



## **Erie County Gaming Revenue Authority**

### **Minutes of the Board of Directors' Meeting**

**February 20, 2020**

#### **CALL TO ORDER**

The Board of Directors' Meeting of the Erie County Gaming Revenue Authority was held on February 20, 2020 in the Jordan Room; 5240 Knowledge Parkway; Erie, PA 16510. Legal Notice of the meeting was given through an advertisement appearing in the Erie Times-News. The meeting was called to order by the Chair.

#### **ROLL CALL**

Mr. Barney, Mr. Bagnoni (via Zoom), Mr. Cleaver, Mr. DiPaolo, Ms. Hess, Mr. Paris, and Mr. Sample. Mr. Lee, Mr. Wachter and Dr. Wood are also present.

#### **APPROVAL OF THE AGENDA**

Mr. Barney makes a motion to approve the agenda as presented. Mr. Cleaver seconds the motion. There is no discussion of the agenda. Motion carries 7-0.

#### **APPROVAL OF MINUTES** – January 2020

Mr. Cleaver makes a motion to approve the minutes as presented. Mr. DiPaolo seconds the motion. There is no discussion on the minutes. Motion carries 7-0.

#### **DIRECTOR'S COMMENTS**

There are no comments at this time.

#### **COMMENTS BY THE CHAIR**

Mr. Paris has no comments at this time.

## PUBLIC COMMENT

There is no public comment.

## PRESENTATIONS

There are no presentations.

## COMMITTEE REPORTS

- a. Treasurer's Report: Mr. Barney: Good morning everyone. Hopefully you have all had the opportunity to look over the Treasurer's Report for January 2020. We had no income come in from gaming, but you can see the interest from savings, EDF Restructured, and Blue Highway. The other ones were reported on last month's statement. There was nothing new in expenses, but you will see at the bottom, you'll see the Community Assets that were awarded. The Community Centers had 13 applicants and the Parks, Fields, and Trails had 10 so there was a total of 23 grants that were awarded.

A little further down you will see the payment to Summer Jobs; that is a draw for the 2019 program. We will be voting on the 2020 Summer Jobs later. The 2019 amount still hasn't been met because we awarded \$150,000. Anchor Building shows six different drawdowns. On to the next page, you can see that the Notes Receivable is \$6.5 million. Are there any questions?

Mr. Sample: Dale, you said \$6.5 million; I see \$5 million.

Dr. Wood: That's for the reserve for Uncollectable Notes; it's technically calculated into that number. From an accounting standpoint, they calculate it in. But just to be clear, no one is in default, we're not expecting any kind of default on any Notes whatsoever.

Mr. Barney: Next is the Statement of Cash Flow – does anyone have any questions there? Then let's go to Budget vs. Actual for the month of January. As you can see, there is nothing in accounting fees, but you see payments to Government Relations, which is Ridge, you see the Professional Services for Parker Philips, you see the legal services from Knox, and the payroll services. A little farther down you see the books and subscriptions, which is the Times News, postage, Office Supplies are from Tammi's Visa, Meeting Expenses shows the Strategic Planning session, and everything else is self-explanatory. You will see under Outreach there's \$1,000; \$500 of that was for the MLK dinner and \$500 of that was for the Renaissance Block speaker at the workshop. Advertising is for the Board meetings and the Strategic Planning meeting. Is there anything that jumps out that you would like to discuss?

Mr. Lee: Dale, what falls under the Insurance?

Mr. Barney: Farther in the back we were going to get to the insurance things, but Perry can explain.

Dr. Wood: Officers and Liability Insurance is part of that, Business Catastrophe, Workers Comp, and UltraFlex.

Mr. Lee: And what is covered under UltraFlex?

Dr. Wood: It's basically a type of umbrella coverage.

Ms. Michali: It is, and right off the top of my head I can't remember what it covers, but I can send you an explanation when I get back to the office.

Mr. Lee: Okay. Thank you.

Dr. Wood: I think we actually went over this like three months ago so I'm sure it's not fresh in your mind, but we can provide summaries. We use Great Lakes Insurance right here in town to vet all of these policies and when they were up for renewal, we actually brought in the amounts and we showed a comparison. We can provide that again; it's no problem.

Mr. Lee: Thank you.

Mr. Barney: Next is the Schedule of Grant Reserve; it shows the Committed and Uncommitted Funds at the very top. You'll see the number for the fourth quarter seems a little low but remember it's only one month into the fourth quarter of our fiscal year. When you look down, you see the PFT disbursements; remember those are a one-time drawdown and then they're done. So, all these have received their money and they are done. On the back you see the CC disbursements, and those are a one-time drawdown also. The next page shows nothing, but the following page shows Anchor Building, which are multiple drawdowns. Other than the Benedictine Sisters who took their drawdown all at once because of their project, the rest of these show the first installment of multiple drawdowns.

Mr. Cleaver: Was that for the heating unit?

Mr. Barney: Yes, exactly. They needed it all at once. You will also see the payment for Summer Jobs that is indicated; remember that is for 2019 and they haven't met the cap yet. The following page is just a summary of what we just indicated. The Benedictine Sisters received their total amount and the other ones have only taken a partial payment, so it shows the amount remaining. Same with Summer Jobs – it indicates what we paid and how much they have left, which is \$18,645 to reach their \$150,000.

Next we will go to the Check Detail Report which indicates all the payments that I had previously mentioned for Anchor Building, Parks and Fields, and Community Centers. Are there any questions on the Check Detail?

Mr. DiPaolo: I have just one question. I brought this up before about Empower Erie; they have only taken \$30,000 of the \$400,000 that was committed. In the event the community college doesn't go through and if in fact it would be appealed, are they allowed to use this money to appeal it?

Dr. Wood: Honestly, Dom, I think we as a Board should have that conversation if the time comes, if you're comfortable with that.

Mr. DiPaolo: I just wanted to bring it up.

Dr. Wood: I would say technically yes, they could use it. However, because this has dragged on for over two years, I think we ought to be kept in the loop on what is going on with that process and maybe even have a member of Empower Erie come give us an update at a Committee or Board meeting.

Mr. Sample: Initially, that money was for the acquisition or trying to get that so this would theoretically be part of the process, but I agree that we should still be brought up to date as to what is going on.

Dr. Wood: And I don't think that should reflect anything about our position; we've already awarded the money and it's sitting there. You bring up a really good point that we need to be up to date.

Mr. DiPaolo: Okay.

Mr. Barney: Are there any other questions pertaining to the Check Detail? Then let's move onto the credit cards. You see office supplies, postage, phone/IT, Strategic Planning meeting; you might see the \$80.70 for office supplies and that was for binders, dividers, paper plates, and napkins. Are there any questions pertaining to any of those expenses? If not, that concludes my report.

There is no further discussion of the Treasurers Report. Mr. Sample makes a motion to accept the Treasurer's Report as presented. Ms. Hess seconds the motion. Motion carries 7-0.

- b. Strategic Planning Committee: Mr. Paris: We did not have a Strategic Planning meeting, so there is nothing to report.
- c. Update from County Council: Mr. Horton is not present so there is nothing to report.
- d. Update from County Executive's Office: Mr. Lee: Thank you, Mr. Chairman. I'll start with the request for the resolution that will be before the Board for the Summer Jobs Program. Many of you are aware of the program; ECGRA has participated in the program since its inception. The County is very pleased with the partnership we have been able to forge in our endeavor with ECGRA. We have completed our sixth year; we are entering into our seventh year.

To date, we have seen over 915 students complete the program and the County of Erie, ECGRA, and the Erie Community Foundation have invested collectively a total of nearly \$2 million into the program. It is for 16 – 21-year-olds living within the County of Erie. There are some income stipulations but the County works with the individuals on that because what we have identified is that we do not want that to be the sole deterrent when it comes to these young men and women getting the opportunity to participate in the program.

We have over 50 organizations, Erie Insurance, Saint Vincent, Gannon University, quite a few small businesses and I could go on and on, as businesses that participate in the program. We look to expand it realistically to up to 60 organizations participating. Our capacity at this time is 175 students; from a quality standpoint and a management standpoint, we do not see exceeding that at this particular time. The goal has been to have 50% of individuals within the City of Erie and 50% outside the City of Erie. To date, we have about 65% inside the city and 35% outside the city; we're still working on achieving that goal and I

can honestly say that GECAC, over the last two years, has worked really well in trying to improve on that goal.

When I speak about GECAC, I think it's important to say that we are in the last year of our contract. We will be issuing a Request for Proposal this year, probably some time in the latter part of the summer and we will see what transpires from there. I can also say, and this is very important, since the inception of the program we had set the budget at \$150,000 from the County of Erie, \$150,000 from ECGRA, and we have not asked for one penny of an increase, nor does the County plan on asking for an increase. I think that's important for the mere fact that too many government programs, from my perspective, the overhead costs have a propensity to grow and you don't reach any more students. The County finance team and the Administration have really maintained and watched the dollars really closely.

This is a program that we are thrilled about and we look to do a few things differently this year, but the key will be to constantly improve on the quality of the program. Since we are at the max of 175, we're always looking to improve the quality of the program.

Another point that I think I should bring the Board up to date on is, many of you are aware that Gov. Wolfe has proposed a minimum-wage increase. Currently we are at \$7.25/hour; he has proposed \$12/hr. All indication and feedback from us is that it's not going to get that high; it may go to \$10/hr. max. That will impact the Summer Jobs Program; it would cost us to raise the minimum wage amount. At that point, we do have some cash in reserve that we would take a look at and see if we would need to come back to ECGRA and County Council for an increase. But it's too early to say at this point.

For a couple of years, I was approached by the administrators at GECAC to ask if we would consider raising the minimum amount that we were paying the students. At that point, I wasn't open to it. I said, "Look, this is a program where we're trying to teach the skills and it's not about the money" – although money is part of it. We want to be realistic that you don't go into a place and get top dollar. Because the economy is doing so great, and that's a fact, not an opinion, we have to revisit that, even if this minimum wage doesn't go through, we have to revisit that and take a look at Waldameer – we kind of use them as a benchmark. Instead of \$7.25/hr., it might go to \$8 or \$8.25/hr. We will be taking a look at that more thoroughly. Based on some of my discussions I've had thus far, is that individuals that are returning to the program, they will have an opportunity to earn more like \$8.25; individuals that are first coming in, they are going to be kept at minimum wage.

Again, in this whole process, we don't want to lose the value of what we're trying to teach which is work skills, building a relationship and aspiring the students to go to a higher level. Eighty percent of the students currently are still in high school. Dr. Wood and his leadership and his team have always been proactive. Dr. Wood attends a lot of the meetings when his schedule permits and he provides very valuable feedback. We plan to have Dr. Wood be part of the Request for Proposal process; we did this five years ago and it worked really well. Just so you are aware, the proposal will be for three years with the option of one to two years, for a total of five years. We're going to see what happens and go from there. Are there any questions?

Mr. Sample: Gary, just a couple points. Am I of the understanding that the people that were in charge of the Summer Jobs Program, that's all been changing at GECAC?

Mr. Lee: Good question, Dave. Yes, Ben Wilson was in charge of the program last year and under his leadership he did an outstanding job. He moved on to Career Link . . .

Dr. Wood: He is actually head of the workforce development force for Erie County, and that is significant.

Mr. Lee: Yes, but Career Link has a new name, but I can't think of what it is right now. But yes, Ben is leading that. His successor, her name is Sylvia – and her last name escapes me at this moment – she worked with him last year and I think she did an outstanding job. She has shared with the Administration what she is working on and being proactive on. Her whole perspective will be to build upon what Mr. Wilson has already started. In addition to that, because Mr. Wilson is still committed to the success of the program, he has offered his expertise with GECAC as they continue to go through the process.

Mr. Sample: Another issue that we ran into last year, and it's been ongoing, at least as far as Corry and Union City, we don't really get the information to the schools early enough. I know that in Corry we have Mike Daniels who works with the kids and he's been very proactive but when he's only got a week or ten days to try and contact these kids . . . we need a little bit more time.

The other issue, if you want to have someone from GECAC contact me, I know that where my business ran into some problems last year, through the payroll process, we work seven days; they only had a five-day format. My people were trying to work with them to try and get it to work out because they couldn't accept the reporting hours. We did have one person who was signed up initially who got a job for more money. What we've done, not to circumvent the system, we don't start anyone at minimum wage. We would bonus people out because we didn't want to take the integrity of the program, but they would receive checks from us.

In my particular case, we would be more than willing to pay the difference. I'd be willing to hire the kids if I could get them to come through the door. That's the issue. Even if there is to be a raise to the minimum wage, in order to be competitive, their system just did not allow for you to go outside of the parameters for what they were paying.

Mr. Lee: Thank you for the feedback. I will have Sylvia (I did look up her name and it's LaVore), I will have Sylvia reach out to you.

Mr. Sample: I'm not bright enough to figure it out, it's the girls at my office are the ones that deal with it, and they have done work around it but because of our hourly reporting for the IRS, we're trying to report on a seven-day format and they're requiring a five-day format. Especially where it really came up and fortunately no one got hurt, but as far as Worker's Comp, if you don't show them working those hours on the time slips and they get hurt, you've got a phenomenal amount of exposure.

Mr. Lee: I will pass that along to Sylvia and hopefully they will be able to work with you on that, David. One of the things, getting back to your initial comment about reaching out to the schools earlier, that is one thing that Sylvia has shared with me that she is doing this year differently is getting involved with schools earlier, but I will make sure that she is doing it with all the schools. Again, thank you for your feedback.

Mr. Sample: One of the important things is that they need to know, I know that the first year Mike Daniels was there that some of the information got there but it didn't get down to him through the school system so they almost need to happen; find out early who the contact

person is rather than sending it to the person that was in charge last year, because in our case that person retired.

Ms. Hess: I have monthly meetings with all the Superintendents; I can easily get that from all the superintendents – the counselor or the contact for each school district in our area.

Mr. Lee: That would be great. If you want to forward that on to me then I can forward that directly to her.

Ms. Hess: I would be more than happy to do that.

Mr. Sample: Gary, I also wanted to let you know that my daughter's boyfriend was working with the Seawolves last year and nobody approached them, and they never did get the program to come together. I would encourage that because there's a job anybody in Erie can get to. The kids can walk to the ballpark and work, but it is odd hours.

Mr. Lee: What we're finding now, because the economy is doing so well, there is a lot of competition. Because of that, the 175 that I mentioned, that is truly our max. In fact, I wouldn't be surprised to see that go down a little bit this year. This is an excellent situation to be in simply because, if the employers are taking the initiative in hiring (inaudible). At the end of the day, we just want these men and women to get opportunities, whether they come to us through the program or they don't have to. It's all good.

Mr. Cleaver: You mentioned 80% of the students; what are the other 20%?

Mr. Lee: The other 20% are ones that are no longer in high school. They may be in college or in some type of technical training, they may be looking to enter into the workforce full time; but they are not in high school. The age is from 16 – 21 so you have individuals that are home for the summer or something like that.

Mr. Barney: I would like to commend you because I do think, especially with the philosophy if you are a returner, we do need to teach them that if you maintain and stay with a job, there is a raise involved. A lot of these kids think they don't want to do something thinking that's going to be their rate forever. But if they put in a few years and stick around, they find they do get a raise. So, I like that if they are there for the second time, they are at a higher rate. If they come back a third time, maybe they get more still. A lot of people shy away from that minimum wage because they think that that is the rate; work for five years and see where you end up at.

Mr. Sample: Another thing that would be interesting to find out at some point, Gary, is how many people stuck. We have hired several of the people that worked for us so they didn't need to go back into the program. Most of the people that are looking for people are looking because they need people. If they're worth the money, hopefully they are hiring.

Dr. Wood: That's a great question. Every year Mr. Lee and I participate in an information session with Keystone Research in which there is a summary of how things went the current year and then there's a longitudinal piece to it that studies the long-term effect on these kids. There is a report that comes out that's over 150 pages long; I'm still banging out this year's report as we speak, but in essence it's basically a giant customer-service feedback loop in

which it asks the students themselves, it asks the employers, and it asks the administrators of the program how things went, what things can be improved, what the level of satisfaction is. I really like it as an evaluation format; it really helps us. I do provide it to the Board every year. Like I said, it is pretty long, So I often just go through and take highlights for the Board. It's important for employers to participate in. A lot of the feedback, like we're getting here today, other employers have given similar feedback.

Mr. Lee: Thanks for bringing that up, Dr. Wood. To piggy-back on that, that was one of the key criteria when we put this RFP (Request for Proposal) together, that we have some type of information feedback or study to see how we are doing so we can build on that and that has served us really well. Thank you.

One other quick point, the community college. I'm only going to speak on a very high level. March 18<sup>th</sup> is the public hearing. The Administration has been told by the State Board of Education that on March 18<sup>th</sup>, and by the way this is on the State Board of Education's website as well as on the County website as far as the format for this particular hearing. This is not going to be a hearing where people can come up to the mic and speak; it's going to be set up really like a court room. The judges will be the State Board of Education; they have witnesses, they have already decided the four entities that will be speaking – the County of Erie, Empower Erie, Northern Pennsylvania Regional College, and Senator Joe Scarnati. As it stands right now, we have two that are for it and two that are opponents if you will. This will be a hearing based strictly on the three facts, which we've already met with the Department of Education which states that 1) Erie County does have a minimum population to meet the projected enrollment of the community college, 2) Erie County has the financial wealth to support a community college, and 3) Erie County is currently inadequately served by the structure that we have in place as it pertains to higher education.

So, we passed that with the Department of Education, and we hope that the Board will approve it. We have been told that it is the Boards intent to make a decision that day. They're going to hear all the testimony, they're going to have a short period for cross-examination, they're going to deliberate, and they're going to come back with their vote. That's what we have been told. March 18<sup>th</sup>, we will know one way or another if we will be having a stand-alone community college for Erie County. Thank you.

### REPORT OF THE EXECUTIVE DIRECTOR

Dr. Wood: You'll see on Board Effect that there is an Executive Director's Report. The first thing I want to point out is that revenue did come in for the last quarter of 2019; it came in at \$1.360 million, as compared to last year's amount of \$1.362 so, it's basically on target. Last year, as well as this year, there is a new system for how the Commonwealth distributes the funds because they have so many years of financials to go off of, they distribute them evenly over the quarters rather than having one massive amount of funds come in for the fourth quarter. That was known as the "true up," which was the Commonwealth's term for when they reconciled the minimum percentage of giving that every casino has to provide in terms of local share.

That's why, if you look at the graph in the report, it looked like a hockey stick in the past; now it's more of a plateau as it's more evenly distributed. Ours is lower at the beginning of the year because that's when the County sequesters funds for the Erie County Land Bank that normally would have gone to ECGRA. It doesn't reduce our revenue to \$0, but it does significantly impact it. By the time you get to the third and fourth quarters, those funds have already been distributed to the land bank, so we see regular numbers.

There's also a report in here from Bridgeway Capital on the progress of the Inclusive Erie Fund, which is the fund that focuses on women- and minority-owned businesses in the community. The accelerator program that they have in place has gone off and we're going to get a separate report on that. I just met with the new CEO of Bridgeway last week, T.J. Bogdewick; they wanted to have a meeting to let us know that they haven't forgot about Erie County. Bridgeway hasn't had a director in the Erie County office for two months now; they are conducting an intense search and they think within the next three months they will be able to appoint someone. That was one of my major concerns that there wasn't some kind of policy shift with the new CEO and with the last regional director not working out. They are committed to find someone and the reports continue to come in.

There is a letter with the metrics that we want them to track in the report and then also a list of businesses that have received funding, how much they have received, what percentage is ECGRA's funds and what percentage is Bridgeway Capital's funds. They always provide us with these reports quarterly so we can see that 1) they are deploying our funds and 2) they are hitting the target market, which is not only women- and minority-owned businesses, but also distressed census tracts and neighborhoods.

Next, you'll see there was a Municipal Leaders Grant and Resource Workshop; Tom and I attended. Sen. Laughlin organized it and basically brought the grants term from Harrisburg to Erie County, invited all municipal leaders in Erie County to attend. It was a very well-attended event with over 100 municipal leaders there. We were there on hand, we had a table, and Tom gave a workshop on Municipal Collaboration which is currently open. He also talked about Parks, Fields, & Trails and Special Events – everything that would be relevant to a local government leader. We fielded several questions in between almost an entire day workshop, but it was a great opportunity for us to network with local municipal leaders and of course, since the Senator asked, we're not going to say no.

Next is the letter reappointing Mr. Barney to a five-year term through December 2024. Congratulations, Mr. Barney. Also, a reminder that late in the year we had the announcement for the Erie County Lead Assets so you'll see a press release in there for that. There is also a release for the ECGRA Community Assets for Community Centers which was held at the MLK Center and was very well attended by local officials. We also had an announcement for Parks, Fields, & Trails, which was the most recent at the Humane Society. There is also a meeting agenda in here, and just a brief update that eCAT (Erie Center for Arts & Technology) is one of our biggest MRI's and it's also our first facility-based MRI. This is really important and it's also the region's first New Markets Tax Credit project, which I continually say we need to be supportive and I'm really excited about that; this is an important financing tool that Erie County has never taken advantage of before. Tim and I are in process with the closing; all that's left is to negotiate the terms. Did you want to briefly discuss the terms?

Mr. Wachter: There are four different lending entities participating in providing the local match for the New Markets Tax Credit. One of the things that Erie Bank, who has taken the lead role in this, wanted to do is have each one of the entities represented by a single attorney solely for the purpose of drafting the intercreditor agreement. What that means is that the four different lending entities want to be on the same priority in terms of the debt. The nonprofit entities, such as the Gaming Authority and the Erie Community Foundation, have the ability to charge a lower interest rate than the for-profit banks would be able to do and they wanted everyone else to be on the same terms with respect to the remainder of the debt.

Apparently, there has been an engagement letter sent out, but I haven't seen it, so they're going to resend it. It's fine for the Authority to sign that just to come together with the intercreditor agreement. Additionally, with respect to terms, Perry and I have spoken about that and we believe there is potential strategic reasons in which to mirror some of the potential terms from the Erie Community Foundation so that they are able to put together some level of cash flow. The Community Foundation has not yet come out with an interest rate; we have an idea as to where we think we should be which is somewhere around a 2% interest rate, I believe. To spur the issue along, I'm going to put together a Note similar to what we've used for Bridgeway Capital in the past and then

provide that to the Erie Community Foundation as a starting point to make sure that we can get on the same page.

The Note would be a seven-year Note, interest only payments until there is a balloon payment on the back end. The reason why it is structured that way is because it corresponds with the New Markets Tax Credit program such that after they have their seven-year period, eCAT would then go out and refinance all the debt, take out the Tax Credit portion, and have sufficient funds in order to pay back all the local lenders.

Dr. Wood: Does anyone have questions about the terms? Typically, the way we do MRI's is we present the case to the Board, we give you an idea where we are at with these entities, you empower Tim and I to go and negotiate the terms. However, we often come back and let the Board know where the terms are falling so that you're well-informed about it. If you want to know where this falls as far as the history goes with other terms, our interest rates are typically 1% - 3%, so that 2% is falling right in the middle. It involves all these other partners, which past MRI's have not involved, which is why there is the intercreditor agreement. In other words, we're participating with all these other lenders in this process in order to make this project work and that is typically how New Markets Tax Credits work; there is a capital stack and we're one entity within that capital stack. In essence, we remained flexible because at the end of the day, we're just a gap financing entity; we're here to get the project over the finish line. We're not a bank; we're not here to make money. However, that doesn't mean we can't have some type of return. Seven years, the requirements of the applicant, 2%, probably where we'll land with the Erie Community Foundation. Typically, in the past, we have subordinated ourselves when it's necessary. We went to the table and the banks agreed that they didn't think it was necessary; we did not need to subordinate. So basically, we have senior position with the banks. If the project goes belly-up, we get the same amount back as they do. I hope that puts the terms into perspective with what we have done elsewhere.

Mr. Wachter: I will say that we typically also don't secure our loans because we are a gap financier and the Board has always taken the position that as a gap financier, we don't need to add additional owner's covenants to the lender. In this particular loan, there will most likely be a UCC filing agreement that we secure the debt legally so there could be a lien on the particular facility but other than that, we're not looking for collateral for the loan because I'm not sure what you would do with an old school building.

Mr. Cleaver: We have no defaults to date.

Mr. Wachter: No defaults to date.

Dr. Wood: That being said, this is one of the riskiest things we have done at ECGRA.

Mr. Cleaver: I believe that, and I think it's good.

Mr. Barney: We had that one entity come and we referred them to Bridgeway for them to see if they could negotiate something that was reasonable, and we told them that if it was still out of the parameters to come back to us. That hasn't happened yet? I think it was North East or out that way. They were doing something, and we held off that we could give them the 2% and we told them to see Bridgeway to see if that would pan out because there was some additional money that they needed to obtain.

Dr. Wood: Do you remember who that was?

Mr. Wachter: I do not remember who that was.

Dr. Wood: I do not remember who that was, but whoever it was, they have not come back.

Mr. Cleaver: I remember the discussion on that, but I couldn't tell you who the company was.

Dr. Wood: Was it Resources for Independence?

Mr. Cleaver: No, that would've rung a bell. I thought it was North East, but I could be wrong.

Mr. Barney: I just know we had told them to go to Bridgeway, but I know sometimes it's still out of the question for them.

Dr. Wood: Maybe it's fresh because we are engaged heavily with North East right now in helping with the Sustain North East concept. If you saw the article with Sen. Laughlin, there's potential catastrophic economic consequences to the consolidation of the North East campus of Mercyhurst with the City's campus. As a result, we have been proactive in working on the government relations side. We did commit, as a Board, to commit to their Sustain North East fund, which would look at revitalization of buildings in the downtown; that's a loan as well. It has not closed either, because they are in the fundraising process. Maybe that's where the thought came from.

Continuing on, I did throw the cover of the evaluation of the Summer Jobs program just to remind you; we'll provide you an electronic copy of that if anyone wants to see it. Of course, I always like to put the thank-you notes in the report; there are several entities sent us thank-you letters and I think the Board ought to know that they are appreciative and they took the time to do that.

Then you see the media clippings. The pilot program that we funded to do a design charette for the future of Erie's waterfront was very well received by the community and was by all means successful. We're going to present those results to you in March; we're not going to have a speaker come in but we will provide the actual design charette results. Another program that was funded was the tool lending library; there is an article about that. The West County Journal did a nice piece of all the parks we funded out in the West County. The Humane Society project and the Fort project were also funded as part of the Parks, Fields, & Trails which you will also see. Then you will see the coverage in the Corry Journal about the Renaissance Block; folks are really excited about that down there. We have not seen that application yet because it's not due yet, but for this next round of Renaissance Block, we're expecting to receive maybe two new applicants to the program and several round two applicants, is that correct, Tom?

Mr. Maggio: Yes, because most of the people have exhausted their funds from round one.

Dr. Wood: Of course, we gave you an interim report as to how that program was going along with the other Neighborhoods & Communities programs and we recommended proceeding with that, which we have done.

The Sustain North East coverage was great and there was a nice editorial about North East's future that mentions us. Then there was a yearly economic report that the Erie Times News puts out every year; this year they called it Erie 2020: Erie through fresh eyes; there were several projects that we funded that were mentioned in there and we just put a couple of those articles in there to remind you that we funded those projects and that they're being well-received by the community. We did not participate with any kind of ad for that; typically we have in the past, but no one contacted us this year and asked us to participate.

Are there any questions about the Director's Report? Thank you for your time.

### SOLICITOR'S REPORT

Mr. Wachter has nothing to report.

Mr. Paris: At this time, I am going to call an executive session to discuss personnel. The time is 9:20am.

Mr. Paris: I am calling the regular Board meeting back to order after coming out of executive session. The time is 10:03am.

### OLD BUSINESS

There is no old business to follow up with.

### NEW BUSINESS

a. Executive Director's Employment Contract

Mr. Paris: This was presented to the Board during the executive session.

Mr. Wachter: No action was taken today so you would take a motion to table.

Mr. Cleaver moves to table the item of the Executive Director's Employment Contract until the next Board meeting. Mr. Sample seconds the motion.

Mr. Cleaver: Can I just confirm that you're going to send us a copy? Nevermind, you're not going to have the numbers to put in.

Dr. Wood: You have a draft budget of the expenses minus the salaries . . .

Mr. Cleaver: Well that's what we're looking at and I want to see the bottom line.

Mr. Sample: He can come through with his recommendations, but it will still be a draft.

Mr. Cleaver: Okay, that's fine.

Mr. Sample: So, we can have that prior to the next meeting.

Dr. Wood: I'll also be proposing raises for Tom and Tammi that will be included in that draft budget, so I could give you a draft proposal.

Mr. Cleaver: And the hospitalization proposal?

Mr. Paris: We can put a package together and have those numbers.

Mr. Cleaver: Yes, it should be under personnel expense. I don't know if we're going to accept it or not, but it should be in the proposal.

Mr. Sample: It will be in the draft with the direction of what we came up with.

Motion carries 7-0.

- b. Resolution Number 1, 2020 – Resolution to adopt the funding for the 2020 Summer Jobs & More Program.

Dr. Wood reads the resolution.

Mr. DiPaolo makes a motion to adopt the resolution. Mr. Sample seconds the motion. There is no further discussion of the resolution. Motion carries 7-0.

Mr. Paris: I do want to say that I appreciate everyone's comments and for everything that everyone is doing. If there is anything else that anyone needs, please ask.

Mr. Cleaver moves to adjourn.