

**Open Mobility Foundation**

Operations Report

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

From: Scott McGrath

cc: Cathie Mayo

Updated: March 8, 2022

**Financial Performance as of**

**Jan-22**



Statement of Activities	Month & YTD				FY2022 Annual		
	Actuals	Revised A	Variance	%	Forecast	Revised A Budget	Original Budget
<b>REVENUES:</b>							
<b>Member Fees</b>							
Voluntary Dues: New Support	\$ 2,500	\$ -	\$ 2,500	100%	\$ 21,500	\$ 21,500	\$ 21,500
Voluntary Dues: Renewing Support	\$ -	\$ -	\$ -	0%	\$ 34,500	\$ 32,000	\$ 32,000
Membership Fee : Premier (New)	\$ -	\$ -	\$ -	0%	\$ 75,000	\$ 75,000	\$ 75,000
Membership Fee: Associate (New)	\$ 17,500	\$ -	\$ 17,500	100%	\$ 80,000	\$ 80,000	\$ 80,000
Membership Fee : Premier (Renew)	\$ -	\$ -	\$ -	0%	\$ 200,000	\$ 200,000	\$ 200,000
Membership Fee: Associate (Renew)	\$ -	\$ -	\$ -	0%	\$ 202,500	\$ 202,500	\$ 202,500
<b>Total Membership Revenues:</b>	<b>\$ 20,000</b>	<b>\$ -</b>	<b>\$ 20,000</b>	<b>100%</b>	<b>\$ 613,500</b>	<b>\$ 611,000</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>\$ (87,833)</i>	<i>\$ (97,834)</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>\$ 525,667</b>	<b>\$ 513,166</b>	<b>\$ 549,000</b>
<b>Other Revenues</b>							
<b>Grants &amp; Contributions</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>0%</b>	<b>\$ 150,000</b>	<b>\$ 150,000</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>\$ 675,667</b>	<b>\$ 663,166</b>	<b>\$ 699,000</b>
<b>EXPENSES:</b>							
Compensation: Management & Operations	\$ 32,159	\$ 33,063	\$ (904)	97%	\$ 541,277	\$ 542,180	\$ 542,180
Consulting Expenses	\$ -	\$ 2,500	\$ (2,500)	0%	\$ 52,500	\$ 52,500	\$ 52,500
Marketing Expenses	\$ 4,484	\$ 2,500	\$ 1,984	179%	\$ 9,697	\$ 9,500	\$ 9,500
Conferences & Travel Expenses	\$ -	\$ 3,750	\$ (3,750)	0%	\$ 34,500	\$ 34,500	\$ 34,500
G&A Operating Expenses	\$ 77	\$ 236	\$ (159)	32%	\$ 2,670	\$ 3,897	\$ 3,897
OODF Host Admin Fee	\$ 4,167	\$ 4,167	\$ -	100%	\$ 50,000	\$ 50,000	\$ 50,000
<b>TOTAL EXPENSES</b>	<b>\$ 40,886</b>	<b>\$ 46,215</b>	<b>\$ (5,329)</b>	<b>88%</b>	<b>\$ 690,644</b>	<b>\$ 692,578</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>\$ (14,977)</b>	<b>\$ (29,411)</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.

The Forecast shows improvement due to new revenues booked in January and all other revenues remain as projected in later months.

Ride Report has confirmed its support for April 2022.

**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>Revised A</b>
1/31/2022	\$ 242,093	\$ 242,093	\$ 257,266
2/28/2022		\$ 251,338	\$ 219,800
3/31/2022		\$ 163,630	\$ 210,014
4/30/2022		\$ 217,312	\$ 233,045
5/31/2022		\$ 213,460	\$ 229,194
6/30/2022		\$ 282,154	\$ 296,713
7/31/2022		\$ 329,349	\$ 323,308
8/31/2022		\$ 281,322	\$ 271,056
9/30/2022		\$ 381,657	\$ 421,641
10/31/2022		\$ 405,282	\$ 428,516
11/30/2022		\$ 400,606	\$ 417,810
12/31/2022		\$ 382,253	\$ 380,337

**5) Operating Cash**

<b># of Months Operating Cash</b>	<b>Actual</b>	<b>Forecast</b>	<b>Revised A</b>
Jan	3.8	3.8	4.5
Feb		4.3	3.8
Mar		2.9	3.6
Apr		3.8	4.0
May		3.7	4.0
Jun		4.9	5.1
Jul		5.8	5.6
Aug		4.9	4.7
Sep		6.7	7.3
Oct		7.3	7.4
Nov		7.5	7.2
Dec		7.1	6.6

**6) Cash vs Deferred Liability****Cash****Def Liab****%**

<b>Cash vs Deferred Liability for the month</b>	<b>\$</b>	<b>242,093</b>	<b>\$</b>	<b>157,833</b>	<b>153%</b>
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<b>Cash vs Deferred Liability</b>	<b>Actual</b>	<b>Forecast</b>	<b>Revised A</b>
Jan	153%	153%	193%
Feb		202%	215%
Mar		85%	114%
Apr		106%	118%
May		101%	112%
Jun		77%	82%
Jul		99%	96%
Aug		98%	93%
Sep		121%	132%
Oct		128%	133%
Nov		132%	134%
Dec		145%	143%

**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>\$</b>	<b>45,000</b>

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

POLIS AISBL	1/25/2022	\$	3,925
<b>Accts Pay Trial Balance</b>		<b>\$</b>	<b>3,925</b>

OMF Membership Information	# of Members	Public Members	Public Voluntary Supporters	Premier (Non Public)	Associat (Non Publ
Total Members as of 1/1/2022	51	33	7	6	5
2022 New Members	1	-1	1		1
2022 Non Renewing Members	0				
<b>Total Members by Category</b>	<b>52</b>	<b>32</b>	<b>8</b>	<b>6</b>	<b>6</b>

#### 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	
Kiwibot	#45				X
Knock Software (dba Ride Report)	#46			X	
Lacuna Technologies, Inc.	#47			X	
Populus Technologies, Inc.	#48			X	
Skinny Labs Inc (dba Spin)	#49			X	
Vianova SAS	#50				X
Waymo LLC	#51				X
Passport Labs, Inc.	#52				X