

Feb 1, 2023

Financial Performance as of

December

Statement of Activities	Month				Year to Date				Fy2022 Annual
	Actuals	Revised A	Variance	%	Actuals	Revised A	Variance	%	Budget A
<b>REVENUES:</b>									
<b>Member Fees</b>									
Voluntary Dues: New Support	\$ (30,000)	\$ 4,000	\$ (34,000)	-750%	\$ 185,000	\$ 21,500	\$ 163,500	860%	\$ 21,500
Voluntary Dues: Renewing Support	\$ 5,500	\$ 1,000	\$ 4,500	550%	\$ 103,500	\$ 32,000	\$ 71,500	323%	\$ 32,000
Membership Fee : Premier (New)	\$ -	\$ -	\$ -	0%	\$ 50,000	\$ 75,000	\$ (25,000)	67%	\$ 75,000
Membership Fee: Associate (New)	\$ -	\$ -	\$ -	0%	\$ 92,500	\$ 80,000	\$ 12,500	116%	\$ 80,000
Membership Fee : Premier (Renew)	\$ -	\$ -	\$ -	0%	\$ 175,000	\$ 200,000	\$ (25,000)	88%	\$ 200,000
Membership Fee: Associate (Renew)	\$ -	\$ -	\$ -	0%	\$ 150,000	\$ 202,500	\$ (52,500)	74%	\$ 202,500
<b>Total Membership Revenues:</b>	<b>\$ (24,500)</b>	<b>\$ 5,000</b>	<b>\$ (29,500)</b>	<b>-490%</b>	<b>\$ 756,000</b>	<b>\$ 611,000</b>	<b>\$ 145,000</b>	<b>124%</b>	<b>\$ 611,000</b>
Adjustment for Deferred Revenues	\$ 82,500	\$ 45,917	\$ 36,583		\$ (313,917)	\$ (97,834)	\$ (216,083)		\$ (97,834)
<b>Total Recognized Membership Income</b>	<b>\$ 58,000</b>	<b>\$ 50,917</b>	<b>\$ 7,083</b>	<b>114%</b>	<b>\$ 442,083</b>	<b>\$ 513,166</b>	<b>\$ (71,083)</b>	<b>86%</b>	<b>\$ 513,166</b>
<b>Other Revenues</b>									
Contributions/ Other Funding	\$ -	\$ -	\$ -	0%	\$ 10,000	\$ -	\$ 10,000	100%	\$ -
Grants	\$ -	\$ -	\$ -	0%	\$ 235,440	\$ 150,000	\$ 85,440	157%	\$ 150,000
<b>Grants &amp; Contributions</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>0%</b>	<b>\$ 245,440</b>	<b>\$ 150,000</b>	<b>\$ 95,440</b>	<b>164%</b>	<b>\$ 150,000</b>
<b>TOTAL INCOME</b>	<b>\$ 58,000</b>	<b>\$ 50,917</b>	<b>\$ 7,083</b>	<b>114%</b>	<b>\$ 687,523</b>	<b>\$ 663,166</b>	<b>\$ 24,357</b>	<b>104%</b>	<b>\$ 663,166</b>
<b>EXPENSES:</b>									
Compensation: Management & Operations	\$ 55,705	\$ 47,117	\$ 8,588	118%	\$ 497,153	\$ 542,180	\$ (45,027)	92%	\$ 542,180
Consulting & Related Expenses	\$ 4,950	\$ -	\$ 4,950	100%	\$ 74,170	\$ 52,500	\$ 21,670	141%	\$ 52,500
Marketing Expenses	\$ -	\$ -	\$ -	0%	\$ 4,287	\$ 9,500	\$ (5,213)	45%	\$ 9,500
Conferences, Events & Travel Expenses	\$ 1,355	\$ 2,000	\$ (645)	68%	\$ 49,241	\$ 34,500	\$ 14,741	143%	\$ 34,500
Other Operating Expenses	\$ 489	\$ 236	\$ 253	207%	\$ 5,870	\$ 3,897	\$ 1,973	151%	\$ 3,897
Other Admin Expenses	\$ 148	\$ -	\$ 148	100%	\$ 1,212	\$ -	\$ 1,212	100%	\$ -
OODF Host Admin Fee	\$ 8,217	\$ 4,167	\$ 4,051	197%	\$ 56,891	\$ 50,000	\$ 6,891	114%	\$ 50,000
<b>TOTAL EXPENSES</b>	<b>\$ 70,864</b>	<b>\$ 53,520</b>	<b>\$ 17,344</b>	<b>132%</b>	<b>\$ 688,824</b>	<b>\$ 692,578</b>	<b>\$ (3,753)</b>	<b>99%</b>	<b>\$ 692,578</b>
<b>Increase/(Decrease) in Net Assets</b>	<b>\$ (12,864)</b>	<b>\$ (2,603)</b>	<b>\$ (10,261)</b>	<b>494%</b>	<b>\$ (1,301)</b>	<b>\$ (29,411)</b>	<b>\$ 28,110</b>	<b>4%</b>	<b>\$ (29,411)</b>

Notes for December's Operations Report:

An adjustment to the expected voluntary dues recorded in October was posted in December, resulting in the decrease of -\$30,000 in new voluntary dues.

There are (4) Premier/Associate members with outstanding payments of \$100,000 as of 12/31/2022. Payments of \$75,000 has been collected in Jan 2023.

There are (10) Municipal members with outstanding payments of \$181,000 as of 12/31/2022. We have confirmation that \$55,000 is currently in the payment process.

This leaves an unconfirmed balance of \$ 126,000 in outstanding collections. If these funds are determined to be uncollectable, it will have a significant impact on the financials.

All of the funding has been received from the Rockefeller Foundation, a total of \$235,440 for 2022. The balance of funds available for 2023 activities is \$108,948.15.

CifyFi continues their work on developing the Strategic Planning for OMF, which is at 44% completion as of 12/31/2022, as part of the Rockefeller Grant.

Cash on hand at the end of the month was \$353,114 a decrease of -\$36,958. Of this balance, 70% of these funds are for general operations and 30% are designated for grant activities.

The number of Months of Operating Cash has decreased to 6.6 and Cash vs Deferred Revenue has increased to 72%.

**2. OMF Cash Flow****12/31/2022**

Operating Activities	
Net Income	\$ (12,864)
Inc/(Dec) in A/R Revenues	\$ 102,000
Inc/(Dec) in OODF Admin Fee Accrual	\$ 10,177
Inc/(Dec) in Prepaids	\$ -
Inc/(Dec) in A/P	\$ (78,101)
Inc/(Dec) in Accrued expenses	\$ 9,330
Inc/(Dec) Def Liabilities	\$ (82,500)
Inc/(Dec) Ppd Memberships	\$ -
Inc (Dec) InterCompany	\$ 15,000
Net Change in Cash for Period	\$ (36,958)
Net Change in Cash for Period	\$ (36,958)
Cash at Beginning of Period	\$ 390,071
<b>Cash at End of Period</b>	<b>\$ 353,114</b>

**3. Balance Sheet Ending on****12/31/2022**

Cash	\$ 353,114
Accounts Receivables	\$ 281,000
Prepaid Host Admin Fees	\$ 36,663
Prepaid Expenses (ERC Credit)	\$ 21,000
Other Assets	\$ 3,400
<b>Total Assets</b>	<b>\$ 695,176</b>
Accounts Payable	\$ 28,109
Accrued Expenses (FTO accruals)	\$ 14,587
Deferred Liabilities: Dues	\$ 489,833
<b>Tota Liabilities</b>	<b>\$ 532,530</b>
Net Assets	\$ 163,948
Surplus/(Deficit)	\$ (1,301)
<b>Total Liabilities &amp; Net Assets</b>	<b>\$ 695,176</b>

**7) Accounts Receivable as of****12/31/2022****Premier & Associate Members**

Vianova SAS	7/29/2022	\$	10,000	Paid
Cleverciti Systems Corp	11/2/2022	\$	10,000	Paid
Umojo, Inc	11/11/2022	\$	25,000	
Waymo LLC	11/29/2022	\$	55,000	Paid

**Municipal Members**

Chicago Dept of Transportation	10/18/2022	\$	40,000	
City of Boston	10/18/2022	\$	15,000	
City of Philadelphia MDOTIS	10/18/2022	\$	10,000	
City of San Jose DOT	10/18/2022	\$	25,000	Pending
Washington DC	10/18/2022	\$	15,000	
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	Pending
City of Santa Monica	11/12/2022	\$	3,000	
San Diego Association	12/1/2022	\$	3,000	

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**Accts Rec Trial Balance** **\$ 281,000**

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**8) Accounts Payable as of****12/31/2022**

Andrew Glass Hastings	11/30/2022	\$	58.00
CityFi	12/31/2022	\$	4,950.00
OODF (additional FaaS fees)	12/31/2022	\$	22,520.00
Enterprise Bank Visa	12/31/2022	\$	488.75

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**Accts Pay Trial Balance** **\$ 28,016.75**

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