

**Oakland Business
Improvement District
(of the City of Pittsburgh)**

Financial Statements and
Required Supplementary and
Supplementary Information

Years Ended December 31, 2019 and 2018
with Independent Auditor's Report

MaherDuessel

Pursuing the profession while promoting the public good©
www.md-cpas.com

OAKLAND BUSINESS IMPROVEMENT DISTRICT (OF THE CITY OF PITTSBURGH)

YEARS ENDED DECEMBER 31, 2019 AND 2018

TABLE OF CONTENTS

Independent Auditor's Report

Management's Discussion and Analysis i

Financial Statements:

Statements of Net Position 1

Statements of Revenues, Expenses, and Changes in Net Position 2

Statements of Cash Flows 3

Notes to Financial Statements 4

Supplementary Information:

Budgetary Comparison Report 11

Independent Auditor's Report

**Board of Directors
Oakland Business
Improvement District**

We have audited the accompanying financial statements of the Oakland Business Improvement District (District), as of and for the years ended December 31, 2019 and 2018, and the related notes to the financial statements, which collectively comprise the District's basic financial statements as listed in the table of contents.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the District as of December 31, 2019 and 2018, and the changes in financial position and cash flows thereof for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Other Matters

Required Supplementary Information

Accounting principles generally accepted in the United States of America require that the management's discussion and analysis on pages i and ii be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board, who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

Other Information

Our audit was conducted for the purpose of forming an opinion on the basic financial statements. The budgetary comparison report is presented for purposes of additional analysis and is not a required part of the basic financial statements.

The budgetary comparison report is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the basic financial statements. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the basic financial statements or to the basic financial statements themselves, and other additional procedures in accordance with auditing standards generally

accepted in the United States of America. In our opinion, the budgetary comparison report is fairly stated, in all material respects, in relation to the basic financial statements as a whole.

Mahe Duessel

Pittsburgh, Pennsylvania
August 6, 2020

Oakland Business Improvement District
(of the City of Pittsburgh)
Management's Discussion and Analysis
Year Ended December 31, 2019

This section of the Oakland Business Improvement District's (District) annual financial report presents management's discussion and analysis of the District's financial performance during the year ended December 31, 2019.

Please read it in conjunction with the District's financial statements which immediately follow the section.

Financial Highlights

Total revenue for 2019 was \$907,050 compared to \$970,729 in 2018, a decrease of \$63,679. The 2019 assessment revenue – \$541,684 – was an increase of 6% from 2018 – which was \$510,637. Non-assessment revenues for 2019 were \$365,366, an increase of 21% from 2018 – which was \$460,092. The additional increase in assessment revenue is primarily attributed to the Business Improvement District (BID) legislation change, effective year 2019, that increased the 2019 fiscal year revenue cap to \$472,808. In addition, in 2019, OBID began using a tax collection service for delinquent assessment collections and was able to collect additional prior year assessments.

Total expenses for 2019 were \$916,416 compared to \$931,831 in 2018, a decrease of \$15,415. The decrease was primarily due to less in-kind expenses in the current year related to Innovation Oakland.

Total assets as of December 31, 2019 were \$645,552 compared to \$696,437 in 2018. The decrease was primarily due to a decrease in the assessment receivable and grants receivable due to ability to collect additional prior year assessments.

Overview of the Financial Statements

The financial section of this annual report consists of three parts: management's discussion and analysis (this section), the basic financial statements including related notes to financial statements, and supplementary information.

The financial statements provide both long-term and short-term information about the District's overall financial status. The financial statements also include notes that explain some of the information in the financial statements and provide more detailed data. The statements are followed by a section of supplementary information that further explains and supports the information in the financial statements.

NET POSITION

Net position decreased from \$457,559 at December 31, 2018 to \$448,193 at December 31, 2019, due to the excess of expenses over revenues for 2019. Net position at December 31, 2019 consists of \$80,090 invested in capital assets, \$0 restricted for the Sustainable Pittsburgh grant, and \$368,103 unrestricted.

OAKLAND BUSINESS IMPROVEMENT DISTRICT (OF THE CITY OF PITTSBURGH)

STATEMENTS OF NET POSITION

DECEMBER 31, 2019 AND 2018

	2019	2018
Assets		
Current assets:		
Cash and cash equivalents	\$ 539,138	\$ 155,836
Certificate of deposit	11,021	10,668
Assessment receivable	1,653	223,121
Grants receivable	13,650	125,554
Total current assets	565,462	515,179
Capital assets:		
Office and plaza equipment	566,012	566,012
Accumulated depreciation	(485,922)	(384,754)
Total capital assets	80,090	181,258
Total Assets	\$ 645,552	\$ 696,437
Liabilities and Net Position		
Liabilities:		
Accounts payable	\$ 24,698	\$ 114,065
Unearned revenue	171,587	123,386
Other withholding	1,074	1,427
Total Liabilities	197,359	238,878
Net Position:		
Net investment in capital assets	80,090	181,258
Restricted	-	19,145
Unrestricted	368,103	257,156
Total Net Position	448,193	457,559
Total Liabilities and Net Position	\$ 645,552	\$ 696,437

See accompanying notes to financial statements.

**OAKLAND BUSINESS IMPROVEMENT DISTRICT
(OF THE CITY OF PITTSBURGH)**

STATEMENTS OF REVENUES, EXPENSES, AND
CHANGES IN NET POSITION

YEARS ENDED DECEMBER 31, 2019 AND 2018

	2019	2018
Operating Revenues:		
Assessment revenue - current	\$ 473,957	\$ 470,881
Assessment revenue - prior year	67,727	39,756
Grant income	46,597	35,843
Grant income - Innovation Oakland	52,500	122,879
Fair share contributions	147,500	147,500
In-kind revenue	84,685	128,697
Penalty income	27,488	21,813
Events income	5,000	1,500
Donation income	1,000	1,250
Total operating revenues	<u>906,454</u>	<u>970,119</u>
Operating Expenses:		
Personnel	172,803	146,911
Operations	153,235	147,529
Public space maintenance	257,293	248,229
Public space improvement	6,868	4,375
Destination marketing	37,655	12,905
Education and outreach	17,032	20,776
Grant expense	52,500	120,062
Strategic planning	32,275	-
In-kind expense	84,685	128,697
Assessment write-offs	902	-
Total operating expenses	<u>815,248</u>	<u>829,484</u>
Operating Income (Loss)	<u>91,206</u>	<u>140,635</u>
Nonoperating Revenues (Expenses):		
Interest income	596	110
Miscellaneous income	-	500
Depreciation expense	(101,168)	(102,347)
Total nonoperating revenues (expenses)	<u>(100,572)</u>	<u>(101,737)</u>
Change in Net Position	<u>(9,366)</u>	<u>38,898</u>
Net Position:		
Beginning of year	<u>457,559</u>	<u>418,661</u>
End of year	<u>\$ 448,193</u>	<u>\$ 457,559</u>

See accompanying notes to financial statements.

**OAKLAND BUSINESS IMPROVEMENT DISTRICT
(OF THE CITY OF PITTSBURGH)**

STATEMENTS OF CASH FLOWS

YEARS ENDED DECEMBER 31, 2019 AND 2018

	2019	2018
Cash Flows From Operating Activities:		
Cash received from assessments	\$ 763,152	\$ 311,862
Cash received from fair share contributions	147,500	147,500
Cash received from events	5,000	1,500
Cash received from NPP contract revenue	-	-
Cash received from donation income	1,000	1,250
Cash received from vendor fees	-	-
Cash received from penalties	27,488	21,813
Cash payments for operating expenses	(820,283)	(665,319)
Net cash provided by (used in) operating activities	123,857	(181,394)
Cash Flows From Noncapital Financing Activities:		
Grants received	259,202	191,470
Other income received	-	500
Net cash provided by (used in) noncapital financing activities	259,202	191,970
Cash Flows From Capital and Related Financing Activities:		
Proceeds from sale of furniture and equipment	-	-
Purchase of capital assets	-	-
Net cash provided by (used in) capital and related financing activities	-	-
Cash Flows From Investing Activities:		
Interest received on investments	243	110
Redemption of certificate of deposit	-	-
Net cash provided by (used in) investing activities	243	110
Increase (Decrease) in Cash and Cash Equivalents	383,302	10,686
Cash and Cash Equivalents:		
Beginning of year	155,836	145,150
End of year	\$ 539,138	\$ 155,836
Reconciliation of Operating Income (Loss) to Net Cash Provided by (Used in) Operating Activities:		
Operating income (loss)	\$ 91,206	\$ 140,635
Cash received from operating grants	(99,097)	(158,722)
Adjustments to reconcile operating income (loss) to net cash provided by (used in) operating activities:		
Change in operating assets:		
Assessment receivable	221,468	(198,775)
Fair Share contributions receivable	-	-
Prepaid expenses	-	-
Change in operating liabilities:		
Accounts payable	(89,367)	34,369
Other withholding	(353)	1,099
Net cash provided by (used in) operating activities	\$ 123,857	\$ (181,394)

See accompanying notes to financial statements.

OAKLAND BUSINESS IMPROVEMENT DISTRICT (OF THE CITY OF PITTSBURGH)

NOTES TO FINANCIAL STATEMENTS

YEARS ENDED DECEMBER 31, 2019 AND 2018

1. Organization

The Oakland Business Improvement District (District) was created by the City of Pittsburgh on March 18, 1999 and will be terminated January 1, 2023. Under the Business Improvement District Act (Act), owners of office and retail buildings, parking facilities, and hotels located within the designated area shall be subject to the special assessment authorized by the Act. The Internal Revenue Service has determined that the District is a part of the City of Pittsburgh and is not required to file federal income or information returns.

The amount of funds the assessment is to raise annually is approximately \$290,000, but shall not exceed 3.8 mills based on the combined land and building values established by the Allegheny County Board of Property Assessment. Beginning in 2018, approximately \$473,000 can be raised annually for 2018 and 2019, \$578,000 in 2020, \$590,000 in 2021 and \$602,000 in 2022. The special assessment revenue shall be used solely for administrative services and improvements permitted by the Act and not for essential services provided by the City of Pittsburgh.

2. Summary of Significant Accounting Policies

The accompanying financial statements of the District conform to accounting principles generally accepted in the United States of America for governmental enterprise funds. The District has determined the optimal presentation of its financial statements is a stand-alone enterprise fund. Enterprise funds are used to account for operations that are financed and operated in a manner similar to private business enterprises, where the intent is that the costs of providing the service to the general public, including depreciation, are financed or recovered primarily through user charges.

The following is a summary of the significant accounting policies of the District.

Basis of Accounting and Measurement Focus

Basis of accounting refers to when revenues and expenses are recognized. The accompanying financial statements are presented on an accrual basis whereby revenues are recognized when earned, irrespective of when they are billed or collected, and expenses are

OAKLAND BUSINESS IMPROVEMENT DISTRICT (OF THE CITY OF PITTSBURGH)

NOTES TO FINANCIAL STATEMENTS

YEARS ENDED DECEMBER 31, 2019 AND 2018

recognized when incurred. The major sources of revenue are assessments, grants, and local contributions.

Statements of Cash Flows

For the purposes of the statements of cash flows, cash and cash equivalents include all highly liquid investments with original maturities of three months or less.

Capital Assets

Capital assets are valued at historical cost. The District maintains a capitalization threshold for items exceeding a cost of \$2,500 with an estimated life greater than one year. The costs of normal maintenance and repairs that do not add to the value of the asset or materially extend asset lives are not capitalized. Depreciation is recorded using the straight-line method based on the estimated useful life of the asset.

Unearned Revenue

Unearned revenue represents grant funds received in advance for which expenses have not yet been incurred.

Operating Income

The District distinguishes operating revenues and expenses from nonoperating items. Operating revenues and expenses generally result from providing services and producing and delivering goods in connection with the District's principal ongoing operations. The principal operating revenues of the District are special assessments charged to certain properties located within the District, operating grants, and fair share contributions received from nonprofit organizations. Operating expenses for the District include the cost of district improvement activities and administrative expenses. Nonoperating revenues and expenses consist of interest income and expense, depreciation expense, and proceeds (loss) on sale of capital assets.

Net Position

Net position is classified as follows:

OAKLAND BUSINESS IMPROVEMENT DISTRICT (OF THE CITY OF PITTSBURGH)

NOTES TO FINANCIAL STATEMENTS

YEARS ENDED DECEMBER 31, 2019 AND 2018

- Net investment in capital assets – This component of net position consists of capital assets, net of accumulated depreciation. The District has no bonds, mortgages, notes, or other borrowings that are attributable to the acquisition, construction, or improvement of their capital assets.
- Restricted – This component of net position consists of constraints placed on net position use. The District had \$0 and \$19,145 of net position at December 31, 2019 and 2018, respectively, restricted for the Sustainable Pittsburgh grant.
- Unrestricted – This component of net position consists of net position that does not meet the definition of “restricted” or “net investment in capital assets.”

Budgets and Budgetary Accounting

The District's annual budget is a management tool that assists users in analyzing financial activity for the year and is not a legally-imposed document.

Use of Estimates in the Preparation of Financial Statements

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Reclassification

Certain prior year amounts were reclassified to conform to the current year presentation.

Pending Pronouncements

GASB has issued statements that will become effective in future years including Statement Nos. 87 (Leases). Management has not yet determined the impact of these statements on the financial statements.

OAKLAND BUSINESS IMPROVEMENT DISTRICT (OF THE CITY OF PITTSBURGH)

NOTES TO FINANCIAL STATEMENTS

YEARS ENDED DECEMBER 31, 2019 AND 2018

3. Cash, Cash Equivalents, and Deposits

Deposits

Custodial Credit Risk – Custodial credit risk is the risk that in the event of a bank failure, the District’s deposits may not be returned to it. The District does not have a formal deposit policy for custodial credit risk; however, as of December 31, 2019 and 2018, \$297,666 and \$167,205 of the bank balances were covered by federal depository insurance, respectively. The amount that exceeded the FDIC limit at December 31, 2019 and 2018 was \$262,148 and \$0, respectively. Deposits in excess of FDIC coverage, are collateralized in accordance with Act 72 of the Pennsylvania state legislature, which requires the institution to pool collateral for all governmental deposits and have the collateral held by an approved custodian in the institution’s name.

The following is a summary of the District’s cash deposits (including certificate of deposits):

	<u>FDIC Insured</u>	<u>Bank Balance</u>	<u>Carrying Value</u>
Deposits:			
December, 31 2019	<u>\$ 262,148</u>	<u>\$ 559,814</u>	<u>\$ 550,159</u>
December 31, 2018	<u>\$ 167,205</u>	<u>\$ 167,205</u>	<u>\$ 166,504</u>

4. Sources of Revenues

The primary sources of revenues are assessment revenue, contributions, and grant income. The assessments in 2019 and 2018 are 2.9 and 3.0 mills, respectively, of the combined assessed taxable land and building values of the properties within the specified area. Any assessments not paid within a year are written off and a lien is placed upon the property as soon as legally possible. Any money later collected is recognized in the period in which it is received.

As of December 31, 2019 and 2018, there were no fair share contributions receivable (due from tax-exempt entities).

Grant income is received from various sources, including governmental organizations, private foundations, and corporations. Unearned revenue was related to grants awarded

OAKLAND BUSINESS IMPROVEMENT DISTRICT (OF THE CITY OF PITTSBURGH)

NOTES TO FINANCIAL STATEMENTS

YEARS ENDED DECEMBER 31, 2019 AND 2018

but not yet spent for an eligible purpose. Unearned revenue is specifically related to Wayfinding and Innovation Oakland. No allowance for doubtful accounts has been established for assessment rev or grant income as it is expected to be fully collectible.

5. Capital Assets

A summary of changes in capital assets is as follows:

	Balance at January 1, 2019	Additions	Deletions	Balance at December 31, 2019
<u>Capital assets, being depreciated:</u>				
Office and plaza equipment	\$ 566,012	\$ -	\$ -	\$ 566,012
Accumulated depreciation	(384,754)	(101,168)	-	(485,922)
Net being depreciated	181,258	(101,168)	-	80,090
Total capital assets, net	<u>\$ 181,258</u>	<u>\$ (101,168)</u>	<u>\$ -</u>	<u>\$ 80,090</u>

	Balance at January 1, 2018	Additions	Deletions	Balance at December 31, 2018
<u>Capital assets, being depreciated:</u>				
Office and plaza equipment	\$ 566,012	\$ -	\$ -	\$ 566,012
Accumulated depreciation	(282,407)	(102,347)	-	(384,754)
Net being depreciated	283,605	(102,347)	-	181,258
Total capital assets, net	<u>\$ 283,605</u>	<u>\$ (102,347)</u>	<u>\$ -</u>	<u>\$ 181,258</u>

6. Lease Commitments

The District rents office space from a community non-profit organization. A three-year lease was signed beginning July 1, 2018 that expires June 30, 2021. The agreement is cancellable at any time with a six-month notice. Monthly rent under the lease was \$1,111.

OAKLAND BUSINESS IMPROVEMENT DISTRICT (OF THE CITY OF PITTSBURGH)

NOTES TO FINANCIAL STATEMENTS

YEARS ENDED DECEMBER 31, 2019 AND 2018

Rent expense for the years ended December 31, 2019 and 2018 was \$13,328 and \$13,192, respectively.

Future rental payments under the agreement are as follows:

2020	\$	13,464
2021		<u>6,800</u>
	\$	<u>20,264</u>

7. Retirement Plan

The District maintains a 403(b) retirement plan (Plan) covering substantially all of its employees. Each year, the District contributes to the Plan an amount equal to 6% of employee compensation. Employees qualify for the District's contribution after one year of service. Employees become vested after three years of service. As of December 31, 2019 and 2018, one employee had been vested in the Plan. Retirement contribution expense was \$8,271 and \$2,487 for the years ended December 31, 2019 and 2018, respectively.

8. Commitments and Contingencies

The District is exposed to various risks of loss related to torts, theft of, damage to, and destruction of assets; errors and omissions; injuries to employees; and natural disasters. These risks are covered by commercial insurance purchased from independent third parties.

There has been no reduction in insurance coverage from the previous year, nor have amounts of settlements exceeded coverage levels in the past three years.

There were no additional commitments or contingencies for which the District was liable as of December 31, 2019 and 2018.

9. Subsequent Event

In early 2020, an outbreak of a novel strain of coronavirus was identified and infections have been found in a number of countries around the world, including the United States.

**OAKLAND BUSINESS IMPROVEMENT DISTRICT
(OF THE CITY OF PITTSBURGH)**

NOTES TO FINANCIAL STATEMENTS

YEARS ENDED DECEMBER 31, 2019 AND 2018

The coronavirus and its associated impacts on supply chains, travel, employee productivity, and other economic activities has had, and may continue to have, a material effect on financial markets and economic activity. The extent of the impact of the coronavirus on the District's operational and financial performance is currently uncertain and cannot be predicted.

SUPPLEMENTARY INFORMATION

**OAKLAND BUSINESS IMPROVEMENT DISTRICT
(OF THE CITY OF PITTSBURGH)**

BUDGETARY COMPARISON REPORT

YEAR ENDED DECEMBER 31, 2019

	Actual	Original Budget	Final Budget	Variance with Final Budget Positive (Negative)
Revenues:				
Assessment income - current	\$ 473,957	\$ 471,894	\$ 471,894	\$ 2,063
Assessment income - prior years	67,727	-	-	67,727
Grant income and in-kind revenue	183,782	96,500	96,500	87,282
Fair share contributions	147,500	147,500	147,500	-
Interest income	596	-	-	596
Penalty income	27,488	100	100	27,388
Events income	5,000	70,000	70,000	(65,000)
Donation income	1,000	87,000	87,000	(86,000)
Total revenues	907,050	872,994	872,994	34,056
Expenses:				
Personnel:				
Salaries	140,586	131,690	131,690	(8,896)
FICA-ER	10,755	10,200	10,200	(555)
SUI-ER	509	800	800	291
Health coverage	11,362	11,915	11,915	553
Benefits - mutual	9,591	7,474	7,474	(2,117)
Total personnel	172,803	162,079	162,079	(10,724)

(Continued)

**OAKLAND BUSINESS IMPROVEMENT DISTRICT
(OF THE CITY OF PITTSBURGH)**

BUDGETARY COMPARISON REPORT

YEAR ENDED DECEMBER 31, 2019

(Continued)

	Actual	Original Budget	Final Budget	Variance with Final Budget Positive (Negative)
Operations:				
Rent expense	13,328	13,530	13,530	202
Telephone	4,465	4,560	4,560	95
Postage	296	200	200	(96)
Printing	438	200	200	(238)
Professional services	61,794	103,750	103,750	41,956
Filing fees/admin. expense	1,286	1,100	1,100	(186)
Office supplies	765	995	995	230
Computer equipment and software	8,419	1,500	1,500	(6,919)
Internet	2,678	3,250	3,250	572
Small equipment	-	1,000	1,000	1,000
Travel/parking	708	586	586	(122)
Staff/board development	1,920	10,000	10,000	8,080
Dues/subscriptions	1,605	1,000	1,000	(605)
Insurance expense	13,666	7,730	7,730	(5,936)
Computer consulting	2,430	1,980	1,980	(450)
Advertising/marketing	2,905	2,800	2,800	(105)
Meeting expense	687	150	150	(537)
Board meeting/annual	8,753	5,000	5,000	(3,753)
Miscellaneous expense	48,851	47,900	47,900	(951)
Payroll service	1,577	1,500	1,500	(77)
General office expense	1,296	1,300	1,300	4
Financial management/audit expense	27,868	25,925	25,925	(1,943)
Annual report	-	1,000	1,000	1,000
In-kind service expense	84,685	82,000	82,000	(2,685)
	<u>290,420</u>	<u>318,956</u>	<u>318,956</u>	<u>28,536</u>
Total operations				

(Continued)

**OAKLAND BUSINESS IMPROVEMENT DISTRICT
(OF THE CITY OF PITTSBURGH)**

BUDGETARY COMPARISON REPORT

YEAR ENDED DECEMBER 31, 2019
(Continued)

	Actual	Original Budget	Final Budget	Variance with Final Budget Positive (Negative)
Public space maintenance:				
Cleaning contract	254,803	254,803	254,803	-
Cleaning equipment expense	2,490	1,500	1,500	(990)
Total public space maintenance	257,293	256,303	256,303	(990)
Public space improvement:				
Sidewalk Seating	2,500	20,000	20,000	17,500
Flower baskets	4,368	15,000	15,000	10,632
Total public space improvement	6,868	35,000	35,000	28,132
Destination marketing:				
Marketing material printing	5,543	-	-	(5,543)
Events	20,961	53,500	53,500	32,539
Advertising	11,151	2,500	2,500	(8,651)
Total destination marketing	37,655	56,000	56,000	18,345

(Continued)

**OAKLAND BUSINESS IMPROVEMENT DISTRICT
(OF THE CITY OF PITTSBURGH)**

BUDGETARY COMPARISON REPORT

YEAR ENDED DECEMBER 31, 2019
(Continued)

	Actual	Original Budget	Final Budget	Variance with Final Budget Positive (Negative)
Education and outreach:				
Newsletter	579	1,500	1,500	921
OBID website	1,450	1,000	1,000	(450)
Events	14,671	1,000	1,000	(13,671)
Printing	112	656	656	544
Postage	220	500	500	280
Total education and outreach	<u>17,032</u>	<u>4,656</u>	<u>4,656</u>	<u>(12,376)</u>
Strategic planning:				
Planning	23,943	35,000	35,000	11,057
Outreach	8,332	5,000	5,000	(3,332)
Total strategic planning	<u>32,275</u>	<u>40,000</u>	<u>40,000</u>	<u>7,725</u>
Depreciation expense	<u>101,168</u>	<u>-</u>	<u>-</u>	<u>(101,168)</u>
Assessment write-off	<u>902</u>	<u>-</u>	<u>-</u>	<u>(902)</u>
Total expenses	<u>916,416</u>	<u>872,994</u>	<u>872,994</u>	<u>(43,422)</u>
Gain on Sale of Capital Asset	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>
Excess (Deficiency) of Revenues Over Expenses	<u>\$ (9,366)</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ (9,366)</u>

(Concluded)