

Open Mobility Foundation

Operations Report

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

From: Scott McGrath

cc: Cathie Mayo

Date: April 26, 2023

Financial Performance as of

Mar-23



Statement of Activities	Month				Year to Date				FY2023	
	Actuals	Budget	Variance	%	Actuals	Budget	Variance	%	Revised	Annual Budget
REVENUES:										
Member Fees										
Voluntary Member Dues									\$ -	\$ 292,800
Membership Fee : Premier (New)	\$ 10,000	\$ -	\$ 10,000		\$ 20,625	\$ -	\$ 20,625	100%	\$ 75,625	\$ 50,000
Membership Fee: Associate (New)	\$ -	\$ -	\$ -		\$ 115,000	\$ -	\$ 115,000	100%	\$ 150,000	\$ 35,000
Membership Fee : Premier (Renew)	\$ -	\$ -	\$ -		\$ -	\$ 15,750	\$ (15,750)	0%	\$ 418,500	\$ 438,750
Membership Fee: Associate (Renew)	\$ -	\$ -	\$ -		\$ -	\$ -	\$ -	0%	\$ -	\$ -
Total Membership Revenues:	\$ 10,000	\$ -	\$ 10,000		\$ 135,625	\$ 15,750	\$ 119,875	861%	\$ 644,125	\$ 816,550
<i>Adjustment for Deferred Revenues</i>	<i>\$ 39,411</i>	<i>\$ 68,063</i>	<i>\$ (28,652)</i>		<i>\$ 1,026</i>	<i>\$ 188,855</i>	<i>\$ (187,829)</i>		<i>\$ (38,583)</i>	<i>\$ 23,885</i>
Total Recognized Membership Income	\$ 49,411	\$ 68,063	\$ (18,652)	73%	\$ 136,651	\$ 204,605	\$ (67,954)	67%	\$ 605,542	\$ 840,435
Other Revenues										
Contributions/ Municipal Members	\$ 55,000	\$ -	\$ 55,000		\$ 65,000	\$ -	\$ 65,000		\$ 182,721	
Contributions/ Other Funding	\$ -	\$ -	\$ -	0%	\$ -	\$ -	\$ -	0%	\$ 25,000	\$ 75,000
Grants	\$ -	\$ -	\$ -	0%	\$ -	\$ -	\$ -	0%	\$ -	\$ -
Grants & Contributions	\$ 55,000	\$ -	\$ 55,000	100%	\$ 65,000	\$ -	\$ 65,000	100%	\$ 207,721	\$ 75,000
TOTAL INCOME	\$ 104,411	\$ 68,063	\$ 36,348	153%	\$ 201,651	\$ 204,605	\$ (2,954)	99%	\$ 813,263	\$ 915,435
EXPENSES:										
Compensation: Management & Operations	\$ 51,204	\$ 51,558	\$ (354)	99%	\$ 154,152	\$ 155,982	\$ (1,830)	99%	\$ 613,013	\$ 614,837
Consulting & Related Expenses	\$ 36,729	\$ 4,483	\$ 32,245	819%	\$ 55,031	\$ 51,050	\$ 3,981	108%	\$ 126,084	\$ 81,800
Marketing Expenses	\$ -	\$ 2,083	\$ (2,083)	0%	\$ 3,971	\$ 10,050	\$ (6,079)	40%	\$ 22,721	\$ 28,800
Conferences, Events & Travel Expenses	\$ 15,141	\$ 3,333	\$ 11,808	454%	\$ 18,532	\$ 20,000	\$ (1,468)	93%	\$ 68,532	\$ 70,000
Other Operating Expenses	\$ 508	\$ 488	\$ 20	104%	\$ 1,601	\$ 1,464	\$ 137	109%	\$ 7,064	\$ 6,925
Other Admin Expenses	\$ 32	\$ 10	\$ 22	319%	\$ 87	\$ 46	\$ 41	189%	\$ 978	\$ 938
OODF Host Admin Fee	\$ 623	\$ 7,298	\$ (6,675)	9%	\$ 11,792	\$ 21,894	\$ (10,102)	54%	\$ 68,468	\$ 85,942
TOTAL EXPENSES	\$ 104,237	\$ 69,254	\$ 34,983	151%	\$ 245,166	\$ 260,486	\$ (15,320)	94%	\$ 906,860	\$ 889,242
Increase/(Decrease) in Net Assets	\$ 175	\$ (1,191)	\$ 1,365		\$ (43,515)	\$ (55,881)	\$ 12,366	78%	\$ (93,597)	\$ 26,193

Notes for March's Operations Report:

In March, GridMatrix upgraded from an Associate member to a Premier Member (prorated at \$10,000). Voluntary Contributions were received from City of San Jose and City of San Francisco.

Accounts Receivable at the end of March was \$125,625 (see attached listing)

Expenses for March were over budget based on the contracting work funded by the Rockefeller Grant has been extended until the end of May.

Cash on hand at the end of the month was \$328,669 an increase of \$5788. Of this balance, \$39,875 is designated to Rockefeller Grant Activities.

The number of Months of Operating Cash has decreased to 4.5 months and Cash vs Deferred Revenue has increased to 118%.

2. OMF Cash Flow**3/31/2023**

Operating Activities	
Net Income	\$ 175
Inc/(Dec) in A/R Revenues	\$ -
Inc/(Dec) in OODF Admin Fee Accrual	\$ (4,577)
Inc/(Dec) in Prepaids	\$ -
Inc/(Dec) in A/P	\$ 51,078
Inc/(Dec) in Accrued expenses	\$ -
Inc/(Dec) Def Liabilities	\$ (39,411)
Inc/(Dec) Ppd Memberships	\$ -
Inc (Dec) InterCompany	\$ (0)
Net Change in Cash for Period	\$ 7,264
Net Change in Cash for Period	\$ 7,264
Cash at Beginning of Period	\$ 322,881
Cash at End of Period	\$ 330,145

3. Balance Sheet Ending on**3/31/2023**

Cash	\$ 328,669
Accounts Receivables	\$ 125,625
Prepaid Host Admin Fees	\$ 31,535
Prepaid Expenses (ERC Credit)	\$ 21,000
Other Assets	\$ 4,876
Total Assets	\$ 511,704
Accounts Payable	\$ 69,204
Accrued Expenses (FTO accruals)	\$ 10,433
Deferred Liabilities: Dues	\$ 277,724
Total Liabilities	\$ 357,362
Net Assets	\$ 197,858
Surplus/(Deficit)	\$ (43,515)
Total Liabilities & Net Assets	\$ 511,704

4) Cash Balances

Cash on Hand	Actual
1/31/2022	\$ 375,171
2/28/2023	\$ 322,881
3/31/2023	\$ 328,669

5) Operating Cash

# of Months Operating Cash	Actual
Jan	4.3
Feb	5.2
Mar	4.5

6) Cash vs Deferred Liability**Cash****Def Liab**

Cash vs Deferred Liability for the month	\$ 328,669	\$ 277,724
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Cash vs Deferred Liability	Actual	
Jan	150%	
Feb	102%	
March	118%	

7) Accounts Receivable as of**3/31/2023****Premier & Associate Members**

Google	2/1/2023	\$	105,000
Passport Labs, Inc	1/10/2023	\$	10,625
GridMatrix	2/26/2023	\$	10,000
Accts Rec Trial Balance		\$	125,625

8) Accounts Payable as of**3/31/2023**

ANDREW Andrew Glass Hastings			7,517.41
ANGELA Angela Giacchetti			1,591.36
CITYFI Cityfi, LLC			48,274.00
DANIELL Danielle Elkins			380.93
MICHAEL Michael Schnuerle			1,390.69
OODF (additional FaaS fees)			10,050.00
Accts Pay Trial Balance		\$	69,204.39