



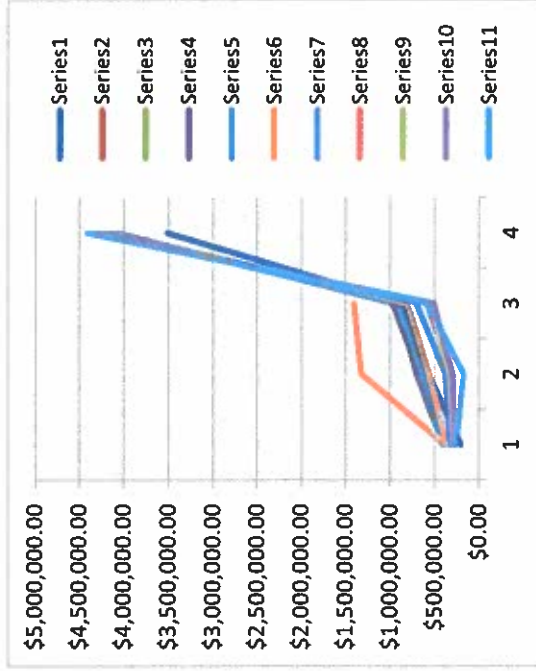
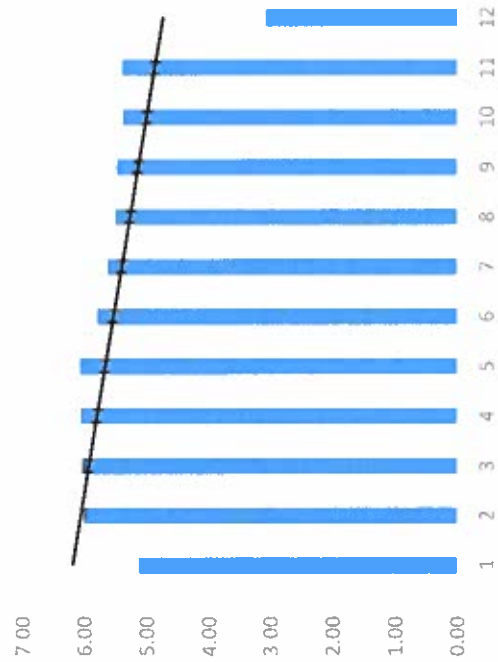
**E·C·G·R·A**  
ERIE COUNTY GAMING REVENUE AUTHORITY

**EXECUTIVE  
DIRECTOR'S  
REPORT  
FOR  
NOVEMBER  
2018**

**Revenue Dashboard  
by Quarter  
2007 - 2018 YTD**



Year	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	Total
2007	201,418.07	562,082.72	867,508.44	3,507,952.54	5,138,961.77
2008	366,211.37	672,936.98	941,125.00	4,063,561.53	6,043,834.88
2009	407,507.87	701,525.21	898,525.69	4,060,932.24	6,068,491.01
2010	385,476.85	665,559.96	962,909.94	4,073,449.24	6,087,395.99
2011	393,440.61	636,302.96	903,421.25	4,166,222.13	6,099,386.95
2012	356,241.99	554,752.50	794,443.73	4,114,583.35	5,820,021.57
2013	318,869.71	374,557.04	701,478.54	4,261,932.00	5,656,837.29
2014	281,934.65	315,628.24	584,126.03	4,350,692.65	5,532,381.57
2015	264,934.67	308,566.19	541,749.43	4,390,710.21	5,505,960.50
2016	271,003.84	300,719.61	507,757.83	4,332,642.04	5,412,123.32
2017	254,570.93	172,041.71	578,894.78	4,412,495.64	5,418,003.06
2018	375,769.51	1,317,928.22	1,394,780.33		3,088,478.06
<b>2018 YTD</b>	<b>3,877,380.07</b>	<b>6,582,601.34</b>	<b>9,676,720.99</b>	<b>45,735,173.57</b>	<b>65,871,875.97</b>





October 25, 2018

James Sparber  
Finance Director  
Erie County Courthouse  
140 W 6<sup>th</sup> Street, Room 111  
Erie, PA 16501-1011

Dear Mr. Sparber:

In accordance with the Pennsylvania Race Horse Development and Gaming Act 42 of 2017, the Department is required to distribute quarterly the Local Share Assessment collected for slots to the municipalities in which a licensed gaming entity is located. This distribution is based on the local share assessment amount collected plus the slot machine license operation fee amount collected over Summit Township's budget limitation.

An ACH for the third quarter of 2018 payment in the amount of \$3,099,511.84 should be deposited in your bank account within 3 - 5 business days. This payment includes the slots local share assessment of \$599,511.84 and the slot machine license operation fee of \$2,500,000.00. Any reductions to the Gross Terminal Revenue (GTR) for promotional items is the result of the Gaming Bulletin 2015-01 and the Pennsylvania Supreme Court's April 28, 2014 decision in Greenwood Gaming and Entertainment Incorporated v. Commonwealth of Pennsylvania, Department of Revenue (90 A.3d 699 (Pa. 2014)).

If you have any questions, please contact me at 717-772-4372.

Sincerely,

Shawn Barnes, Director  
Bureau of Fiscal Management

Erie County  
3099511.84 x .55 = \$1,704,731.51  
067-021010-042100  
ECCGRA  
3099511.84 x .45 = \$1,394,780.33  
067-021050-042100



**Dr. Kyle Foust, Chairman  
District 5**

**COUNTY OF ERIE, PA**

**Erie County Council**

Erie County Courthouse  
140 West Sixth Street, Room 114  
Erie, Pennsylvania 16501-1081

November 7, 2018

Anthony Logue, Esquire  
2618 Parade Street  
Erie, PA 16504

Dear Tony,

Congratulations on your appointment as the new director of the Erie County Human Relations Commission. I look forward to your efforts in moving the agency forward. Please notify me and the whole of County Council when you plan to meet with the Human Relations Commission. I and several colleagues wish to attend.

As a reminder, your appointment to the directorship of the Human Relations Commission disqualifies you from continued service as a member of the board of ECGRA and the Advisory Board to the HRC per Ordinance Number 83, 2016. I have cc'd both Mr. Leone and Mr. Anderson so they are aware and can proceed with finding a new appointment where appropriate.

Wishing you good luck in your new endeavor.

Regards,

Dr. Kyle Foust, Chairman  
Erie County Council

Enc.

cc: Michael Paris, Chair, ECGRA  
Fiore Leone, Vice Chairman  
Carl Anderson, III

Telephone: (814) 451-6303

Douglas R. Smith, County Clerk

Fax: (814) 451-6350

**\* ORDINANCE NUMBER 83.2016**

**Amending Ordinance Number 60, 2016, "Article II, Section 5(A), of the Administrative Code Of Erie County"/Employees on Boards and Authorities**

**WHEREAS**, Article II, Section 5(A) of the Administrative Code of Erie County was previously amended by Ordinance Number 60, 2016 on August 23, 2016, to read:

*"17. Employees of Erie County may not serve as official appointees to authorities, boards, commissions and other organizations of County government, except where required by state or federal regulation, or County Charter or statute."*

**THEREFORE, BE IT ENACTED** by the County Council of the County of Erie, pursuant to Article II, Sections 3B(1), 3B(2)(f) and Article XI, Section 12 of the Erie County Home Rule Charter that Article II, Section 5(A)(17) in the Administrative Code of Erie County is hereby amended to read:

*17. Employees of Erie County may not serve as official appointees to authorities, boards, commissions and other organizations of County government, except where required by state or federal regulation, or County Charter or statute. This ordinance shall apply prospectively to appointments made after the effective date of passage (August 23, 2016).*

**BE IT FURTHER ENACTED** that the Council Clerk circulates the amended language to all departments for insertion into their copy of the Administrative Code, including references to this ordinance and the date of its passage, and arranges for posting of the updated Code on the Erie County website.

This ordinance shall be effective immediately upon adoption.

Attest:

  
Douglas R. Smith  
County Clerk


Date: September 20, 2016

COUNTY COUNCIL OF THE  
COUNTY OF ERIE, PENNSYLVANIA

  
André R. Horton, Chairman

 Voted No  
Jay Brennan, Vice Chairman

Voted No  
Edward T. DiMattio

  
Kathy Fatica

Approved by:

\_\_\_\_\_  
Kathy Dahlkemper,  
County Executive

Date: \_\_\_\_\_

County Executive returned  
Ordinance unsigned 9/23/16

\*Amended by Ord. 96, 2016

Voted No  
Dr. Kyle Foust

  
Fiore Leone

  
Carol J. Loll

11/01/2018

Dr. Perry Wood  
Executive Director  
Erie County Gaming  
Revenue Authority  
5340 Fryling Road  
Erie, PA 16510

Dear Dr. Wood,

**The Lead Asset Advisory Committee has reviewed and approved the attached distribution formula for the annual transfer of funds from the Lead Asset Endowment totaling \$454,833. All Lead Assets were represented in this review and I am authorized to submit this request with the unanimous support of all.**

Our goal is to utilize a distribution rationale that is fair, correlates with the economic impact of our organizations, and can be applied consistently each year. The formula applied this year is the same as last year and uses the total amount available for distribution as the priority variable to determine funding amounts. The amount available for distribution is projected at \$454,833.

To calculate each organization's "share" of this amount, the total averaged expenses of each organization over the same three-year period (2014, 2015, and 2016) have been tallied. With the exception of the Mercyhurst Institute for Arts & Culture (MIAC), the information is found by referencing Line 18 of the IRS Form 990 for the most recent three years available for all organizations. As opposed to the IRS Form 990, MIAC has submitted a similar report published by the University's Finance Office declaring total expenses for the same three years. Each organization's averaged total expenses represent a percentage of the total expenses of all Lead Assets. This percentage represents each organization's "share" of the total amount available for distribution. Please find a worksheet attached detailing the calculations of this year's distributions in accordance with this model.

On behalf of all nine Lead Assets, I ask that you present this year's recommended distributions to your Board for action at your December meeting. If you need any additional information, please let me know.

Sincerely,



**Patrick Fisher**

Executive Director, Erie Arts & Culture

Cc: Ainslie Brosig, expERIEence Children's Museum  
Joshua Helmer, Erie Art Museum  
Kate Neubert Lechner, Erie Playhouse  
Brett Johnson, Mercyhurst Institute for Arts & Culture  
William Sabatini, Flagship Niagara League  
George Deutsch, Erie County Historical Society  
Scott Mitchell, Erie Zoological Society  
Steve Weiser, Erie Philharmonic



**Erie Arts & Culture**  
*The collective voice for a vibrant region*

Erie Arts & Culture  
23 W 10th Street, Suite 2  
Erie, PA 16501  
(814) 452-3427

**Form 990 AVG Total Expenses (three years)**  
**2018 Lead Asset Endowment Distributions**

Lead Asset	Average Expenses	% Represented	Recommended Distribution	% of Expenses	Compared to 2017
Erie Art Museum	\$1,272,929.00	10.34%	\$47,037.54	3.70%	-\$3,510.76
Erie Arts & Culture	\$1,027,527.00	8.35%	\$37,969.39	3.70%	-\$2,454.44
Erie County Historical Society	\$759,010.00	6.17%	\$28,047.09	3.70%	\$1,787.74
Erie Philharmonic	\$1,328,050.00	10.79%	\$49,074.38	3.70%	-\$1,894.28
Erie Playhouse	\$1,303,400.00	10.59%	\$48,163.51	3.70%	-\$1,071.58
Erie Zoological Society	\$3,832,003.00	31.13%	\$141,600.97	3.70%	\$2,740.82
expERIENCE Children's Museum	\$469,963.00	3.82%	\$17,366.17	3.70%	\$2,030.03
The Flagship Niagara League	\$1,421,280.00	11.55%	\$52,519.43	3.70%	-\$1,374.53
Mercyhurst Institute for Arts & Culture	\$894,521.00	7.27%	\$33,054.53	3.70%	\$4,580.00
<b>TOTALS</b>	<b>\$12,308,683.00</b>	<b>100.00%</b>	<b>\$454,833.00</b>		

vs

**Form 990 AVG Total Expenses (three years)**  
**2017 Lead Asset Endowment Distributions**

Lead Asset	Average Expenses	% Represented	Recommended Distribution	% of Expenses
Erie Art Museum	\$1,296,996.00	11.13%	\$50,548.30	3.90%
Erie Arts & Culture	\$1,037,217.00	8.90%	\$40,423.83	3.90%
Erie County Historical Society	\$673,777.00	5.78%	\$26,259.36	3.90%
Erie Philharmonic	\$1,307,782.00	11.23%	\$50,968.66	3.90%
Erie Playhouse	\$1,263,301.00	10.84%	\$49,235.09	3.90%
Erie Zoological Society	\$3,562,950.00	30.59%	\$138,860.14	3.90%
expERIENCE Children's Museum	\$393,503.00	3.38%	\$15,336.14	3.90%
The Flagship Niagara League	\$1,382,841.00	11.87%	\$53,893.96	3.90%
Mercyhurst Institute for Arts & Culture	\$730,615.00	6.27%	\$28,474.52	3.90%
<b>TOTALS</b>	<b>\$11,648,982.00</b>	<b>100.00%</b>	<b>\$454,000.00</b>	



## ECGRA: October 15 – November 15, 2018 Activity Report

### Meetings, Phone Calls, Emails, and Other Work

11/15/2018	Phone call with Kathy Wyrosdick and Perry about potential infrastructure package
Throughout Oct/Nov	Supported Karl Sancheck of Erie Innovation District EDA and ARC Grant Projects through multiple phone calls, meetings, and grant edits
Throughout Oct/Nov	Worked with executive and legislative branch to ensure that opportunity zone regulations allowed for broad investment
Throughout Oct/Nov	Sent updates and additional information regarding PASmart program
10/16/2018	Sent over additional information on Big Data Regional Hubs NSF Opportunity
10/26/18	Sent Teacher in the Workplace grant notification
10/31/18	Phone call with NSF regarding Big Data Regional Hubs potential opportunity in Erie
11/2/18	Sent Environmental Education grant notification
11/4/18	Sent PA Downtown Center request for conference session proposals
11/07/2018	Sent election recap information to clients
11/08/2018	Mark Holman Spoke with Perry about potential opportunities next Congress
11/13/2018	Sent overview of what to expect in 116 <sup>th</sup> Congress and in PA's government

### Potential Grant Opportunities Discussed and Provided

#### **Big Data Regional Innovation Hubs Program**

**Background:** In 2015, NSF launched the Big Data Regional Innovation Hubs program (BD Hubs) as one component of a national big data innovation ecosystem, to help nucleate regional collaborations and multi-sector projects, and foster innovation in data science. The BD Hubs serve as a venue for building and fostering local and regional data-related activity in city, county, and state governments, in local industry and non-profits, and in regional academic institutions. This opportunity would fund the creation of Big Data Hubs, which would connect within and across regions to foster activity around big data and data science. Their specific activity in accelerating engagement falls into three general categories: programmatic activities, socio-technical services, and education and workforce training.

**Eligible Applicants:** Eligible applicants include independent museums, observatories, research labs, professional societies, and similar organizations in the U.S. associated with educational or research activities.

**Deadline:** Dec. 18, 2018

**More Info:**

[https://www.nsf.gov/pubs/2018/nsf18598/nsf18598.htm?WT.mc\\_id=USNSF\\_25&WT.mc\\_ev=click](https://www.nsf.gov/pubs/2018/nsf18598/nsf18598.htm?WT.mc_id=USNSF_25&WT.mc_ev=click)

#### **Teacher in the Workplace**

**Background:** This program is intended for teachers, counselors, and administrators to be provided experiences interacting directly with industry and business leaders, and learning about industry trends, needs,





and opportunities that they can bring back to the classroom to enhance instruction, student learning, and career readiness. These grants are awarded to eligible organizations through the Local Workforce Development Board.

**Funding Available:** \$2,500,000

**Anticipated Award Size:** Applicants can request \$2,000 per participant plus additional project costs, not to exceed \$50,000 per project.

**Eligible Applicants:** Local education agencies, school districts, businesses, labor organizations, postsecondary institutions, community-based organizations, public libraries, trade associations and economic development entities.

**Deadline:** December 21, 2018

**More info:**

<https://www.dli.pa.gov/Businesses/Workforce-Development/grants/Pages/default.aspx>

## **2019 PA Environmental Education Grants**

**Background:** Administered through DEP, the funds are used for projects ranging from creative, hands-on lessons for students, teacher training programs, and outdoor learning resources to conservation education for adults. The focus is on local and regional issues to educate students and adults about their neighborhoods and surrounding communities in order to better protect the environment. Priority topics include water, climate change and environmental justice.

**Eligible Applicants:** Public and private schools, colleges and universities, county conservation districts, non-profit organizations, and businesses.

**Grant Amounts:** \$3,000 mini-grants or general grants up to \$25,000

**Deadline:** January 11, 2019

**More info:**

<https://www.dep.pa.gov/Citizens/EnvironmentalEducation/Grants/Pages/default.aspx>

### **Opportunity Zones: Creation and Regulation**

#### **Basis of Opportunity Zones**

The most recent tax bill included a provision that would create opportunity zones for special tax treatment to spur investment in low-income areas. In these areas, investors can take any proceeds from the sale of assets that would normally be taxed as a capital gain and instead invest those gains into opportunity funds to create or support businesses and real estate and defer federal taxes on the profit. An investor who retains an investment for seven years within these opportunity zones will pay only 85 percent of the capital gains taxes that would have been due on the original investment. If the investment is held beyond 10 years, the investor permanently avoids capital gains taxes on any proceeds from the Opportunity Fund investment.



The governors of each state designated opportunity zones, which were certified by the Department of Treasury. In Pennsylvania, 300 tracts were designated as Opportunity Zones. A full list of those zones can be found here: <https://dced.pa.gov/download/final-foz-spreadsheet/?wpdmdl=84233>.

### **Regulations Summary**

The Department of Treasury recently released their first round of proposed regulations regarding opportunity zones. Highlights of those regulations are listed below. The Department of Treasury is also planning to release a second round of regulations in the near future.

**Types of Capital Gains:** The proposed regulations clarify that only capital gains are eligible for deferral and gains characterized as “ordinary income” are not eligible for deferral.

- **Partnership Gains:** In the case of a capital gain experienced by a partnership, the rules allow either a partnership or its partners to elect deferral.

**Creation of Qualified Opportunity Fund:** A Qualified Opportunity Fund is an investment vehicle that is set up as either a partnership or corporation for investing in eligible property that is located in a Qualified Opportunity Zone. To become a Qualified Opportunity Fund, an eligible corporation or partnership self certifies. To self-certify, a corporation or partnership completes a form, due to be released in the summer of 2018, and attaches that form to its federal income tax return. The return with the attached form must be filed timely, taking extensions into account. A LLC that chooses to be treated either as a partnership or corporation for federal tax purposes can organize as a Qualified Opportunity Fund.

**Assets:** An Opportunity Fund must hold at least 90 percent of its assets in qualified Opportunity Zone property.

**Tangible Properties:** In determining whether an entity is a qualified opportunity zone business, the Proposed Regulations propose a threshold to determine whether a trade or business satisfies the “substantially all” requirement that was outlined in the legislation. The regulations state that if at least 70 percent of the tangible property owned or leased by a trade or business is qualified opportunity zone business property, the trade or business is treated as satisfying the substantially all requirement.

**Timing for Deferral of Capital Gain:** In order to be able to elect to defer gain, a taxpayer must generally invest in a opportunity fund within 180-day period of their gain.

**Timing for Investment:** Opportunity Funds will have 31 months from the original sale of the asset that lead to the capital gain to invest into a project in order to keep the tax incentive.

**Full Regulations:** <https://www.irs.gov/pub/irs-drop/reg-115420-18.pdf>



## Strategic Planning Committee Meeting

### BEEHIVE PRESENTATIONS

Monday, November 5, 2018  
12 noon – 2:00pm  
5240 Knowledge Parkway, Erie, PA 16510

#### AGENDA

**12:05 – 12:25pm** – The Pennsylvania State University: Matchbox at Penn State  
Behrend: Industry-University Collaboration and Collocation

**12:30 – 12:50pm** – Edinboro University Foundation/ Erie Regional Library  
Foundation: Innovation Beehive University Collaborative, Center for Branding &  
Strategic Communication/ Idea Lab as a Connection to the Beehive Network

**1:00 – 1:20pm** – Mercyhurst University: Mercyhurst University Innovation  
Ententes Laboratory

**1:30 – 1:50pm** – Gannon University: Sustaining the Gannon Business Beehive  
through Integration into the Curriculum

1. Applicant: Erie County Public Library/Erie Regional Library Foundation

Project Name: Idea Lab as a Connection to the Beehive Network

Project Summary: Library's Idea Lab will increase capacity to provide more training, equipment, and guidance for inventors and entrepreneurs. Partnering with Edinboro University (EU).

Project Cost: \$400,000

Grant Request/Match: \$200,000 request /\$120,000 cash and \$80,000 of staff time paid by EU.

2. Applicant: Edinboro University

Project Name: Innovation Beehive Collaborative, Center for Branding & Strategic Communication

Project Summary: The EU Center for Branding and Strategic Communication provides free assistance to regional entrepreneurs and organizations in areas such as public relations, advertising, graphic design, web design and social media management. EU will also market all Beehives together.

Project Cost: \$499,254.00

Grant Request/Match: \$249,254 request/\$250,000 in capital improvements to the library for Beehive.

3. Applicant: Gannon University

Project Name: Sustaining the Gannon Business Beehive Through Curriculum Integration

Project Summary: Gannon will integrate Beehive into business program curriculum and locate the Beehive, SBDC, and the Technology Incubator at the Center for Business Ingenuity. Beehive will offer startups business planning and working space.

Project Cost: \$500,000

Grant Request/Match: \$250,000/\$250,000 in Gannon funds for support staff and supplies.

4. Applicant: Mercyhurst University

Project Name: Mercyhurst University Innovation Ententes Laboratory

Project Summary: Mercyhurst will create a beehive in the lower level of its campus library with liberal arts and applied science students and faculty as a resource for entrepreneurs.

Project Cost: \$2,453,868.48

Grant Request/Match: \$249,104.86/\$2,213,763.62 in capital improvements, staff time, and supplies

**5. Applicant: Penn State - Behrend**

**Project Name: MatchBox at Penn State Behrend – University Collaboration and Collocation**

**Project Summary: Penn State will create programing and versatile space in Knowledge Park by buying 5 mini houses. Space will function primarily as an engineering lab.**

**Project Cost: \$500,000**

**Grant Request/Match: \$250,000/\$250,000 in pending capital improvements.**

## OBJECTIVE

To provide an updated economic impact statement documenting ECGRA's 10-years and \$50 million of grant-making across Erie County. The analysis and reporting will seek to build upon the previous report's success by updating the impact numbers and showcasing successful leveraging those dollars in the community. This project is an extension of the ECGRA narrative, focused on economic and community impacts.

## SCOPE OF WORK

Utilizing a methodology established in the previous ECGRA economic impact study, Parker Philips will conduct an analysis of economic impact since the last study in 2016, dollars leveraged by other organizations as a result of ECGRA's targeted investment strategies and return on investment. We will produce an analysis and report that showcases the value of ECGRA in Erie County.

## ECONOMIC ANALYSIS

This analysis will seek to show how money distributed to grantees makes an impact on the economic vitality and overall health and well-being of Erie County. We will look at Erie County and PA geographies as an impact, seek to show numbers of people impacted, jobs created, and state and local taxes generated as a result of the support. Breaking out the impact into specific clusters will also show the economic development strategies in place that are extending the funding's impact.

Data captured will seek to complete a cumulative impact (\$50 million) building upon your previous analysis. We will request data about funds granted by ECGRA program type to further the analysis completed in 2016. We will report and detail: total jobs supported (direct effect, indirect effect, and induced effect), total economic impact (direct, indirect, and induced) and state and local taxes generated (direct, indirect, and induced).

To complete the analysis, we will utilize the same methodology as the 2016 study – IMPLAN (IMpact Analysis for PLANing), an econometric modeling system developed by applied economists at the University of Minnesota and the U.S. Forest Service. The IMPLAN modeling system has been in use since 1979 and is widely considered to be the gold-standard for completing economic analysis. IMPLAN combines the U.S. Bureau of Economic Analysis' Input-Output Benchmarks with other data to construct quantitative models of trade flow relationships between businesses and between businesses and final consumers. The IMPLAN input-output accounts capture all monetary market transactions for

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## ECGRA 2018 ECONOMIC IMPACT UPDATE PROPOSAL

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consumption in a given time period. The IMPLAN input-output accounts are based on industry survey data collected by the U.S. Bureau of Economic Analysis and follow a balanced account format recommended by the United Nations.

We will deliver the highest quality analysis and economic impact executive summary/infographic and PowerPoint. We will work collaboratively with ECGRA to meet project demands and expectations.

*The final deliverables for the economic impact study will include:* a two-page executive summary, including full page infographic, talking points, and PowerPoint presentation.

### TIMELINE

To complete a project of this scope, the work would need to begin immediately.

Proposed Timeline for ECGRA	
<b>Week 1</b>	Project Kick-off Call and Data Request and Collection
<b>Week 2</b> <b>Week 3</b>	Data Collection and Economic Model Development Infographic and Executive Summary/Infographic Development Begins
<b>Week 4</b>	Economic Impact Analysis and Reporting
<b>Week 5</b> <b>Week 6</b>	Finalize Executive Summary/Infographic PowerPoint Presentation

### PROFESSIONAL FEES

The total cost of the project is \$7,500. Parker Philips will invoice 50% of fees (\$3,750) upon approval and the remainder of the fees (\$3,750) upon completion of the project. No printing fees are included within this pricing matrix.

*Parker Philips*  
assess. analyze. assert!

## PROJECT TEAM

Parker Philips, Inc. is a WBE and WOSB-certified, boutique consulting firm that puts our clients first. We pride ourselves on delivering high quality work that is not cookie-cutter and is unique to each client and their needs. We do not believe in the concept of “Save As” and provide our clients with the highest quality work. Because we only accept a certain number of projects at a time, we do not over commit our staff or ourselves. We keep client data confidential and secure. The Principals are the project contacts and will deliver the project, you will not have to train a new employee on the job. It is our promise as a firm to make this project about your organization’s needs and objectives — our clients are the priority. We are based in Erie, PA with employees working in Pennsylvania and Minnesota.

**Nichole Parker** has been completing economic impact studies since 1999 utilizing a multitude of methodologies including REMI, linear cash flow, RIMS II, and IMPLAN. She is co-founder of Parker Philips and has 20+ years of experience in the economic impact and consulting field.

Nichole is recognized as an expert in the field of economic impact having personally completed over 400 economic impact studies in the past 25 years. Some examples of economic impact studies completed for large academic health centers, health systems, or research collaboratives include: The University of Washington/UW Medicine (Washington), Association of Faculties of Medicine — AFMC (all Canadian Provinces), University of Connecticut/John Dempsey Hospital, University of Minnesota and owned health clinics and facilities, Indiana University/Indiana Health, Lancaster General Health System (Pennsylvania), Penn Medicine, University of Kansas Medical Center, Norton Healthcare (Kentucky), UAB (Birmingham, AL), University of Kentucky/Kentucky Cancer Consortium, University of Nebraska/University of Nebraska Medical Center, Paul L. Foster School of Medicine Texas Tech University Health Sciences Center, University of Pittsburgh, and University of Arizona/University of Arizona Health Network/Banner Health.

Ms. Parker holds a Master’s in Economic and Social Development from the University of Pittsburgh’s Graduate School of Public & International Affairs. She also completed her undergraduate work at the University of Pittsburgh with a focus on Political Science, Anthropology and Latin American Studies.

**Kate Philips** will serve as the lead marketing and communications advisor for this project. Kate is an accomplished and respected executive marketing and communications professional experienced in long term strategic planning, public affairs and an expertise in crisis communications. She is a valuable resource on numerous Executive Management teams with proven ability to support and advance business goals



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through creative and effective communications planning. She is co-founder of Parker Philips and has 25 years experience in the communications field.

Prior to her work in the private sector, Philips served as Pennsylvania Governor Edward. G Rendell's Press Secretary for nearly six years, before taking a leave of absence to serve as communications director for Pennsylvania Congressman Bob Brady's campaign for mayor of Philadelphia. Ms. Philips finished her tenure on the Governor's Executive staff as a Senior Advisor to the Governor overseeing the Southport seaport development project at the Port of Philadelphia, and working to advance the deepening of the Delaware River by successfully helping execute a Project Partnership Agreement with the U.S. Army Corps of Engineers.

As Chief Spokesperson for Governor Rendell's administration she developed messages for and defended five multi-billion dollar executive budgets. During her tenure, she directed communications for legislative achievements including: the Pennsylvania Race Horse Development and Gaming Act of 2004; the \$2.8 billion economic stimulus legislation of 2004, Growing Greener II, which established a \$625 million fund to protect and preserve the Pennsylvania environment; the first increase in the Pennsylvania minimum wage in more than a decade; and the successful passage and implementation of "Cover all Kids," which extends healthcare coverage to all Pennsylvania children.

Ms. Philips earned her Bachelor of Science at West Virginia University.

October 14, 2018

ECGRA  
5340 Fryling Rd Suite 201  
Erie, PA 16510



Attn: Perry Wood

Dear Perry:

The Waterford Community Fair Association was fortunate to have a very successful 2018 fair season. Part of the reason was the weather and the other part, more importantly, was you. Our sponsors, donors and volunteers continue to be a very substantial component of the fair's success.

I'd like to take this opportunity to convey a very special thank you for your support. Your fair board recognizes this annual event could never happen without the involvement of the community, of which, you and your organization are a very large part of.

Once again, thank you!

Sincerely,

John Burawa  
President  
Waterford Community Fair



1701 Parade Street  
Erie, PA 16503 -1994  
814.452.6113  
f: 814.461.9483  
smartincenter.org

October 16, 2018

Erie County Gaming Revenue Authority  
Mr. Perry Wood  
5340 Fryling Rd.  
Ste. 201  
Erie, PA 16510

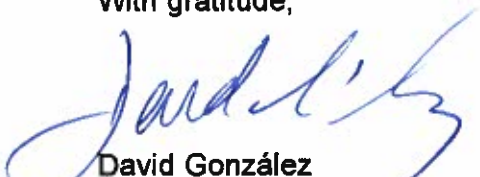
Dear Mr.  Wood and ECGRA,

We are so grateful to the Erie County Gaming Revenue Authority for the award of \$17,741.00 dated 10/10/2018 toward the purchase of a new van for St. Martin Early Learning Center!

Your wonderful gift allows us to purchase one brand new van to replace an aging van in our fleet. This means our children will be safer as they are taken to their schools and our center and that we will be able to continue serving them with quality education and kindergarten readiness. We cannot thank you enough for this!

Thank you for being a part of this work.

With gratitude,

  
David González  
Chief Executive Officer

*No goods or services were provided to the donor in exchange for this contribution.*



# Inner-City Neighborhood Art House

A Ministry of the Benedictine Sisters of Erie

Annette Marshall, OSB  
Executive Director

201 East Tenth Street • Erie, PA 16503-1007 • Phone: 814/455-5508 • Fax: 814/480-8942  
e-mail: nah@neighborhoodarthouse.org • www.neighborhoodarthouse.org



... to enable children to experience beauty, grow in positive self-expression and self-discipline, and develop into full and productive human beings.

Mission Statement of the Inner-City Neighborhood Art House

October 17, 2018



Erie County Gaming Revenue Authority  
Attn: Tom Maggio  
5340 Fryling Rd., Ste 201  
Erie, PA 16510

Dear Friends of the Arts,



In the name of all the children who find welcome and security, challenge and freedom, acceptance and self-confidence here at the Neighborhood Art House, thank you for your very generous grant of \$25,000.00 (ck# 2534) to the Inner-City Neighborhood Art House on October 10, 2018. This grant will help us to provide safety and security improvements, and organization visibility.

We are well into our Fall Session 2018. During the session the children will experience a wide variety of classes including: Great Lakes Art, Digital Computer, Knitting, Guitar, Dance, Printmaking, Clay, Choral Group, Violin, Cello, Flute, Recorder, Piano, Mosaics, Airbrush, Drums, Drawing, Weaving, Green Team, Clay, Polymer Clay, Sewing, Creative Writing, Poetry, Sun Catchers, Video Fun, and Hooked-on-Books. Creativity abounds!



What a blessing this grant is for the children and for the entire Erie Community! It will extend the life and mission of the Neighborhood Art House and will provide a brighter future for hundreds of Erie's youth and their families.

Once again, thank you! We are so very grateful!

In peace,

Sister Annette Marshall, OSB  
Executive Director

No goods or services were received in exchange for this contribution; therefore, the entire amount of your donation may be tax-deductible. We suggest that you retain this letter for tax purposes.





# EDINBORO UNIVERSITY

MICHAEL J. HANNAN, Ph.D.  
INTERIM PRESIDENT

October 29, 2018

Mr. Perry N. Wood III  
Executive Director  
Erie County Gaming Revenue Authority  
5340 Fryling Rd Ste 201  
Erie, PA 16510-4672

Dear Mr. Wood:

I would like to thank you for Erie County Gaming Revenue Authority's recent gift to the *WFSE Transmitter Grant*. Your contribution has placed the Erie County Gaming Revenue Authority in the President's Circle, as you inspire others with your commitment to the university and, most importantly, to our students.

Your generous gift shows that you truly believe in the education we offer, and that you are invested in our future. Best of all, you're helping to enhance the educational opportunities available to our students.

Again, thank you for your investment in the future of Edinboro and its students. We are grateful for your interest.

Sincerely,

Michael J. Hannan, Ph.D.  
Interim President

OUR VIEW

# Newcomers to Erie boost our economy

**The issue:** Loans for refugee businesses  
**Our view:** Wise investment in key sector

**A**s manufacturing jobs fled Erie, so did people. The city's population dropped from a high of 138,440 in 1960 to 97,369 in 2017, according to the most recent estimate from the U.S. Census Bureau.

Local leaders have long looked to immigrants and refugees as a lifeline. Refugees from Bhutan, Somalia, Bosnia, Iraq and many more countries have been resettled here in recent decades. Erie has been one of the largest destinations for resettling refugees in Pennsylvania, in part because of its relatively low cost of living and affordable housing. They shore up the population and inject the economy and our neighborhoods with new life and rich cultural diversity.

As reporter Matthew Rink has detailed, in 2016 and 2017, 924 new Americans came to Erie County, while 2,990 people moved out of the county.

Erie Mayor Joe Schember has made new Americans a focus of his administration. He regularly attends naturalization ceremonies to welcome new citizens and hired Niken Carpenter, an immigrant and lawyer, to act as a liaison to them.

Now comes welcome news from the Erie County Gaming Revenue Authority that is reflective of new Americans' central role in Erie's future. ECGRA recently announced a \$200,000 grant to the International Institute of Erie to help the region's new Americans start and grow businesses.

The institute will administer a microenterprise development program. Modeled on successful efforts elsewhere, the initiative will make loans, training and other aid available to help new Americans and refugees to hatch new businesses and manage them.

The program first began here in 2016 with the support of federal funding. Perry Wood, ECGRA's executive director, said its loans have a zero default rate.

"Entrepreneurs pay their microloans back in an average of three months, and every recipient is a refugee," Wood said, discussing the grant at a recent news conference hosted by Schember.

The loans come at a time when the flow of new Americans to Erie is complicated by President Donald Trump's dim view of immigration. Under his leadership, the admission of refugees to the U.S. has dropped to its lowest level since the U.S. refugee resettlement program began in 1980.

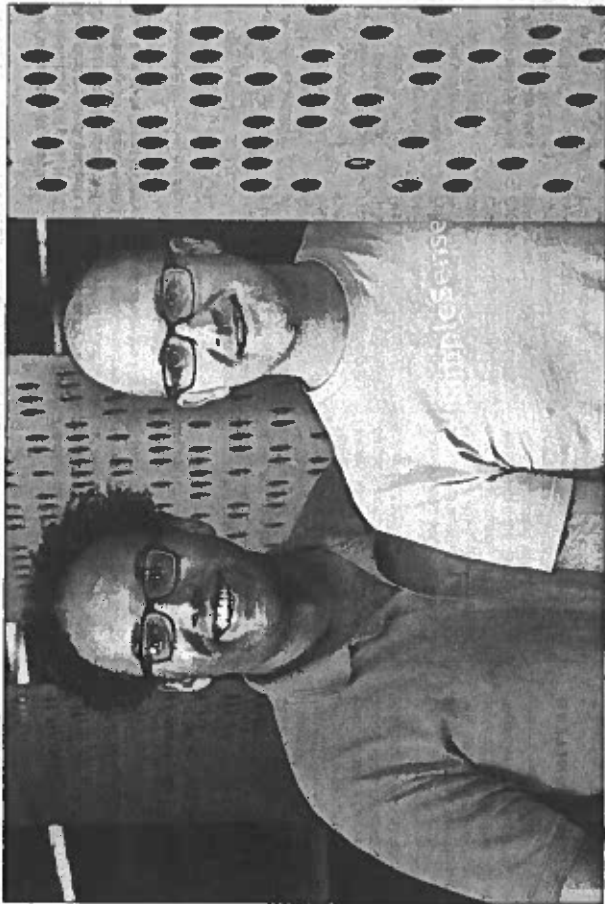
Trump's views are not in keeping with the nation's recent welcoming stance toward new Americans. And it runs counter to Erie's heritage and needs — a city built by immigrant communities and lately sustained by the influx of refugees from war-torn regions of the world.

The Erie Times-News has profiled successful new American entrepreneurs in the past, including grocers and restaurateurs.

Erie as a whole needs to carve out new economic engines to chart the future. These microgrants are a welcome resource to help Erie's new Americans take root and grow the city's economy.



# Community-building



Entrepreneurs Ali Jabry, 31, left, and Eric Kanagy, 37, are shown at the Erie Innovation District in Erie on Wednesday. (COURTESY, WOLFE) FOR/ERIE TIMES-NEWS

## High-tech startups say Erie is something special

By Jim Martin  
jim.martin@timesnews.com

As the co-founder of a startup technology company, Eric Kanagy keeps a close eye on the bottom line.

Kanagy, CEO of SimpleSense, a recent graduate of the Secure Erie Accelerator sponsored by the Erie Innovation District and Singularity University, has become a tenant of Radius CoWork at 1001 State St. since his company graduated from the accelerator a

few weeks ago.

Kanagy, whose company is one of the five — out of nine graduates — that have announced plans to stay in Erie, said he values Radius for the collaborative atmosphere and the sunlight that streams through the windows.

He admits, though, to making a daily pass through the basement offices of 717 State St., where the Erie Innovation District shares space with the Erie Insurance Innovation Center. “They do have free bananas down here,” Kanagy said. “I always grab one.”

That’s a nutritious

## ERIE NEXT

bonus for one of the leaders of SimpleSense, which is watching its budget as the company develops and prepares eventually to go looking for investors in the early-stage company, which is focused on technology that will help firefighters and other public-safety officials find people trapped in buildings.

The bigger piece of good news, however, is that See INNOVATION. A5

## Mercyhurst looks forward

Mercyhurst University remains the sponsor of the Erie Innovation District, but the arrangement might not last forever.

Michael Victor, president of the university, said Mercyhurst will eventually end its sponsorship of the district. That won’t happen until the Erie Innovation District is able to stand on its own financially, Victor said.

“It’s our child,” he said. “But at some point, we are going to say, ‘You’re on your own.’”

## INNOVATION

From Page A1

SimpleSense and other graduates of the Secure Erie Accelerator appear to be finding something attractive and valuable about Erie that extends beyond a steady supply of fresh fruit.

Kanagy defines SimpleSense as an early-stage startup. But a little over two months spent in the Secure Erie Accelerator helped change the trajectory of the company.

The Erie Innovation District, led by Mercyhurst University, delivered in a big way on the connections that Kanagy was hoping to make when he applied for the accelerator.

“We met over 300 people through the program, ended up with about 75 meetings that led to about 10 customer conversations and two pilot programs, one with Mercyhurst University and one with a large insurance company. We can’t say which one,” he said.

Kanagy, who has aspirations of building a company with annual sales of \$100 million, said SimpleSense will move into the Gannon University Technology Incubator in December. Ultimately, he said, the company will settle wherever it can raise the most money.

At this point, however, they see something unique in Erie.

“To be able to come into a community and have that level of engagement, that is really unique. That is hard to get,” he said.

And it was different than the experience he and the co-founders of



Examples of business personal safety devices, developed by entrepreneur Ali Jabry, are displayed at the Erie Innovation District. (COURTESY, WOLFE) FOR/ERIE TIMES-NEWS

SimpleSense had in two other cities where they participated in accelerator programs.

“What it spoke to is novelty of the Erie Innovation District and the this to succeed,” he said. Secure Erie Accelerator and a community desire to see it work, he said.

In some larger cities, he said, it can be difficult for new arrivals to make connections and get where they need to be.

“I think this community is big enough but small enough at the same time,” Jabry said. “People want to see this prevail. This is a big difference that has worked for it.”

Karl Sanchack, CEO for the Erie Innovation District, said every company that participated in the accelerator program commented favorably on the community’s energy level and enthusiasm for transforming Erie into a high-tech center.

Maintaining that level of enthusiasm will require change, he said. “There is an energy-level question,” he said. “Certainly group number one is one thing. Group number 212 is another thing. I think, certainly for the foreseeable future, maintaining energy is not going to be a problem. We have

to change it every year. And the more success we have, the more other parties are going to come in. We are going to keep the energy level high.”

Size works to Erie’s advantage in another respect, said Michael Victor, president of Mercyhurst University, which obtained the grant that launched the district and provides marketing, legal and administrative services on behalf of the district.

Erie is simply the right size to serve as a site for a lot of different smart-city initiatives that wouldn’t work in a larger or smaller location, he said.

For all the things Erie has going its way, there remains an expectation that raising money here will remain a challenge, but both Jabry and Kanagy expect to seek the support of local investors.

Even if he comes up short, Kanagy said there’s been a fundamental change over the past few years that work to Erie’s advantage. Just a few years ago, companies seeking Silicon Valley money were expected to locate in Silicon Valley.

High Silicon Valley real estate prices and fierce competition for talent has changed that equation.

Now, Kanagy said, an investor is likely to welcome the news that a company is moving to Erie.

“They say, ‘Great, you’re going to make our money last longer,’” Kanagy said.

Jim Martin can be reached at 970-1068 or by email. Follow him on Twitter at [www.twitter.com/ETNMartin](http://www.twitter.com/ETNMartin).