000	1,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	27,500
Travel -Knight Foundation	6,000													6,000
Travel -Consultants/Other														-
Total Travel	10,500	5,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	75,500
OPERATING EXPENSES														
IT Services: Web Hosting	250	250	250	250	250	250	250	250	250	250	250	250	250	3,000
Staff Support Tools	60	120	180	180	240	300	300	300	300	300	240	240	240	2,700
OODF Host Admin Fee (KNIGHT)	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	-	11,000
OODF Host Admin Fee (Grants)	-	533	533	533	533	800	1,467	1,467	1,467	1,467	1,467	1,467	2,133	12,400
OODF Host Admin Fee	5,400	5,725	5,808	6,425	6,508	6,508	6,275	6,275	6,275	6,275	6,275	6,275	5,742	73,492
Total Operating	6,710	7,628	7,772	8,388	8,532	8,858	9,292	9,292	9,292	9,292	9,232	9,232	8,365	102,592
TOTAL NON CORE EXPENSES	90,460	30,128	33,272	24,388	19,532	51,858	25,292	20,292	22,292	55,232	20,232	21,365	21,365	414,342
TOTAL ALL FOUNDATION EXPENSES	126,747	78,965	82,742	71,358	75,702	114,462	87,895	82,895	84,895	108,902	73,902	75,035	75,035	1,063,498

