

Open Mobility Foundation

Operations Report

Memo to: OODF Board of Managers, Andrew Glass Hastings, Ramses Madou

From: Scott McGrath

cc: Cathie Mayo

Date: September 30, 2022

Financial Performance as of

August



Statement of Activities	Month				Year to Date				Fy2022 Annual	
	Actuals	Revised A	Variance	%	Actuals	Revised A	Variance	%	Forecast Q3	Budget A
REVENUES:										
Member Fees										
Voluntary Dues: New Support	\$ -	\$ -	\$ -	0%	\$ 12,500	\$ 12,500	\$ -	100%	\$ 12,500	\$ 21,500
Voluntary Dues: Renewing Support	\$ -	\$ -	\$ -	0%	\$ -	\$ -	\$ -	0%	\$ 44,500	\$ 32,000
Membership Fee : Premier (New)	\$ -	\$ -	\$ -	0%	\$ 25,000	\$ 50,000	\$ (25,000)	50%	\$ 25,000	\$ 75,000
Membership Fee: Associate (New)	\$ -	\$ -	\$ -	0%	\$ 17,500	\$ 27,500	\$ (10,000)	64%	\$ 52,500	\$ 80,000
Membership Fee : Premier (Renew)	\$ -	\$ -	\$ -	0%	\$ 150,000	\$ 200,000	\$ (50,000)	75%	\$ 150,000	\$ 200,000
Membership Fee: Associate (Renew)	\$ -	\$ -	\$ -	0%	\$ 10,000	\$ 150,000	\$ (140,000)	7%	\$ 70,000	\$ 202,500
Total Membership Revenues:	\$ -	\$ -	\$ -	0%	\$ 215,000	\$ 440,000	\$ (225,000)	49%	\$ 354,500	\$ 611,000
<i>Adjustment for Deferred Revenues</i>	\$ 25,167	\$ 43,292	\$ (18,125)		\$ 25,917	\$ (123,042)	\$ 148,958		\$ 3,127	\$ (97,834)
Total Recognized Membership Income	\$ 25,167	\$ 43,292	\$ (18,125)	58%	\$ 240,917	\$ 316,958	\$ (76,042)	76%	\$ 357,627	\$ 513,166
Other Revenues										
Contributions/ Other Funding	\$ 50,000	\$ -	\$ 50,000	100%	\$ 60,000	\$ -	\$ 60,000	100%	\$ 60,000	\$ -
Grants	\$ -	\$ -	\$ -	0%	\$ -	\$ -	\$ -	0%	\$ 235,440	\$ 150,000
Grants & Contributions	\$ 50,000	\$ -	\$ 50,000	100%	\$ 60,000	\$ -	\$ 60,000	100%	\$ 295,440	\$ 150,000
TOTAL INCOME	\$ 75,167	\$ 43,292	\$ 31,875	174%	\$ 300,917	\$ 316,958	\$ (16,042)	95%	\$ 653,067	\$ 663,166
EXPENSES:										
Compensation: Management & Operations	\$ 46,712	\$ 48,070	\$ (1,358)	97%	\$ 302,510	\$ 353,355	\$ (50,845)	86%	\$ 470,336	\$ 542,180
Consulting & Related Expenses	\$ -	\$ -	\$ -	0%	\$ 1,570	\$ 50,000	\$ (48,430)	3%	\$ 166,570	\$ 52,500
Marketing Expenses	\$ -	\$ -	\$ -	0%	\$ 4,287	\$ 7,000	\$ (2,713)	61%	\$ 4,287	\$ 9,500
Conferences, Events & Travel Expenses	\$ 1,897	\$ 2,000	\$ (103)	95%	\$ 12,457	\$ 19,500	\$ (7,043)	64%	\$ 28,502	\$ 34,500
Other Operating Expenses	\$ 481	\$ 236	\$ 246	204%	\$ 3,067	\$ 2,654	\$ 413	116%	\$ 5,074	\$ 3,897
Other Admin Expenses	\$ (13)	\$ -	\$ (13)	100%	\$ 462	\$ -	\$ 462	100%	\$ 487	\$ -
OODF Host Admin Fee	\$ 4,167	\$ 4,167	\$ -	100%	\$ 33,333	\$ 33,333	\$ 0	100%	\$ 50,000	\$ 50,000
TOTAL EXPENSES	\$ 53,244	\$ 54,472	\$ (1,228)	98%	\$ 357,687	\$ 465,842	\$ (108,155)	77%	\$ 725,256	\$ 692,578
Increase/(Decrease) in Net Assets	\$ 21,922	\$ (11,180)	\$ 33,103	-196%	\$ (56,771)	\$ (148,884)	\$ 92,113	38%	\$ (72,189)	\$ (29,411)

Notes for August's Operations Report:

Waymo has confirmed their contribution support of \$50,000 and was invoiced in August with payment expected in September.

The Rockefeller Foundation Grant was approved in August with funding of \$235,440. The first installment of \$150,000 was received on Sept 2, 2022.

Efforts continue for securing additional funding/contributions to support OMF activities. At this point there are no additional contributions to report.

OMF is working with LADOT on a revised funding plan, details to follow. Proposals are underway for The Knight Foundation, however that project will likely be deferred until Jan 2023.

Cash on hand at the end of the month was \$117,175 a decrease of \$18,343. The number of Operating Months Cash on Hand is 2.0 months and Cash vs Deferred Revenue has improved to 78%.

2. OMF Cash Flow**8/31/2022**

Operating Activities	
Net Income	\$ 21,922
Inc/(Dec) in A/R Revenues	\$ (45,000)
Inc/(Dec) in OODF Admin Fee Accrual	\$ 4,167
Inc/(Dec) in Prepaids	\$ -
Inc/(Dec) in A/P	\$ 734
Inc/(Dec) in Accrued expenses	\$ -
Inc/(Dec) Def Liabilities	\$ (25,167)
Inc/(Dec) Ppd Memberships	\$ 25,000
Inc (Dec) InterCompany	\$ (0)
Net Change in Cash for Period	\$ (18,343)
Net Change in Cash for Period	\$ (18,343)
Cash at Beginning of Period	\$ 135,518
Cash at End of Period	\$ 117,175

3. Balance Sheet Ending on**8/31/2022**

Cash	\$ 117,175
Accounts Receivables	\$ 110,000
Prepaid Host Admin Fees	\$ 37,500
Prepaid Expenses (ERC Credit)	\$ 21,000
Other Assets	\$ 3,400
Intercompany	\$ -
Total Assets	\$ 289,075
Accounts Payable	\$ 1,641
Accrued Expenses (FTO accruals)	\$ 5,257
Deferred Liabilities: Dues	\$ 150,000
Prepaid Membership Fees	\$ 25,000
Intercompany	\$ (0)
Tota Liabilities	\$ 181,898
Net Assets	\$ 163,948
Surplus/(Deficit)	\$ (56,771)
Total Liabilities & Net Assets	\$ 289,075

4) Cash Balances

Cash on Hand	Actual	Forecast Q2	Revised A
1/31/2022	\$ 242,093	\$ 242,093	\$ 257,266
2/28/2022	\$ 252,738	\$ 252,738	\$ 219,800
3/31/2022	\$ 246,181	\$ 246,181	\$ 210,014
4/30/2022	\$ 240,148	\$ 239,486	\$ 233,045
5/31/2022	\$ 237,175	\$ 199,250	\$ 229,194
6/30/2022	\$ 157,509	\$ 169,945	\$ 296,713
7/31/2022	\$ 135,518	\$ 414,639	\$ 323,308
8/31/2022	\$ 117,175	\$ 366,112	\$ 271,056
9/30/2022		\$ 466,446	\$ 421,641
10/31/2022		\$ 492,071	\$ 428,516
11/30/2022		\$ 492,395	\$ 417,810
12/31/2022		\$ 474,042	\$ 380,337

5) Operating Cash

# of Months Operating Cash	Actual	Forecast Q2	Revised A
Jan	3.8	3.8	4.5
Feb	3.5	3.5	3.8
Mar	4.4	4.4	3.6
Apr	4.2	4.6	4.0
May	4.2	3.5	4.0
Jun	2.7	1.8	5.1
Jul	2.4	4.3	5.6
Aug	2.0	3.3	4.7
Sep		7.5	7.3
Oct		9.0	7.4
Nov		15.1	7.2
Dec		14.5	6.6

6) Cash vs Deferred Liability

Cash

Def Liab

Cash vs Deferred Liability for the month	\$ 117,175	\$ 175,000
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Cash vs Deferred Liability	Actual	Forecast Q2	Min
Jan	153%	153%	100%
Feb	169%	169%	100%
Mar	206%	206%	100%
Apr	137%	209%	100%
May	123%	234%	100%
Jun	77%	68%	100%
Jul	77%	186%	100%
Aug	61%	190%	100%
Sep	78%	199%	100%
Oct		197%	100%
Nov		198%	100%
Dec		211%	100%

7) Accounts Receivable as of

8/31/2022

Ford AV LLC	7/22/2022	\$ 50,000
Vianova SAS	7/29/2022	\$ 10,000
Waymo LLC	8/22/2022	\$ 50,000
Accts Rec Trial Balance		\$ 110,000

8) Accounts Payable as of

8/31/2022

Doodle (annual subscription)	7/24/2022	\$ 83.40
Mailchimp (monthly subscription)	8/31/2022	\$ 99.87
NACTO (Registration fee: M Schnuerle)	8/11/2022	\$ 545.00
PipeDrive (monthly CRM tool)	8/16/2022	\$ 190.93
Zoom (annual subscription)	7/19/2022	\$ 722.08
Accts Pay Trial Balance		\$ 1,641.28

OMF Membership Information	# of Members	Public Members	Public Voluntary Supporters	Premier (Non Public)	Associate (Non Public)
Total Members as of 1/1/2022	51	33	7	6	5
Public Members/ Voluntary Support	0	-3	3		
2022 New Premier/Associate Members	2			1	1
2022 Non Renewing Members	-3			-1	-2
Total Members by Category	50	30	10	6	4

Public Sector Members	# of Members	Public Members	Voluntary Supporter	Premier (Non Public)	Associate (Non Public)
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	V		
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)	Associate (Non Public)
Automotus	#41				X
Blue Systems USA, Inc.	#42			X	
Kiwibot	#43				X
Knock Software (dba Ride Report)	#44			X	
Lacuna Technologies, Inc.	#45			X	
Populus Technologies, Inc.	#46			X	
Passport Labs, Inc.	#47				X
Vade Group, Inc	#48			X	
Ford AV LLC	#49			X	
Vianova SAS	#50				X