

Operations Report

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

From: Scott McGrath

cc: Cathie Mayo

Date: 1/21/2022

Financial Performance as of

December 2021

Statement of Activities	Month				Fy2021			
	Actuals	Budget	Variance	%	Actuals	Budget	Variance	%
REVENUES:								
Regulated Members								
Membership Fee : Premier (New)	\$ -	\$ -	\$ -	0%	\$ -	\$ -	\$ -	0%
Membership Fee: Associate (New)	\$ -	\$ 20,000	\$ (20,000)	0%	\$ -	\$ 40,000	\$ (40,000)	0%
Membership Fee : Premier (Renew)	\$ -	\$ -	\$ -	0%	\$ 50,000	\$ 150,000	\$ (100,000)	33%
Membership Fee: Associate (Renew)	\$ -	\$ -	\$ -	0%	\$ 140,000	\$ 105,000	\$ 35,000	133%
Total Revenues Regulated Members	\$ -	\$ 20,000	\$ (20,000)	0%	\$ 190,000	\$ 295,000	\$ (105,000)	64%
Adjustment for Deferred Revenues	\$ 15,833	\$ 4,583	\$ 11,250	345%	\$ 32,292	\$ (21,458)	\$ 53,750	-150%
Recognized Revenues : Regulated	\$ 15,833	\$ 24,583	\$ (8,750)	64%	\$ 222,292	\$ 273,542	\$ (51,250)	81%
Non Regulated Members								
Membership Fee : Premier (New)	\$ -	\$ -	\$ -	0%	\$ 25,000	\$ -	\$ 25,000	100%
Membership Fee: Associate (New)	\$ -	\$ -	\$ -	0%	\$ 45,000	\$ 40,000	\$ 5,000	113%
Membership Fee : Premier (Renew)	\$ -	\$ -	\$ -	0%	\$ 125,000	\$ 125,000	\$ -	100%
Membership Fee: Associate (Renew)	\$ -	\$ -	\$ -	0%	\$ 17,500	\$ 20,000	\$ (2,500)	88%
Total Revenues Non Regulated Members	\$ -	\$ -	\$ -	0%	\$ 212,500	\$ 185,000	\$ 27,500	115%
Adjustment for Deferred Revenues	\$ 17,708	\$ 15,417	\$ 2,292	115%	\$ (36,250)	\$ (21,875)	\$ (14,375)	166%
Recognized Revenues: Non Regulated	\$ 17,708	\$ 15,417	\$ 2,292	115%	\$ 176,250	\$ 163,125	\$ 13,125	108%
Voluntary Dues:Public Sector	\$ 8,500	\$ -	\$ 8,500	100%	\$ 34,500	\$ -	\$ 34,500	100%
Adjustment for Deferred Revenues	\$ (5,625)	\$ -	\$ (5,625)	100%	\$ (28,208)	\$ -	\$ (28,208)	100%
Recognized Revenues: Public Sector	\$ 2,875	\$ -	\$ 2,875	100%	\$ 6,292	\$ -	\$ 6,292	101%
Other Revenues								
Grants & Contributions	\$ -	\$ -	\$ -	0%	\$ 40,000	\$ 40,000	\$ -	100%
TOTAL INCOME	\$ 36,417	\$ 40,000	\$ (3,583)	91%	\$ 444,833	\$ 476,667	\$ (31,833)	93%
EXPENSES:								
Core Services: Compensation: Mgt & Ops	\$ 21,064	\$ 45,773	\$ (24,709)	46%	\$ 485,331	\$ 549,280	\$ (63,949)	88%
Non Core: Consulting Expenses	\$ -	\$ 2,000	\$ (2,000)	0%	\$ 16,084	\$ 24,000	\$ (7,916)	67%
Non Core: Marketing Expenses	\$ 749	\$ 59	\$ 691	1280%	\$ 2,167	\$ 8,702	\$ (6,535)	25%
Non Core: Confernces & Travel	\$ 738	\$ 5,000	\$ (4,262)	15%	\$ 738	\$ 22,500	\$ (21,762)	3%
Non Core: Operations	\$ 94	\$ 77	\$ 17	122%	\$ 2,106	\$ 918	\$ 1,188	229%
Non Core: OODF Host Admin Fee	\$ 4,167	\$ 4,167	\$ -	100%	\$ 53,500	\$ 53,500	\$ (0)	100%
TOTAL EXPENSES	\$ 26,811	\$ 57,075	\$ (30,264)	47%	\$ 559,926	\$ 658,900	\$ (98,974)	85%
Increase/(Decrease) in Net Assets	\$ 9,606	\$ (17,075)	\$ 26,681	-56%	\$ (115,093)	\$ (182,233)	\$ 67,141	63%

Notes for December Operations Report:

Voluntary dues support increased in December to include: Miami Parking Authority, San Diego Assoc of Governments, and Seattle DOT. A total \$34,500 of additional funding has been raised through this new program. Total renewal revenues for the year were under budget by -\$67.5k, with the loss of Roundtrip Systems, Flow Inc and downgrade of Bird Rides. Annual renewal revenues of \$332.5k were 83% of the \$400k budget. OMF gained 3 new member in 2021, Passport, Populus and ViaNova. New annual revenues were \$70k, only -\$10k below the estimated target of \$80k. The remaining Rockefeller Grant funds of \$40k were dispersed in June 2021.

The Employee Retention Credit Act of 2021 offset payroll costs by \$63,000. Other expenses such as travel and events were under budget due to continued COVID restrictions. Work continued with the OMF Trademark submission and the official US registration certificate was received on January 11th, 2022. OMF also retained legal counsel to create detailed guidance using MDS in the context of GDPR. The Mobility Data Specification MDS v1.2.0 and was released in November 2021.

Despite the many challenges, OMF ended the year \$67k ahead of the anticipated deficit of -\$182k however still ending the year with a deficit of -\$115k.

As of 12/31/2021, the Accounts Receivable balance was \$33,500, details are attached. The Accounts Payable balance was \$749.05, details attached.

Cash on hand was \$267K, with 5.7 months of operating cash. Cash vs. Deferred Liability at 152% above the 100% minimum target.

2. OMF Cash Flow**12/31/2021**

Operating Activities	
Net Income	\$ 9,606
Inc/(Dec) in A/R Revenues	\$ 45,000
Inc (Dec) in OODF Admin Fee Accrual	\$ 4,167
Inc (Dec) in Prepaids	\$ (21,000)
Inc/(Dec) in A/P	\$ (10,808)
Inc/(Dec) in Accrued expenses	\$ (5,331)
Inc (Dec) Def Liabilities	\$ (27,917)
Inc (Dec) InterCompany	\$ 0
Net Change in Cash for Period	\$ (6,283)
Net Change in Cash for Period	\$ (6,283)
Cash at Beginning of Period	\$ 273,420
Cash at End of Period	\$ 267,137

3. Balance Sheet Ending on**12/31/2021**

Cash	\$ 267,137
Accounts Receivables	\$ 33,500
Prepaid Host Admin Fees	\$ 20,833
Prepaid Expenses	\$ 21,000
Other Assets	\$ 3,400
Intercompany	\$ -
Total Assets	\$ 345,870
Accounts Payable	\$ 749
Accrued Expenses (FTO accruals)	\$ 5,257
Deferred Liabilities: Non Regulated	\$ 94,792
Deferred Liabilities: Regulated	\$ 52,917
Deferred Liabilities: Voluntary Dues	\$ 28,208
Intercompany	\$ (0)
Total Liabilities	\$ 181,923
Net Assets	\$ 279,040
Surplus/(Deficit)	\$ (115,093)
Total Liabilities & Net Assets	\$ 345,870

4) Cash Analysis

Cash on Hand

	Cash
Cash Balance	\$ 267,137
Total Cash	\$ 267,137

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	5.70

5) Cash vs Deferred Liability

Cash

Def Liab

%

Cash vs Deferred Liability	\$ 267,137	\$ 175,917	152%
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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	152%

6) Accounts Receivable as of

12/31/2021

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
Miami Parking Authority	12/17/2021	\$ 2,500
San Diego Assoc of Governments	12/1/2021	\$ 1,000
Seattle DOT	12/18/2021	\$ 5,000
Accts Rec Trial Balance		\$ 34,500

7) Accounts Payable as of

12/31/2021

Alfonso Perez Verdia Ochoa	12/20/2021	\$ 669.50
MailChimp	12/2/2021	\$ 79.55
Accts Pay Trial Balance		\$ 749.05

OMF Membership Information	# of Members	Public Members	Public Voluntary Supporters	Premier (Non Public)	Associat (Non Publ
Total Members as of 1/1/2021	41	31	0	6	4
2021 New Members	10	10	7	1	2
2021 Non Renewing Members	-1	-1	0	-1	-1
Total Members as of 12/31/2021	51	33	7	6	5

Public Sector Members

	# of Members	Public Members	Voluntary Supporter	Premier (Non Public)	Associat (Non Publ
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		V		
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		V		
Louisville, KY Louisville/Jefferson County 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		V		
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			
Oslo, Norway, City of Oslo, Agency for Urban Environment	#26	x			
Philadelphia, PA, City of Managing Director's Office of Transportation Infrastructure and Sustainability (OTIS)	#27	x			
Pittsburgh, PA, City of Pittsburgh Department of Mobility and Infrastructure (PGH DOMI)	#28	x			
Portland, OR, City of Portland Bureau of Transportation (Portland Bureau of Transportation)	#29		V		
Portland, OR (Metro), Portland, Oregon	#30	x			
Providence, RI, City of Providence	#31	x			
San Diego Association of Governments (SANDAG)	#32		V		
San Francisco Municipal Transportation Agency (SFMTA)	#33	x			
San Jose, CA, City of	#34	x			
Santa Monica, CA, City of	#35		V		
Seattle, WA, Seattle Department of Transportation (SDOT)	#36		V		
Southern California Association of Governments (SCAG)	#37	x			
Tampa, FL, City of Tampa (COT)	#38	x			
Stadt Ulm (City of Ulm)	#39	x			
Washington DC, District of Columbia Department of Transportation (DDOT)	#40		V		

Non Public Members

		Public Members	Voluntary Supporter	Premier (Non Public)	Associat (Non Publ
Automotus	#41				X
Bird Rides Inc.	#42				X
Blue Systems USA, Inc.	#43			X	
Ford AV LLC (Ford AV)	#44			X	
Knock Software (dba Ride Report)	#45			X	
Lacuna Technologies, Inc.	#46			X	
Populus Technologies, Inc.	#47			X	
Skinny Labs Inc (dba Spin)	#48			X	
Vianova SAS	#49				X
Waymo LLC	#50				X
Passport Labs, Inc.	#51				X