

Financial Performance as of

December 2022

Fy2022

Statement of Activities	Month				Year to Date				Fy2022 Annual
	Actuals	Revised A	Variance	%	Actuals	Revised A	Variance	%	Budget A
REVENUES:									
Member Fees									
Voluntary Dues: New Support	\$ (190,000)	\$ 4,000	\$ (194,000)		\$ -	\$ 21,500	\$ (21,500)	0%	\$ 21,500
Voluntary Dues: Renewing Support	\$ (15,500)	\$ 1,000	\$ (16,500)		\$ -	\$ 32,000	\$ (32,000)	0%	\$ 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:	\$ (205,500)	\$ 5,000	\$ (210,500)		\$ 467,500	\$ 611,000	\$ (143,500)	77%	\$ 611,000
Adjustment for Deferred Revenues	\$ 293,583	\$ 45,917	\$ 247,667		\$ (102,833)	\$ (97,834)	\$ (5,000)		\$ (97,834)
Total Recognized Membership Income	\$ 88,083	\$ 50,917	\$ 37,167	173%	\$ 364,667	\$ 513,166	\$ (148,500)	71%	\$ 513,166
Other Revenues									
Contributions/ Other Funding	\$ -	\$ -	\$ -	0%	\$ 117,500	\$ -	\$ 117,500	100%	\$ -
Grants	\$ -	\$ -	\$ -	0%	\$ 235,440	\$ 150,000	\$ 85,440	157%	\$ 150,000
Grants & Contributions	\$ -	\$ -	\$ -	0%	\$ 352,940	\$ 150,000	\$ 202,940	235%	\$ 150,000
TOTAL INCOME	\$ 88,083	\$ 50,917	\$ 37,167	173%	\$ 717,607	\$ 663,166	\$ 54,440	108%	\$ 663,166
EXPENSES:									
Compensation: Management & Operations	\$ 41,351	\$ 47,117	\$ (5,766)	88%	\$ 482,800	\$ 542,180	\$ (59,381)	89%	\$ 542,180
Rockefeller Foundation Expenses	\$ 22,716		\$ 22,716	100%	\$ 113,272		\$ 113,272	100%	
Consulting & Related Expenses	\$ 3,563	\$ -	\$ 3,563	100%	\$ 5,133	\$ 52,500	\$ (47,367)	10%	\$ 52,500
Marketing Expenses	\$ -	\$ -	\$ -	0%	\$ 4,287	\$ 9,500	\$ (5,213)	45%	\$ 9,500
Conferences, Events & Travel Expenses	\$ 1,355	\$ 2,000	\$ (645)	68%	\$ 29,789	\$ 34,500	\$ (4,711)	86%	\$ 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	\$ (3,887)	\$ 4,167	\$ (8,054)	-93%	\$ 41,333	\$ 50,000	\$ (8,667)	83%	\$ 50,000
TOTAL EXPENSES	\$ 65,736	\$ 53,520	\$ 12,216	123%	\$ 683,696	\$ 692,578	\$ (8,881)	99%	\$ 692,578
Increase/(Decrease) in Net Assets	\$ 22,347	\$ (2,603)	\$ 24,950		\$ 33,910	\$ (29,411)	\$ 63,321	-115%	\$ (29,411)

Notes for December's Revised Operations Report:

Voluntary Public Dues have been adjusted based on payments received as of 12/31/2022. All unpaid amounts from Voluntary Dues have been reversed.

There are (4) Premier/Associate members with outstanding payments of \$100,000 as of 12/31/2022. All payments have been collected

A grant was received from the Rockefeller Foundation for \$235,440 and expenditures of \$113,272 were expensed in 2022. The balance of grant funding is \$122,168 for 2023 activities.

Cash on hand at the end of the month was \$353,114 a decrease of -\$36,958. The number of Months of Operating Cash has decreased to 6.6 and

Cash vs Deferred Revenue has increased to 127%.

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

Operating Activities	
Net Income	\$ 33,910
Inc/(Dec) in A/R Revenues	\$ 283,000
Inc/(Dec) in OODF Admin Fee Accrual	\$ 19,563
Inc/(Dec) in Prepaids	\$ -
Inc/(Dec) in A/P	\$ (88,461)
Inc/(Dec) in Accrued expenses	\$ 5,176
Inc/(Dec) Def Liabilities	\$ (293,583)
Inc/(Dec) Ppd Memberships	\$ -
Inc (Dec) InterCompany	\$ 3,437
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	\$ 100,000
Prepaid Host Admin Fees	\$ 27,277
Prepaid Expenses (ERC Credit)	\$ 21,000
Other Assets	\$ 3,400
Total Assets	\$ 504,790
Accounts Payable	\$ 17,749
Accrued Expenses (FTO accruals)	\$ 10,433
Deferred Liabilities: Dues	\$ 278,750
Tota Liabilities	\$ 306,933
Net Assets Beginning Balance	\$ 163,948
<u>Fy2022 Change in Net Assests</u>	
Surplus/(Deficit) Operations	\$ (88,258)
Surplus/(Deficit) Restricted Assets	\$ 122,168
Fy2022 Change in Net Assests	\$ 33,910
Net Assets without Donor Restrictions	\$ 75,690
Net Assets With Donor Restrictions	\$ 122,168
Total Net Assets	\$ 197,858
Total Liabilities & Net Assets	\$ 504,790

4) Cash Balances

Cash on Hand	Actual	Forecast
12/31/2022	\$ 353,114	\$ 455,227

5) Operating Cash

# of Months Operating Cash	Actual	Forecast
Dec	6.60	8.3

6) Cash vs Deferred Liability

	Actual	Forecast
Dec	127%	113%

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

Vianova SAS	7/29/2022	\$ 10,000
Cleverciti Systems Corp	11/2/2022	\$ 10,000
Umojo, Inc	11/11/2022	\$ 25,000
Waymo LLC	11/29/2022	\$ 55,000
Accts Rec Trial Balance		\$ 100,000

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	\$ 8,240.00
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		\$ 17,749.25