

Open Mobility Foundation



Operations Report

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

From: Scott McGrath

cc: Cathie Mayo

Date: March 16,2022

Financial Performance as of February 2022

Statement of Activities	Month & YTD				YTD				Fy2022 Annual	
	Actuals	Revised A	Variance	%	Actuals	Revised A	Variance	%	Forecast	Revised A Budget
<b>REVENUES:</b>										
<b>Member Fees</b>										
Voluntary Dues: New Support	\$ 5,000	\$ 5,000	\$ -	100%	\$ 7,500	\$ 5,000	\$ 2,500	150%	\$ 21,500	\$ 21,500
Voluntary Dues: Renewing Support	\$ -	\$ -	\$ -	0%	\$ -	\$ -	\$ -	0%	\$ 34,500	\$ 32,000
Membership Fee : Premier (New)	\$ -	\$ -	\$ -	0%	\$ -	\$ -	\$ -	0%	\$ 75,000	\$ 75,000
Membership Fee: Associate (New)	\$ -	\$ -	\$ -	0%	\$ 17,500	\$ -	\$ 17,500	100%	\$ 80,000	\$ 80,000
Membership Fee : Premier (Renew)	\$ -	\$ -	\$ -	0%	\$ -	\$ -	\$ -	0%	\$ 200,000	\$ 200,000
Membership Fee: Associate (Renew)	\$ -	\$ -	\$ -	0%	\$ -	\$ -	\$ -	0%	\$ 97,500	\$ 202,500
<b>Total Membership Revenues:</b>	<b>\$ 5,000</b>	<b>\$ 5,000</b>	<b>\$ -</b>	<b>100%</b>	<b>\$ 25,000</b>	<b>\$ 5,000</b>	<b>\$ 20,000</b>	<b>500%</b>	<b>\$ 508,500</b>	<b>\$ 611,000</b>
<i>Adjustment for Deferred Revenues</i>	<i>\$ 33,500</i>	<i>\$ 31,208</i>	<i>\$ 2,292</i>	<i>107%</i>	<i>\$ 51,583</i>	<i>\$ 67,000</i>	<i>\$ (15,417)</i>	<i>77%</i>	<i>\$ (70,333)</i>	<i>\$ (97,834)</i>
<b>Total Recognized Membership Income</b>	<b>\$ 38,500</b>	<b>\$ 36,208</b>	<b>\$ 2,292</b>	<b>106%</b>	<b>\$ 76,583</b>	<b>\$ 72,000</b>	<b>\$ 4,583</b>	<b>106%</b>	<b>\$ 438,167</b>	<b>\$ 513,166</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>\$ 150,000</b>
<b>TOTAL INCOME</b>	<b>\$ 38,500</b>	<b>\$ 36,208</b>	<b>\$ 2,292</b>	<b>106%</b>	<b>\$ 76,583</b>	<b>\$ 72,000</b>	<b>\$ 4,583</b>	<b>106%</b>	<b>\$ 588,167</b>	<b>\$ 663,166</b>
<b>EXPENSES:</b>										
Compensation: Management & Operations	\$ 30,377	\$ 31,831	\$ (1,454)	95%	\$ 62,536	\$ 64,893	\$ (2,358)	96%	\$ 542,125	\$ 542,180
Consulting & Related Expenses	\$ -	\$ 40,000	\$ (40,000)	0%	\$ -	\$ 42,500	\$ (42,500)	0%	\$ 52,500	\$ 52,500
Marketing Expenses	\$ (197)	\$ 3,500	\$ (3,697)	-6%	\$ 4,287	\$ 6,000	\$ (1,713)	71%	\$ 9,303	\$ 9,500
Conferences, Events & Travel Expenses	\$ -	\$ -	\$ -	0%	\$ -	\$ 3,750	\$ (3,750)	0%	\$ 34,500	\$ 34,500
Other Operating Expenses	\$ 414	\$ 236	\$ 178	176%	\$ 491	\$ 472	\$ 19	104%	\$ 3,743	\$ 3,897
Other Admin Expenses	\$ 25	\$ -	\$ 25	100%	\$ 25	\$ -	\$ 25	100%	\$ 10	\$ -
OODF Host Admin Fee	\$ 4,167	\$ 4,167	\$ -	100%	\$ 8,333	\$ 8,333	\$ -	100%	\$ 50,000	\$ 50,000
<b>TOTAL EXPENSES</b>	<b>\$ 34,786</b>	<b>\$ 79,733</b>	<b>\$ (44,947)</b>	<b>44%</b>	<b>\$ 75,672</b>	<b>\$ 125,948</b>	<b>\$ (50,276)</b>	<b>60%</b>	<b>\$ 692,180</b>	<b>\$ 692,578</b>
<b>Increase/(Decrease) in Net Assets</b>	<b>\$ 3,714</b>	<b>\$ (43,525)</b>	<b>\$ 47,239</b>	<b>-9%</b>	<b>\$ 911</b>	<b>\$ (53,948)</b>	<b>\$ 54,860</b>	<b>-2%</b>	<b>\$ (104,014)</b>	<b>\$ (29,411)</b>

Notes for February's Operations Report:

New Members for the month of February included (1) Voluntary member: The City of Minneapolis (\$5,000).

Payments were received from Kiwibot, City of Cambridge, City of Minneapolis and Knock Software has prepaid their April membership fee.

Accounts Receivable balance is \$25,000, (LADOT \$15,000-pd in March, Portland PBOT \$5,000-pd in March, and Wash DC \$5,000 still remains open).

February expenses are under budget, primarily due to recruiting costs associated with hiring a new executive director. Those funds have been deferred to the following month.

Cash on hand was \$525,738, with 3.5 months of operating cash. Cash vs. Deferred Liability is 169% above the 100% minimum target.

The Revenue Forecast has been reduced due to discussions with Waymo (\$105k- March) that they are unable to continue support at this time.

**2. OMF Cash Flow****2/28/2022**

Operating Activities	
Net Income	\$ 3,714
Inc/(Dec) in A/R Revenues	\$ 20,000
Inc/(Dec) in OODF Admin Fee Accrual	\$ 4,167
Inc/(Dec) in Prepaids	\$ -
Inc/(Dec) in A/P	\$ (3,736)
Inc/(Dec) in Accrued expenses	\$ -
Inc/(Dec) Def Liabilities	\$ (33,500)
Inc/(Dec) Ppd Memberships	\$ 25,000
Inc (Dec) InterCompany	\$ (5,000)
Net Change in Cash for Period	\$ 10,645
Net Change in Cash for Period	\$ 10,645
Cash at Beginning of Period	\$ 242,093
<b>Cash at End of Period</b>	<b>\$ 252,738</b>

**3. Balance Sheet Ending on****2/28/2022**

Cash	\$ 252,738
Accounts Receivables	\$ 25,000
Prepaid Host Admin Fees	\$ 12,500
Prepaid Expenses	\$ 21,000
Other Assets	\$ 3,400
Intercompany	\$ 5,000
<b>Total Assets</b>	<b>\$ 319,638</b>
Accounts Payable	\$ 189
Accrued Expenses (FTO accruals)	\$ 5,257
Deferred Liabilities: Dues	\$ 124,333
Prepaid Membership Fees	\$ 25,000
Intercompany	\$ (0)
<b>Tota Liabilities</b>	<b>\$ 154,779</b>
Net Assets	\$ 163,948
Surplus/(Deficit)	\$ 911
<b>Total Liabilities &amp; Net Assets</b>	<b>\$ 319,638</b>

**4) Cash Balances**

<b>Cash on Hand</b>	<b>Actual</b>	<b>Forecast</b>	<b>Revised A</b>
1/31/2022	\$ 242,093	\$ 252,738	\$ 257,266
2/28/2022	\$ 252,738	\$ 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	3.5	3.4	3.8
Mar		2.6	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>252,738</b>	<b>\$</b>	<b>149,333</b>	<b>169%</b>
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<b>Cash vs Deferred Liability</b>	<b>Actual</b>	<b>Forecast</b>	<b>Revised A</b>	<b>Min</b>
Jan	153%	160%	193%	100%
Feb	169%	202%	215%	100%
Mar		85%	114%	100%
Apr		106%	118%	100%
May		101%	112%	100%
Jun		77%	82%	100%
Jul		99%	96%	100%
Aug		98%	93%	100%
Sep		121%	132%	100%
Oct		128%	133%	100%
Nov		132%	134%	100%
Dec		145%	143%	100%

**7) Accounts Receivable as of****2/28/2022**

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>25,000</b>

**8) Accounts Payable as of****2/28/2022**

Enterprise Visa	2/15/2022	\$	189
<b>Accts Pay Trial Balance</b>		<b>\$</b>	<b>189</b>

<b>OMF Membership Information</b>	<b># of Members</b>	<b>Public Members</b>	<b>Public Voluntary Supporters</b>	<b>Premier (Non Public)</b>	<b>Associate (Non Public)</b>
Total Members as of 1/1/2022	51	33	7	6	5
2022 New Members	1	-2	2		1
2022 Non Renewing Members	0				
<b>Total Members by Category</b>	<b>52</b>	<b>31</b>	<b>9</b>	<b>6</b>	<b>6</b>

**Public Sector Members**

	<b># of Members</b>	<b>Public Members</b>	<b>Voluntary Supporter</b>	<b>Premier (Non Public)</b>	<b>Associate (Non Public)</b>
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 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		V		
Minneapolis, MN, City of Minneapolis	#21		V		
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**

		<b>Public Members</b>	<b>Voluntary Supporter</b>	<b>Premier (Non Public)</b>	<b>Associate (Non Public)</b>
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