

Open Mobility Foundation

Operations Report

Memo to: OODF Board of Managers, Angela Giacchetti, Seleta Reynolds

From: Scott McGrath

cc: Cathie Mayo

Date: Feb 21, 2022

Financial Performance as of

Jan-22



Statement of Activities	Month				YTD				Fy2022
	Actuals	Budget	Variance	%	Actuals	Budget	Variance	%	Annual Budget
<b>REVENUES:</b>									
<b>Member Fees</b>									
Voluntary Dues: New Support	\$ 2,500	\$ -	\$ 2,500	100%	\$ 2,500	\$ -	\$ 2,500	100%	\$ 21,500
Voluntary Dues: Renewing Support	\$ -	\$ -	\$ -	0%	\$ -	\$ -	\$ -	0%	\$ 32,000
Membership Fee : Premier (New)	\$ -	\$ -	\$ -	0%	\$ -	\$ -	\$ -	0%	\$ 75,000
Membership Fee: Associate (New)	\$ 17,500	\$ -	\$ 17,500	100%	\$ 17,500	\$ -	\$ 17,500	100%	\$ 80,000
Membership Fee : Premier (Renew)	\$ -	\$ -	\$ -	0%	\$ -	\$ -	\$ -	0%	\$ 200,000
Membership Fee: Associate (Renew)	\$ -	\$ -	\$ -	0%	\$ -	\$ -	\$ -	0%	\$ 202,500
<b>Total Membership Revenues:</b>	<b>\$ 20,000</b>	<b>\$ -</b>	<b>\$ 20,000</b>	<b>100%</b>	<b>\$ 20,000</b>	<b>\$ -</b>	<b>\$ 20,000</b>	<b>100%</b>	<b>\$ 611,000</b>
<i>Adjustment for Deferred Revenues</i>	<i>\$ 18,083</i>	<i>\$ 35,792</i>	<i>\$ (17,708)</i>	<i>51%</i>	<i>\$ 18,083</i>	<i>\$ 35,792</i>	<i>\$ (17,708)</i>	<i>51%</i>	<i>\$ (62,000)</i>
<b>Total Recognized Membership Income</b>	<b>\$ 38,083</b>	<b>\$ 35,792</b>	<b>\$ 2,292</b>	<b>106%</b>	<b>\$ 38,083</b>	<b>\$ 35,792</b>	<b>\$ 2,292</b>	<b>106%</b>	<b>\$ 549,000</b>
<b>Other Revenues</b>									
<b>Grants &amp; Contributions</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>0%</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>0%</b>	<b>\$ 150,000</b>
<b>TOTAL INCOME</b>	<b>\$ 38,083</b>	<b>\$ 35,792</b>	<b>\$ 2,292</b>	<b>106%</b>	<b>\$ 38,083</b>	<b>\$ 35,792</b>	<b>\$ 2,292</b>	<b>106%</b>	<b>\$ 699,000</b>
<b>EXPENSES:</b>									
Compensation: Management & Operations	\$ 32,159	\$ 33,063	\$ (904)	97%	\$ 32,159	\$ 33,063	\$ (904)	97%	\$ 542,180
Consulting Expenses	\$ -	\$ 2,500	\$ (2,500)	0%	\$ -	\$ 2,500	\$ (2,500)	0%	\$ 52,500
Marketing Expenses	\$ 4,484	\$ 2,500	\$ 1,984	179%	\$ 4,484	\$ 2,500	\$ 1,984	179%	\$ 9,500
Conferences & Travel Expenses	\$ -	\$ 3,750	\$ (3,750)	0%	\$ -	\$ 3,750	\$ (3,750)	0%	\$ 34,500
G&A Operating Expenses	\$ 77	\$ 236	\$ (159)	32%	\$ 77	\$ 236	\$ (159)	32%	\$ 3,897
OODF Host Admin Fee	\$ 4,167	\$ 4,167	\$ -	100%	\$ 4,167	\$ 4,167	\$ -	100%	\$ 50,000
<b>TOTAL EXPENSES</b>	<b>\$ 40,886</b>	<b>\$ 46,215</b>	<b>\$ (5,329)</b>	<b>88%</b>	<b>\$ 40,886</b>	<b>\$ 46,215</b>	<b>\$ (5,329)</b>	<b>88%</b>	<b>\$ 692,578</b>
<b>Increase/(Decrease) in Net Assets</b>	<b>\$ (2,803)</b>	<b>\$ (10,423)</b>	<b>\$ 7,621</b>	<b>27%</b>	<b>\$ (2,803)</b>	<b>\$ (10,423)</b>	<b>\$ 7,621</b>	<b>27%</b>	<b>\$ 6,422</b>

Notes for January Operations Report:

New Members for the month of January included (1) Voluntary member: The City of Cambridge (\$2,500) and (1) Associate member: Kiwibots (\$17,500).

Expenses are slightly over budget due to OMF joining POLIS in January. All other expenses remain on track.

Cash on hand was \$242K, with 3.78 months of operating cash. Cash vs. Deferred Liability at 153% above the 100% minimum target.

As of 1/31/2022, the Accounts Receivable balance was \$45,000, details are attached. The Accounts Payable balance was \$3925.00 details attached.

**2. OMF Cash Flow****1/31/2022**

Operating Activities	
Net Income	\$ (2,803)
Inc/(Dec) in A/R Revenues	\$ (11,500)
Inc (Dec) in OODF Admin Fee Accrual	\$ 4,167
Inc (Dec) in Prepaids	\$ -
Inc/(Dec) in A/P	\$ 3,176
Inc/(Dec) in Accrued expenses	\$ -
Inc (Dec) Def Liabilities	\$ (18,083)
Inc (Dec) InterCompany	\$ (0)
Net Change in Cash for Period	\$ (25,043)
Net Change in Cash for Period	\$ (25,043)
Cash at Beginning of Period	\$ 267,137
<b>Cash at End of Period</b>	<b>\$ 242,093</b>

**3. Balance Sheet Ending on****1/31/2022**

Cash	\$ 242,093
Accounts Receivables	\$ 45,000
Prepaid Host Admin Fees	\$ 16,667
Prepaid Expenses	\$ 21,000
Other Assets	\$ 3,400
Intercompany	\$ -
<b>Total Assets</b>	<b>\$ 328,160</b>
Accounts Payable	\$ 3,925
Accrued Expenses (FTO accruals)	\$ 5,257
Deferred Liabilities: Dues	\$ 157,833
Intercompany	\$ (0)
<b>Tota Liabilities</b>	<b>\$ 167,015</b>
Net Assets	\$ 163,948
Surplus/(Deficit)	\$ (2,803)
<b>Total Liabilities &amp; Net Assets</b>	<b>\$ 328,160</b>

**4) Cash Balances**

<b>Cash on Hand</b>	<b>Actual</b>	<b>Forecast</b>	<b>Budget</b>
1/31/2022	\$ 242,093	\$ 242,093	\$ 261,433
2/28/2022		\$ 276,338	\$ 257,466
3/31/2022		\$ 221,486	\$ 264,181
4/30/2022		\$ 288,917	\$ 303,962
5/31/2022		\$ 285,065	\$ 274,860
6/30/2022		\$ 303,760	\$ 349,330
7/31/2022		\$ 535,955	\$ 537,474
8/31/2022		\$ 495,428	\$ 485,223
9/30/2022		\$ 445,763	\$ 462,358
10/31/2022		\$ 434,387	\$ 457,682
11/30/2022		\$ 429,712	\$ 430,227
12/31/2022		\$ 386,359	\$ 384,504

**5) Operating Cash**

<b># of Months Operating Cash</b>	<b>Actual</b>	<b>Forecast</b>	<b>Budget</b>
Jan	3.78	3.78	4.08
Feb		4.91	4.58
Mar		3.93	4.69
Apr		5.01	5.27
May		5.00	4.82
Jun		5.28	6.08
Jul		9.51	9.53
Aug		8.58	8.40
Sep		7.82	8.12
Oct		7.87	8.29
Nov		8.03	8.04
Dec		7.22	7.18

**6) Cash vs Deferred Liability**

<b>Cash</b>	<b>Def Liab</b>	<b>%</b>
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<b>Cash vs Deferred Liability for the month</b>	<b>\$ 242,093</b>	<b>\$ 157,833</b>	<b>153%</b>
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Cash vs Deferred Liability	Actual	Forecast	Budget	Min
Jan	153%	153%	196%	100%
Feb		179%	174%	100%
Mar		97%	117%	100%
Apr		111%	118%	100%
May		132%	129%	100%
Jun		76%	87%	100%
Jul		145%	200%	100%
Aug		155%	151%	100%
Sep		143%	148%	100%
Oct		140%	147%	100%
Nov		159%	155%	100%
Dec		167%	166%	100%

**7) Accounts Receivable as of****1/31/2022**

City of Cambridge	1/14/2022	\$ 2,500
Kiwibot	1/13/2022	\$ 17,500
LADOT	10/20/2021	\$ 15,000
Portland PBOT	11/18/2021	\$ 5,000
Washington, DC	11/9/2021	\$ 5,000
<b>Accts Rec Trial Balance</b>		<b>\$ 45,000</b>

**8) Accounts Payable as of****1/31/2022**

POLIS AISBL	1/25/2022	\$ 3,925.00
<b>Accts Pay Trial Balance</b>		<b>\$ 3,925.00</b>