

Open Mobility Foundation

Operations Report

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

From: Scott McGrath

cc: Cathie Mayo

Date: 12/20/2022



Financial Performance as of

November

Statement of Activities	Month				Year to Date				FY2022 Annual	
	Actuals	Revised A	Variance	%	Actuals	Revised A	Variance	%	Forecast Q4	Budget A
REVENUES:										
Member Fees										
Voluntary Dues: New Support	\$ (10,000)	\$ -	\$ (10,000)	100%	\$ 215,000	\$ 17,500	\$ 197,500	1229%	\$ 215,000	\$ 21,500
Voluntary Dues: Renewing Support	\$ 3,000	\$ 16,000	\$ (13,000)	19%	\$ 98,000	\$ 31,000	\$ 67,000	316%	\$ 103,500	\$ 32,000
Membership Fee : Premier (New)	\$ 25,000	\$ 25,000	\$ -	100%	\$ 50,000	\$ 75,000	\$ (25,000)	67%	\$ 50,000	\$ 75,000
Membership Fee: Associate (New)	\$ 40,000	\$ -	\$ 40,000	100%	\$ 92,500	\$ 80,000	\$ 12,500	116%	\$ 217,500	\$ 80,000
Membership Fee : Premier (Renew)	\$ -	\$ -	\$ -	0%	\$ 175,000	\$ 200,000	\$ (25,000)	88%	\$ 175,000	\$ 200,000
Membership Fee: Associate (Renew)	\$ 105,000	\$ -	\$ 105,000	100%	\$ 150,000	\$ 202,500	\$ (52,500)	74%	\$ 150,000	\$ 202,500
Total Membership Revenues:	\$ 163,000	\$ 41,000	\$ 122,000	398%	\$ 780,500	\$ 606,000	\$ 174,500	129%	\$ 911,000	\$ 611,000
<i>Adjustment for Deferred Revenues</i>	<i>\$ (98,083)</i>	<i>\$ 9,583</i>	<i>\$ (107,666)</i>		<i>\$ (396,417)</i>	<i>\$ (143,750)</i>	<i>\$ (252,666)</i>		<i>\$ (451,000)</i>	<i>\$ (97,834)</i>
Total Recognized Membership Income	\$ 64,917	\$ 50,583	\$ 14,334	128%	\$ 384,083	\$ 462,250	\$ (78,166)	83%	\$ 460,000	\$ 513,166
Other Revenues										
Contributions/ Other Funding	\$ (50,000)	\$ -	\$ (50,000)	100%	\$ 10,000	\$ -	\$ 10,000	100%	\$ 10,000	\$ -
Grants	\$ 85,440	\$ -	\$ 85,440	100%	\$ 235,440	\$ 150,000	\$ 85,440	157%	\$ 235,440	\$ 150,000
Grants & Contributions	\$ 35,440	\$ -	\$ 35,440	100%	\$ 245,440	\$ 150,000	\$ 95,440	164%	\$ 245,440	\$ 150,000
TOTAL INCOME	\$ 100,357	\$ 50,583	\$ 49,774	198%	\$ 629,523	\$ 612,250	\$ 17,274	103%	\$ 705,440	\$ 663,166
EXPENSES:										
Compensation: Management & Operations	\$ 46,148	\$ 47,140	\$ (991)	98%	\$ 441,449	\$ 495,063	\$ (53,615)	89%	\$ 488,566	\$ 542,180
Consulting & Related Expenses	\$ 31,350	\$ -	\$ 31,350	100%	\$ 69,220	\$ 52,500	\$ 16,720	132%	\$ 126,640	\$ 52,500
Marketing Expenses	\$ -	\$ -	\$ -	0%	\$ 4,287	\$ 9,500	\$ (5,213)	45%	\$ 4,287	\$ 9,500
Conferences, Events & Travel Expenses	\$ 26,693	\$ 7,000	\$ 19,693	381%	\$ 47,886	\$ 32,500	\$ 15,386	147%	\$ 58,327	\$ 34,500
Other Operating Expenses	\$ 1,036	\$ 236	\$ 800	440%	\$ 5,381	\$ 3,661	\$ 1,720	147%	\$ 5,864	\$ 3,897
Other Admin Expenses	\$ 480	\$ -	\$ 480	100%	\$ 1,064	\$ -	\$ 1,064	100%	\$ 1,224	\$ -
OODF Host Admin Fee	\$ 6,157	\$ 4,167	\$ 1,990	148%	\$ 48,673	\$ 45,833	\$ 2,840	106%	\$ 55,867	\$ 50,000
TOTAL EXPENSES	\$ 111,864	\$ 58,542	\$ 53,322	191%	\$ 617,960	\$ 639,058	\$ (21,098)	97%	\$ 740,775	\$ 692,578
Increase/(Decrease) in Net Assets	\$ (11,507)	\$ (7,959)	\$ (3,548)	145%	\$ 11,563	\$ (26,808)	\$ 38,371	-43%	\$ (35,335)	\$ (29,411)

Notes for November's Operations Report:

In November, there were (4) New Associate Members, (1) New Premier Member, and (1) Late Associate Renewal (Waymo*)

Waymo rejoined OMF in November and their prior contribution of \$50,000 was applied to their associate membership, resulting in the decrease of -\$50,000 in Contributions.

An adjustment to the expected voluntary dues recorded in October was posted in November, resulting in the decrease of -\$10,000 in new voluntary dues.

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

The Rockefeller Foundation's grant funding proceeds of \$85,440 was received in November.

CityFi continues their work on developing the Strategic Planning for OMF as part of the Rockefeller Grant.

The Q4 Forecast still is projecting the addition of new members for December, however at the time of this report no agreements have been signed.

Cash on hand at the end of the month was \$390,071 an increase of \$97,413. However, \$130,444 of these funds are designated to the RF project.

The number of Operating Months Cash has increased to 7.3% (again due to RF funds) and Cash vs Deferred Revenue has increased to 68%.

2. OMF Cash Flow**11/30/2022**

Operating Activities	
Net Income	\$ (11,507)
Inc/(Dec) in A/R Revenues	\$ (30,500)
Inc/(Dec) in OODF Admin Fee Accrual	\$ (8,323)
Inc/(Dec) in Prepaids	\$ -
Inc/(Dec) in A/P	\$ 64,661
Inc/(Dec) in Accrued expenses	\$ -
Inc/(Dec) Def Liabilities	\$ 98,083
Inc/(Dec) Ppd Memberships	\$ -
Inc (Dec) InterCompany	\$ (15,000)
Net Change in Cash for Period	\$ 97,413
Net Change in Cash for Period	\$ 97,413
Cash at Beginning of Period	\$ 292,658
Cash at End of Period	\$ 390,071

3. Balance Sheet Ending on**11/30/2022**

Cash	\$ 390,071
Accounts Receivables	\$ 383,000
Prepaid Host Admin Fees	\$ 46,840
Prepaid Expenses (ERC Credit)	\$ 21,000
Other Assets	\$ 3,400
Intercompany	\$ 15,000
Total Assets	\$ 859,311
Accounts Payable	\$ 106,210
Accrued Expenses (FTO accruals)	\$ 5,257
Deferred Liabilities: Dues	\$ 572,333
Prepaid Membership Fees	\$ -
Intercompany	\$ (0)
Tota Liabilities	\$ 683,801
Net Assets	\$ 163,948
Surplus/(Deficit)	\$ 11,563
Total Liabilities & Net Assets	\$ 859,311

4) Cash Balances

Cash on Hand	Actual	Forecast	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	\$ 240,148	\$ 233,045
5/31/2022	\$ 237,175	\$ 237,175	\$ 229,194
6/30/2022	\$ 157,509	\$ 157,509	\$ 296,713
7/31/2022	\$ 135,518	\$ 135,518	\$ 323,308
8/31/2022	\$ 117,175	\$ 117,175	\$ 271,056
9/30/2022	\$ 254,010	\$ 254,010	\$ 421,641
10/31/2022	\$ 292,658	\$ 335,070	\$ 428,516
11/30/2022	\$ 390,071	\$ 504,837	\$ 417,810
12/31/2022		\$ 455,227	\$ 380,337

5) Operating Cash

# of Months Operating Cash	Actual	Forecast	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	4.1	4.0
Jun	2.7	3.0	5.1
Jul	2.4	2.0	5.6
Aug	2.0	1.4	4.7
Sep	4.5	2.3	7.3
Oct	5.30	3.5	7.4
Nov	7.29	6.5	7.2
Dec		8.3	6.6

6) Cash vs Deferred Liability

Cash

Def Liab

Cash vs Deferred Liability for the month	\$ 390,071	\$ 572,333
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Cash vs Deferred Liability	Actual	Forecast
Jan	153%	153%
Feb	169%	169%
Mar	206%	206%
Apr	51%	209%
May	240%	279%
Jun	62%	63%
Jul	77%	61%
Aug	61%	61%
Sep	159%	108%
Oct	62%	65%
Nov	68%	110%
Dec		113%

7) Accounts Receivable as of**11/30/2022**

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 Minneapolis	10/18/2022	\$ 5,000
City of Philadelphia MDOTIS	10/18/2022	\$ 40,000
City of San Jose DOT	10/18/2022	\$ 25,000
Cleverciti Systems Corp	11/2/2022	\$ 10,000
IBI Digital/ CurbIQ	11/8/2022	\$ 10,000
Washington DC	10/18/2022	\$ 15,000
Drover, Inc	11/29/2022	\$ 10,000
INRIX, Inc	10/18/2022	\$ 35,000
Louisville Jefferson County	10/18/2022	\$ 15,000
Miami-Dade County DOT & PW	10/18/2022	\$ 25,000
San Francisco Mun Transport Agency	10/18/2022	\$ 30,000
City of Santa Monica	11/12/2022	\$ 3,000
Seattle DOT	10/18/2022	\$ 15,000
Umojo, Inc	11/11/2022	\$ 25,000
Waymo LLC	11/29/2022	\$ 55,000
Accts Rec Trial Balance		\$ 383,000

8) Accounts Payable as of**11/30/2022**

Andrew Glass Hastings	11/30/2022	\$ 9,601.42
Gillian Gillett	11/20/2022	\$ 1,112.03
CityFi	11/30/2022	\$ 62,688.03
Philippe Crist	12/3/2022	\$ 1,500.00
Ramses Madou	12/2/2022	\$ 1,000.00
OODF (additional FaaS fees)	11/30/2022	\$ 24,680.00
Enterprise Bank Visa	11/30/2022	\$ 5,736.43
Accts Pay Trial Balance		\$ 106,317.91

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	-10	10		
2022 New Premier/Associate Members	8			2	6
2022 Non Renewing Members	-2			-1	-1
Total Members by Category	57	23	17	7	10

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		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		

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
Inrix, Inc.	#51				X
Umoyo, Inc	#52			X	
GridMatrix, Inc	#53				X
Cleverciti Systems Corp	#54				X
IBI Digital/ CurbIQ	#55				X
Drover, Inc	#56				X
Waymo LLC (late renewal)	#57				X