**Open Mobility Foundation**

5/15/2020

**Operations Report**

Memo to: OODF Board of Managers, Jascha Franklin Hodge

From: Scott McGrath

cc: Cathie Mayo

**1. Financial Performance for** **April 2020**

| Statement of Activities | Month | | | | Year to Date | | | | Fy2020 |
|---|---|---|---|---|---|---|---|---|---|
| | Actuals | Budget | Variance | % | Actuals | Budget | Variance | % | Annual Budget |
| **REVENUES:** | | | | | | | | | |
| Membership Revenues: Regulated Premier | 0 | 75,000 | -75,000 | | 0 | 75,000 | -75,000 | | $118,750 |
| Membership Revenues: Regulated Associate | 0 | 0 | 0 | | 105,000 | 87,500 | 17,500 | | $157,500 |
| Cancellation Regulated Revenues | 0 | 0 | 0 | | -125,000 | 0 | -125,000 | | $0 |
| Membership Revenues: Non Regulated Premier | 25,000 | 0 | 25,000 | | 25,000 | 25,000 | 0 | | $131,250 |
| Membership Revenues: Non Regulated Associate | 0 | 52,500 | -52,500 | | 10,000 | 106,250 | -96,250 | | $333,750 |
| Cancellation NON Regulated Revenues | 0 | 0 | 0 | | -12,500 | 0 | -12,500 | | $0 |
| Grants & Contributions | 80,000 | 0 | 80,000 | | 160,000 | 160,000 | 0 | | $200,000 |
| In Kind Contributions- Member Support | 0 | 0 | 0 | | 0 | 0 | 0 | | $0 |
| TOTAL REVENUES | 105,000 | 52,500 | 52,500 | 200% | 162,500 | 378,750 | -216,250 | 43% | $941,250 |
| | | | | | | | | | |
| Recognized Membership Revenues : Regulated | 23,333 | 28,125 | -4,792 | | 75,833 | 87,917 | -12,084 | | $342,814 |
| Recognized Membership Revenues: Non Regulated | 17,500 | 27,604 | -10,104 | | 49,167 | 88,229 | -39,062 | | $336,250 |
| Other Income: Grants & Contributions | 80,000 | 0 | 80,000 | | 160,000 | 160,000 | 0 | | $200,000 |
| Other Income: | 0 | 0 | 0 | | 0 | 0 | 0 | | $0 |
| **TOTAL INCOME** | **120,833** | **55,729** | 65,104 | 217% | **285,000** | **336,146** | -51,146 | 85% | **$879,064** |
| | | | | | | | | | |
| **EXPENSES:** | | | | | | | | | |
| Core Services: Compensation: Mgt & Ops ( Ex Dir) | 19,527 | 21,287 | -1,760 | | 79,835 | 85,148 | -5,313 | | $255,444 |
| Core Services: Compensation: Mgt & Ops | 9,784 | 28,184 | -18,400 | | 36,184 | 96,418 | -60,234 | | $396,218 |
| Non Core: Marketing & Consulting | 18,926 | 22,000 | -3,074 | | 50,838 | 170,000 | -119,162 | | $350,000 |
| Non Core: Operations | 51 | 430 | -379 | | 226 | 1,540 | -1,314 | | $5,700 |
| Non Core: OODF Host Admin Fee | 7,400 | 8,958 | -1,558 | | 26,100 | 31,556 | -5,456 | | $107,490 |
| **TOTAL EXPENSES** | **55,688** | **80,859** | -25,171 | 69% | **193,183** | **384,662** | -191,479 | 50% | **$1,114,852** |
| | | | | | | | | | |
| **Net Surplus/(Deficit)** | **65,145** | **-25,130** | **90,275** | | **91,817** | **-48,516** | **140,333** | | **-$235,788** |

**2. Cash Flow**

| Operating Activities | **4/30/2020** |
|---|---|
| Net Income | 65,145 |
| Inc/(Dec) in A/R Revenues | 0 |
| Inc (Dec) in OODF Admin Fee Accrual | -1,000 |
| Inc (Dec) in Other Assets | 0 |
| Inc/(Dec) in A/P | 5,311 |
| Inc/(Dec) in Accrued expenses | 0 |
| Inc (Dec) Def Liabilities | -15,833 |
| Inc (Dec) Intercompany | 0 |
| Net Change in Cash for Period | 53,623 |
| Net Change in Cash for Period | 53,623 |
| Cash at Beginning of Period | 419,377 |
| **Cash at End of Period** | **472,999** |

| **3. Balance Sheet** | **Ending 4/30/2020** |
|---|---|
| Cash | $472,999 |
| Accounts Receivables | $105,000 |
| Prepaid Host Admin Fees | $31,133 |
| Prepaid Expenses | $0 |
| Other Assets | $3,400 |
| Intracompany OODF | $0 |
| **Total Assets** | **$612,533** |
| | |
| Accounts Payable | $19,213 |
| Accrued Expenses | $3,434 |
| Deferred Liability: Regulated | $102,083 |
| Deferred Liability: Non Regulated | $56,667 |
| Total Liabilities | $181,396 |
| | |
| Net Assets: Designated:Regulated | $46,692 |
| Net Assets: Designated: Non Regulated | $107,867 |
| Net Assets: Restricted: Rockefeller Grant | $35,760 |
| Net Assets: Restricted: Knight Grant | $149,000 |
| Surplus/(Deficit) Current Year | $91,817 |
| Net Assets | $431,136 |
| | |
| **Total Liabilities & Net Assets** | **$612,533** |

**4) Cash Balance Details**

| | |
|---|---|
| Cash: Regulated | $38,124 |
| Cash: Non Regulated | $177,516 |
| Cash: Rockefeller Foundation Grant (ED only) | $119,359 |
| Cash: Knight Foundation Grant (MS) | $138,000 |
| Total Cash | $472,999 |

| | List of OMF Members | | Public | Non Public | |
|---|---|---|---|---|---|
| | **New Members 2019** | **Fy2019** | | Regulated | Non Regulated |
| #1 | Austin, City of / Austin Transportation Department (ATD) | 5/31/2019 | ☑ | | |
| #2 | Chicago Department of Transportation (CDOT) | 6/5/2019 | ☑ | | |
| #3 | Denver Regional Council of Government, DRCOG | 11/11/2019 | ☑ | | |
| #4 | District of Columbia Department of Transportation (DDOT) | 6/5/2019 | ☑ | | |
| #5 | Kelowna, City of / Kelowna, BC Canada | 6/28/2019 | ☑ | | |
| #6 | Long Beach, City of | 11/12/2019 | ☑ | | |
| #7 | Los Angeles, / Department of Transportation (LADOT) | 5/29/2019 | ☑ | | |
| #8 | Louisville/Jefferson Country Metro Government (Louisville Metro) | 6/2/2019 | ☑ | | |
| #9 | Metro , Portland Oregon | 9/1/2019 | ☑ | | |
| #10 | Miami, City of | 6/21/2019 | ☑ | | |
| #11 | Miami-Dade County- Department of Trans and Public Works (Miami-Dade) | 6/21/2019 | ☑ | | |
| #12 | Minneapolis, City of | 5/31/2019 | ☑ | | |
| #13 | New York City Department of Transportation (NYC DOT) | 5/28/2019 | ☑ | | |
| #14 | New York City Taxi and Limousine Commission (NYCTLC) | 5/31/2019 | ☑ | | |
| #15 | Philadelphia, City of/ Managing Director's Office of Transportation Infrastr | 5/31/2019 | ☑ | | |
| #16 | Pittsburgh, City of / Department of Mobility and Infrastructure (PGH DOMI | 8/12/2019 | ☑ | | |
| #17 | Portland,City of / Bureau of Transportation (Portland Bureau of Transporta | 5/31/2019 | ☑ | | |
| #18 | San Francisco Municipal Transportation Agency (SFMTA) | 5/31/2019 | ☑ | | |
| #19 | San Jose, City of | 5/31/2019 | ☑ | | |
| #20 | Santa Monica, City of | 5/31/2019 | ☑ | | |
| #21 | Seattle Department of Transportation (SDOT) | 5/30/2019 | ☑ | | |
| #22 | Secretaría de Movilidad de Bogotá D.C. | 5/31/2019 | ☑ | | |
| #23 | Smart Dublin, Dublin Ireland | 10/15/2019 | ☑ | | |
| #24 | Tampa, City of / (COT) | 7/26/2019 | ☑ | | |
| #25 | Bird Rides Inc. | 6/18/2019 | | ☑ | |
| #26 | Skinny Labs Inc (dba Spin) | 6/20/2019 | | ☑ | |
| #27 | Blue Systems USA, Inc. | 6/20/2019 | | | ☑ |
| #28 | Lacuna Technologies, Inc. | 6/6/2019 | | | ☑ |
| #29 | STAE Inc. | 6/24/2019 | | | ☑ |
| #30 | Microsoft Corporation | 6/25/2019 | | | ☑ |
| | **Total Members 2019** | **30** | **24** | **2** | **4** |
| #31 | Roundtrip Systems, Inc. | 1/21/2020 | | | ☑ |
| #32 | City of Detroit | 2/7/2020 | ☑ | | |
| #33 | City of Columbus | 2/11/2020 | ☑ | | |
| #34 | Waymo LLC | 3/24/2020 | | ☑ | |
| #35 | Knock Software DBA Ride Report | 4/14/2020 | | | ☑ |
| #36 | San Diego Association of Governments (SANDAG) | 4/24/2020 | ☑ | | |
| | | | | | |
| | **New Members 2020** | **6** | **3** | **1** | **2** |
| | **Total Members by Category** | **36** | **27** | **3** | **6** |