

Open Mobility Foundation



Operations Report

Memo to: OODF Board of Managers, Jascha Franklin Hodge

From: Scott McGrath

cc: Cathie Mayo

Date: 12/15/2021

Financial Performance as of

November 2021

Statement of Activities	Month				YTD				Fy2021	Fy2021
	Actuals	Budget	Variance	%	Actuals	Budget	Variance	%	Forecast	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
Total Revenues Regulated Members	\$ -	\$ -	\$ -	0%	\$ 190,000	\$ 275,000	\$ (85,000)	69%	\$ 190,000	\$ 295,000
<i>Adjustment for Deferred Revenues</i>	\$ 15,833	\$ 22,917	\$ (7,083)	69%	\$ 16,458	\$ (26,042)	\$ 42,500	-63%	\$ 32,292	\$ (21,458)
Recognized Revenues : Regulated	\$ 15,833	\$ 22,917	\$ (7,083)	69%	\$ 206,458	\$ 248,958	\$ (42,500)	83%	\$ 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)	\$ -	\$ 10,000	\$ (10,000)	0%	\$ 17,500	\$ 20,000	\$ (2,500)	88%	\$ 17,500	\$ 20,000
Total Revenues Non Regulated Members	\$ -	\$ 10,000	\$ (10,000)	0%	\$ 212,500	\$ 185,000	\$ 27,500	115%	\$ 212,500	\$ 185,000
<i>Adjustment for Deferred Revenues</i>	\$ 17,708	\$ 5,417	\$ 12,292	327%	\$ (53,958)	\$ (37,292)	\$ (16,667)	145%	\$ (36,250)	\$ (21,875)
Recognized Revenues: Non Regulated	\$ 17,708	\$ 15,417	\$ 2,292	115%	\$ 158,542	\$ 147,708	\$ 10,833	107%	\$ 176,250	\$ 163,125
Voluntary Dues:Public Sector	\$ 11,000	\$ -	\$ 11,000	100%	\$ 26,000	\$ -	\$ 26,000	100%	\$ 27,000	\$ -
<i>Adjustment for Deferred Revenues</i>	\$ (8,833)	\$ -	\$ (8,833)	100%	\$ (22,583)	\$ -	\$ (22,583)	100%	\$ (21,333)	\$ -
Recognized Revenues: Public Sector	\$ 2,167	\$ -	\$ 2,167	100%	\$ 3,417	\$ -	\$ 3,417	101%	\$ 5,667	\$ -
Other Revenues										
Grants & Contributions	\$ -	\$ -	\$ -	0%	\$ 40,000	\$ 40,000	\$ -	100%	\$ 40,000	\$ 40,000
TOTAL INCOME	\$ 35,708	\$ 38,333	\$ (2,625)	93%	\$ 408,417	\$ 436,667	\$ (28,250)	94%	\$ 444,208	\$ 476,667
EXPENSES:										
Core Services: Compensation: Mgt & Ops	\$ 45,778	\$ 45,773	\$ 4	100%	\$ 464,267	\$ 503,507	\$ (39,240)	92%	\$ 489,233	\$ 549,280
Non Core: Consulting Expenses	\$ 11,356	\$ 2,000	\$ 9,356	568%	\$ 16,084	\$ 22,000	\$ (5,916)	73%	\$ 32,384	\$ 24,000
Non Core: Marketing Expenses	\$ 159	\$ 59	\$ 101	272%	\$ 1,418	\$ 8,644	\$ (7,226)	16%	\$ 3,508	\$ 8,702
Non Core: Conferences & Travel	\$ -	\$ 2,500	\$ (2,500)	0%	\$ -	\$ 17,500	\$ (17,500)	0%	\$ 1,200	\$ 22,500
Non Core: Operations	\$ 117	\$ 77	\$ 40	153%	\$ 2,013	\$ 842	\$ 1,171	239%	\$ 2,089	\$ 918
Non Core: OODF Host Admin Fee	\$ 4,167	\$ 4,167	\$ (0)	100%	\$ 49,333	\$ 49,333	\$ (0)	100%	\$ 53,500	\$ 53,500
TOTAL EXPENSES	\$ 61,577	\$ 54,575	\$ 7,002	113%	\$ 533,115	\$ 601,825	\$ (68,710)	89%	\$ 581,915	\$ 658,900
Increase/(Decrease) in Net Assets	\$ (25,869)	\$ (16,242)	\$ (9,627)	159%	\$ (124,698)	\$ (165,158)	\$ 40,460	76%	\$ (137,707)	\$ (182,233)

Notes for November Operations Report:

Voluntary dues support increased in November to include: Washington, DC, City of Santa Monica and Portland PBOT for a total of \$11,000. Flow, Inc did not renew as an Associate Member.

As of 11/30/2021, the Accounts Receivable balance is \$78,500, details are attached. Payments already received in December totalled \$53,500 for Automotus, Passport and Santa Monica.

Lighten Law has completed their work reviewing GPDR completing the contract for a total cost of \$11,356.44. Work continues with Polis, however the invoice for services has not been received.

2. OMF Cash Flow**11/30/2021**

Operating Activities	
Net Income	\$ (25,869)
Inc/(Dec) in A/R Revenues	\$ (11,000)
Inc (Dec) in OODF Admin Fee Accrual	\$ 4,167
Inc (Dec) in Prepaids	\$ -
Inc/(Dec) in A/P	\$ 8,517
Inc/(Dec) in Accrued expenses	\$ -
Inc (Dec) Def Liabilities	\$ (24,708)
Inc (Dec) InterCompany	\$ (0)
Net Change in Cash for Period	\$ (48,893)
Net Change in Cash for Period	\$ (48,893)
Cash at Beginning of Period	\$ 322,314
Cash at End of Period	\$ 273,420

3. Balance Sheet Ending on**11/30/2021**

Cash	\$ 273,420
Accounts Receivables	\$ 78,500
Prepaid Host Admin Fees	\$ 25,000
Prepaid Expenses	\$ 0
Other Assets	\$ 3,400
Intercompany	\$ -
Total Assets	\$ 380,320
Accounts Payable	\$ 11,557
Accrued Expenses (FTO accruals)	\$ 10,588
Deferred Liabilities: Non Regulated	\$ 112,500
Deferred Liabilities: Regulated	\$ 68,750
Deferred Liabilities: Voluntary Dues	\$ 22,583
Intercompany	\$ (0)
Total Liabilities	\$ 225,978
Net Assets	\$ 279,040
Surplus/(Deficit)	\$ (124,698)
Total Liabilities & Net Assets	\$ 380,320

4) Cash Analysis

Cash on Hand	Cash	% Of	Cash
			on Hand
Cash: Regulated	\$ 208,138	76%	
Cash: Non Regulated/ Voluntary	\$ 65,283	24%	
Total Cash	\$ 273,420	100%	

of Months Operating Cash**Fy2021**

Jan	6.27
Feb	5.92
Mar	4.91
Apr	7.58
May	7.38
Jun	7.37
Jul	7.67
Aug	6.86
Sep	6.93
Oct	6.88
Nov	5.84
Dec	

5) Cash vs Deferred Liability

	Cash	Def Liab	%
Cash vs Def Liab: Regulated	\$ 208,138	\$ 68,750	303%
Cash vs Def Liab: Non Regulated/Voluntary	\$ 65,283	\$ 135,083	48%
Cash vs Deferred Liability	\$ 273,420	\$ 203,833	134%

Cash vs Deferred Liability (min target 100%)

	Fy2021
Jan	266%
Feb	360%
Mar	155%
Apr	217%
May	270%
Jun	118%
Jul	137%
Aug	139%
Sep	140%
Oct	141%
Nov	134%
Dec Forecast	159%

6) Accounts Receivable as of**11/30/2021**

Passport Labs, Inc	9/22/2021	\$ 35,000
Automotus	10/26/2021	\$ 17,500
LADOT	10/20/2021	\$ 15,000
Portland PBOT	11/18/2021	\$ 5,000
Santa Monica, City of	11/12/2021	\$ 1,000
Washington, DC	11/9/2021	\$ 5,000
Accts Rec Trial Balance		\$ 78,500

7) Accounts Payable as of**11/30/2021**

Lighten Law	11/24/2021	\$ 11,356.44
MailChimp	11/3/2021	\$ 74.25
OASIS Open	11/30/2021	\$ 41.00
Zoom Video Communications	11/19/2021	\$ 85.00
Accts Pay Trial Balance		\$ 11,556.69



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	4
2021 Non Renewing Members	-1	-1	0	-2	
2021 Total Members by Category	49	38	7	4	4

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		
Ford AV LLC (Ford AV)	#42		X		
Knock Software (dba Ride Report)	#43		X		
Lacuna Technologies, Inc.	#44		X		
Populus Technologies, Inc.	#45		X		
Skinny Labs Inc (dba Spin)	#46		X		
Vianova SAS	#47			X	
Waymo LLC	#48			X	
Passport Labs, Inc.	#49			X	
Flow Inc, Coord (did not renew in Nov 2021)			-		
Roundtrip Systems, Inc. (did not renew in Jan 2021)			-		