

Open Mobility Foundation

Operations Report

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

From: Scott McGrath

cc: Cathie Mayo

Date: April 22, 2022



Financial Performance as of

March 2022

Statement of Activities	Month & YTD				YTD				Fy2022 Annual	
	Actuals	Revised A	Variance	%	Actuals	Revised A	Variance	%	Forecast Q2	Revised A Budget
<b>REVENUES:</b>										
<b>Member Fees</b>										
Voluntary Dues: New Support	\$ -	\$ 5,000	\$ (5,000)	0%	\$ 7,500	\$ 10,000	\$ (2,500)	75%	\$ 19,000	\$ 21,500
Voluntary Dues: Renewing Support	\$ -	\$ -	\$ -	0%	\$ -	\$ -	\$ -	0%	\$ 34,500	\$ 32,000
Membership Fee : Premier (New)	\$ -	\$ -	\$ -	0%	\$ -	\$ -	\$ -	0%	\$ 25,000	\$ 75,000
Membership Fee: Associate (New)	\$ -	\$ 10,000	\$ (10,000)	0%	\$ 17,500	\$ 10,000	\$ 7,500	175%	\$ 70,000	\$ 80,000
Membership Fee : Premier (Renew)	\$ -	\$ -	\$ -	0%	\$ -	\$ -	\$ -	0%	\$ 200,000	\$ 200,000
Membership Fee: Associate (Renew)	\$ -	\$ 105,000	\$ (105,000)	0%	\$ -	\$ 105,000	\$ (105,000)	0%	\$ 97,500	\$ 202,500
<b>Total Membership Revenues:</b>	<b>\$ -</b>	<b>\$ 120,000</b>	<b>\$ (120,000)</b>	<b>0%</b>	<b>\$ 25,000</b>	<b>\$ 125,000</b>	<b>\$ (100,000)</b>	<b>20%</b>	<b>\$ 446,000</b>	<b>\$ 611,000</b>
<i>Adjustment for Deferred Revenues</i>	<i>\$ 29,750</i>	<i>\$ (82,542)</i>	<i>\$ 112,292</i>		<i>\$ 81,333</i>	<i>\$ (15,542)</i>	<i>\$ 96,875</i>		<i>\$ (48,458)</i>	<i>\$ (97,834)</i>
<b>Total Recognized Membership Income</b>	<b>\$ 29,750</b>	<b>\$ 37,458</b>	<b>\$ (7,708)</b>	<b>79%</b>	<b>\$ 106,333</b>	<b>\$ 109,458</b>	<b>\$ (3,125)</b>	<b>97%</b>	<b>\$ 397,542</b>	<b>\$ 513,166</b>
<b>Other Revenues</b>										
Contributions/ Other Funding	\$ -	\$ -	\$ -	0%	\$ -	\$ -	\$ -	0%	\$ 150,000	\$ -
Grants	\$ -	\$ -	\$ -	0%	\$ -	\$ -	\$ -	0%	\$ 150,000	\$ 150,000
<b>Grants &amp; Contributions</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>0%</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>0%</b>	<b>\$ 300,000</b>	<b>\$ 150,000</b>
<b>TOTAL INCOME</b>	<b>\$ 29,750</b>	<b>\$ 37,458</b>	<b>\$ (7,708)</b>	<b>79%</b>	<b>\$ 106,333</b>	<b>\$ 109,458</b>	<b>\$ (3,125)</b>	<b>97%</b>	<b>\$ 697,542</b>	<b>\$ 663,166</b>
<b>EXPENSES:</b>										
Compensation: Management & Operations	\$ 30,992	\$ 48,100	\$ (17,108)	64%	\$ 93,527	\$ 112,993	\$ (19,466)	83%	\$ 500,653	\$ 542,180
Consulting & Related Expenses	\$ -	\$ -	\$ -	0%	\$ -	\$ 42,500	\$ (42,500)	0%	\$ -	\$ 52,500
Marketing Expenses	\$ -	\$ -	\$ -	0%	\$ 4,287	\$ 6,000	\$ (1,713)	71%	\$ 4,287	\$ 9,500
Conferences, Events & Travel Expenses	\$ -	\$ 1,750	\$ (1,750)	0%	\$ -	\$ 5,500	\$ (5,500)	0%	\$ 23,000	\$ 34,500
Other Operating Expenses	\$ 256	\$ 236	\$ 20	108%	\$ 746	\$ 707	\$ 39	106%	\$ 3,936	\$ 3,897
Other Admin Expenses	\$ 300	\$ -	\$ 300	100%	\$ 325	\$ -	\$ 325	100%	\$ 325	\$ -
OODF Host Admin Fee	\$ 4,167	\$ 4,167	\$ -	100%	\$ 12,500	\$ 12,500	\$ -	100%	\$ 50,000	\$ 50,000
<b>TOTAL EXPENSES</b>	<b>\$ 35,714</b>	<b>\$ 54,252</b>	<b>\$ (18,538)</b>	<b>66%</b>	<b>\$ 111,386</b>	<b>\$ 180,200</b>	<b>\$ (68,815)</b>	<b>62%</b>	<b>\$ 582,202</b>	<b>\$ 692,578</b>
<b>Increase/(Decrease) in Net Assets</b>	<b>\$ (5,964)</b>	<b>\$ (16,794)</b>	<b>\$ 10,830</b>	<b>36%</b>	<b>\$ (5,053)</b>	<b>\$ (70,742)</b>	<b>\$ 65,690</b>	<b>7%</b>	<b>\$ 115,340</b>	<b>\$ (29,411)</b>

Notes for March's Operations Report:

There were no new members for the month of March and Waymo, Associate Member, did not renew their membership of \$105,000.

Ride Report has prepaid their April membership fee of \$25,000. Voluntary Dues of \$5,000 remains unpaid from Wash DC (Nov21).

March expenses are under budget, primarily due to the vacant position for Executive Director.

Cash on hand was \$246,181, with 4.4 months of operating cash. Cash vs. Deferred Liability is 206% above the 100% minimum target.

**2. OMF Cash Flow****3/31/2022**

Operating Activities	
Net Income	\$ (5,964)
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	\$ (10)
Inc/(Dec) in Accrued expenses	\$ -
Inc/(Dec) Def Liabilities	\$ (29,750)
Inc/(Dec) Ppd Memberships	\$ -
Inc (Dec) InterCompany	\$ 5,000
Net Change in Cash for Period	\$ (6,557)
Net Change in Cash for Period	\$ (6,557)
Cash at Beginning of Period	\$ 252,738
<b>Cash at End of Period</b>	<b>\$ 246,181</b>

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

Cash	\$ 246,181
Accounts Receivables	\$ 5,000
Prepaid Host Admin Fees	\$ 8,333
Prepaid Expenses	\$ 21,000
Other Assets	\$ 3,400
Intercompany	\$ -
<b>Total Assets</b>	<b>\$ 283,914</b>
Accounts Payable	\$ 179
Accrued Expenses (FTO accruals)	\$ 5,257
Deferred Liabilities: Dues	\$ 94,583
Prepaid Membership Fees	\$ 25,000
Intercompany	\$ (0)
<b>Tota Liabilities</b>	<b>\$ 125,019</b>
Net Assets	\$ 163,948
Surplus/(Deficit)	\$ (5,053)
<b>Total Liabilities &amp; Net Assets</b>	<b>\$ 283,914</b>

**4) Cash Balances**

<b>Cash on Hand</b>	<b>Actual</b>	<b>Forecast Q2</b>
1/31/2022	\$ 242,093	\$ 242,093
2/28/2022	\$ 252,738	\$ 252,738
3/31/2022	\$ 246,181	\$ 246,181
4/30/2022		\$ 239,486
5/31/2022		\$ 199,250
6/30/2022		\$ 169,945
7/31/2022		\$ 414,639
8/31/2022		\$ 366,112
9/30/2022		\$ 466,446
10/31/2022		\$ 492,071
11/30/2022		\$ 492,395
12/31/2022		\$ 474,042

## 5) Operating Cash

# of Months Operating Cash	Actual	Forecast Q2
Jan	3.8	3.8
Feb	3.5	3.5
Mar	4.4	4.4
Apr		4.5
May		3.6
Jun		3.1
Jul		7.7
Aug		6.6
Sep		8.4
Oct		8.9
Nov		9.2
Dec		8.9

## 6) Cash vs Deferred Liability

Cash

Def Liab

<b>Cash vs Deferred Liability for the month</b>	<b>\$ 246,181</b>	<b>\$ 119,583</b>
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Cash vs Deferred Liability	Actual	Forecast Q2
Jan	153%	153%
Feb	169%	169%
Mar	206%	206%
Apr		209%
May		234%
Jun		68%
Jul		186%
Aug		190%
Sep		199%
Oct		197%
Nov		198%
Dec		211%

## 7) Accounts Receivable as of

3/31/2022

Washington, DC	11/9/2021	\$ 5,000
<b>Accts Rec Trial Balance</b>		<b>\$ 5,000</b>

## 8) Accounts Payable as of

3/31/2022

Enterprise Visa	3/15/2022	\$ 179
<b>Accts Pay Trial Balance</b>		<b>\$ 179</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	-2	2		1
2022 Non Renewing Members	-1				-1
<b>Total Members by Category</b>	<b>51</b>	<b>31</b>	<b>9</b>	<b>6</b>	<b>5</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		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**

		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
Passport Labs, Inc.	#51				X
Waymo LLC (did not renew)					-