

Open Mobility Foundation

Operations Report

Memo to: OODF Board of Managers, Jascha Franklin Hodge

From: Scott McGrath

cc: Cathie Mayo



Financial Performance as of

April 30, 2021

5/14/2021

Statement of Activities	Month				YTD				Fy2021
	Actuals	Budget	Variance	%	Actuals	Budget	Variance	%	Annual Budget
REVENUES:									
Regulated Members									
Membership Fee : Premier (NEW)	\$ -	\$ -	\$ -	0%	\$ -	\$ -	\$ -	0%	\$ -
Membership Fee: Associate (NEW)	\$ -	\$ -	\$ -	0%	\$ -	\$ -	\$ -	0%	\$ 40,000
Membership Fee : Premier (Renew)	\$ -	\$ -	\$ -	0%	\$ -	\$ -	\$ -	0%	\$ 150,000
Membership Fee: Associate (Renew)	\$ -	\$ -	\$ -	0%	\$ 105,000	\$ 105,000	\$ -	100%	\$ 105,000
Adjustment for Deferred Revenues	\$ 22,292	\$ 22,292	\$ (0)	100%	\$ (15,833)	\$ (15,833)	\$ 0	100%	\$ (21,458)
Recognized Membership Revenues : Regulated	\$ 22,292	\$ 22,292	\$ (0)	100%	\$ 89,167	\$ 89,167	\$ 0	100%	\$ 273,542
Non Regulated Members									
Membership Fee : Premier (NEW)	\$ 25,000	\$ -	\$ 25,000	100%	\$ 25,000	\$ -	\$ 25,000	100%	\$ -
Membership Fee: Associate (NEW)	\$ -	\$ -	\$ -	0%	\$ -	\$ 20,000	\$ (20,000)	0%	\$ 40,000
Membership Fee : Premier (Renew)	\$ 25,000	\$ 25,000	\$ -	100%	\$ 25,000	\$ 25,000	\$ -	100%	\$ 50,000
Membership Fee: Associate (Renew)	\$ -	\$ -	\$ -	0%	\$ -	\$ -	\$ -	0%	\$ 95,000
Adjustment for Deferred Revenues	\$ (36,875)	\$ (12,292)	\$ (24,583)	300%	\$ (3,750)	\$ 2,500	\$ (6,250)	-150%	\$ (21,875)
Recognized Membership Revenues: Non Regulated	\$ 13,125	\$ 12,708	\$ 417	103%	\$ 46,250	\$ 47,500	\$ (1,250)	97%	\$ 163,125
Other Revenues									
Grants & Contributions	\$ -	\$ 40,000	\$ (40,000)	0%	\$ -	\$ 40,000	\$ (40,000)	0%	\$ 40,000
TOTAL INCOME	\$ 35,417	\$ 75,000	\$ (39,583)	47%	\$ 135,417	\$ 176,667	\$ (41,250)	77%	\$ 476,667
EXPENSES:									
Core Services: Compensation: Mgt & Ops **	\$ 30,424	\$ 45,773	\$ (15,350)	66%	\$ 173,904	\$ 183,093	\$ (9,189)	95%	\$ 549,280
Non Core: Consulting Expenses	275	4,000	(3,725)	7%	863	12,000	(11,137)	7%	55,202
Non Core: Marketing Expenses	\$ 90	\$ 59	\$ 32	155%	\$ 340	\$ 234	\$ 106	145%	
Non Core: Operations	\$ 77	\$ 77	\$ -	100%	\$ 306	\$ 306	\$ -	100%	\$ 918
Non Core: OODF Host Admin Fee	\$ 4,167	\$ 4,167	\$ (0)	100%	\$ 20,167	\$ 20,167	\$ (0)	100%	\$ 53,500
TOTAL EXPENSES	\$ 35,032	\$ 54,075	\$ (34,393)	65%	\$ 195,580	\$ 215,800	\$ (29,410)	91%	\$ 658,900
Increase/(Decrease) in Net Assets	\$ 384.49	\$ 20,924.99	\$ (20,540.50)	2%	\$ (60,162.97)	\$ (39,133.39)	\$ (21,029.58)	154%	\$ (182,233)

Notes for April:

April revenues include the renewal of Ride Report for \$25,000 and a new member, Populus, for \$25,000.

MF qualifies for the Employee Retention Credit (ERC) under the CARES Act. Eligibility is based on a decrease of 20% or more of gross proceeds vs the same quarter in 2019.

The Employee Retention Credit is a refundable tax credit against certain employment taxes equal to 70% of the qualified wages up to \$10,000 per employee (\$7,000 x 3= \$21,000) per quarter.

The April Operations Report includes an ERC credit of \$16,428 for month with the balance of \$4,572 expected to be applied in May.

The ERC credit was previously slated to end on 6/30/2021 but has been extended through 12/31/2021 (potential total credit of \$84,000 for the year).

2. OMF Cash Flow**4/30/2021**

Operating Activities	
Net Income	\$ 384
Inc/(Dec) in A/R Revenues	\$ 111,250
Inc (Dec) in OODF Admin Fee Accrual	\$ (1,389)
Inc/(Dec) in A/P	\$ 275
Inc/(Dec) in Accrued expenses	\$ -
Inc (Dec) Def Liabilities	\$ 14,583
Inc (Dec) InterCompany	\$ -
Net Change in Cash for Period	\$ 125,104
Net Change in Cash for Period	\$ 125,104
Cash at Beginning of Period	\$ 229,924
Cash at End of Period	\$ 355,028

3. Balance Sheet Ending on**4/30/2021**

Cash	\$ 355,028
Accounts Receivables	\$ 25,000
Prepaid Host Admin Fees	\$ 4,167
Prepaid Expenses	\$ 5,556
Other Assets	\$ 3,400
Intercompany	\$ -
Total Assets	\$ 393,150
Accounts Payable	\$ 352
Accrued Expenses	\$ 10,588
Deferred Liabilities: Non Regulated	\$ 62,292
Deferred Liabilities: Regulated	\$ 101,042
Intercompany	\$ -
Total Liabilities	\$ 174,273
Net Assets	\$ 279,040
Surplus/(Deficit)	\$ (60,163)
Total Liabilities & Net Assets	\$ 393,150

4) Analysis

	Cash	% Of on Hand	Cash
Cash: Regulated	\$ 264,718		75%
Cash: Non Regulated	\$ 53,334		15%
Cash: Rockefeller Foundation Gran (Ex Dir only)	\$ -		0%
Cash: Knight Foundation Grant (Member Engagement)	\$ 36,976		10%
Total Cash	\$ 355,028		100%

Cash vs Deferred Liability (min target 100%)

	Cash	Def Liab	%
Cash: Regulated	\$ 264,718.25	\$ 101,042	262%
Cash: Non Regulated	\$ 53,333.56	\$ 62,292	86%
Cash (Regulated & Non Regulated)	\$ 318,051.81	\$ 163,333	195%

List of OMF Members

		Date Joined	Public Members	Premier (Non Public)	Associate (Non Public)
	Public (Governmental) Members				
#1	Atlanta Regional Commission (ARC)	6/12/2020	X		
#2	Chicago Department of Transportation (CDOT)	6/5/2019	X		
#3	City of Austin, Austin Transportation Department (ATD)	5/31/2019	X		
#4	City of Boston	10/16/2020	X		
#5	City of Cambridge, Massachusetts (Cambridge)	1/1/2021	X		
#6	City of Columbus, Department of Public Service	2/11/2020	X		
#7	City of Detroit	2/7/2020	X		
#8	City of Kelowna, BC Canada	6/28/2019	X		
#9	City of Long Beach	11/12/2019	X		
#10	City of Los Angeles, Department of Transportation (LADOT)	5/29/2019	X		
#11	City of Miami	6/21/2019	X		
#12	City of Minneapolis	5/31/2019	X		
#13	City of Omaha Parking & Mobility Division (Park Omaha)	2/18/2021	X		
#14	City of Philadelphia Managing Director's Office of Transportation Infrastructure and Sustainability (OTIS)	5/31/2019	X		
#15	City of Pittsburgh Department of Mobility and Infrastructure (PGH DOMI)	8/12/2019	X		
#16	City of Portland Bureau of Transportation (Portland Bureau of Transportation)	5/31/2019	X		
#17	City of San Jose	5/31/2019	X		
#18	City of Santa Monica (Santa Monica)	5/31/2019	X		
#19	City of Tampa (COT)	7/26/2019	X		
#20	Denver Regional Council of Government, (DRCOG)	11/11/2019	X		
#21	Department of Off-Street Parking of the City of Miami, (Miami Parking Authority)	4/7/2021	X		
#22	District of Columbia Department of Transportation (DDOT)	6/5/2019	X		
#23	Louisville/Jefferson County Metro Government (Louisville Metro)	6/2/2019	X		
#24	Metro , Portland Oregon	9/1/2019	X		
#25	Metropolitan Transportation Commission (MTC)	4/27/2021	X		
#26	Miami-Dade County- Department of Trans and Public Works (Miami-Dade)	6/21/2019	X		
#27	New York City Department of Transportation (NYC DOT)	5/28/2019	X		
#28	New York City Taxi and Limousine Commission (NYC TLC)	5/31/2019	X		
#29	RISE Research Institutes of Sweden AB (RISE)	6/14/2020	X		
#30	San Diego Association of Governments (SANDAG)	4/24/2020	X		
#31	San Francisco Municipal Transportation Agency (SFMTA)	5/31/2019	X		
#32	Seattle Department of Transportation (SDOT)	5/30/2019	X		
#33	Secretaría de Movilidad de Bogotá D.C.	5/31/2019	X		
#34	Smart Dublin, Dublin Ireland	10/15/2019	X		
#35	Southern California Association of Governments (SCAG)	2/18/2021	X		
#36	Stadt Ulm (City of Ulm)	12/15/2020	X		
#37	The City and County of Denver - Department of Transportation and Infrastructure (Denver DOTI)	3/4/2021	X		
	Non Public (Non-Governmental) Members				
#38	Automotus	10/26/2020			X
#39	Bird Rides Inc.	6/18/2019		X	
#40	Blue Systems USA, Inc.	6/20/2019		X	
#41	Flow Inc, Coord	11/9/2020			X
#42	Ford AV LLC (Ford AV)	6/19/2020		X	
#43	Knock Software (dba Ride Report)	4/14/2020		X	
#44	Lacuna Technologies, Inc.	6/6/2019		X	
#45	Populus Technologies, Inc.	4/27/2021		X	
#46	Skinny Labs Inc (dba Spin)	6/20/2019		X	
#47	Waymo LLC	3/24/2020			X

New Public Members

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City of Cambridge, Massachusetts (Cambridge)
City of Omaha Parking & Mobility Division (Park Omaha)
Department of Off-Street Parking of the City of Miami, (Miami Parking Authority)
Metropolitan Transportation Commission (MTC)
Southern California Association of Governments (SCAG)
The City and County of Denver - Department of Transportation and Infrastructure (Denver DOTI)

New Members

1

Populus Technologies, Inc.

Non Renewing Members

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Roundtrip Systems, Inc.