



ecgra grants work here

E·C·G·R·A
ERIE COUNTY GAMING REVENUE AUTHORITY
2011-2012 ANNUAL REPORT

ecgra grant money works

In 2008, the creation of the Erie County Gaming Revenue Authority presented an unprecedented opportunity in the history of Erie County: to cultivate social and economic change through gaming proceeds. The ECGRA Board of Directors has seized that opportunity and is now creating real, meaningful, and lasting impact in our community.

In this fiscal year alone, ECGRA has put more than \$10.5 million to work through our stakeholders. That money provides stability to Erie County's regional assets, provokes thoughtful experimentation in economic development, and furthers municipal growth.

This annual report tells just a few of the stories of ECGRA grant monies at work, but it identifies all of the funded programs ranging from soup kitchens and after-school programming to county fairs and historical festivals to capital development and business lending. We're proud of our investments and are eager to share their stories with you. If you have questions about a particular investment or stakeholder, please contact me directly at 814-897-2693.

The Board of Directors is committed to continued careful investment and reflection on how ECGRA funds take advantage of opportunities to put gambling revenue to work where it matters most to Erie County. Our goal is to empower nonprofits and catalyze community progress today and for the future.

To the many volunteers, board members, and staffers in the nonprofit sector, we salute your diligence and the impact you have on Erie County. As always, contact me when I can be of service to you.

All my best,



Perry N. Wood
Executive Director



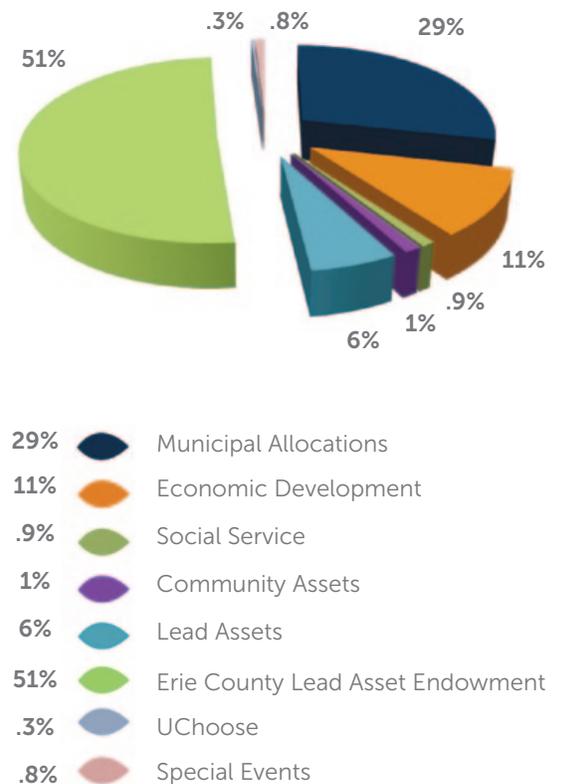
ASSETS

Current Assets	
Checking Account	158,698
Savings Account	11,020,462
Accounts Receivable	0
Prepaid Expenses	10,524
Total Current Assets	11,189,684

LIABILITIES & NET ASSETS

Current Liabilities	
Accounts Payable	5,000
Payroll and Taxes Payable	0
Total Current Liabilities	5,000

Net Assets	
Beginning Balance Unrestricted	15,594,280
Unrestricted	
Operations	5,926,774
Gain in Investments (2/29/12)	144,882
Less Transfer to Restricted	-10,519,012
Net Unrestricted	11,146,924
Beginning Balance Restricted	236,884
Restricted	
Grants Issued	10,519,012
Municipal Allocations	-3,053,975
Economic Development	-1,230,500
Social Service	-100,000
Community Assets	-129,398
Lead Assets	-646,812
Erie County Lead Asset Endowment	-5,434,033
UChoose	-30,000
Special Events	-93,418
Net Restricted	37,760
Total Net Assets	11,184,684
Total Liabilities & Net Assets	11,189,684





\$1.725 million at work powering local businesses

PSI Medical Catheter Care, LLC—an Erie Innovation Fund company—prevents infections, cuts costs, and saves lives.

PSI's Catheter Care System prevents bacterial contaminations that lead to infection in health care settings. Hospitals that use the system can reduce millions of dollars in direct costs incurred to treat infections while helping to eliminate the cause of death of the nearly 99,000 people who die of catheter-related infections each year.

In October 2010, ECGRA invested **\$1.725 million** in three economic development organizations: the Ben Franklin Technology Partners of Central and Northern PA, the Erie County Economic Development Corporation (EDC), and the Gannon University Small Business Development Center (SBDC). Today, **\$1.2 million** of that investment is at work funding **18 small businesses, manufacturers, and technology companies**.

Erie Innovation Fund

ECGRA and Ben Franklin established the Erie Innovation Fund (EIF) to provide investment capital to Erie County technology entrepreneurs and small manufacturers to help increase their competitive edge, and to create and retain jobs. Each investment made by the fund is matched 1:1 with Ben Franklin dollars. To date, the EIF has financed **four tech-based start-ups** totaling \$650,000—**\$325,000** of which is ECGRA money at work.

EIF companies are eligible for no-cost mentoring and business support services, including strategic planning, accounting, marketing and advertising, and human resource management.



Start, Grow & Prosper Initiative

The Start, Grow & Prosper Initiative is a powerful partnership between ECGRA, the EDC, and the SBDC created to spur job creation and small business growth. The EDC Enterprise Development Fund offers loans up to \$250,000 for working capital, machinery and equipment, leasehold improvement, and real estate. The SBDC targets microloans up to \$25,000 to women- and minority-led start-ups and small businesses, proprietorships in impoverished rural and urban areas, cottage industries, and nonprofit organizations.

Since the fund's onset, the full **\$875,000** has been invested in **14 local companies** ranging from retail to service and manufacturing. Of that \$875,000, **\$143,750** was invested as **six microloans** to the SBDC's target population.

Fund and microloan prospects are offered free and confidential education, planning, and financial consulting services through the SBDC's Application-Ready Program. In 2011, ECGRA's **\$150,000** investment in the program served **115 clients** during approximately 1,900 hours of consulting that involved 962 business counseling sessions.

Start, Grow & Prosper Initiative SBDC Clients

Geographic Targets	2011 Q1	2011 Q2	2011 Q3	2011 Q4
Erie	15	17	27	23
North East	5	13	9	1
Corry	1	4	3	0
West County	4	5	6	12
Waterford	3	1	2	0
Harborcreek	0	2	0	1
Edinboro	0	0	0	2

Qualitative Targets	2011 Q1	2011 Q2	2011 Q3	2011 Q4
Women	17	27	24	23
Minorities	2	3	5	7
Nonprofits	2	4	6	7
Rural	11	21	20	10
Urban	15	17	24	10



\$100,000 at work meeting immediate needs



With \$11,309 in urgent needs funds, the Salvation Army of Corry replaced failing boilers with highly efficient heating units. The repair enabled them to continue to serve more than 8,000 individuals with food, clothing, shelter, and comprehensive emergency assistance programming.

In 2011, ECGRA collaborated with The Erie Community Foundation to distribute urgent needs funds to Erie County's social service organizations. In total, **11 social service organizations received \$100,000** of ECGRA grant monies in the form of ECF urgent needs funds.

\$9,826 to Early Connections for a School Bus Repair

This grant lifted a serious financial burden and allowed Early Connections to continue to offer high-quality early care and unique educational opportunities to low-income clients at four inner city Erie sites and one rural site in Union City.

\$11,000 for the Fairview Presbyterian Church Community Center Expansion

The church serves 2 tons of food to approximately 130 families per month and hosts an independent Alcoholics Anonymous program that serves 150 individuals monthly. The church can now meet additional needs in nearby Section-8 housing and in Springfield, Albion, Lake City, and Girard.

\$10,000 for the Maria House Project Wilkum Halfway House Renovations

The fully renovated kitchen provides a home-like atmosphere conducive to male residents working together and learning skills necessary for living independent of the halfway house.

\$10,000 for the My Father's House Veteran Housing Renovations

Updating the house to current safety codes allows My Father's House staff members to focus on its mission of moving women veterans to a greater level of self-sufficiency through transitional housing and connections to relevant support services.

\$10,000 for the Sisters of St. Joseph Neighborhood Network Genesis Home Improvements

As the SSJN revitalizes the neighborhood from 12th to 26th street and State to Cranberry street in Erie, they rent out a house and a two-unit flat at below-market rates to three families. Urgent needs funds replaced a furnace and removed asbestos at one of those properties.

\$4,275 to the Union City Family Support Center to Replace a Furnace

For 10 years, the center has provided effective community services to help families and their children become healthy, well-educated, safe, and economically independent.



From left to right, Corry Salvation Army Captain Henry Weigner, The Erie Community Foundation Program Officer David González, ECGRA Executive Director Perry Wood, and ECGRA Board of Directors Vice-Chair David Sample.



French Creek Council Boy Scouts

\$10,790 to Gannondale for a Gas Leak Repair

This grant provided the Sisters of Our Lady of Charity with the means to give safe, holistic, and therapeutic residential care to young women placed at Gannondale by the courts.

\$10,455 for Community Shelter Services to Replace Apartment Floors

Community Shelter Services has helped Erie's homeless since 1973 and provides emergency and short-term living quarters for more than 1,000 individuals each year. Urgent needs funds supplemented capital improvement funds and replaced the living space and hallway flooring in two unlivable apartments creating homes for two families.

\$9,061 for Meals on Wheels to Expand Outreach

Meals on Wheels provides more than 90,000 meals annually to help homebound people maintain their independence. With plans to increase outreach services and to relocate their offices, Meals on Wheels required updated office equipment, computers, and software.

\$3,282 for the French Creek Council Boy Scouts to Replace a Camp Boiler

The year-round camp provides thousands of area cub scouts and boy scouts with opportunities for personal, spiritual, and physical growth.





A



B



C

\$6,021,093 at work empowering our lead assets

In July 2011, ECGRA named the Erie County Lead Assets and committed \$1,294,000 over two years to nine arts, culture, and entertainment organizations. In January 2012, we launched a \$5,374,282 endowment at The Erie Community Foundation to enrich and sustain our Lead Assets in perpetuity.

Nonprofit Organization

ECGRA Grant Money at Work

	ArtsErie artserie.org	\$63,677 to launch the new directory website "CultureSpark" to promote the region's artists and nonprofit and for-profit arts, culture, and heritage organizations
	Erie Art Museum erieartmuseum.org	\$86,672 to offer free-admission Wednesdays, free-admission Second Sundays including family-friendly programming and art projects, financial aid for group tours, and intern and teachers-in-training opportunities
	Erie Historical Society eriecountyhistory.org	\$37,341 to modernize the planetarium and purchase three new shows, create and print full-color brochures, and host NASA Astronaut Michael Fincke in Erie
	Erie Philharmonic eriephil.org	\$80,855 to expand tourism outreach and develop promotional materials that increased attendance and maintained 170 local jobs
	Erie Playhouse erieplayhouse.org	\$81,664 to provide support for more than 20 theatrical productions, offer theater arts workshops for underserved and underprivileged youths, open the 1818 Erie Land Lighthouse for five days, and further the Erie Downtown Arts & Culture Coalition
	Erie Zoo eriezoo.org	\$184,930 to offer Wild Wednesdays open til 8 p.m. in July, landscape south and west gardens with plantings and animal silhouettes, increase staff, repair a lift station, and expand the zoo newsletter
	expERIENCE Children's Museum eriechildrensmuseum.org	\$28,075 to increase education staff hours, classes, and special events, repair HVAC, purchase program supplies, and design and print newsletters and promotional materials
	Flagship Niagara flagshipniagara.org	\$33,533 to hire the league's first full-time development and marketing director, create three signature events, and launch the first annual fund and membership campaigns
	Mary D'Angelo Performing Arts Center pac.mercyhurst.edu	\$50,065 to expand national and internationally acclaimed programming and increase program attendance

◀ Photos on opposite page

A The Erie Zoo put ECGRA grant money to work beautifying the West 38th Street corridor and entrance to the zoo. Students and representatives from community partners Cathedral Preparatory School, PennDOT, and the City of Erie joined forces with the zoo's horticulture staff to weed, clean, and replant two large flower beds. In addition to planting nearly 5,000 daffodil bulbs, the zoo erected three animal silhouettes: a tiger, a rhino, and a giraffe, and plans to add up to two more silhouettes in 2012.

B The Erie County Historical Society put ECGRA funds to work making much-needed technology upgrades at the Erie Planetarium. When it was time to unveil those upgrades, ECHS Executive Director Alyson Cummings hosted longtime planetarium friend NASA Astronaut Colonel Michael Fincke. Colonel Fincke spent two days in Erie speaking to ECHS friends and local students. Read the full story at ECGRA.org.

C ECGRA created a \$5,374,282 endowment fund at The Erie Community Foundation to sustain Erie County's Lead Assets in perpetuity. The gift was the fourth largest donation made to the foundation in the

organization's 75-year history. The foundation will work alongside local investment manager PNC Bank. Here, Erie Community Foundation President Mike Batchelor (front row, red tie), PNC Bank Regional President Marlene D. Mosco (front row, fourth from right), ECGRA Executive Director Perry Wood (front row, yellow tie), and the ECGRA Board of Directors present a check to the Lead Assets. Visit eriecommunityfoundation.org for more information about the endowment.

 **\$3,053,975 at work improving infrastructure and public safety**



In December 2010, ECGRA entered into an agreement with Erie County and the five municipalities contiguous to Presque Isle Downs and Casino: Greene, McKean, Millcreek, Summit, and Waterford. According to the settlement, each of them will receive a quarterly distribution of gaming revenue that can be used to fund the costs of human services, infrastructure improvements, facilities, emergency services, and health and public safety expenses associated with licensed facility operations.

●	\$1,374,288	Summit Township
●	\$335,937	Erie County
●	\$335,937	Greene Township
●	\$335,937	McKean Township
●	\$335,937	Millcreek Township
●	\$335,937	Waterford Township

The Money Works in Summit Township

The Summit Township Industrial and Economic Development Authority (STIEDA) was created to meet official township needs. STIEDA has spent **\$538,108** meeting demands put on sewer, water, and municipal services as a result of Presque Isle Downs and Casino.

But STIEDA hasn't stopped there. With substantial ECGRA backing and innovative management, STIEDA has grown to provide business loans and grants. Most recently, Summit Township used **\$500,000** of gaming monies in a loan agreement to resettle Lord Corporation to the former Bush Industries site on Robison Road. STIEDA has agreed to forgive the loan if Lord creates an undisclosed number of jobs in Erie County.

The Money Works in Millcreek Township

ECGRA's now-annual funding of the township has made it possible for the Millcreek Police Department to add a full-time officer and a traffic enforcement officer. These positions enable the department to provide improved response to emergency situations and to enforce local laws.

Since Presque Isle Downs and Casino opened, Millcreek Township has experienced an increase in traffic in the vicinity of Pennsylvania Routes 97 and 505. The Millcreek Police Department has used ECGRA monies since 2008 to pay a traffic enforcement officer to patrol in the areas around the casino.

With the annual cost for one police officer exceeding \$120,000, additional manpower was unlikely. In 2011, however, ECGRA allocations supported adding an officer to the township's now-59-member police department.

\$30,000 at work inspiring youth

In September 2011, ECGRA launched UChoose Grants—an innovative granting program to involve Erie community members and reveal new, more diverse funding applicants.

Modeled after the nationally recognized Pepsi Refresh Project, the program gave Erie County residents the chance to choose how ECGRA invested **\$30,000** in grant monies. From October 10 to November 6, 2011, Erie County nonprofit organizations uploaded charitable, community, and educational project ideas to ErieUChoose.com. On November 28, 2011, voting began.

On January 12, 2012, three projects were awarded the first-ever ECGRA UChoose Grants:

- **\$15,000** to Bonkers 4 Jesus Sports, Arts & Science Camps managed by the Erie City Mission
- **\$10,000** to the Barton Reading and Spelling System launch brought to Erie by Saint Luke School
- **\$5,000** to Cub Scout Day Camp presented by French Creek Council Boy Scouts of America

In total, **47 nonprofit organizations** received an excess of **50,000 votes** by more than **5,800 registered ErieUChoose.com voters**.

The ECGRA UChoose Grants were made possible by local partners Cyberink, Connoisseur Media, JET 24, YourErie.com, The Nonprofit Partnership, Kurt Sahlmann Video Production, The Black Family Foundation, and Phoenix Idea Lab.



Top and bottom middle: Erie City Mission.
Bonkers 4 Jesus Sports, Arts & Science Camps.
Bottom right: French Creek Council Boy Scouts of America, Cub Scouts Day Camp.
Bottom left: Saint Luke School,
Barton Reading and Spelling System.



\$93,918 at work enriching our quality of life

From Dan Rice Days in Girard to Eight Great Tuesdays to Discover Presque Isle, ECGRA is funding special events that foster a sense of community and grow the local economy through tourism.

ECGRA Grant Money at Work . . .

Special Events

\$9,291 at the Albion Area Fair	Albion Area Fair Association
\$17,095 at CelebrateErie	CAFÉ
\$2,500 at Block Parties, Bike Nights, and Downtown d'LIGHTS	Erie Downtown Partnership
\$1,517 at the 4th Annual Beer on the Bay	Erie Regional Chamber and Growth Partnership
\$4,058 at the Erie Summer Festival of the Arts	Erie Summer Festival of the Arts
\$1,000 at the Erie Yesterday historical celebration	Erie Yesterday
\$290 at Dan Rice Days	Girard Borough
\$743 at Harborcreek Community Days	Harborcreek Township
\$2,500 at Zabawa—Polish Festival	Holy Trinity Roman Catholic Church
\$5,000 at the 2011 Global Futures Summit	Jefferson Educational Society
\$2,645 at the 53rd Annual Nutcracker	Lake Erie Ballet
\$2,050 at the 15th Annual Erie German Heritage Festival	Lake Erie Fanfare, Inc. and DANK Chapter 71 of Erie
\$730 at the July 4th Festivities	Lawrence Park Township
\$372 at Camp Praise	Miller Worldwide Ministries
\$1,000 at the 11th Annual Nonprofit Day Conference	The Nonprofit Partnership
\$11,800 at Eight Great Tuesdays	Port Erie
\$800 at the 2011 Purple Martin Conference	Purple Martin Conservation Association
\$6,141 at Discover Presque Isle and UPMC Sunset Music Series	Presque Isle Partnership
\$1,790 at the 5th Annual Oktoberfest	Saint Joseph Church Bread of Life Community
\$2,000 at the Erie Irish Festival	Saint Patrick Church
\$3,500 at Saint Paul's Italian Festival	Saint Paul's Roman Catholic Parish
\$750 at The Gathering at French Creek	Union City Pride
\$229 at the Multi-Cultural Unity Festival	Urban Erie Economic Development Corporation
\$3,050 at the Waterford Community Fair	Waterford Community Fair Association
\$13,067 at the Erie County Fair	Wattsburg Agricultural Society

◀ Photos on opposite page

Top left: Multi-Cultural Unity Festival, Urban Erie Community Development Corporation. Top right: Erie Summer Festival of the Arts. Middle left: Saint Paul's Italian Festival, Saint Paul's Roman Catholic Parish. Middle right: CelebrateErie, CAFÉ. Bottom left: Dan Rice Days, Girard Borough. Bottom right: The 53rd Annual Nutcracker, Lake Erie Ballet.

\$151,165 at work fostering cultural vitality

ECGRA is the only funder of its kind in the commonwealth using gaming revenue to support Community Assets—smaller countywide arts, culture, and entertainment programs that are woven into the fabric of our community.

Nonprofit Organization

ECGRA Grant Money at Work . . .

Albion Area Fair	\$11,748 to increase fair attendance through marketing on radio, TV, online, and in local newspapers
Asbury Woods Partnership, Inc.	\$11,136 to boost community relations by increasing welcome center support staff and adding a volunteer coordinator
Bayfront Maritime Center	\$10,019 for the inaugural Small Boat Festival fundraiser to support learning for area youth and adults through sailing, building boats, studying navigation, and having fun on Lake Erie
Downtown Edinboro Art & Music Festival	\$11,658 to construct a portable stage and pay for equipment rentals, children’s workshop supplies, and performer fees
Erie Downtown Partnership	\$10,396 to create QR codes for conventions at the Bayfront Convention Center and update a walking map
Erie Opera Theatre	\$10,458 to afford performer fees, set construction, costumes, mailing costs, and Erie Playhouse rental
Lake Erie Fanfare, Inc.	\$12,516 for color guard equipment rental and purchase, design and teaching of the show, advertising, and facility expenses
Lake Erie Region Conservancy	\$11,400 for a study that measured the economic value of protected open space in Erie County
Presque Isle Partnership	\$10,284 to purchase new, locally manufactured picnic tables for Presque Isle
Sisters of Saint Joseph Neighborhood Network	\$6,310 to teach mural art to kids on juvenile probation and in the City of Erie School District’s CHAMPS program
Stairways Behavioral Health - Center City Arts	\$11,052 for studio arts programming used in healing mental illness and disabilities; equipment upgrades and construction of gallery and retail space were also afforded
Waterford Community Fair Association	\$12,258 to construct an addition to the fair office and to renovate the grounds and facilities
WQLN	\$10,452 to launch the Community Partner Project, which offers marketing assistance to ECGRA Special Events grantees
Young People’s Chorus of Erie	\$11,478 to invest in underprivileged and underserved youth through the Scholarship Assistance Program



Bayfront Maritime Center



our mission

A grant-making organization, ECGRA's mission is to empower the nonprofit sector toward economic and community development.

Since February 2008, ECGRA has invested just under \$19.4 million in Erie County thanks to the innovative leadership of the ECGRA Board of Directors: Chair Charles J. Peters, Vice-Chair David S. Sample, Treasurer Michael J. Paris, Secretary David H. Yapple, Dr. Lynn K. Corder, Jennifer D. Dobbs, Ronald J. Jones, Ex-officio Denee M. Breter, and Ex-officio Joseph F. Giles, and ECGRA staff members Executive Assistant Suzanne McKenzie and Executive Director Perry N. Wood.

Honorable recognition goes to Erie County Executive Barry Grossman and members of Erie County Council Phil M. Fatica, Joseph F. Giles, Fiore Leone, Ronald G. (Whitey) Cleaver, Kyle W. Foust, Ebert G. Beeman, and Carol J. Loll.



Young People's Chorus of Erie



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