

Open Mobility Foundation

Operations Report

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

From: Scott McGrath

cc: Cathie Mayo

Date: May 30, 2023

Financial Performance as of

April



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)	\$ 25,000	\$ -	\$ 25,000		\$ 45,625	\$ -	\$ 45,625	100%	\$ 95,625	\$ 50,000
Membership Fee: Associate (New)	\$ -	\$ -	\$ -		\$ 115,000	\$ -	\$ 115,000	100%	\$ 150,000	\$ 35,000
Membership Fee : Premier (Renew)	\$ 35,000	\$ 45,000	\$ (10,000)		\$ 35,000	\$ 60,750	\$ (25,750)	58%	\$ 422,000	\$ 438,750
Membership Fee: Associate (Renew)	\$ -	\$ -	\$ -		\$ -	\$ -	\$ -	0%	\$ -	\$ -
Total Membership Revenues:	\$ 60,000	\$ 45,000	\$ 15,000		\$ 195,625	\$ 60,750	\$ 134,875	322%	\$ 667,625	\$ 816,550
<i>Adjustment for Deferred Revenues</i>	<i>\$ (9,755)</i>	<i>\$ 22,646</i>	<i>\$ (32,401)</i>		<i>\$ (8,729)</i>	<i>\$ 211,501</i>	<i>\$ (220,230)</i>		<i>\$ (38,583)</i>	<i>\$ 23,885</i>
Total Recognized Membership Income	\$ 50,245	\$ 67,646	\$ (17,401)	74%	\$ 186,896	\$ 272,251	\$ (85,355)	69%	\$ 629,042	\$ 840,435
Other Revenues										
Contributions/ Municipal Members	\$ 17,721	\$ -	\$ 17,721		\$ 82,721	\$ -	\$ 82,721		\$ 182,721	
Contributions/ Other Funding	\$ -	\$ -	\$ -	0%	\$ -	\$ -	\$ -	0%	\$ 25,000	\$ 75,000
Grants	\$ -	\$ -	\$ -	0%	\$ -	\$ -	\$ -	0%	\$ -	\$ -
Grants & Contributions	\$ 17,721	\$ -	\$ 17,721	100%	\$ 82,721	\$ -	\$ 82,721	100%	\$ 207,721	\$ 75,000
TOTAL INCOME	\$ 67,966	\$ 67,646	\$ 320	100%	\$ 269,617	\$ 272,251	\$ (2,634)	99%	\$ 836,763	\$ 915,435
EXPENSES:										
Compensation: Management & Operations	\$ 44,171	\$ 51,558	\$ (7,386)	86%	\$ 198,324	\$ 207,540	\$ (9,216)	96%	\$ 613,013	\$ 614,837
Consulting & Related Expenses	\$ 27,404	\$ 4,483	\$ 22,920	611%	\$ 82,435	\$ 55,533	\$ 26,902	148%	\$ 126,084	\$ 81,800
Marketing Expenses	\$ -	\$ 2,083	\$ (2,083)	0%	\$ 3,971	\$ 12,133	\$ (8,163)	33%	\$ 20,637	\$ 28,800
Conferences, Events & Travel Expenses	\$ 8,710	\$ 3,333	\$ 5,377	261%	\$ 27,242	\$ 23,333	\$ 3,909	117%	\$ 68,532	\$ 70,000
Other Operating Expenses	\$ 508	\$ 535	\$ (27)	95%	\$ 2,109	\$ 1,999	\$ 110	105%	\$ 7,064	\$ 6,925
Other Admin Expenses	\$ 60	\$ 55	\$ 5	110%	\$ 147	\$ 101	\$ 46	146%	\$ 978	\$ 938
OODF Host Admin Fee	\$ 11,958	\$ 7,598	\$ 4,360	157%	\$ 23,750	\$ 29,492	\$ (5,742)	81%	\$ 68,468	\$ 85,942
TOTAL EXPENSES	\$ 92,811	\$ 69,646	\$ 23,165	133%	\$ 337,977	\$ 330,132	\$ 7,845	102%	\$ 904,776	\$ 889,242
Increase/(Decrease) in Net Assets	\$ (24,845)	\$ (2,000)	\$ (22,846)		\$ (68,360)	\$ (57,881)	\$ (10,479)	118%	\$ (68,013)	\$ 26,193

Notes for April's Operations Report:

In April, It's Electric Inc joined OMF as a Premier member. Voluntary Contributions were received from City of Boston (\$15k) and City of Oslo (\$2,721)

Populus renewed its Premier membership and Ride Report downgraded from a Premier member to an Associate member.

Accounts Receivable at the end of April was \$60,625 (see attached listing)

Expenses for April 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 \$409,513 an increase of \$80,845. Of this balance, \$16,949 is designated to Rockefeller Grant Activities.

The number of Months of Operating Cash has increased to 5.6 months and Cash vs Deferred Revenue has improved to 142%.

2. OMF Cash Flow

4/30/2023

Operating Activities	
Net Income	\$ (24,845)
Inc/(Dec) in A/R Revenues	\$ 65,000
Inc/(Dec) in OODF Admin Fee Accrual	\$ (1,060)
Inc/(Dec) in Prepaids	\$ -
Inc/(Dec) in Fixed Assets	\$ (195)
Inc/(Dec) in A/P	\$ 32,190
Inc/(Dec) in Accrued expenses	\$ -
Inc/(Dec) Def Liabilities	\$ 9,755
Inc/(Dec) Ppd Memberships	\$ -
Inc (Dec) InterCompany	\$ 0
Net Change in Cash for Period	\$ 80,845
Net Change in Cash for Period	\$ 80,845
Cash at Beginning of Period	\$ 328,669
Cash at End of Period	\$ 409,513

3. Balance Sheet Ending on

4/30/2023

Cash	\$ 409,513
Accounts Receivables	\$ 60,625
Prepaid Host Admin Fees	\$ 32,595
Prepaid Expenses (ERC Credit)	\$ 21,000
Other Assets	\$ 5,071
Total Assets	\$ 528,804
Accounts Payable	\$ 101,394
Accrued Expenses (FTO accruals)	\$ 10,433
Deferred Liabilities: Dues	\$ 287,479
Total Liabilities	\$ 399,307
Net Assets	\$ 197,858
Surplus/(Deficit)	\$ (68,360)
Total Liabilities & Net Assets	\$ 528,804

4) Cash Balances

Cash on Hand	Actual
1/31/2022	\$ 375,171
2/28/2022	\$ 322,881
3/31/2022	\$ 328,669
4/30/2022	\$ 409,513

5) Operating Cash

# of Months Operating Cash	Actual
Jan	4.3
Feb	5.2
Mar	4.5
Apr	5.6

6) Cash vs Deferred Liability

Cash

Def Liab

Cash vs Deferred Liability for the month	\$ 409,513	\$ 287,479
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Cash vs Deferred Liability	Actual	
Jan	150%	
Feb	102%	
Mar	118%	
Apr	142%	

7) Accounts Receivable as of**4/30/2023****Premier & Associate Members**

It's Electric Inc	4/4/2023	\$	25,000
Passport Labs, Inc	1/10/2023	\$	10,625
Populus Technologies	4/26/2023	\$	25,000
Accts Rec Trial Balance		\$	60,625

8) Accounts Payable as of**4/30/2023**

ANDREW Andrew Glass Hastings			10,026.71
ANGELA Angela Giacchetti			1,591.36
CITYFI Cityfi, LLC			62,390.25
DANIELL Danielle Elkins			380.93
JACOB Jacob Sherman			912.05
MICHAEL Michael Schnuerle			1,979.69
LIGHTEN Lighten Law			6,535.00
VISA Enterprise Bank VISA			1,310.47
OODF (additional FaaS fees)			16,267.68
Accts Pay Trial Balance		\$	101,394.14

OMF Membership Information	# of Members	Public Members	Premier (Non Public)	Associate (Non Public)
Total Members as of 1/1/2023	57	40	7	10
Public Members/ Voluntary Support	0			
2023 New Premier/Associate Members	3		1	2
2023 Non Renewing Members	-1		1	-2
Total Members by Category	59	40	9	10

Public Sector Members	# of Members	Public Members	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	X		
Cambridge, MA, City of Cambridge, Massachusetts	#6	X		
Chicago, IL , Department of Transportation (CDOT)	#7	X		
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	X		
Louisville, KY Louisville/Jefferson Country Metro Government	#17	X		
Miami, FL, City of Miami	#18	X		
Miami-Dade County, FL, - Department of Trans and Public Works	#19	X		
Miami Parking Authority, FL , Department of Off-Street Parking of the City of Miami, FL	#20	X		
Minneapolis, MN, City of Minneapolis	#21	X		
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	X		
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	X		
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	X		
Portland, OR (Metro), Portland, Oregon	#30	X		
Providence, RI, City of Providence	#31	X		
San Diego Association of Governments (SANDAG)	#32	X		
San Francisco Municipal Transportation Agency (SFMTA)	#33	X		
San Jose, CA, City of	#34	X		
Santa Monica, CA, City of	#35	X		
Seattle, WA, Seattle Department of Transportation (SDOT)	#36	X		
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	X		
Non Public Members		Public Members	Premier (Non Public)	Associate (Non Public)
Automotus	#41			X
Blue Systems USA, Inc.	#42		X	
Cleverciti Systems Corp	#43			X
Drover, Inc	#44			X
Ford AV LLC	#45		X	
Google	#46			X
GridMatrix, Inc	#47		X	
IBI Digital/ CurbiQ	#48			X
Inrix, Inc.	#49			X
It's Electric, Inc.	#50		X	
Knock Software (dba Ride Report)	#51			X
Lacuna Technologies, Inc.	#52		X	
Modii	#53			X
Passport Labs, Inc.	#54		X	
Populus Technologies, Inc.	#55		X	
Umojo, Inc	#56		X	
Vade Group, Inc	#57		X	
Vianova SAS	#58			X
Waymo LLC (late renewal)	#59			X