ANNUAL REPORT 2013/14
Contents

MESSAGE FROM THE BOARD CHAIRMAN & EXECUTIVE DIRECTOR ................................................................. 3
FINANCIAL REPORT .............................................................................................................................................. 4
IMPACT INVESTING ....................................................................................................................................................... 6
  Erie County Lead Assets
LOCAL GOVERNMENT DEVELOPMENT ........................................................................................................... 8
SMALL BUSINESS FINANCING ...................................................................................................................................... 10
  Ignite Erie™
REGIONAL ASSETS FUNDING ................................................................................................................................. 14
  Special Events
  Community Assets
  Mission Main Street
  Human Services
BOARD OF DIRECTORS, GRANT REVIEWERS & ADVISORS .............................................................................. 22
From the Board Chairman & Executive Director

Although ECGRA was established in 2008, more than 85% of the $27,964,967 in grants and loans we’ve awarded has been invested since 2011. The past three years not only mark our most impactful in grantmaking, they also denote our evolution in organizational identity as we’ve aligned ourselves with the best traditions of community development: collaboration, empowerment, and impact measurement.

ECGRA’s investments support social, economic, and cultural programs and institutions that are shaping how leaders, entrepreneurs, and residents view our region and will act for Erie’s future. We maintain the highest standards of transparency via community relations and through presentations to stakeholders and reports, such as this one. When researching prospective grants or funding areas, we practice academic rigor and perform benchmarking.

We also reflect and revise our strategic plan to meet the community’s needs and aspirations.

Erie County’s ability to plan and implement in the arena of community development is surpassed only by its zeal to reinvent the region. We are proud to be one of many competitive factors that set Erie apart and we embrace Erie’s ever-evolving landscape.

We dedicate this year’s annual report to ECGRA’s board of directors. These volunteers spend an average of 90 hours per year carefully deliberating every initiative and how every dollar is spent. Thank you, colleagues, for your enduring service, without which we would have never accomplished so much.

In service for Erie,

Charles J. Peters
Chairman

Perry N. Wood
Executive Director
## ASSETS

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
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<tbody>
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<tr>
<td>Savings Account</td>
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<td>Accounts Receivable</td>
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<td>Prepaid Expenses</td>
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<td><strong>TOTAL ASSETS</strong></td>
<td><strong>$13,954,151.01</strong></td>
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## EQUITY

<table>
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<tr>
<th>Category</th>
<th>Amount</th>
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<td>Beginning Balance</td>
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<td>Net Income</td>
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<td>Grants Issued</td>
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<td>Community Assets</td>
<td>($156,778.00)</td>
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<tr>
<td>Human Services</td>
<td>($165,209.52)</td>
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<tr>
<td>Lead Assets</td>
<td>($646,814.00)</td>
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<td>Lead Assets Endowment</td>
<td>($565,393.00)</td>
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<tr>
<td>Local Government Development</td>
<td>($1,414,209.43)</td>
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<tr>
<td>Mission Main Street</td>
<td>($78,954.00)</td>
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<tr>
<td>Small Business Financing</td>
<td>($287,500.00)</td>
</tr>
<tr>
<td>Special Events</td>
<td>($155,080.00)</td>
</tr>
<tr>
<td><strong>TOTAL EQUITY</strong></td>
<td><strong>$13,954,151.01</strong></td>
</tr>
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Fireworks light up the U.S. Brig Niagara as Lead Asset the Flagship Niagara League hosts a sold-out crowd at its annual Mariner’s Ball. flagshipniagara.org
$4,269,938
In grants and revolving loan funds in 2013-14
In 2011, ECGRA named nine Erie County Lead Assets: ArtsErie, Erie Art Museum, Erie County Historical Society, Erie Philharmonic, Erie Playhouse, Erie Zoological Society, expERIEnce Children’s Museum, Flagship Niagara League, and the Institute for Arts & Culture at Mercyhurst University. Recognized and funded for their critical role in boosting vitality and vibrancy in our community, these arts, cultural, and heritage organizations collectively received $646,814 in 2013-14.

ECGRA is committed to helping sustain the Lead Assets in perpetuity. In 2012, ECGRA created the Erie County Lead Assets endowment fund within The Erie Community Foundation with just under $7 million in investments—the fourth largest donation made to the foundation in its 75-year history. As of April 2014, the Lead Asset endowment has grown to $8.3 million.

In 2013, more than 1,176,539 residents and visitors experienced culture, heritage, and recreation through Erie County’s Lead Assets.

Lead Asset the Erie Playhouse produced “The Spirit of Erie,” a signature event of the Perry 200 Commemorative Celebration.

erieplayhouse.org
For four years, Erie County residents have relished zero tax increase while benefiting from uncompromised services. Some services, such as those offered at Erie County libraries, have improved with the use of gaming funds. Main and branch libraries now boast increased accessibility and broadened free and discounted offerings, including technology training, résumé services, early childhood education, adult literacy, and cultural events.

Used much like a community center, the Greene Township municipal building not only houses official offices, it also functions as a food pantry, social hall, and venue for public and private meetings. In 2013, gaming revenue funded the purchase and installation of seven rooftop heating, ventilation, and air conditioning (HVAC) units improving energy efficiency of the 60-year-old building.

McKeans Township puts gaming revenue to work in one key area: public safety. Officials recently purchased a fire engine with a 1,500 gallons-per-minute water reservoir. The fire engine serves McKeans Borough and Township and supports the Perry Hi-Way, Edinboro, West Ridge, and Fairview fire departments. Funds also helped to refurbish a second engine.

Guests of Presque Isle Downs and Casino can compound traffic in Millcreek Township’s already bustling communities. Yet, the township consistently receives AAA’s most prestigious traffic safety award thanks to Corporal Anthony Chimera who is retained and trained with gaming funds.

In July 2013, Summit Township officials relocated to a newly built facility at 1230 Townhall Road West. The building encompasses business offices for all municipal employees and hosts regional and Summit Township events. Recently, officials purchased a large collection of historical documents and photographs. The relics will soon be on display as a historical archive in the building’s multipurpose room.

With gaming funds, Waterford Township officials have transformed three miles in roads from dirt to tar and chip: Elk Creek Road, Lane Road, and Flatts Road. These developments not only improve drivability and safety, but also increase home and land values. Plans are underway to recover two more roads.

Discovered among historical photos purchased by Summit Township, this image depicts a neighborhood picnic held on Cherry Street Extension when it was a dirt road.
The November 2013 event was standing room only.

Nationally recognized expert Richard Bendis presents on the entrepreneurial climate and innovation-based economic development.

ECGRA’s Perry Wood (far right) takes a break from brainstorming urban innovation with (L-R) Carmen Dawson, CEO of Adreamz Institute, Bill Generett, president of Urban Innovation 21, and Andre Horton, Erie County councilman.
Ignite Erie™: A Day of Innovation for Entrepreneurs was envisioned to galvanize our region’s private sector. Co-hosted by ECGRA and Adreamz Institute and presented in collaboration with 26 agencies, Ignite Erie brought together more than 350 policy makers, leaders in economic development and education, funders, and entrepreneurs for training and networking. Speakers included Richard Bendis, innovation and technology-based economic development leader, and Ray Leach, entrepreneur motivator and small business ecosystem expert. Ignite Erie presentations are downloadable from ECGRA.org; key speakers’ remarks can be viewed on YouTube.

Special thanks to these collaborators who helped make Ignite Erie a reality:

**Richard Bendis**, founder and president of Innovation America; [innovationamerica.us](http://innovationamerica.us)
**Ray Leach**, CEO of JumpStart, Inc.; [jumpstartinc.org](http://jumpstartinc.org)
**Dr. Balaji Rajagopalan**, director of the Sam and Irene Black School of Business at Penn State Erie, The Behrend College; [psbehrend.psu.edu](http://psbehrend.psu.edu)

Adreamz Institute  
BKD CPAs and Advisors  
Ben Franklin Technology Partners CNP  
Blue Tree Allied Angels  
Booker T. Washington Center  
Bridgeway Capital  
Ciright Systems  
Community Capital Development Corporation  
Destination Erie  
Edinboro University  
Enterprise Development Fund  
Gannon Small Business Development Center  
The Innovation Collaborative  
Jefferson Educational Society  
Knox Law Firm  
MacDonald Illig Attorneys  
Northwest Savings Bank  
Penn Venture Partners  
Phoenix Cosmopolitan Group  
RBC Wealth Management  
Technology Council of Northwest PA  
TriMech Solutions
Funded start-ups, small businesses, and manufacturers in **SIX** industries:

- Software Engineering
- Automotive Sales
- Healthcare
- Consumer Services
- New Product Design
- Natural Resource Refining

<table>
<thead>
<tr>
<th>Funded start-ups, small businesses, and manufacturers in <strong>SIX</strong> industries</th>
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<tbody>
<tr>
<td>Economic Development Partners</td>
<td>3</td>
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<tr>
<td>Ben Franklin Technology Partners of Central and Northern PA</td>
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<tr>
<td>Enterprise Development Fund</td>
<td></td>
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<tr>
<td>Gannon University Small Business Development Center</td>
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</table>

**Small Business Coaching Hours**

1,937

**Private Cash Investments**

- $11,905,671

**Leveraged Private Investments**

- $12,513,671

**ECGRA Investments Deployed in 2013**

- $1,843,235

**Private In-kind Investments**

- $608,000

**Jobs created and retained (since 2011)**

- 736

<table>
<thead>
<tr>
<th>Year</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
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<tbody>
<tr>
<td></td>
<td></td>
<td></td>
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</tr>
</tbody>
</table>

**Small Business Financing**

- Strategic Planning
- Competitive Analysis
- Commercialization
- Marketing Research
- Intellectual Property
- Human Resources
- Technology Planning
- Product Development
- Accounting
- Small Business Coaching Hours

**Economic Development Partners**

- Ben Franklin Technology Partners of Central and Northern PA
- Enterprise Development Fund
- Gannon University Small Business Development Center

**Private In-kind Investments**

- $608,000

**Private Cash Investments**

- $11,905,671

**Leveraged Private Investments**

- $12,513,671

**ECGRA Investments Deployed in 2013**

- $1,843,235

**Jobs created and retained (since 2011)**

- 736

**Small Business Coaching Hours**

1,937
$13,748,906
at work via ECGRA revolving loan funds and private cash investments
$155,080 in Special Events Grants

ECGRA-funded special events drove 1.1 million visitors to Erie County in 2013!
Crowds of more than 5,000 have enjoyed 10 years of the Edinboro Highland Games featuring an array of competitions, world-class musicians, fine gift vendors, and the gathering of Scottish clans. edinboro.edu

<table>
<thead>
<tr>
<th>EVENTS</th>
<th>ORGANIZATIONS</th>
<th>GRANTS</th>
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<tbody>
<tr>
<td>8 Great Tuesdays</td>
<td>Erie-Western PA Port Authority</td>
<td>$6,985</td>
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<tr>
<td>10th Annual Downtown Edinboro Art &amp; Music Festival</td>
<td>Downtown Edinboro Art &amp; Music Festival</td>
<td>$2,084</td>
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<tr>
<td>30th Annual Drum Corps International Competition</td>
<td>Lake Erie Fanfare Inc.</td>
<td>$2,421</td>
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<tr>
<td>55th Annual Nutcracker</td>
<td>Lake Erie Ballet</td>
<td>$2,724</td>
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<tr>
<td>87th Annual North East Community Fair</td>
<td>North East Community Fair Association</td>
<td>$585</td>
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<tr>
<td>A Christmas Carol, The Wizard of Oz</td>
<td>Saint Boniface Players</td>
<td>$1,355</td>
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<tr>
<td>Albion Area Fair</td>
<td>Albion Area Fair Inc.</td>
<td>$11,303</td>
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<tr>
<td>Alumnae Dinner, Chances Are, Miles for Mercy 5K, Purse &amp; Pearl Luncheon, Road Rally, Women Making History, Wreath Sale</td>
<td>Mercy Center for Women</td>
<td>$2,325</td>
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<tr>
<td>Annual Golf Tournament</td>
<td>Boy Scouts of America - French Creek Council</td>
<td>$398</td>
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<tr>
<td>ArborEAT' em, Arts at the Arboretum, Full Moon Dance Party, Movies in the Park, Winterfest</td>
<td>Lake Erie Arboretum at Frontier (LEAF)</td>
<td>$1,125</td>
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<tr>
<td>Art Show, Beast on the Bay, Christmas Ball, Garden Party, Ladies Only Luncheon, Shillelagh Golf Tournament</td>
<td>Barber National Institute</td>
<td>$13,389</td>
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<tr>
<td>Beer on the Bay Craft Brew Festival</td>
<td>Erie Regional Chamber &amp; Growth Partnership</td>
<td>$1,874</td>
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<tr>
<td>CelebrateErie</td>
<td>CAFE</td>
<td>$15,687</td>
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<tr>
<td>Dan Rice Days Festival</td>
<td>Girard Borough</td>
<td>$360</td>
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<tr>
<td>Discover Presque Isle, Three Mile Isle, Sunset Music Series</td>
<td>Presque Isle Partnership</td>
<td>$7,830</td>
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<tr>
<td>Downtown Erie Bike Nights, Block Parties, Downtown D'Lights</td>
<td>Erie Downtown Partnership</td>
<td>$2,500</td>
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<tr>
<td>Edinboro Highland Games</td>
<td>Edinboro University</td>
<td>$2,068</td>
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<tr>
<td>Erie County Fair</td>
<td>Erie County Fair at Wattsburg</td>
<td>$14,961</td>
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<tr>
<td>Erie Irish Festival</td>
<td>Saint Patrick Church</td>
<td>$2,124</td>
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<tr>
<td>Gathering at French Creek Family Festival</td>
<td>Union City Pride Inc.</td>
<td>$900</td>
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<tr>
<td>German Heritage Festival</td>
<td>Lake Erie Fanfare Inc.</td>
<td>$2,148</td>
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<tr>
<td>Perry 200</td>
<td>Jefferson Educational Society</td>
<td>$49,500</td>
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<tr>
<td>Russian Troika Festival</td>
<td>Russian Orthodox Church of the Nativity</td>
<td>$1,778</td>
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<tr>
<td>&quot;The Waves&quot; Dance Production</td>
<td>Dafmark Dance Theater</td>
<td>$900</td>
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<tr>
<td>Waterford Community Fair</td>
<td>Waterford Community Fair Association</td>
<td>$3,150</td>
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<tr>
<td>WinterFest, CorryFest</td>
<td>Corry Community Development Corporation</td>
<td>$2,356</td>
</tr>
<tr>
<td>Zabawa Polish Heritage Festival</td>
<td>Holy Trinity Roman Catholic Church</td>
<td>$2,250</td>
</tr>
</tbody>
</table>
$156,778 in Community Assets Grants

In 2013, ECGRA’s Community Assets drove more than 25,000 visitors to Erie County!
Albion Area Fair Inc. $9,362 to repair the roof over the homemaking building and to lay drainage pipe around barns to prevent flood damage

Bayfront Maritime Center $9,840 for the Cardboard Boat Regatta and Presque Isle Bay Messabout that raise funds for alternative, after-school, and adaptive education

Downtown Edinboro Art & Music Festival $7,920 for the 10th anniversary festival showcasing grassroots art and music in the unique spirit of Appalachian culture and tradition

Edinboro Area Historical Society $640 for entertainment at the 2014 Maple Syrup Festival

Erie Yesterday $2,240 to launch the 2014 DiscovERIE Passport and the Teaching Out of the Box initiative, and for marketing that benefits all 20+ member organizations

Fairview Area Historical Society $800 to purchase a laptop for use during presentations and when conducting outreach programs

Gannon University - Erie Chamber Orchestra $12,240 in support of the 36th season of the orchestra

Goodell Gardens & Homestead $10,800 to replace the roof of the bank barn, an 1800s historical landmark in Edinboro

Harborcreek Historical Society $1,024 in support of their 20th anniversary celebration

Jefferson Educational Society $4,092 for Global Summit V featuring multiple renowned speakers and educational lectures

Lake Erie Fanfare Inc. $12,600 to alleviate student and event costs associated with the 31st Drum & Bugle Corps season and Lake Erie Fanfare competition

Mead Park Association $12,120 for safe, low-maintenance playground equipment at the Corry park

North East Community Fair Association $1,841 for the 88th annual agricultural fair showcasing locally grown fruit, handicrafts, baked goods, and floral displays

North East Historical Society $3,200 for energy-efficient windows

Northwest PA Vietnam Veterans Memorial Inc. $10,800 to complete phase two of the memorial at Memorial Park in Erie

Preservation Erie $9,387 to construct a dog park at McClelland Park in Erie

Sisters of St. Joseph Neighborhood Network $11,400 in support of the mural-painting program connecting local artists with at-risk children to beautify Historic Little Italy

Stairways Behavioral Health $11,280 for the continued expansion of the Center City Arts campus in Erie with an emphasis on the community garden and Bhutanese cultural center

StARTup Incubator Inc. $10,320 to support Basement Transmissions, a youth-oriented cultural center in Erie

Waterford Community Fair Association $7,040 for necessary repairs and safety improvements to the fairgrounds

Young People’s Chorus of Erie $7,832 for tuition assistance so that every child has the opportunity to participate in this high-quality youth choral program

Portions of the bank barn’s hand-hewn frame and joinery were exposed to the elements. Now in phase two of repairs, the barn serves as the architectural icon of Goodell Gardens’ beautiful and historic 78-acre educational site. goodellgardens.org
More than 17,500 visitors and 105,000 locals enjoy Erie Downtown Partnership’s street- and small business-centric events. eriedowntown.com

$78,954 in Mission Main Street Grants
“Main Street” has been at the heart of America’s economy for centuries. It is where our ancestors erected storefronts, our families celebrated milestones, and our neighbors met to socialize. Today, historic business districts have been abandoned for malls. As a result, our once-bustling main streets have fallen into disrepair.

In cities, boroughs, and towns where main streets are well maintained, there is a sense of vibrancy and civic pride. Studies show that improving main streets can drive job creation and promote tourism—two critical economic growth components. Working countywide to galvanize small businesses, renew historic structures, and bolster special events, ECGRA’s Mission Main Street Grants deployed $78,954 in seven revitalization projects along commercial corridors.

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<thead>
<tr>
<th>GRANTEES</th>
<th>GRANTS</th>
<th>PROJECTS</th>
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</thead>
<tbody>
<tr>
<td>Corry Community Development Corporation</td>
<td>$6,500</td>
<td>Beautify Center Street and purchase and maintain signage that will direct traffic to Center Street and promote downtown small businesses</td>
</tr>
<tr>
<td>Downtown North East Inc.</td>
<td>$15,000</td>
<td>Paint mural on 17 West Main Street to welcome visitors to downtown North East and Grape County Marketplace</td>
</tr>
<tr>
<td>Erie Downtown Partnership</td>
<td>$12,500</td>
<td>Update Downtown Erie master plan to include revitalization strategies and economic development tactics</td>
</tr>
<tr>
<td>Lawrence Park Township</td>
<td>$7,754</td>
<td>Purchase benches, planters, outdoor map and message center, and trash and recycling receptacles to be placed along Main Street</td>
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<tr>
<td>Sisters of St. Joseph Neighborhood Network</td>
<td>$7,200</td>
<td>Streetscape improvements along West 18th Street, including sidewalk construction and installation of 16 solar lights in the rain gardens</td>
</tr>
<tr>
<td>Union City Community House Association</td>
<td>$15,000</td>
<td>Event management for Community Days, Christmas on Main, farmers market, and others; construction of community pavilion; purchase and maintain streetscape improvements, including windows, foliage, and awnings along Route 8/Main Street</td>
</tr>
<tr>
<td>Waterford Borough</td>
<td>$15,000</td>
<td>Install a community gazebo for Municipal Park facing Main Street</td>
</tr>
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</table>
$165,210 in Human Services Grants

Caseworker Pam Biroscak (right) uses a new computer to help Erie DAWN participant Carol update her resumé. eriedawn.info

Former Marine Robert Paterson combats PTSD with the Downtown Y’s latest yoga therapy. ymcaerie.org

Kids learn how to cook healthy meals for themselves in an updated Sisters of St. Joseph Neighborhood Network kitchen. ssjnn.org
Bayfront East Side Taskforce received $9,592 to establish a “community tool shed” to be used for neighborhood clean-up days, home improvement projects, and community gardening initiatives.

The Benedictine Sisters of Erie Inc. used $21,829 to replace outdated, unsafe flooring in the St. Benedict Center classrooms, multipurpose rooms, and hallways.

Boro Women’s Services offers life skills training and wellness education to students and parents. Using a $675 grant, they are equipping volunteers to help broaden their impact.

The Bosnian Islamic Community of Erie Inc. received $10,000 to repair the roof of its community center used to maintain the culture of the Bosnian people, teach Bosnian and English, hold elections, and host youth and community events.

With $10,000 in grants, Community of Caring renovated bathrooms at its emergency shelter, restored the porch at its transitional housing unit, and increased security at both the shelter and the Intergenerational Family Support Center.

Community Health Net received $19,000 to repair an elevator at its State Street facility where staff members serve more than 40,000 primary care patients and approximately 1,500 vision care patients each year.

With $10,000 in funds, Erie DAWN is replacing end-of-life technology and communication equipment in order to better provide support services and care to homeless women and their children.

With $15,000 in grant monies, Nurturing Hearts provides mentoring and life skills education to at-risk females ages 10-18.

SafeNet received $15,000 for technology upgrades that are equipping staff members to end domestic violence, affirm human dignity, and deliver sanctuary and support to victims of domestic violence. SafeNet also received $10,000 for high-efficiency LED lighting. Using a $7,500 grant, The Sight Center purchased a new vehicle and is providing escorted, door-through-door transportation to 150 Erie County adults and children who are legally blind—just under 4,000 trips per year.

With a $15,000 grant, the Sisters of St. Joseph Neighborhood Network is helping low-income residents repair their homes, bring their homes into code compliance, and obtain or retain homeowner’s insurance. The Sisters Network also received $7,500 to replace two dilapidated stoves used to feed Erie’s hungry adults and children and to teach kids to cook.

Twilight Wish Foundation received $5,000 to purchase two beach wheelchairs for use at Presque Isle State Park.

The YMCA of Greater Erie received $9,114 to launch “Yoga for Vets” serving veterans and their family members of all ages who currently struggle with post-traumatic stress or anxiety disorders.

Through a meaningful partnership with The Erie Community Foundation, ECGRA is helping human services organizations today and is significantly impacting Erie Vital Signs to assure a better tomorrow.

erievitalsigns.org.
Board Members & Ex-officios

Dr. Lynn K. Corder, Retired Superintendent, Northwestern School District
Tony A. Logue, Attorney
Michael J. Paris, Owner, Paris Homes
Charles J. Peters, Managing Partner, Altair Property Management
David S. Sample, Owner, Corry Lumber Company Inc.
Barbara H. Steele, Senior Accountant, GECAC
David H. Yaple, Owner/Operator, Pine Avenue and Lawrence Park Dairy Queens
Jay A. Breneman (ex-officio), Member, Erie County Council
Sue Ellen Pasquale (ex-officio), Manager of Accounting, County of Erie

Special thanks to:
Jennifer D. Hill, Director of Development, Erie Art Museum; 2007-2013 ECGRA board member
Ronald J. Jones, Division Administrator, Saint Vincent Medical Group; 2011-2013 ECGRA board member
Denee M. Breter, Secretary/Administrator, Erie County Council; 2010-2013 ECGRA ex-officio
Joseph F. Giles, former member, Erie County Council; 2011-2013 ECGRA ex-officio
Advisors & Grants Reviewers

2013 MISSION MAIN STREET GRANTS REVIEWERS

Caleb Pifer, Executive Director, Erie County Historical Society
John Onorato, Director, Northwest Regional Office at Pennsylvania Department of Community & Economic Development

2013 COMMUNITY ASSETS GRANTS REVIEWERS

Amanda Brown-Sissem, Executive Director, ArtsErie
Shantel Hilliard, Associate Director, Booker T. Washington Center

Corry Neighborhood Renewal Steering Committee

Patrick Migliaccio, Mayor, City of Corry
Alex Gernovich, Councilman, City of Corry
Brad Allen, Coordinator, Corry Neighborhood Initiative
Jeremy Bloeser, Executive Director, Bayfront East Side Taskforce
Richard Novotny, Executive Director, Erie County Redevelopment Authority
David Sample, Vice Chairman, ECGRA Board of Directors

ECGRA Staff

Perry N. Wood, Executive Director
Diane K. Kuvshinikov, Executive Assistant

Many thanks to Amanda P. Burlingham and Burim Loshaj for bringing the figures in this report to life and revealing how ECGRA Grant Money Works.
$28 MILLION invested to galvanize nonprofits toward economic and community development and to elevate ERIE COUNTY.