

Financial Performance as of **December**

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)	\$ -	\$ -	\$ -		\$ 258,125	\$ 85,000	\$ 173,125	304%	\$ 85,000
Membership Fee: Premier/Associate (Renew)	\$ 15,000	\$ 112,500	\$ (97,500)		\$ 327,500	\$ 438,750	\$ (111,250)	75%	\$ 438,750
Total Membership Revenues:	\$ 15,000	\$ 112,500	\$ (97,500)		\$ 585,625	\$ 523,750	\$ 61,875	112%	\$ 816,550
<i>Adjustment for Deferred Revenues</i>	<i>\$ 27,667</i>	<i>\$ (52,854)</i>	<i>\$ 80,521</i>		<i>\$ (19,792)</i>	<i>\$ 23,885</i>	<i>\$ (43,677)</i>		<i>\$ 23,885</i>
Total Recognized Membership Income	\$ 42,667	\$ 59,646	\$ (16,979)	72%	\$ 565,833	\$ 547,635	\$ 18,198	103%	\$ 840,435
Other Revenues									
Contributions/ Municipal Members	\$ 5,000	\$ 8,400	\$ (3,400)	60%	\$ 217,721	\$ 292,800	\$ (75,079)	74%	
Contributions/ Other Funding	\$ 106,577	\$ -	\$ 106,577	100%	\$ 106,577	\$ 75,000	\$ 31,577	142%	\$ 75,000
Conferences & Events	\$ -	\$ -	\$ -	0%	\$ 61,210	\$ -	\$ 61,210	100%	\$ -
Grants & Contributions	\$ 111,577	\$ 8,400	\$ 103,177	1328%	\$ 385,508	\$ 367,800	\$ 17,708	105%	\$ 75,000
TOTAL INCOME	\$ 154,243	\$ 68,046	\$ 86,197	227%	\$ 951,341	\$ 915,435	\$ 35,906	104%	\$ 915,435
EXPENSES:									
Compensation: Management & Operations	\$ 41,303	\$ 50,163	\$ (8,860)	82%	\$ 604,892	\$ 614,837	\$ (9,945)	98%	\$ 614,837
Consulting & Related Expenses	\$ 22,921	\$ 2,083	\$ 20,838	1100%	\$ 170,841	\$ 81,800	\$ 89,041	209%	\$ 81,800
Marketing Expenses	\$ -	\$ 2,083	\$ (2,083)	0%	\$ 4,904	\$ 28,800	\$ (23,896)	17%	\$ 28,800
Conferences, Events & Travel Expenses	\$ (6,890)	\$ 3,333	\$ (10,223)	-207%	\$ 102,141	\$ 70,000	\$ 32,141	146%	\$ 70,000
Other Operating Expenses	\$ 890	\$ 488	\$ 402	182%	\$ 8,395	\$ 6,925	\$ 1,470	121%	\$ 6,925
Other Admin Expenses	\$ 366	\$ 131	\$ 235	280%	\$ 1,336	\$ 938	\$ 398	142%	\$ 938
OODF Host Admin Fee	\$ 32,778	\$ 5,944	\$ 26,834	551%	\$ 102,870	\$ 85,942	\$ 16,928	120%	\$ 85,942
TOTAL EXPENSES	\$ 91,369	\$ 64,226	\$ 27,144	142%	\$ 995,378	\$ 889,242	\$ 106,136	112%	\$ 889,242
Increase/(Decrease) in Net Assets	\$ 62,874	\$ 3,820	\$ 59,054		\$ (44,037)	\$ 26,193	\$ (70,230)	-168%	\$ 26,193

Notes for December's Operations Report:

For the month of December, CurbIQ upgraded to a Premier Member.

A Contribution was received from City of Minneapolis.

Collaborative Cities submitted their membership agreement: San Francisco Municipal Transportation Agency (PAID), City of San Jose DOT and Seattle DOT.

The Accounts Receivable listing is attached. Automotus was cancelled in December as they are unable to renew at this time.

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

Expenses exceeded the budget. An adjustment to the accrual for expenses of the OMF Summit was recorded in December, still pending final amounts.

An allocation adjustment was made for the deferral of FaaS Fees from a deferral to an annual basis to better align with the budget.

Cash on hand at the end of the month was \$322,901 an increase of \$78,464

The number of Months of Operating Cash has improved to 4.7months and Cash vs Deferred Revenue has also improved to 118%.

2. OMF Cash Flow**12/31/2023**

Operating Activities	
Net Income	\$ 62,874
Inc/(Dec) in A/R Revenues	\$ 87,719
Inc/(Dec) in OODF Admin Fee Accrual	\$ 30,252
Inc/(Dec) in Prepays	\$ (15,000)
Inc/(Dec) in Fixed Assets	\$ 48
Inc/(Dec) in A/P	\$ (37,855)
Inc/(Dec) in Accrued expenses	\$ 3,238
Inc/(Dec) Def Liabilities	\$ (52,667)
Inc/(Dec) Ppd Memberships	\$ -
Inc (Dec) InterCompany	\$ 300
Net Change in Cash for Period	\$ 78,908
Net Change in Cash for Period	\$ 78,908
Cash at Beginning of Period	\$ 244,437
Cash at End of Period	\$ 323,345

3. Balance Sheet Ending on**12/31/2023**

Cash	\$ 322,901
Accounts Receivables	\$ 124,782
Prepaid Host Admin Fees	\$ 0
Prepaid Expenses (ERC Credit)	\$ 15,000
Other Assets	\$ 4,689
Total Assets	\$ 467,371
Accounts Payable	\$ 26,782
Accrued Expenses	\$ -
Accrued Expenses (FTO accruals)	\$ 13,671
Deferred Liabilities: Dues	\$ 273,542
Total Liabilities	\$ 313,995
Net Assets	\$ 197,858
Surplus/(Deficit)	\$ (44,037)
Total Net Assets:	\$ 153,821
Total Liabilities & Net Assets	\$ 467,816

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
12/31/2023	\$ 322,901

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
Dec	4.7

6) Cash vs Deferred Liability

Cash

Def Liab

Cash vs Deferred Liability for the month	\$ 322,901	\$ 273,542
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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	118%	

7) Accounts Receivable as of 12/31/2023**Premier & Associate Members**

It's Electric Inc	4/4/2023	\$ 25,000.00
Eleven-X	11/9/2023	\$ 13,125.00
CurblQ	12/19/2023	\$ 15,000.00
City of San Jose DOT	12/14/2023	\$ 33,323.50
San Francisco MTA	12/8/2024	\$ 33,333.00
LA Metro	11/1/2023	\$ 5,000.00
Accts Rec Trial Balance		\$ 124,781.50

8) Accounts Payable as of 12/31/2023

Enterprise Bank VISA	\$ 890.16
Aylene McCallum	\$ 10,213.10
Mitch Vars	\$ 5,500.00
Sylvan Strategies	\$ 7,652.50
OASIS Open Development Foundation	\$ 2,526.00
Accts Pay Trial Balance	\$ 26,781.76

Statement of Activities	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total 2023
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	\$ -	\$ 258,125
Membership Fee: Premier/Associate (Renew)	\$ -	\$ -	\$ -	\$ 35,000	\$ -	\$ 35,000	\$ -	\$ 7,500	\$ 50,000	\$ 60,000	\$ 125,000	\$ 15,000	\$ 327,500
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	\$ 15,000	\$ 585,625
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)	\$ 27,667	\$ (19,792)
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	\$ 42,667	\$ 565,833
Other Revenues													
Contributions/ Municipal Members	\$ -	\$ 10,000	\$ 55,000	\$ 17,721	\$ -	\$ -	\$ 5,000	\$ -	\$ -	\$ 50,000	\$ 75,000	\$ 5,000	\$ 217,721
Conferences & Events	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 60,000	\$ -	\$ 60,000
Collaborative Cities Funding	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 106,577	\$ 106,577
Miscellaneous	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,210	\$ -	\$ -	\$ 1,210
Grants & Contributions	\$ -	\$ 10,000	\$ 55,000	\$ 17,721	\$ -	\$ -	\$ 5,000	\$ -	\$ -	\$ 51,210	\$ 135,000	\$ 111,577	\$ 385,508
TOTAL INCOME	\$ 38,828	\$ 58,411	\$ 104,411	\$ 67,966	\$ 51,078	\$ 43,578	\$ 52,745	\$ 49,620	\$ 49,125	\$ 100,335	\$ 181,000	\$ 154,243	\$ 951,341
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	\$ 41,303	\$ 604,892
Consulting & Related Expenses	\$ 11,550	\$ 6,753	\$ 36,729	\$ 27,404	\$ 16,500	\$ 119	\$ 19,890	\$ -	\$ -	\$ 4,725	\$ 24,250	\$ 22,921	\$ 170,841
Marketing Expenses	\$ 3,971	\$ -	\$ -	\$ -	\$ 933	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 4,904
Conferences, Events & Travel Expenses	\$ 3,391	\$ -	\$ 15,141	\$ 8,710	\$ 2,506	\$ 1,221	\$ 812	\$ -	\$ 17,466	\$ 357	\$ 59,427	\$ (6,890)	\$ 102,141
Other Operating Expenses	\$ 585	\$ 508	\$ 508	\$ 508	\$ 859	\$ 515	\$ 523	\$ 1,262	\$ 1,148	\$ 539	\$ 551	\$ 890	\$ 8,395
Other Admin Expenses	\$ 12	\$ 43	\$ 32	\$ 60	\$ 48	\$ 392	\$ 48	\$ 61	\$ 60	\$ 60	\$ 154	\$ 366	\$ 1,336
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	\$ 32,778	\$ 102,870
TOTAL EXPENSES	\$ 76,060	\$ 64,869	\$ 104,237	\$ 92,811	\$ 85,315	\$ 59,507	\$ 78,904	\$ 58,955	\$ 75,965	\$ 64,140	\$ 143,246	\$ 91,369	\$ 995,378
Increase/(Decrease) in Net Assets Monthly	\$ (37,232)	\$ (6,458)	\$ 175	\$ (24,845)	\$ (34,237)	\$ (15,928)	\$ (26,159)	\$ (9,335)	\$ (26,840)	\$ 36,196	\$ 37,754	\$ 62,874	
Increase/(Decrease) in Net Assets YTD	\$ (37,232)	\$ (43,690)	\$ (43,515)	\$ (68,360)	\$ (102,598)	\$ (118,526)	\$ (144,685)	\$ (154,020)	\$ (180,860)	\$ (144,665)	\$ (106,910)	\$ (44,037)	\$ (44,037)

3. Balance Sheet Ending on

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Cash	\$ 375,171	\$ 322,881	\$ 328,669	\$ 409,513	\$ 300,856	\$ 208,203	\$ 147,158	\$ 105,816	\$ 188,293	\$ 193,187	\$ 244,437	\$ 322,901
Accounts Receivables	\$ 35,625	\$ 125,625	\$ 125,625	\$ 60,625	\$ 35,000	\$ 45,000	\$ 85,000	\$ 82,500	\$ 2,500	\$ 95,000	\$ 212,500	\$ 124,782
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	\$ 0
Prepaid Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 20,000	\$ 20,000	\$ -	\$ 444
Prepaid Expenses (ERC Credit)	\$ 21,000	\$ 21,000	\$ 21,000	\$ 21,000	\$ 21,000	\$ 21,000	\$ 21,000	\$ 21,000	\$ 21,000	\$ -	\$ -	\$ 15,000
Other Assets	\$ 3,400	\$ 3,400	\$ 4,876	\$ 5,071	\$ 5,023	\$ 4,976	\$ 4,928	\$ 4,880	\$ 4,832	\$ 4,785	\$ 4,737	\$ 4,689
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	\$ 467,816
Accounts Payable	\$ 36,757	\$ 18,126	\$ 69,204	\$ 101,394	\$ 29,555	\$ 4,536	\$ 523	\$ 1,264	\$ 32,940	\$ 6,221	\$ 54,637	\$ 26,782
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	\$ 13,671
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	\$ 273,542
Prepaid Membership Fees	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 50,000	\$ -	\$ -
Intercompany	\$ 0	\$ 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	\$ 313,995
Net Assets	\$ 197,858	\$ 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)	\$ (44,037)
Tota Net Assets:	\$ 160,626	\$ 154,168	\$ 154,343	\$ 129,497	\$ 95,260	\$ 79,331	\$ 53,173	\$ 43,838	\$ 16,997	\$ 53,193	\$ 90,947	\$ 153,821
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	\$ 467,816