Open Mobility Foundation

Operations Report

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



cc: Cathie Mayo

Feb 9, 2023

Financial Performance as of



DRAFT (Revised)

Fy2022

ancial Performance as of December 2022				Fy2022												
Statement of Activities		Month								Year to Da	te	,		Fy2	022 Annual	
Statement of Activities		Actuals	F	Revised A		Variance	%		Actuals		Revised A		Variance	%	1	Budget A
REVENUES:																
Member Fees																
Voluntary Dues: New Support	\$	(125,000)	\$	4,000	\$	(129,000)		\$	90,000	\$	21,500	\$	68,500	419%	\$	21,500
Voluntary Dues: Renewing Support	\$	(12,500)	\$	1,000	\$	(13,500)		\$	85,500	\$	32,000	\$	53,500	267%	\$	32,000
Membership Fee : Premier (New)	\$	-	\$	-	\$	-		\$	50,000	\$	75,000	\$	(25,000)	67%	\$	75,000
Membership Fee: Associate (New)	\$	-	\$	-	\$	-		\$	92,500	\$	80,000	\$	12,500	116%	\$	80,000
Membership Fee : Premier (Renew)	\$	-	\$	-	\$	-		\$	175,000	\$	200,000	\$	(25,000)	88%	\$	200,000
Membership Fee: Associate (Renew)	\$	-	\$	-	\$	-		\$	150,000	\$	202,500	\$	(52,500)	74%	\$	202,500
Total Membership Revenues:	\$	(137,500)	\$	5,000	\$	(142,500)		\$	643,000	\$	611,000	\$	32,000	105%	\$	611,000
Adjustment for Deferred Revenues	\$	167,500	\$	45,917	\$	121,583		\$	(228,917)	\$	(97,834)	\$	(131,083)		\$	(97,834)
Total Recognized Membership Income	\$	30,000	\$	50,917	\$	(20,917)	59%	\$	414,083	\$	513,166	\$	(99,083)	81%	\$	513,166
Other Revenues																
Contributions/ Other Funding	\$	-	\$	-	\$	-	0%	\$	10,000	\$	_	\$	10,000	100%	\$	-
Grants	\$	-	\$	-	\$	-	0%	\$	235,440	\$	150,000	\$	85,440	157%	\$	150,000
Grants & Contributions	\$		\$		\$	-	0%	\$	245,440	\$	150,000	\$	95,440	164%	\$	150,000
TOTAL INCOME	\$	30,000	\$	50,917	\$	(20,917)	59%	\$	659,523	\$	663,166	\$	(3,643)	99%	\$	663,166
EXPENSES:																
Compensation: Management & Operations	\$	51,551	\$	47,117	\$	4,434	109%	\$	493,000	\$	542,180	\$	(49,181)	91%	\$	542,180
Consulting & Related Expenses	\$	8,513	\$	-	\$	8,513	100%	\$	77,733	\$	52,500	\$	25,233	148%	\$	52,500
Marketing Expenses	\$	-	\$	-	\$	-	0%	\$	4,287	\$	9,500	\$	(5,213)	45%	\$	9,500
Conferences, Events & Travel Expenses	\$	1,911	\$	2,000	\$	(89)	96%	\$	49,797	\$	34,500	\$	15,297	144%	\$	34,500
Other Operating Expenses	\$	489	\$	236	\$	253	207%	\$	5,870	\$	3,897	\$	1,973	151%	\$	3,897
Other Admin Expenses	\$	150	\$	-	\$	150	100%	\$	1,214	\$	-	\$	1,214	100%	\$	-
OODF Host Admin Fee	\$	3,827	\$	4,167	\$	(339)	92%	\$	52,501	\$	50,000	\$	2,501	105%	\$	50,000
TOTAL EXPENSES	\$	66,440	\$	53,520	\$	12,920	124%	\$	684,400	\$	692,578	\$	(8,177)	99%	\$	692,578
Increase/(Decrease) in Net Assets	\$	(36,440)	\$	(2,603)	\$	(33,837)		\$	(24,877)	\$	(29,411)	\$	4,534	85%	\$	(29,411)

December 2022

Notes for December's Revised Operations Report:

Voluntary Public Dues have been adjusted based on confirmations of payments received and pending as of 12/31/2022.

Revenues of -\$137,500 were reversed for (6) Public Members who are unable to confirm their ability to pay these dues.

There are (4) Municipal members with outstanding payments of \$68,000 as of 12/31/2022. We have confirmation that \$65,000 is currently in the payment process.

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.

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 87%.

2. OMF Cash Flow	12	12/31/2022			
Operating Activities					
Net Income	\$	(36,440)			
Inc/(Dec) in A/R Revenues	\$	215,000			
Inc/(Dec) in OODF Admin Fee Accrual	\$	23,427			
Inc/(Dec) in Prepaids	\$	-			
Inc/(Dec) in A/P	\$	(91,621)			
Inc/(Dec) in Accrued expenses	\$	5,176			
Inc/(Dec) Def Liabilities	\$	(167,500)			
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			
Cash at End of Period	\$	353,114			

3. Balance Sheet Ending on	12,	/31/2022
Cash	\$	353,114
Accounts Receivables	\$	168,000
Prepaid Host Admin Fees	\$	23,413
Prepaid Expenses (ERC Credit)	\$	21,000
Other Assets	\$	3,400
Total Assets	\$	568,926
Accounts Payable	\$	14,589
Accrued Expenses (FTO accruals)	\$	10,433
Deferred Liabilities: Dues	\$	404,833
Tota Liabilities	\$	429,856
Net Assets	\$	163,948
Surplus/(Deficit)	\$	(24,877)
Total Liabilities & Net Assets	\$	568,926

4) Cash Balances

Cash on Hand	Actual	l	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	\$ 390,071	\$	504,837
12/31/2022	\$ 353,114	\$	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	1.4
Sep	4.5	2.3
Oct	5.30	3.5
Nov	7.29	6.5
Dec	6.60	8.3

6) Cash vs Deferred Liability

Cash

Def Liab

Cash vs Deferred Liability for the month	\$ 353,114	\$ 404,833	
			-
Cash vs Deferred Liability	Actual	Forecast	Min
Jan	153%	153%	100%
Feb	169%	169%	100%
Mar	206%	206%	100%
Apr	42%	209%	100%
May	206%	279%	100%
Jun	68%	63%	100%
Jul	77%	61%	100%
Aug	61%	61%	100%
Sep	159%	108%	100%
Oct	62%	65%	100%
Nov	68%	110%	100%
Dec	87%	113%	100%

7) Accounts Receivable as of			
<u>Premier & Associate Members</u>			
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
<u>Municipal Members</u>			
City of Philadephia MDOTIS	10/18/2022	\$ 10,000	Paid
City of San Jose DOT	10/18/2022	\$ 25,000	In process
San Francisco Mun Transport Agency	10/18/2022	\$ 30,000	In process
San Diego Association	12/1/2022	\$ 3,000	
Accts Rec Trial Balance		\$ 168,000	

8) Accounts Payable as of			/31/2022
Andrew Glass Hastings	11/30/2022	\$	58.00
CityFi	12/31/2022	\$	4,950.00
OODF (additional FaaS fees)	12/31/2022	\$	5,080.00
OASIS (Merchant Fees)	12/31/2022	\$	450.00
Enterprise Bank Visa	12/31/2022	\$	488.75
N2 Communications	2021-2022	\$	3,562.50
Accts Pay Trial Balance		\$	14,589.25

Reversed or Revised Voluntary Dues		
Chicago Dept of Transportation	10/18/2022	\$ (40,000)
City of Boston	10/18/2022	\$ (15,000)
City of Minneapolis	10/18/2022	\$ (10,000)
City of Philadephia MDOTIS	10/18/2022	\$ (30,000)
City of Santa Monica	11/12/2022	\$ (3,000)
Louisville Jefferson County	10/18/2022	\$ (15,000)
Miami-Dade County DOT & PW	10/18/2022	\$ (25,000)
Seattle DOT	10/18/2022	\$ (15,000)
Washington DC	10/18/2022	\$ (15,000)
YTD		\$ (168,000)