

Financial Performance as of **November**

Statement of Activities	Month				Year to Date				Fy2023
	Actuals	Budget	Variance	%	Actuals	Budget	Variance	%	Annual Budget
REVENUES:									
Member Fees									
Voluntary Member Dues									\$ 292,800
Membership Fee: Premier/Associate (New)	\$ 17,500	\$ -	\$ 17,500		\$ 258,125	\$ 85,000	\$ 173,125	304%	\$ 85,000
Membership Fee: Premier/Associate (Renew)	\$ 125,000	\$ 58,500	\$ 66,500		\$ 312,500	\$ 326,250	\$ (13,750)	96%	\$ 438,750
Total Membership Revenues:	\$ 142,500	\$ 58,500	\$ 84,000		\$ 570,625	\$ 411,250	\$ 159,375	139%	\$ 816,550
<i>Adjustment for Deferred Revenues</i>	<i>\$ (96,500)</i>	<i>\$ 8,363</i>	<i>\$ (104,863)</i>		<i>\$ (47,458)</i>	<i>\$ 76,739</i>	<i>\$ (124,197)</i>		<i>\$ 23,885</i>
Total Recognized Membership Income	\$ 46,000	\$ 66,863	\$ (20,863)	69%	\$ 523,167	\$ 487,989	\$ 35,178	107%	\$ 840,435
Other Revenues									
Contributions/ Municipal Members	\$ 75,000	\$ 2,400	\$ 72,600	3125%	\$ 212,721	\$ 284,400	\$ (71,679)	75%	
Contributions/ Other Funding	\$ -	\$ -	\$ -	0%	\$ -	\$ 75,000	\$ (75,000)	0%	\$ 75,000
Conferences & Events	\$ 60,000	\$ -	\$ 60,000	100%	\$ 61,210	\$ -	\$ 61,210	100%	\$ -
Grants & Contributions	\$ 135,000	\$ 2,400	\$ 132,600	5625%	\$ 273,931	\$ 359,400	\$ (85,469)	76%	\$ 75,000
TOTAL INCOME	\$ 181,000	\$ 69,263	\$ 111,737	261%	\$ 797,098	\$ 847,389	\$ (50,291)	94%	\$ 915,435
EXPENSES:									
Compensation: Management & Operations	\$ 52,832	\$ 50,163	\$ 2,670	105%	\$ 563,589	\$ 564,674	\$ (1,086)	100%	\$ 614,837
Consulting & Related Expenses	\$ 24,250	\$ 2,083	\$ 22,167	1164%	\$ 147,919	\$ 79,717	\$ 68,203	186%	\$ 81,800
Marketing Expenses	\$ -	\$ 2,083	\$ (2,083)	0%	\$ 4,904	\$ 26,717	\$ (21,813)	18%	\$ 28,800
Conferences, Events & Travel Expenses	\$ 59,427	\$ 13,333	\$ 46,094	446%	\$ 109,031	\$ 66,667	\$ 42,364	164%	\$ 70,000
Other Operating Expenses	\$ 551	\$ 488	\$ 63	113%	\$ 7,505	\$ 6,437	\$ 1,068	117%	\$ 6,925
Other Admin Expenses	\$ 154	\$ 71	\$ 83	217%	\$ 970	\$ 807	\$ 163	120%	\$ 938
OODF Host Admin Fee	\$ 6,031	\$ 6,041	\$ (10)	100%	\$ 70,092	\$ 79,998	\$ (9,906)	88%	\$ 85,942
TOTAL EXPENSES	\$ 143,246	\$ 74,263	\$ 68,983	193%	\$ 904,008	\$ 825,016	\$ 78,992	110%	\$ 889,242
Increase/(Decrease) in Net Assets	\$ 37,754	\$ (5,000)	\$ 42,754		\$ (106,910)	\$ 22,373	\$ (129,283)	-478%	\$ 26,193

37,754.32

-106,910.27

Notes for October's Operations Report:

For the month of November, Waymo, CurbIQ and Clevercity (Associate members) renewed and Eleven-X joined as a new Associate member.

Contributions from municipal member was received from Seattle DOT, City of San Jose and San Francisco SFMTA.

The Accounts Receivable listing is attached.

The OMF team has been working with the Smart Cities to engage the members in a collaboration program. 1st installments from SDOT, SFMTA and SJ are expected by 12/31.

The ERC credit balance for Q2& Q3 2020 is still pending for \$15,000 .

Expenses were over budget for the month. The OMF Summit Conference held in November, however the expenses were not part of the original budget.

Cash on hand at the end of the month was \$244,436 an increase of \$51,250.

The number of Months of Operating Cash is **3.5 months** and Cash vs Deferred Revenue is 75%.

2. OMF Cash Flow**11/30/2023**

Operating Activities	
Net Income	\$ 37,754
Inc/(Dec) in A/R Revenues	\$ (117,500)
Inc/(Dec) in OODF Admin Fee Accrual	\$ 6,031
Inc/(Dec) in Prepays	\$ -
Inc/(Dec) in Fixed Assets	\$ 48
Inc/(Dec) in A/P	\$ 48,416
Inc/(Dec) in Accrued expenses	\$ -
Inc/(Dec) Def Liabilities	\$ 96,500
Inc/(Dec) Ppd Memberships	\$ (50,000)
Inc (Dec) InterCompany	\$ 0
Net Change in Cash for Period	\$ 21,250
Net Change in Cash for Period	\$ 21,250
Cash at Beginning of Period	\$ 193,187
Cash at End of Period	\$ 214,437

3. Balance Sheet Ending on**11/30/2023**

Cash	\$ 244,437
Accounts Receivables	\$ 212,500
Prepaid Host Admin Fees	\$ 30,253
Prepaid Expenses (ERC Credit)	\$ -
Other Assets	\$ 4,737
Total Assets	\$ 492,226
Accounts Payable	\$ 54,637
Accrued Expenses	\$ 10,000
Accrued Expenses (FTO accruals)	\$ 10,433
Deferred Liabilities: Dues	\$ 326,208
Tota Liabilities	\$ 401,279
Net Assets	\$ 197,858
Surplus/(Deficit)	\$ (106,910)
Tota Net Assets:	\$ 90,947
Total Liabilities & Net Assets	\$ 492,226

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
5/31/2022	\$ 300,856
6/30/2023	\$ 208,203
7/31/2023	\$ 147,158
8/31/2023	\$ 105,816
9/30/2023	\$ 188,293
10/31/2023	\$ 193,187
11/30/2023	\$ 244,437

5) Operating Cash

# of Months Operating Cash	Actual
Jan	4.3
Feb	5.2
Mar	4.5
Apr	5.6
May	4.1
Jun	2.9
Jul	2.1
Aug	2.1
Sep	2.1
Oct	2.1
Nov	3.5

6) Cash vs Deferred Liability

Cash

Def Liab

Cash vs Deferred Liability for the month	\$ 244,437	\$ 326,208
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Cash vs Deferred Liability	Actual	
Jan	150%	
Feb	102%	
Mar	118%	
Apr	142%	
May	122%	
Jun	84%	
Jul	59%	
Aug	51%	
Sep	86%	
Oct	69%	
Nov	75%	
Dec		

7) Accounts Receivable as of**11/30/2023****Premier & Associate Members**

It's Electric Inc	4/4/2023	\$	25,000.00
Automotus	10/16/2023	\$	25,000.00
Inrix	10/2/2023	\$	35,000.00
Eleven-X	11/9/2023	\$	17,500.00
Waymo	11/29/2023	\$	105,000.00
LA Metro	11/1/2023	\$	5,000.00
Accts Rec Trial Balance		\$	212,500.00

8) Accounts Payable as of**11/30/2023**

Enterprise Bank VISA		\$	550.76
Aylene McCallum		\$	12,607.02
Mitch Vars		\$	6,585.67
Sylvan Strategies		\$	9,174.85
Andrew Glass Hasting		\$	16,290.32
Michael Schnuerle		\$	3,745.54
Angela Giachetti		\$	3,575.22
Ramses Mardou		\$	1,801.71
Accts Pay Trial Balance		\$	54,331.09

Statement of Activities	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
REVENUES:											
Member Fees											
Voluntary Member Dues											
Membership Fee: Premier/Associate (New)	\$ 10,625	\$ 115,000	\$ 10,000	\$ 25,000	\$ 10,000	\$ 10,000	\$ 50,000	\$ -	\$ 10,000	\$ -	\$ 17,500
Membership Fee: Premier/Associate (Renew)	\$ -	\$ -	\$ -	\$ 35,000	\$ -	\$ 35,000	\$ -	\$ 7,500	\$ 50,000	\$ 60,000	\$ 125,000
Total Membership Revenues:	\$ 10,625	\$ 115,000	\$ 10,000	\$ 60,000	\$ 10,000	\$ 45,000	\$ 50,000	\$ 7,500	\$ 60,000	\$ 60,000	\$ 142,500
Adjustment for Deferred Revenues	\$ 28,203	\$ (66,589)	\$ 39,411	\$ (9,755)	\$ 41,078	\$ (1,422)	\$ (2,255)	\$ 42,120	\$ (10,875)	\$ (10,875)	\$ (96,500)
Total Recognized Membership Income	\$ 38,828	\$ 48,411	\$ 49,411	\$ 50,245	\$ 51,078	\$ 43,578	\$ 47,745	\$ 49,620	\$ 49,125	\$ 49,125	\$ 46,000
Other Revenues											
Contributions/ Municipal Members	\$ -	\$ 10,000	\$ 55,000	\$ 17,721	\$ -	\$ -	\$ 5,000	\$ -	\$ -	\$ 50,000	\$ 75,000
Conferences & Events	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 60,000
Grants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Miscellaneous	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,210	\$ -
Grants & Contributions	\$ -	\$ 10,000	\$ 55,000	\$ 17,721	\$ -	\$ -	\$ 5,000	\$ -	\$ -	\$ 51,210	\$ 135,000
TOTAL INCOME	\$ 38,828	\$ 58,411	\$ 104,411	\$ 67,966	\$ 51,078	\$ 43,578	\$ 52,745	\$ 49,620	\$ 49,125	\$ 100,335	\$ 181,000
EXPENSES:											
Compensation: Management & Operations	\$ 52,442	\$ 50,506	\$ 51,204	\$ 44,171	\$ 57,646	\$ 50,435	\$ 50,807	\$ 50,807	\$ 50,574	\$ 52,164	\$ 52,832
Consulting & Related Expenses	\$ 11,550	\$ 6,753	\$ 36,729	\$ 27,404	\$ 16,500	\$ 119	\$ 19,890	\$ -	\$ -	\$ 4,725	\$ 24,250
Marketing Expenses	\$ 3,971	\$ -	\$ -	\$ -	\$ 933	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Conferences, Events & Travel Expenses	\$ 3,391	\$ -	\$ 15,141	\$ 8,710	\$ 2,506	\$ 1,221	\$ 812	\$ -	\$ 17,466	\$ 357	\$ 59,427
Other Operating Expenses	\$ 585	\$ 508	\$ 508	\$ 508	\$ 859	\$ 515	\$ 523	\$ 1,262	\$ 1,148	\$ 539	\$ 551
Other Admin Expenses	\$ 12	\$ 43	\$ 32	\$ 60	\$ 48	\$ 392	\$ 48	\$ 61	\$ 60	\$ 60	\$ 154
OODF Host Admin Fee	\$ 4,110	\$ 7,060	\$ 623	\$ 11,958	\$ 6,824	\$ 6,824	\$ 6,824	\$ 6,824	\$ 6,718	\$ 6,295	\$ 6,031
TOTAL EXPENSES	\$ 76,060	\$ 64,869	\$ 104,237	\$ 92,811	\$ 85,315	\$ 59,507	\$ 78,904	\$ 58,955	\$ 75,965	\$ 64,140	\$ 143,246
Increase/(Decrease) in Net Assets	\$ (37,232)	\$ (6,458)	\$ 175	\$ (24,845)	\$ (34,237)	\$ (15,928)	\$ (26,159)	\$ (9,335)	\$ (26,840)	\$ 36,196	\$ 37,754

3. Balance Sheet Ending on

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
Cash	\$ 375,171	\$ 322,881	\$ 328,669	\$ 409,513	\$ 300,856	\$ 208,203	\$ 147,158	\$ 105,816	\$ 188,293	\$ 193,187	\$ 244,437
Accounts Receivables	\$ 35,625	\$ 125,625	\$ 125,625	\$ 60,625	\$ 35,000	\$ 45,000	\$ 85,000	\$ 82,500	\$ 2,500	\$ 95,000	\$ 212,500
Prepaid Host Admin Fees	\$ 23,167	\$ 26,957	\$ 31,535	\$ 32,595	\$ 19,770	\$ 62,946	\$ 56,121	\$ 49,297	\$ 42,579	\$ 36,284	\$ 30,253
Prepaid Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 20,000	\$ 20,000	\$ -
Prepaid Expenses (ERC Credit)	\$ 21,000	\$ 21,000	\$ 21,000	\$ 21,000	\$ 21,000	\$ 21,000	\$ 21,000	\$ 21,000	\$ 21,000	\$ -	\$ -
Other Assets	\$ 3,400	\$ 3,400	\$ 4,876	\$ 5,071	\$ 5,023	\$ 4,976	\$ 4,928	\$ 4,880	\$ 4,832	\$ 4,785	\$ 4,737
Intercompany	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 300	\$ 300
Total Assets	\$ 458,363	\$ 499,863	\$ 511,704	\$ 528,804	\$ 381,649	\$ 342,124	\$ 314,207	\$ 263,493	\$ 279,204	\$ 349,556	\$ 492,226
Accounts Payable	\$ 36,757	\$ 18,126	\$ 69,204	\$ 101,394	\$ 29,555	\$ 4,536	\$ 523	\$ 1,264	\$ 32,940	\$ 6,221	\$ 54,637
Accrued Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 10,000
Accrued Expenses (FTO accruals)	\$ 10,433	\$ 10,433	\$ 10,433	\$ 10,433	\$ 10,433	\$ 10,433	\$ 10,433	\$ 10,433	\$ 10,433	\$ 10,433	\$ 10,433
Deferred Liabilities: Dues	\$ 250,547	\$ 317,135	\$ 277,724	\$ 287,479	\$ 246,401	\$ 247,823	\$ 250,078	\$ 207,958	\$ 218,833	\$ 229,708	\$ 326,208
Prepaid Membership Fees	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 50,000	\$ -
Intercompany	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Total Liabilities	\$ 297,737	\$ 345,695	\$ 357,362	\$ 399,307	\$ 286,389	\$ 262,792	\$ 261,034	\$ 219,655	\$ 262,206	\$ 296,363	\$ 401,279
Net Assets	\$ 197,858	\$ 197,858	\$ 197,858	\$ 197,858	\$ 197,858	\$ 197,858	\$ 197,858	\$ 197,858	\$ 197,858	\$ 197,858	\$ 197,858
Surplus/(Deficit)	\$ (37,232)	\$ (43,690)	\$ (43,515)	\$ (68,360)	\$ (102,598)	\$ (118,526)	\$ (144,685)	\$ (154,020)	\$ (180,860)	\$ (144,665)	\$ (106,910)
Total Net Assets:	\$ 160,626	\$ 154,168	\$ 154,343	\$ 129,497	\$ 95,260	\$ 79,331	\$ 53,173	\$ 43,838	\$ 16,997	\$ 53,193	\$ 90,947
Total Liabilities & Net Assets	\$ 458,363	\$ 499,863	\$ 511,704	\$ 528,804	\$ 381,649	\$ 342,124	\$ 314,207	\$ 263,493	\$ 279,204	\$ 349,556	\$ 492,226