

Open Mobility Foundation



Operations Report

Memo to: OODF Board of Managers, Jascha Franklin Hodge

From: Scott McGrath

cc: Cathie Mayo

Date: 11/16/2021

Financial Performance as of

October 2021

Statement of Activities	Month				YTD				Fy2021	Fy2021
	Actuals	Budget	Variance	%	Actuals	Budget	Variance	%	Forecast 11/16/2021	Annual Budget
REVENUES:										
Regulated Members										
Membership Fee : Premier (New)	\$ -	\$ -	\$ -	0%	\$ -	\$ -	\$ -	0%	\$ -	\$ -
Membership Fee: Associate (New)	\$ -	\$ -	\$ -	0%	\$ -	\$ 20,000	\$ (20,000)	0%	\$ -	\$ 40,000
Membership Fee : Premier (Renew)	\$ -	\$ -	\$ -	0%	\$ 50,000	\$ 150,000	\$ (100,000)	33%	\$ 50,000	\$ 150,000
Membership Fee: Associate (Renew)	\$ -	\$ -	\$ -	0%	\$ 140,000	\$ 105,000	\$ 35,000	133%	\$ 140,000	\$ 105,000
Adjustment for Deferred Revenues	\$ 15,833	\$ 22,917	\$ (7,083)	69%	\$ 625	\$ (48,958)	\$ 49,583	-1%	\$ 32,292	\$ (21,458)
Recognized Revenues : Regulated	\$ 15,833	\$ 22,917	\$ (7,083)	69%	\$ 190,625	\$ 226,042	\$ (35,417)	84%	\$ 222,292	\$ 273,542
Non Regulated Members										
Membership Fee : Premier (New)	\$ -	\$ -	\$ -	0%	\$ 25,000	\$ -	\$ 25,000	100%	\$ 25,000	\$ -
Membership Fee: Associate (New)	\$ -	\$ -	\$ -	0%	\$ 45,000	\$ 40,000	\$ 5,000	113%	\$ 45,000	\$ 40,000
Membership Fee : Premier (Renew)	\$ -	\$ -	\$ -	0%	\$ 125,000	\$ 125,000	\$ -	100%	\$ 125,000	\$ 125,000
Membership Fee: Associate (Renew)	\$ 17,500	\$ 10,000	\$ 7,500	175%	\$ 17,500	\$ 10,000	\$ 7,500	175%	\$ 17,500	\$ 20,000
Adjustment for Deferred Revenues	\$ 1,042	\$ 5,417	\$ (4,375)	19%	\$ (71,667)	\$ (42,708)	\$ (28,958)	168%	\$ (36,251)	\$ (21,875)
Recognized Revenues: Non Regulated	\$ 18,542	\$ 15,417	\$ 3,125	120%	\$ 140,833	\$ 132,292	\$ 8,542	101%	\$ 176,249	\$ 163,125
Voluntary Dues:Public Sector	\$ 15,000	\$ -	\$ 15,000	100%	\$ 15,000	\$ -	\$ 15,000	100%	\$ 21,000	\$ -
Adjustment for Deferred Revenues	\$ (13,750)	\$ -	\$ (13,750)	100%	\$ (13,750)	\$ -	\$ (13,750)	100%	\$ (16,250)	\$ -
Recognized Revenues: Public Sector	\$ 1,250	\$ -	\$ 1,250	100%	\$ 1,250	\$ -	\$ 1,250	101%	\$ 4,750	\$ -
Other Revenues										
Grants & Contributions	\$ -	\$ -	\$ -	0%	\$ 40,000	\$ 40,000	\$ -	100%	\$ 40,000	\$ 40,000
TOTAL INCOME	\$ 35,625	\$ 38,333	\$ (2,708)	93%	\$ 372,708	\$ 398,333	\$ (25,625)	94%	\$ 443,291	\$ 476,667
EXPENSES:										
Core Services: Compensation: Mgt & Ops	\$ 45,996	\$ 45,773	\$ 223	100%	\$ 418,489	\$ 457,733	\$ (39,244)	91%	\$ 489,422	\$ 549,280
Non Core: Consulting Expenses	\$ 3,315	\$ 2,000	\$ 1,315	166%	\$ 4,728	\$ 20,000	\$ (15,272)	24%	\$ 21,028	\$ 24,000
Non Core: Marketing Expenses	\$ 244	\$ 2,059	\$ (1,814)	12%	\$ 1,258	\$ 8,585	\$ (7,327)	15%	\$ 3,439	\$ 8,702
Non Core: Conf & Travel	\$ -	\$ 5,000	\$ (5,000)	0%	\$ -	\$ 15,000	\$ (15,000)	0%	\$ 1,200	\$ 22,500
Non Core: Operations	\$ 96	\$ 77	\$ 19	125%	\$ 1,896	\$ 765	\$ 1,131	248%	\$ 2,049	\$ 918
Non Core: OODF Host Admin Fee	\$ 4,167	\$ 4,167	\$ (0)	100%	\$ 45,167	\$ 45,167	\$ (0)	100%	\$ 53,500	\$ 53,500
TOTAL EXPENSES	\$ 53,818	\$ 59,075	\$ (5,257)	91%	\$ 471,538	\$ 547,250	\$ (75,712)	86%	\$ 570,638	\$ 658,900
Increase/(Decrease) in Net Assets	\$ (18,193)	\$ (20,742)	\$ 2,549	88%	\$ (98,830)	\$ (148,917)	\$ 50,087	66%	\$ (127,347)	\$ (182,233)

Notes for October Operations Report:

Automotus renewed as an Associate Member, with an increase organization size of 10-100 FTEs. LADOT has signed up as a Voluntary Dues Supporter.

As of 10/31/2021, the Accounts Receivable balance is \$67,500 which consists of amounts due from Passport (Sept), Automotus (Oct) and LADOT (Oct).

The forecast of expenses has been updated based on discussions with the Executive Director, work is ongoing with GDPR and Polis in Q4. There may be some further expense for marketing and travel in Q4.

2. OMF Cash Flow**10/31/2021**

Operating Activities	
Net Income	\$ (18,193)
Inc/(Dec) in A/R Revenues	\$ 12,500
Inc (Dec) in OODF Admin Fee Accrual	\$ 4,167
Inc (Dec) in Prepays	\$ -
Inc/(Dec) in A/P	\$ 2,586
Inc/(Dec) in Accrued expenses	\$ -
Inc (Dec) Def Liabilities	\$ (16,875)
Inc (Dec) InterCompany	\$ (0)
Net Change in Cash for Period	\$ (15,815)
Net Change in Cash for Period	\$ (15,815)
Cash at Beginning of Period	\$ 324,379
Cash at End of Period	\$ 308,564

3. Balance Sheet Ending on**10/31/2021**

Cash	\$ 322,314
Accounts Receivables	\$ 67,500
Prepaid Host Admin Fees	\$ 29,167
Prepaid Expenses	\$ 0
Other Assets	\$ 3,400
Intercompany	\$ -
Total Assets	\$ 422,380
Accounts Payable	\$ 3,040
Accrued Expenses (FTO accruals)	\$ 10,588
Deferred Liabilities: Non Regulated	\$ 130,208
Deferred Liabilities: Regulated	\$ 84,583
Deferred Liabilities: Voluntary Dues	\$ 13,750
Intercompany	\$ (0)
Total Liabilities	\$ 242,170
Net Assets	\$ 279,040
Surplus/(Deficit)	\$ (98,830)
Total Liabilities & Net Assets	\$ 422,380

4) Analysis

Cash on Hand	Cash	% Of Cash on Hand
Cash: Regulated	\$ 211,253	66%
Cash: Non Regulated/ Voluntary	\$ 111,060	34%
Total Cash	\$ 322,314	100%

Cash vs Deferred Liability (min target 100%)	Cash	Def Liab	%
Cash vs Def Liab: Regulated	\$ 211,253	\$ 84,583	250%
Cash vs Def Liab: Non Regulated/Voluntary	\$ 111,060	\$ 143,958	77%
Cash vs Deferred Liability	\$ 322,314	\$ 228,542	141%



OMF Membership Information	# of Members	Public Members	Premier (Non Public)	Associate (Non Public)	Voluntary Supporter *
Total Members as of 1/1/2021	41	31	6	4	0
2021 New Members	10	8	1	2	1
2021 Non Renewing Members	-1	-1	0	-1	
2021 Total Members by Category	50	38	7	5	1

Public Sector Members

	# of Members	Public Members	Premier (Non Public)	Associate (Non Public)	Voluntary Supporter
Atlanta Regional Commission (ARC)	#1	X			
Bay Area Metropolitan Transportation Commission (MTC)	#2	X			
City of Bergen, Bergen, Norway	#3	X			
Bogotá Colombia, Secretaría de Movilidad de Bogotá D.C.	#4	X			
Boston, MA ,City of Boston	#5	X			
Cambridge, MA , City of Cambridge, Massachusetts	#6	X			
Chicago, IL , Department of Transportation (CDOT)	#7	X			
Columbus, OH, City of Columbus, Department of Public Service	#8	X			
Contra Costa Transportation Authority	#9	X			
Denver, CO, (DOT) The City and County of Denver - Department of Transportation and Infrastructure	#10	X			
Denver Regional Council of Government, (DRCOG)	#11	X			
Detroit, MI, City of Detroit	#12	X			
Dublin, Ireland, Smart Dublin	#13	X			
Kelowna, BC- Canada . City of Kelowna	#14	X			
Long Beach, CA, City of Long Beach	#15	X			
Los Angeles, CA, City of Los Angeles, Department of Transportation (LADOT)	#16	X			*
Louisville, KY Louisville/Jefferson Country Metro Government	#17	X			
Miami, FL, City of Miami	#18	X			
Miami-Dade County, FL, - Department of Trans and Public Works	#19	X			
Miami Parking Authority, FL , Department of Off-Street Parking of the City of Miami, Fl	#20	X			
Minneapolis, MN, City of Minneapolis	#21	X			
New York, NY (TLC), New York City Taxi and Limousine Commission	#22	X			
New York City, NY, Department of Transportation (NYC DOT)	#23	X			
Omaha, City of Omaha Parking & Mobility Division (Park Omaha)	#24	X			
ODIN Open Mobility Data in the Nordics	#25	X			
Philadelphia, PA, City of Managing Director's Office of Transportation Infrastructure and Sustainability (OTIS)	#26	X			
Pittsburgh, PA, City of Pittsburgh Department of Mobility and Infrastructure (PGH DOMI)	#27	X			
Portland, OR, City of Portland Bureau of Transportation (Portland Bureau of Transportation)	#28	X			
Portland, OR (Metro), Portland, Oregon	#29	X			
San Diego Association of Governments (SANDAG)	#30	X			
San Francisco Municipal Transportation Agency (SFMTA)	#31	X			
San Jose, CA, City of	#32	X			
Santa Monica, CA, City of	#33	X			
Seattle, WA, Seattle Department of Transportation (SDOT)	#34	X			
Southern California Association of Governments (SCAG)	#35	X			
Tampa, FL, City of Tampa (COT)	#36	X			
Stadt Ulm (City of Ulm)	#37	X			
Washington DC< District of Columbia Department of Transportation (DDOT)	#38	X			

Non Public Members

		Public Members	Premier (Non Public)	Associate (Non Public)	Voluntary Supporter
Automotus	#39			X	
Bird Rides Inc.	#40		X		
Blue Systems USA, Inc.	#41		X		
Flow Inc, Coord	#42			X	
Ford AV LLC (Ford AV)	#43		X		
Knock Software (dba Ride Report)	#44		X		
Lacuna Technologies, Inc.	#45		X		
Populus Technologies, Inc.	#46		X		
Skinny Labs Inc (dba Spin)	#47		X		
Vianova SAS	#48			X	
Waymo LLC	#49			X	
Passport Labs, Inc.	#50			X	