

Open Mobility Foundation

Operations Report

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

From: Scott McGrath

cc: Cathie Mayo



30-Nov-22

Financial Performance as of

October

Statement of Activities	Month				Year to Date				Fy2022 Annual	
	Actuals	Revised A	Variance	%	Actuals	Revised A	Variance	%	Forecast Q4	Budget A
<b>REVENUES:</b>										
<b>Member Fees</b>										
Voluntary Dues: New Support	\$ 212,500	\$ -	\$ 212,500	100%	\$ 225,000	\$ 17,500	\$ 207,500	1286%	\$ 225,000	\$ 21,500
Voluntary Dues: Renewing Support	\$ 95,000	\$ 15,000	\$ 80,000	633%	\$ 95,000	\$ 15,000	\$ 80,000	633%	\$ 108,500	\$ 32,000
Membership Fee : Premier (New)	\$ -	\$ -	\$ -	0%	\$ 25,000	\$ 50,000	\$ (25,000)	50%	\$ 50,000	\$ 75,000
Membership Fee: Associate (New)	\$ 35,000	\$ 17,500	\$ 17,500	200%	\$ 52,500	\$ 80,000	\$ (27,500)	66%	\$ 217,500	\$ 80,000
Membership Fee : Premier (Renew)	\$ 25,000	\$ -	\$ 25,000	100%	\$ 175,000	\$ 200,000	\$ (25,000)	88%	\$ 175,000	\$ 200,000
Membership Fee: Associate (Renew)	\$ -	\$ 17,500	\$ (17,500)	0%	\$ 45,000	\$ 202,500	\$ (157,500)	22%	\$ 150,000	\$ 202,500
<b>Total Membership Revenues:</b>	<b>\$ 367,500</b>	<b>\$ 50,000</b>	<b>\$ 317,500</b>	<b>735%</b>	<b>\$ 617,500</b>	<b>\$ 565,000</b>	<b>\$ 52,500</b>	<b>109%</b>	<b>\$ 926,000</b>	<b>\$ 611,000</b>
<i>Adjustment for Deferred Revenues</i>	<i>\$ (314,417)</i>	<i>\$ (1,917)</i>	<i>\$ (312,500)</i>		<i>\$ (298,333)</i>	<i>\$ (153,333)</i>	<i>\$ (145,000)</i>		<i>\$ (463,083)</i>	<i>\$ (97,834)</i>
<b>Total Recognized Membership Income</b>	<b>\$ 53,083</b>	<b>\$ 48,083</b>	<b>\$ 5,000</b>	<b>110%</b>	<b>\$ 319,167</b>	<b>\$ 411,667</b>	<b>\$ (92,500)</b>	<b>78%</b>	<b>\$ 462,917</b>	<b>\$ 513,166</b>
<b>Other Revenues</b>										
Contributions/ Other Funding	\$ -	\$ -	\$ -	0%	\$ 60,000	\$ -	\$ 60,000	100%	\$ 10,000	\$ -
Grants	\$ -	\$ -	\$ -	0%	\$ 150,000	\$ 150,000	\$ -	100%	\$ 235,440	\$ 150,000
<b>Grants &amp; Contributions</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>0%</b>	<b>\$ 210,000</b>	<b>\$ 150,000</b>	<b>\$ 60,000</b>	<b>140%</b>	<b>\$ 245,440</b>	<b>\$ 150,000</b>
<b>TOTAL INCOME</b>	<b>\$ 53,083</b>	<b>\$ 48,083</b>	<b>\$ 5,000</b>	<b>110%</b>	<b>\$ 529,167</b>	<b>\$ 561,667</b>	<b>\$ (32,500)</b>	<b>94%</b>	<b>\$ 708,357</b>	<b>\$ 663,166</b>
<b>EXPENSES:</b>										
Compensation: Management & Operations	\$ 46,375	\$ 47,140	\$ (765)	98%	\$ 395,300	\$ 447,924	\$ (52,623)	88%	\$ 489,557	\$ 542,180
Consulting & Related Expenses	\$ 36,300	\$ 2,500	\$ 33,800	1452%	\$ 37,870	\$ 52,500	\$ (14,630)	72%	\$ 126,570	\$ 52,500
Marketing Expenses	\$ -	\$ 2,500	\$ (2,500)	0%	\$ 4,287	\$ 9,500	\$ (5,213)	45%	\$ 4,287	\$ 9,500
Conferences, Events & Travel Expenses	\$ 6,095	\$ 2,000	\$ 4,095	305%	\$ 20,638	\$ 25,500	\$ (4,862)	81%	\$ 49,459	\$ 34,500
Other Operating Expenses	\$ 489	\$ 536	\$ (47)	91%	\$ 4,345	\$ 3,426	\$ 919	127%	\$ 5,311	\$ 3,897
Other Admin Expenses	\$ 32	\$ -	\$ 32	100%	\$ 584	\$ -	\$ 584	100%	\$ 1,054	\$ -
OODF Host Admin Fee	\$ 5,017	\$ 4,167	\$ 850	120%	\$ 42,517	\$ 41,667	\$ 850	102%	\$ 56,000	\$ 50,000
<b>TOTAL EXPENSES</b>	<b>\$ 94,306</b>	<b>\$ 58,842</b>	<b>\$ 35,464</b>	<b>160%</b>	<b>\$ 505,541</b>	<b>\$ 580,516</b>	<b>\$ (74,975)</b>	<b>87%</b>	<b>\$ 732,239</b>	<b>\$ 692,578</b>
<b>Increase/(Decrease) in Net Assets</b>	<b>\$ (41,223)</b>	<b>\$ (10,759)</b>	<b>\$ (30,464)</b>	<b>383%</b>	<b>\$ 23,626</b>	<b>\$ (18,849)</b>	<b>\$ 42,475</b>	<b>-125%</b>	<b>\$ (23,882)</b>	<b>\$ (29,411)</b>

Notes for October's Operations Report:

Inrix joined as a new Associate Member and Automotus renewed their Premier Membership in October.

With the OMF Board vote on Oct 6th to increase the amount of voluntary dues support, this report reflects \$212,500 of new city support and \$95,000 of existing cities.

Payment is still outstanding on ViaNova for \$10,000, which was due in June. Management is working with them to resolve the issue.

CifyFi has begun their work on developing the Strategic Planning for OMF as part of the Rockefeller Grant.

The first of the Convenings was held in October and was well attended.

Cash on hand at the end of the month was \$292,658 an increase of \$38,648. The number of Operating Months Cash on Hand is 5.3 months and Cash vs Deferred Revenue has decreased to 62%.

**2. OMF Cash Flow** **10/31/2022**

Operating Activities	
Net Income	\$ (41,223)
Inc/(Dec) in A/R Revenues	\$ (292,500)
Inc/(Dec) in OODF Admin Fee Accrual	\$ (5,183)
Inc/(Dec) in Prepaids	\$ -
Inc/(Dec) in A/P	\$ 38,138
Inc/(Dec) in Accrued expenses	\$ -
Inc/(Dec) Def Liabilities	\$ 314,417
Inc/(Dec) Ppd Memberships	\$ 25,000
Inc (Dec) InterCompany	\$ (0)
Net Change in Cash for Period	\$ 38,648
Net Change in Cash for Period	\$ 38,648
Cash at Beginning of Period	\$ 254,010
<b>Cash at End of Period</b>	<b>\$ 292,658</b>

**3. Balance Sheet Ending on** **10/31/2022**

Cash	\$ 292,658
Accounts Receivables	\$ 377,500
Prepaid Host Admin Fees	\$ 38,517
Prepaid Expenses (ERC Credit)	\$ 21,000
Other Assets	\$ 3,400
Intercompany	\$ -
<b>Total Assets</b>	<b>\$ 733,074</b>
Accounts Payable	\$ 40,994
Accrued Expenses (FTO accruals)	\$ 5,257
Deferred Liabilities: Dues	\$ 474,250
Prepaid Membership Fees	\$ 25,000
Intercompany	\$ (0)
<b>Tota Liabilities</b>	<b>\$ 545,501</b>
Net Assets	\$ 163,948
Surplus/(Deficit)	\$ 23,626
<b>Total Liabilities &amp; Net Assets</b>	<b>\$ 733,074</b>

**4) Cash Balances**

Cash on Hand	Actual	Forecast
1/31/2022	\$ 242,093	\$ 242,093
2/28/2022	\$ 252,738	\$ 252,738
3/31/2022	\$ 246,181	\$ 246,181
4/30/2022	\$ 240,148	\$ 240,148
5/31/2022	\$ 237,175	\$ 237,175
6/30/2022	\$ 157,509	\$ 157,509
7/31/2022	\$ 135,518	\$ 135,518
8/31/2022	\$ 117,175	\$ 117,175
9/30/2022	\$ 254,010	\$ 254,010
10/31/2022	\$ 292,658	\$ 335,070
11/30/2022		\$ 504,837
12/31/2022		\$ 455,227

**5) Operating Cash**

# of Months Operating Cash	Actual	Forecast
Jan	3.8	3.8
Feb	3.5	3.5
Mar	4.4	4.4
Apr	4.2	4.6
May	4.2	4.1
Jun	2.7	3.0
Jul	2.4	2.0
Aug	2.0	1.1
Sep	4.5	2.4
Oct	5.30	3.6
Nov		8.6
Dec		8.3

**6) Cash vs Deferred Liability**

	Cash	Def Liab
<b>Cash vs Deferred Liability for the month</b>	<b>\$ 292,658</b>	<b>\$ 499,250</b>

Cash vs Deferred Liability	Actual	Forecast
Jan	153%	153%
Feb	169%	169%
Mar	206%	206%
Apr	150%	209%
May	339%	279%
Jun	159%	63%
Jul	77%	61%
Aug	61%	61%
Sep	159%	108%
Oct	62%	65%
Nov		110%
Dec		113%

**7) Accounts Receivable as of****10/31/2022**

Vianova SAS	7/29/2022	\$	10,000
Chicago Dept of Transportation	10/18/2022	\$	40,000
City of Boston	10/18/2022	\$	15,000
City of Cambridge	10/18/2022	\$	7,500
City of Minneapolis	10/18/2022	\$	15,000
City of Philadelphia MDOTIS	10/18/2022	\$	40,000
City of San Jose DOT	10/18/2022	\$	25,000
Washington DC	10/18/2022	\$	15,000
INRIX, Inc	10/18/2022	\$	35,000
LA Dept of Transportation	10/18/2022	\$	50,000
Louisville Jefferson County	10/18/2022	\$	15,000
Miami-Dade County DOT & PW	10/18/2022	\$	25,000
PBOT Portland	10/18/2022	\$	15,000
San Francisco Mun Transport Agency	10/18/2022	\$	30,000
Seattle DOT	10/18/2022	\$	15,000
<b>Accts Rec Trial Balance</b>		<b>\$</b>	<b>352,500</b>

**8) Accounts Payable as of****10/31/2022**

Andrew Glass Hastings	10/31/2022	\$	2,755.78
Michael Schnuerle	10/30/2022	\$	555.82
CityFi	10/30/2022	\$	26,400.00
OODF (additional FaaS fees)	10/31/2022	\$	10,200.00
Enterprise Bank Visa	10/31/2022	\$	1,084.10
<b>Accts Pay Trial Balance</b>		<b>\$</b>	<b>40,995.70</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
Public Members/ Voluntary Support	0	-10	10		
2022 New Premier/Associate Members	3			1	2
2022 Non Renewing Members	-3			-1	-2
<b>Total Members by Category</b>	<b>51</b>	<b>23</b>	<b>17</b>	<b>6</b>	<b>5</b>

<b>Public Sector Members</b>	<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		V		
Cambridge, MA, City of Cambridge, Massachusetts	#6		V		
Chicago, IL, Department of Transportation (CDOT)	#7		V		
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		V		
Miami, FL, City of Miami	#18	x			
Miami-Dade County, FL, - Department of Trans and Public Works	#19		V		
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		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		V		
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		V		
San Jose, CA, City of	#34		V		
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		

<b>Non Public Members</b>		<b>Public Members</b>	<b>Voluntary Supporter</b>	<b>Premier (Non Public)</b>	<b>Associate (Non Public)</b>
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
Inrix, Inc.	#51				

OASIS Open Development Foundation  
 Fy2022-2023 FaaS Fee Schedule

June 2022-2023 FaaS Fee	Minimum Threshold	June	\$625,000	8%	\$50,000
<b>Revenues</b>					
Blue Systems USA, Inc	Premier- 10-100	June	\$25,000		
Lacuna Technologies	Premier- 10-100	June	\$25,000		
Vade Group Inc	Premier- 10-100	June	\$25,000		
Ford AV LLC	Premier 101-500	June	\$50,000		
Vianova SAS	Associate <10	June	\$10,000		
City of Omaha	Voluntary Public Member	July	\$5,000		
Miami-Dade County Department o	Pooled Funds	July	\$10,000		
Waymo	Pooled Funds	August	\$50,000		
PASSPORT LABS, INC	Assoc 101-500	Sept	\$35,000		
Rockefeller Foundation	Grant Funds	Sept	\$150,000		
INRIX, Inc	Assoc 101-500	Oct	\$35,000		
Automotus, Inc.	Premier 10-100	Oct	\$25,000		
City of Cambridge	Voluntary Public Member	Oct	\$7,500		
City of Minneapolis	Voluntary Public Member	Oct	\$15,000		
City of San Jose	Voluntary Public Member	Oct	\$25,000		
San Francisco Municipal Transport	Voluntary Public Member	Oct	\$30,000		
Chicago Department of Transport	Voluntary Public Member	Oct	\$40,000		
City of Philadelphia Managing Dire	Voluntary Public Member	Oct	\$40,000		
City of Boston	Voluntary Public Member	Oct	\$15,000		
Miami-Dade County Department o	Voluntary Public Member	Oct	\$25,000		
Louisville Jefferson County Metro	Voluntary Public Member	Oct	\$15,000		
LADOT	Voluntary Public Member	Oct	\$50,000		
Washington DC	Voluntary Public Member	Oct	\$15,000		
Seattle DOT	Voluntary Public Member	Oct	\$15,000		
Portland	Voluntary Public Member	Oct	\$15,000		
Revenues June - Oct			\$752,500	8%	\$60,200
Less Initial FaaS fee					-\$50,000
<b>Additional FaaS Fee</b>	<b>10/31/2022</b>				<b>\$10,200</b>