



MEETING OF THE FINANCE COMMITTEE AND BOARD OF DIRECTORS  
Knowledge Park; 5240 Knowledge Parkway; Erie, PA 16510  
January 12, 2017

AGENDA

1. CALL TO ORDER
2. ROLL CALL
3. APPROVAL OF AGENDA
4. APPROVAL OF MINUTES – December 2016
5. COMMENTS BY CHAIRMAN
6. PUBLIC COMMENT
7. PRESENTATION  
Family First – The Honorable Flo Fabrizio; Bob Catalde, G.R.E.A.T.; Ron Sertz,  
Erie Sports Commission; Greg Rubino, Passport Realty
8. COMMITTEE REPORTS
  - a. Treasurer's Report
  - b. Regional Assets Committee
  - c. Strategic Planning Committee
  - d. Update from County Council
  - e. Update from County Executive's Office
9. REPORT OF THE EXECUTIVE DIRECTOR
10. SOLICITOR'S REPORT
11. OLD BUSINESS
12. NEW BUSINESS  
Resolution No. 1, 2017: Resolution to Adopt the 2017 ECGRA Special Events  
Guidelines
13. ADJOURNMENT

Next Regularly Scheduled Board Meeting of ECGRA

Date: Thursday, February 9, 2017  
Time: 8:30 a.m.  
Location: Knowledge Park; 5240 Knowledge Parkway; Erie, PA 16510





**Erie County Gaming Revenue Authority**  
**Minutes of the Board of Directors' Meeting**  
**December 8, 2016**

**CALL TO ORDER**

The Board of Directors' Meeting of the Erie County Gaming Revenue Authority was held on December 8, 2016 at the Watson-Curtze Mansion; 356 West 6<sup>th</sup> Street; Erie 16507. 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. Bagnoni, Mr. Barney, Mr. Domino, Mr. Paris, Mr. Peters, Mr. Sample, Mr. Yaple (by phone), Mr. Breneman, Mr. Lee, Mr. Wachter, and Mr. Wood are also present.

**APPROVAL OF THE AGENDA**

Mr. Barney makes a motion to approve the agenda. Mr. Peters seconds the motion. Motion carries 7-0.

**APPROVAL OF MINUTES** – December 2016

Mr. Peters makes a motion to approve the minutes. Mr. Barney seconds the motion. Motion carries 7-0.

**COMMENTS BY THE CHAIR**

I'm really glad to see that we're being this pro-active with this situation with the government. I think we potentially dodged a couple of bullets by having the Ridge Policy Group and the other things in place beforehand. To try and do that after the fact could have been a disaster. We've just got to keep keeping everybody aware that this is not a done deal. We have no guarantees, and if they appreciate everything ECGRA has done for them over the years, they need to voice their opinion and get to their legislators.

We need to go into executive session. We have two individuals who have to meet with the governor today, so we want to be respectful of their time. We're going to go into executive session to go over a couple of personnel items and then over another matter of business. I would ask that Perry, Diane, and Tom excuse themselves, and we will call you back in a few minutes.

We are now out of executive session. Mr. Wood, the time is 9:15, and we went into executive session to deal with a personnel matter and a legal issue. We will now move on to committee reports.

## PUBLIC COMMENT

Jack Watts: I'd like to say that I'm glad you guys are here and appreciate you having your meeting here.

## PRESENTATIONS

No presentations.

## COMMITTEE REPORTS

- a. Treasurer's Report – I think everybody's pretty comfortable with the documents now and reading through these. I don't know what level you guys want me to go through with this. I don't see anything in particular that is of concern when we look at where we stand in the year. Obviously we start our year on April 1. We're trending in most categories where we anticipated trending, with a few exceptions along the way which typically are balanced out by where we are under budget in other areas.

The one thing I want to remind all of you about is that Perry and I have been discussing this concern we have over these two endowments – one being a donor-advised fund at the Community Foundation, and the other being an agency endowment. We had made a split of those two endowments at some point for a number of different reasons. One of the issues that came up as a result of that is that we are not confident that we're presenting our balance sheet how we should be. This is actually the only important part – the rest of it can be read.

This situation is this between the agency account and the donor-advised account at The Erie Community Foundation. When you do a donor-advised fund, IRS rules are that we have given that money over to the Community Foundation, and we no longer have any legal control of that money. And as such, that money is not on our balance sheet, because it's not our money anymore – we gave it to the Foundation.

However, the piece that is still set up as an agency fund means that we are just paying them to administer those funds for us, but we could, theoretically, take them back. As such, they need to show up on our balance sheet, and they don't. And so Perry, Susannah, and I were at a meeting where this came up, and this is now the third time I've brought this up to all of you, but it's culminating in some action that I'm going to request authorization for Perry and I to move forward on.

Two points of action may need to occur. One, we may want to consider consolidating those two funds both into the donor-advised fund. I'll bring that up at a later time. The thing that's disconcerting to me as the treasurer having reviewed these documents every month before these meetings and going through this, is that our auditor didn't catch this. The fact that Perry, Susannah, and I happened to just be chatting and a lightbulb goes off as we realize that this could be an issue, is disconcerting to me at best. I would seek approval from my colleagues on this board to move forward with replacing our auditor. We've used Felix and Gloekler for a number of years. The county has moved away from them; other economic development agencies have moved away from them. I love Buzz Felix and think he is a fantastic guy, however, this is disconcerting.

We do not need to put this out to bid. It's a professional service – the same way we don't have to put our legal services out to bid – we choose who we want to work with us. I had one conversation with what is probably Erie's largest CPA firm, but they do primarily for-profit

business, and they advised us that we need our auditor to have a particular credential that they don't have. They are going to gather some names that Perry and I can chat with.

This is something that I'd like to move forward on relatively quickly. I'm looking for comment from you guys.

Mr. Sample: I believe that's a very good opinion. I believe Perry had a conversation with the county, and Sue Ellen recommended that every five years you rotate out so that you don't get stagnant. So, I agree with you whole-heartedly.

Mr. Bagnoni: I have no problem with that. I know of organizations that have gotten into deep, deep poop because their auditors didn't catch stuff that they should have. So, I agree that you should rotate them in and out. That way you have checks and balances. I don't think you should stay with the same one.

Mr. Peters: My desire is to try and stay with someone in Erie, to keep the wealth here. At the same time, the rules changed not too terribly long ago that require a certain designation, and we have to get someone that has that designation. I called Shaffner, Knight, Minnaugh just because I know those guys, and they said they don't have that designation but that they would do a little research for us as a courtesy, because we're a client of theirs (my business is), and they'll give us some names of people that they think we should interview. I'm hoping that Perry and I can do that rather than go out of town.

Mr. Barney: The designation that is required, is there a company in Erie with it?

Mr. Peters: Interestingly, Felix & Gloekler does have it. I don't remember who else does.

Mr. Wood: It's a government auditing certification.

Mr. Sample: It's a point well taken. Somebody with the certification; somebody from Erie.

Mr. Peters: And if we don't have someone in Erie that has that certification, I would recommend that we go to someone in Pittsburgh, because at least it's keeping it in the Commonwealth, and they would be familiar with the Commonwealth Financing Act.

Mr. Wood: The chances are that the cost will be under \$5,000. If it's over, we'll need to bring it back to the board, but if it's under, I'm going to ask you, is it okay to just go ahead and execute based upon the criteria you just set up?

Mr. Sample: Yes.

Mr. Peters: As far as what it does to us related to any sort of IRS issues, we still have to figure all that out. Unfortunately, I suspect you'll be hearing more on this, and maybe we can just restate and everything will be fine. Other than that the treasurer's report is pretty self-explanatory.

Mr. Bagnoni makes a motion to approve the treasurer's report. Mr. Domino seconds the motion. Motion carries 7-0.

b. Regional Assets Committee – Nothing to report.

c. Strategic Planning Committee – Mr. Paris: We met last week. Jim and Dave weren't there. We discussed the letter from Talarico. One of the things we're going to be doing today is the Lead Assets funding, and how that turned out. We talked already about the selection of the new auditor. One of the last things that came up was the Buki plan and how we are going to be moving forward with that.

Mr. Wood: Which we don't know yet. We have to have further discussion with the board.

Mr. Peters: We did also chat about Ignite Erie and the possibility of expanding that program as we're learning what Penn State and Mercyhurst are doing, both with the Innovation District, and what Penn State is doing with the Beehive, and some of the good stuff that's coming out of that. If you recall, we funded that at \$250,000 a year for three years, and

we're getting quite a bit of value out of that. It might be something that in the coming months we want to talk about again – about do we want to expand that program.

I guess the only other thing I'd like to share from strategic planning – I don't recall if this actually came up in the committee or not – but Perry and I are meeting with another venture capital fund that's interested in locating in Erie. We're meeting with them on Monday morning. As you know, we committed \$2 million to PennVenture Partners for PVP2. As with other things that we've funded, getting to contract takes time, but we feel like we need a backup plan if that, for whatever reason, doesn't happen, or happens at a lesser level. We are, therefore, meeting with others. This particular group is called Blue Highway Capital Growth. They are applying, and I guess have been granted, a federal designation for rural investment, which all of Erie County fits into. They are from the Philadelphia region. I have all their stats from their prior funds. We're going to meet them face to face Monday.

- d. Update from County Council – No update.
- e. Update from County Executive's Office – Mr. Sample: They are meeting with the governor.

### REPORT OF THE EXECUTIVE DIRECTOR

I'll be brief. You do have a copy of the report in your SharePoint, but there are a couple of highlights I want to point out to you. First is a quick update on gaming legislation.

As of today, we are now 50 days out from the point where the stay of the supreme court expires. So, in 50 days, if the legislature does not act, and they will have an opportunity to do so in January, however most of us are not optimistic that it will get done at that time, then local-share gaming will stop flowing, as of January 27. It will still come from the state for the rest of 2016, which I mentioned will take place in February of 2017, however, the state will stop collecting local-share gaming on our behalf as of January 27.

Now, what we know is that the state Senate is drafting a 90-day extension request to the supreme court. Now why 90 days? Because if it's any longer than that it gets us into budget discussions, and I think it's their tactic, they do believe this should not be muddled with budget discussions. So 90 days gives them a chance to have at least another three sessions on the topic and resolve it while keeping gaming money flowing. So that's a positive development. Hopefully, and no one can say this with certainty, the supreme court will accept the extension as presented. In the meantime, I've talked with both the county executive and Mr. Lee, as well as Nancy Agostine, Summit Township supervisor, about the potential of entering into a pilot agreement with Presque Isle Downs and Casino if the extension and the legislative fix does not materialize.

If you recall, my initial position on this back in November is that we need to avoid discussions of a pilot agreement so that we can keep the pressure on the legislature to deal with it. However, the legislature had opportunity in October and November to rectify the issue and did not take it. So the county is trying to decide their position on a pilot agreement. Also Chairman Horton and Councilman Breneman have been informed that we may have discussions about pilot agreements.

Mr. Peters: If I could ask, what process would the county go through to determine if they are open to a pilot?

Mr. Wood: That's a good question. Maybe that's a question for Jay.

Mr. Breneman: We'd probably look at what Dauphin County did and follow the same measure.

Mr. Wood: So that's a great point. There have been three other communities that have entered into pilot agreements with their casinos – their casinos willingly entering into them. I detailed this in an email to you folks. One of them is for six months, the other two for 12-month periods. The idea is that it gives the legislature more time to deal with the issue. They did enter into it for the full amount they have been receiving. One of the things I have been stressing to Mr. Lee and Mr. Breneman is that I

believe that if we go a pilot route, we shouldn't go as ECGRA to the casino and ask for a pilot, we should go as ECGRA, Erie County, and Summit Township. We should go as a team, because this is what is best for the community. Some of those other communities have gone individually. The city of Pittsburgh, for example, without Allegheny County, approached the casino. I want to go on record that I don't think that's productive, and I think what's best for the community in general would be to keep funds flowing to all three major entities.

Mr. Breneman: And I've said as much to my colleagues, the county executive, our solicitor, and everybody else. I believe we can't afford to act separately on it. If we're going to do it, we all need to do it together. If we don't, then nobody does it.

Mr. Wood: The next thing I want to bring up to you is the economic impact study. It is moving forward very aggressively. The economic impact for ECGRA is almost complete. Next is to tackle the economic impact for the county and Summit Township. The interviews have been conducted, so the data is being processed. We've had full cooperation on our side. Everyone that we've asked to do an interview with the consultant has done so. All the Lead Assets have done so.

I also created an advisory committee of folks to assist us in the process so that they could understand what the mechanics of the economic impact study look like and be able to answer questions to their relative constituencies about it. Those folks are Joe Maloney, the CPA for county council – I wanted to make sure that if county council asked him, "Joe, how did this study play out? Does this make sense to you?" - he was actually involved in discussions for it, and he appreciated that. Jim Sparber, director of finance for the county; Nancy Agostine sits on the group; Mary Schaff, the county controller, has participated in discussions, and then Kelly Byers, who is a CPA at large and very involved in the community – we asked her as a neutral, third-party entity as well to give it the sniff test and make sure we are on the right track.

The plan there is to meet with those folks on Go to Meeting two times, maybe three, and get their feedback. They'll be seeing a draft copy of it at the same time that you will as a board member. Just like we have advisory committees for grants, we're doing the same thing with this economic impact study.

Mr. Peters: The first meeting was this week, correct?

Mr. Wood: Yes. We had a Go to Meeting.

Mr. Peters: Did you get to participate?

Mr. Wood: Yes.

Mr. Peters: Did the folks from the county and the community at large participate? I mean, were there questions asked?

Mr. Wood: They all asked good questions. Each one of them asked at least two thoughtful questions.

Mr. Peters: And Mary was productive in the meeting? I don't know her. I've just heard various things about how she operates.

Mr. Wood: She didn't know we were an economic development authority. So there's some remedial outreach that needs to go on there, and I talked to Tim about it. That being said, she's been reading our audit for eight years now. She's been receiving a copy of it, reading it, and we've never received these types of questions about from what legal authority are we operating.

Mr. Peters: So, she's been receiving them?

Mr. Wood: She has been receiving our audit for eight years now.

Mr. Peters: You suggested that she's been reading them for eight years. I don't know. If she didn't know we were an economic development authority, then I might have a follow up.

Mr. Wood: So I did discuss it with Tim. I said, "This is the county controller. Why don't we have an individual meeting with her to go over, "This is what ECGRA is; this is what we do; this is our legal authority to operate; this is why we're operating," and see if she has any further questions."

Mr. Peters: Thank you. I think that's a good decision.

Mr. Wood: Next is Mission Main Street. You're going to see a resolution on the agenda today to pass Main Street funding. Main Street was released in October, due in November, and, of course, I'd appreciate it if you would award it today in December. There were only three applications received – down from nine. Those three applications have been thoroughly vetted by the staff, and we found them to be solid proposals for the city of Corry, the borough of North East, and downtown Erie. Our staff recommends full funding for all three. However, we also recognize that the lack of participation in this program warrants further investigation, and we should probably prepare some research and have discussion at the committee level. Why Mission Main Street all of a sudden has dropped is a mystery. So, we're going to do some interviewing and find out. It could be a matter of local financing coming into play, because we do require a 1:1 match, and in many of these programs, the match comes from a township or borough. And that's primarily what's missing from those – the townships and boroughs.

Next is the Lead Assets. According to our MOU with the Lead Assets, we were to have a meeting with the Lead Assets to discuss the health of the endowment, and that included The Erie Community Foundation coming in and presenting on the health of the endowment. That meeting took place within the timeline that is set forth in the MOU. In addition, we were to provide the Lead Assets with the available amount of distribution from the endowment, which we did as well – it's \$404,400. That number was provided.

You know, of course, we have a contingency fund. This year is the last year that the contingency fund is in operation. The contingency fund for the remaining amount to get them up to \$646,000 was then calculated. They were provided those numbers.

As a result, their end of the MOU was to deliberate amongst themselves and to decide on the agreed-upon distribution method amongst themselves. And, of course, they did that. They had a meeting. They came back to us with a formal letter, and we presented that letter with recommendations at the committee meeting last week. It's now on your agenda. We had no objections as to how they came to that number. We did want to empower them to come up with a distribution method. The fact that they did, with an objective method, is wonderful, considering this is the first time that's happened. So that is the attachment to the resolution, and we hope that you'll pass it so we can stay in compliance with the MOU.

Mr. Paris: The money that we're giving them today, where's that coming from? Is that the contingency?

Mr. Wood: So the \$646,000 comes from two sources – one is a draw down from the endowment. The way that process looks like is we determine a figure of which would be appropriate to draw down. We do that by having a conversation with The Erie Community Foundation. That number is about \$404,000. We then let the Lead Assets know about that number, and then we draw down on it. So we will receive it as revenue from the endowment, and then we will add our contingency fund to it to get up to \$646,000, and we'll distribute the funds, if it passes here today.

Mr. Paris: Technically that's the Foundation's money, right? And now it's coming back to us?

Mr. Peters: No. If we're drawing down from the endowment, the money is going to come from the Community Foundation to the Lead Assets. We don't actually stroke a check here and then we distribute it, do we?

Mr. Wood: We stroke a check and distribute it. We take the money back from the endowment and then distribute it.

Mr. Peters: Oh, we do?

Mr. Wood: Yes. That was a process that we talked about.

Mr. Peters: The Community Foundation has signed off on it?

Mr. Wood: They agree that's the most productive method.

Mr. Paris: How does that affect our financials, though?

Mr. Wood: It does to the extent that Chuck mentioned earlier, which is, we need to understand the implications for having certain types of designated funds as part of the endowment. So that's



further research that needs to be done, and, as he mentioned, we were recently alerted to that, so it's too soon to have done that research.

Mr. Peters: We don't know. The implication is, "How does this affect us with the IRS and our status as a government authority?" There are things we just have to understand. And the simplest part is we need to put it on our books – at least part of it. We don't think it creates any kind of taxable event.

I think it's a testament to the Lead Assets that they got through this. I genuinely didn't think they would, and I'm super happy that they did. They should all get a pat on the back.

Mr. Paris: I did have a conversation with Amanda this past weekend, and she said how smoothly it did go.

Mr. Peters: There were some winners and some losers. Only two groups got more money; everybody else got less.

Mr. Paris: One of the things that she said was that they set this up to happen. As these groups become bigger, like Flagship Niagara, and they've got more money coming in, they kind of set up the other Lead Assets to recognize that they would be getting more money sometime down the road. They all knew it was going to happen, and then they came together.

Mr. Peters: Just for the record, the zoo and the Flagship Niagara are the two that got more money.

Mr. Wood: You'll see that in Resolution Number 23.

#### SOLICITOR'S REPORT

No report.

#### OLD BUSINESS

No old business.

#### NEW BUSINESS

- Resolution No. 22, 2016: Resolution to enter into agreements with three applicants of the Mission Main Street program. Mr. Wood reads the resolution into record. Mr. Peters makes a motion to approve the resolution. Mr. Domino seconds the motion. Motion carries 7-0.
- Resolution No. 23, 2016: Resolution to disburse a blended funding model to Erie County's nine Lead Assets for the 2017 calendar year. Mr. Wood reads the resolution into record. Mr. Paris makes a motion to approve the resolution. Mr. Peters seconds the motion. Motion carries 7-0.
- Resolution No. 24, 2016: Resolution to approve the employment contract of the executive director. Mr. Wood reads the resolution into record. Mr. Barney makes a motion to approve the resolution. Mr. Paris seconds the motion. Motion carries 7-0.
- Resolution No. 25, 2016: Resolution to approve the 2017 Finance and Board Meeting schedule. Mr. Wood reads the resolution into record. Mr. Peters makes a motion to approve the resolution. Mr. Barney seconds the motion. Motion carries 7-0.

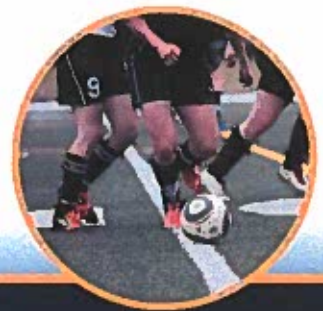
#### ADJOURNMENT

Mr. Peters moves to adjourn.



# Erie Multi-Use Sports Complex: Renovation and Restoration Plans

Presented to  
Erie County Gaming and Revenue Authority



January 12, 2017

## **Participation in sports can provide our youth with immeasurable emotional and social benefits, making it a crucial element in raising our well-rounded leaders of tomorrow.**

With this in mind, the need to invest in a comprehensive multi-sport recreational and training facility in the Erie area is immense.

Over the last several years, a group of community-minded professionals and coaches with close ties to various Erie youth sports leagues and team organizations came together to turn this idea into reality. Thus, the Greater Regional Erie Athletic Team Training (G.R.E.A.T.) Inc. Nonprofit Corporation was formed with the vision to create a state-of-the-art, multi-sport complex that allowed all of Erie's youth to have access to its resources.

After a great deal of research, the group determined that the best, most cost-effective approach was to purchase and renovate Family First Sports Park in Summit Township. The property's land, existing framework, and location make it ideal for accomplishing the goals of the group. It has the space to accommodate facilities for many different sports, which would allow youth teams and leagues from across the region ample space to play. Its framework and location, with close proximity to I-90 and hotels, gives the space limitless potential for hosting tournaments, which could make it a significant economic driver throughout the year.

The success of this venture is dependent first upon the proper design and construction, which will be achieved in phases to be described in further detail later in this package, and then the continued management of the facility once it is up and running. As a result, G.R.E.A.T., Inc. has partnered with Rink Management Services Corporation to ensure the facility is properly renovated and managed.

Of course, none of this can be achieved without proper funding. State grant monies have been secured, but in order for the facility to reach its full potential, various charitable donations will be required from community-minded businesses and individuals in the Erie region and beyond. It will take a concerted effort from many to ensure this new complex becomes the community asset that our youth need and deserve.

Thank you for considering this valuable investment in Erie's youth!

Robert Catalde, Esq.  
President, G.R.E.A.T., Inc.  
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bobcat625@gmail.com



# Board of Directors

## G.R.E.A.T., Inc.

### **Robert Catalde, President**

Mr. Catalde is an Erie-based attorney with vast experience in youth hockey. He has been a hockey coach for more than 8 years and serves as the Vice President of Erie Youth Hockey Association.

### **Craig Zonna**

A former football standout and Academic All-American at Mercyhurst University, Mr. Zonna is currently a business and tax attorney at Erie's Elderkin Law Firm.

### **Sean Carroll**

Dr. Carroll is the current President of Erie Youth Hockey Association, and works as a physician in Erie. He has been involved with hockey in one form or another his entire life, both as a player and coach.

### **Josh Constable**

Dr. Constable is the Chairman of the Department of Anesthesiology at UPMC Hamot, and serves his community as the president of the Erie Steelheads Travel Baseball team.

### **Craig Costello**

A chiropractor in Erie, Dr. Costello has a long history with sports in Erie as a standout in both wrestling and football for Technical Memorial High School, now Central Tech.

### **John Melody**

Mr. Melody is a well known Erie businessman who owns the four "U Pick 6" pubs and restaurants in Erie County. Melody is also the owner of the Erie Commodores FC and sits on the Board of Directors of VisitErie.



# Description of Project and Plan



The proposed new multi-sport complex is designed to include a double-pad ice arena, eight natural and artificial soccer/lacrosse/football fields, a four-season indoor turfed dome training facility, a four-court professional basketball and volleyball gymnasium, and a four-diamond baseball park with artificial infields, in addition to one "Miracle Field" specifically designed for use by children and adults with special needs.

To begin implementing changes to the facility quickly and efficiently, renovations will be approached in two phases. In Phase One, a dual-pad ice rink will replace current indoor soccer fields, basketball courts will be resurfaced, the existing dome will be renovated to include new turfed practice opportunities, and existing grass fields will be improved. In Phase Two, we will look to replace existing outdoor fields with turf and build the baseball park.

Successful completion of this project will benefit tens of thousands of people in Erie County, with additional community benefit coming from the potential for a large tourist presence at tournaments hosted in the facility. Local hockey, basketball, and soccer clubs support the project and will benefit enormously from hosting practice and tournaments at the upgraded facility. Upgrades to the sports complex also opens the door to a variety of national tournaments brought to Erie by the Erie Sports Commission, with potential to generate significant county-wide economic impact.



# Description of Project and Plan

## Phase One: Field House Renovation, Dome Renovation, Grass Field Restoration



### Fieldhouse Renovation

By replacing the two existing indoor soccer fields with a twin-pad ice arena featuring NHL-sized ice pads, G.R.E.A.T. will fill an obvious void in available ice in Erie County. The renovations proposed by Rink Management Services will be cost effective and also efficient long-term, as the project does not require all new construction. The ice surface will be laid on existing concrete, and equipped with regulation dasher boards and protective glass. The facility will also be equipped with proper dehumidification equipment to ensure quality ice. Locker room facilities will also be renovated to feature 8 locker rooms for athletes and two for referees. Site plans are included on the next page.

Installation of the ice rink arena will be a top priority when funding is secured, and it will be immediately usable by Erie's many hockey groups, such as the Erie Youth Hockey Association (EYHA), the Erie Otters, local high school and college club teams, and adult recreational leagues. Support letters have been secured from several of these groups, as well as detailed programs and ice needs from the EYHA, included at the end of this packet.

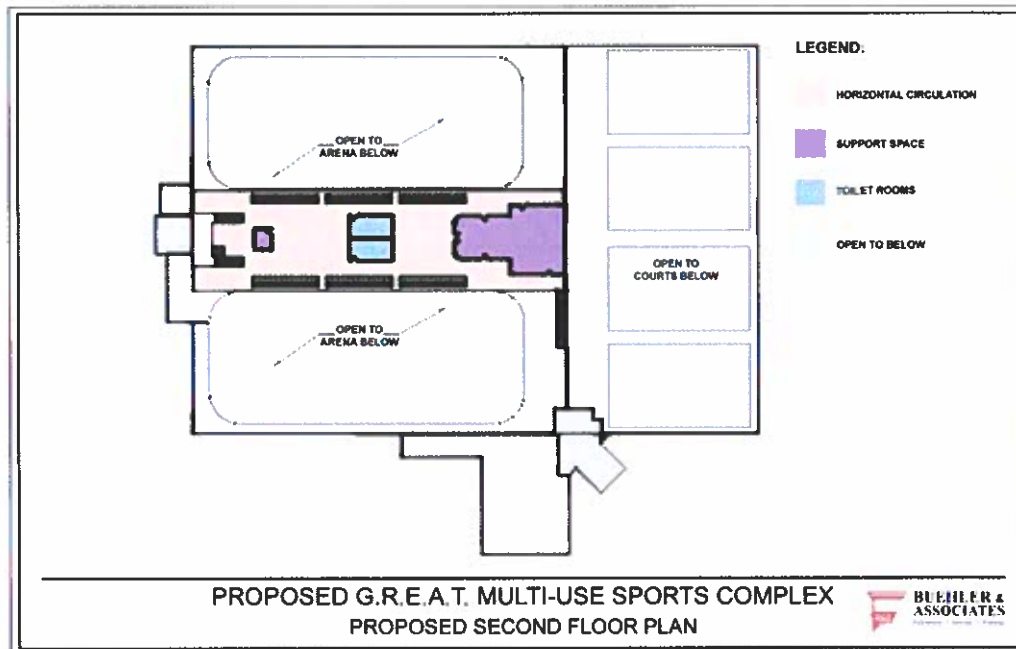
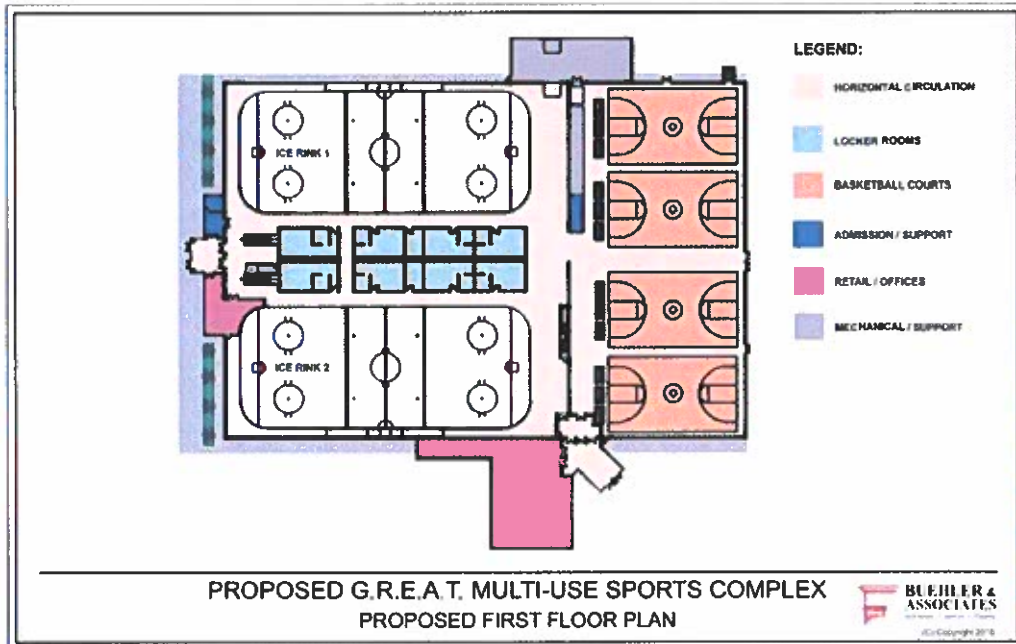
Also in the Fieldhouse, the existing basketball/volleyball courts will be resurfaced for improved playing conditions for the many clubs and tournaments that currently utilize the facility.



# Description of Project and Plan

## Phase One: Field House Renovation, Dome Renovation, Grass Field Restoration

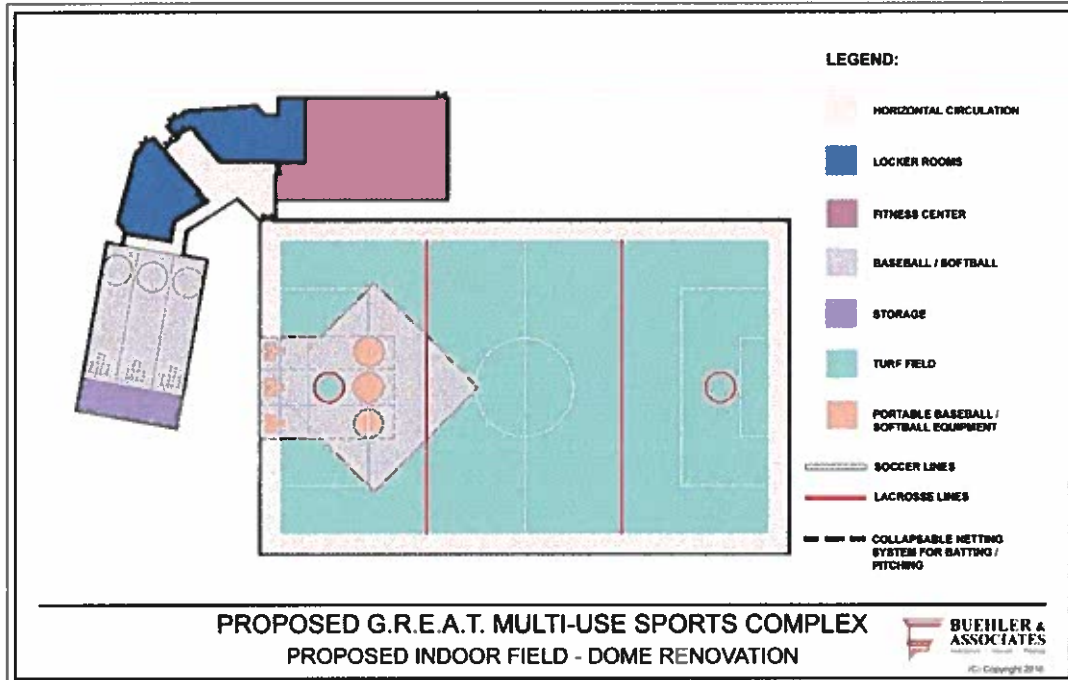
### Fieldhouse Renovation





# Description of Project and Plan

## Phase One: Field House Renovation, Dome Renovation, Grass Field Restoration



### Dome Renovation

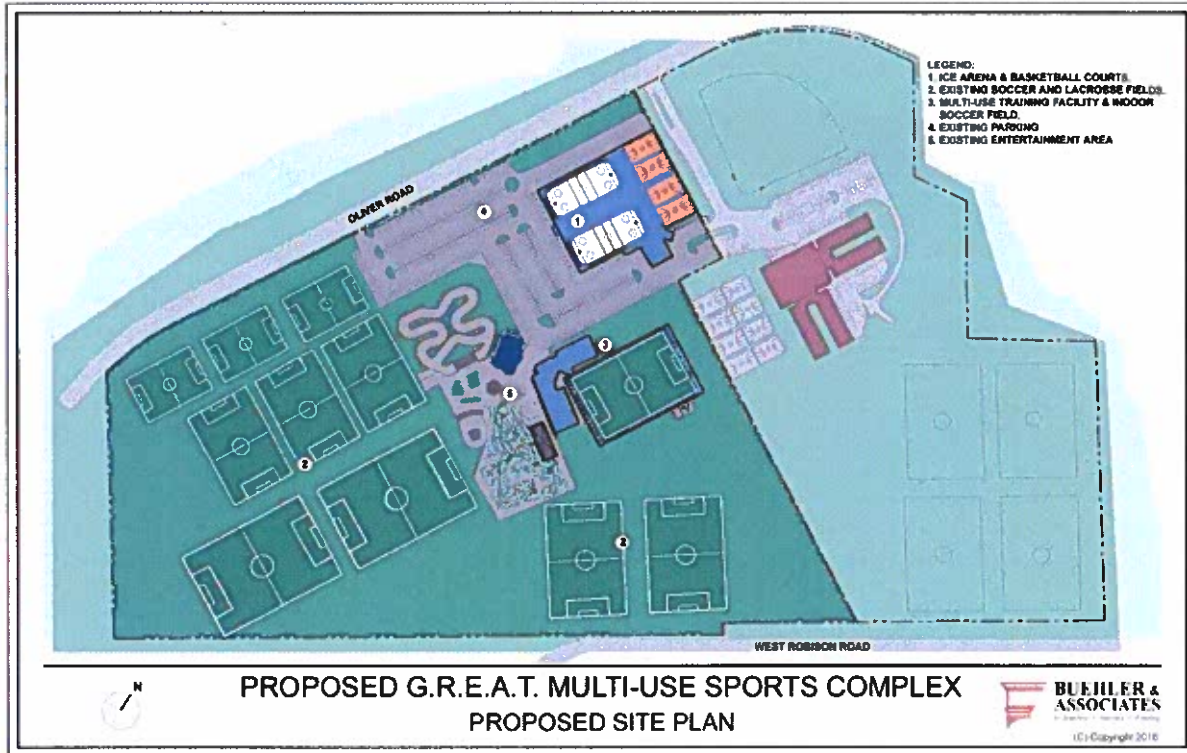
The Dome will be renovated to provide a new turfed training facility. The existing two-tier driving range structure will be removed from the Dome, as well as the mini-golf course. A single-lane floor level driving range will be installed in its place to continue to provide Erie golfers a place to practice in winter months.

To provide appropriate field space for soccer and lacrosse clubs in cold months, a full-sized turfed soccer and lacrosse field will be installed along with a practice baseball diamond. Two turfed training areas will also be installed in the area immediately inside the entrance of the dome, providing ample indoor field space at the complex.



# Description of Project and Plan

## Phase One: Field House Renovation, Dome Renovation, Grass Field Restoration



### Grass Field Restoration

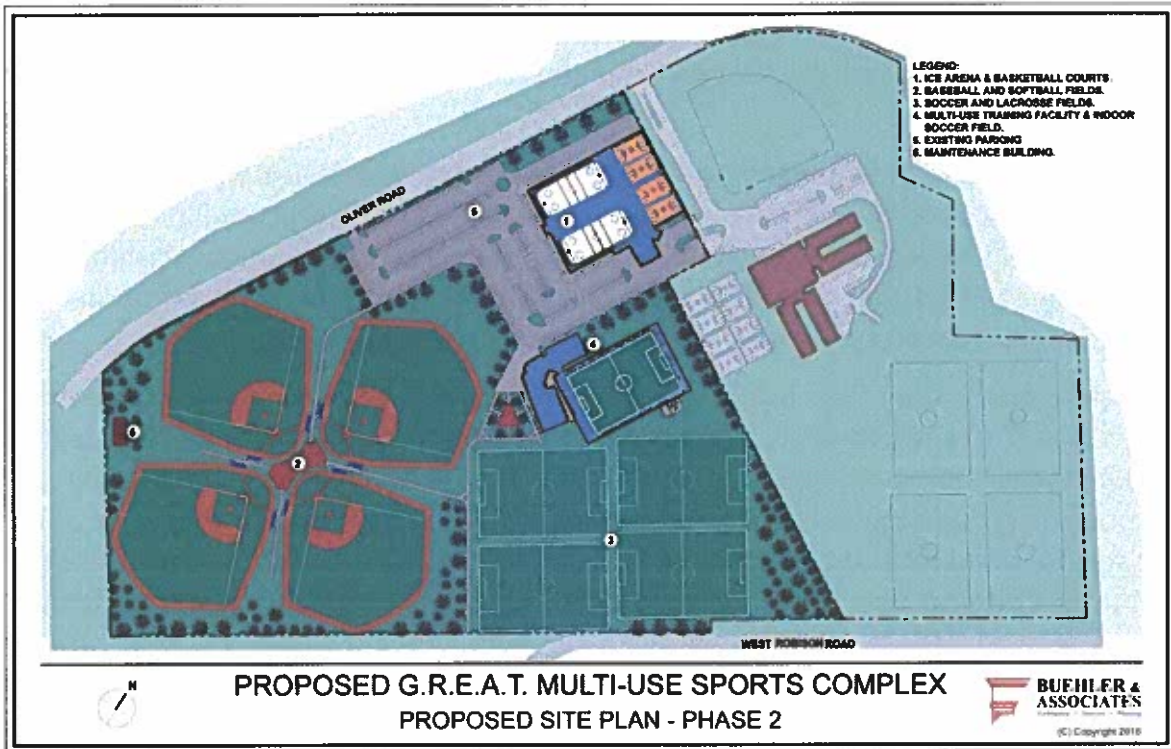
As part of the purchase agreement, G.R.E.A.T. will have a 10-year lease on the existing grass soccer and lacrosse fields, with an exclusive option to purchase. This gives the group the option to improve the fields for better playing conditions for the many groups who play tournaments there. The large number of fields available make this complex a popular destination for big tournaments, and proper upgraded maintenance of these fields will make it possible for newer, bigger tournaments to set up a home base in Erie County.

In Phase One, the fields will be professionally lined and cut, leading to a higher quality grass field than what is presently available. The higher-quality playing conditions will lead to more group rental opportunities.



# Description of Project and Plan

## Phase Two: Turf Fields and Baseball Park



In Phase Two, the group plans to purchase the outdoor fields. Once this has been completed, the existing fields will be replaced with turf soccer and lacrosse fields, and a 4-Field baseball park, in addition to a separate "Miracle Field" to be used by adults and children with special needs.



# **Rink Management Services Corporation**

*the most trusted name in ice rinks*

Since its beginning in 1999, Rink Management Services Corporation (RMSC) has grown to be the largest operator and developer of ice skating facilities in the United States, currently managing more than 40 ice rinks, several multi-sports complexes, a golf course, and a large artificial turf soccer complex.

RMSC has a long history of helping to turn around sports facilities facing challenges. As an example of their success, RMSC took over management of Lloyd Center Ice Rink in Portland, Oregon in 2002, which had previously been closed by its managing company. Within five years after reopening, sales doubled, and today it is one of the most successful locations in the RMSC system, with more than 50 cents on every dollar being passed to the client.

RMSC operates many other high-profile facilities, and has also been involved in the creation of several facilities. Currently, RMSC is helping New Balance build the Warrior Ice Arena, which will be the new practice home of the Boston Bruins. RMSC currently manages the building. Other building projects include the Reisterstown Sports Complex in Baltimore County, Maryland, a complex still operated by RMSC, and the University of Nebraska – Lincoln's John Breslow Ice Hockey Center. This year, the RMSC is consulting for the ice rink in the Lloyd Center Mall in Portland, Oregon, and the Richard E. Workman Sports and Wellness Complex in Effingham, Illinois.

Professional services include:

- Ice Rink and Arena Management
- Contract Negotiations
- Industry Purchasing Power
- Mechanical and Technical Ice Rink Expertise
- Ice Rink Design and Build-Out
- Client-Oriented Accounting Systems
- Sales of Goods and Services
- Event Talent Booking
- Hockey and Figure Skating Expertise
- Personnel Management
- Insurance Liaison and Industry Contracts
- Subcontracting and Provider Expertise
- Media Spokesperson

The Board of Directors of G.R.E.A.T. have hired Rink Management Services Corporation, led by Thomas Hillgrove, to manage and operate the new Erie sports complex. As mentioned previously, RMSC has an extensive client list, which can be seen in greater detail on the next page.



# You can tell a lot about us

by the companies we keep...and keep...and keep...



**Rink Management Services Corporation**

the most trusted name in ice rinks

*The largest operator of ice skating facilities in the U.S.*

Rink Management Services Corporation 9400 Charter Crossing Mechanicsville, VA 23116

www.rinkmanagement.com Find us on Facebook Follow us on Twitter



# **Rink Management Services Corporation**

*the most trusted name in ice rinks*

## **Thomas Hillgrove Profile**

Mr. Hillgrove has more than 30 years experience in recreational management, including, most recently, as President of Rink Management Services Corporation, which he founded in 1999.

### **Professional Experience:**

- **President, Rink Management Services Corporation (1999-Present)**
- **President, Skatenation, Inc. (1998-1999)**
- **President, Recreational Management Services Corporation (1989-1998)**
- **President, Borvig Ski Lifts (1987-1989)**
- **President, Hillgrove Associates (1980-1988)**
- **Marketing Staff, Killington Ski Resort (1977-1980)**

### **Awards and Honors:**

- Member, Adult Council, USA Hockey
- Board Member, STAR (Serving the American Rinks), sponsored by USA Hockey and USFSA
- Recognized as leading consultant for ice rink feasibility studies in the industry

## **Staff Profiles**

### **Cory Portner, Regional Operations Manager**

#### *Other professional experience:*

- Ice Meister, ISU – PyeongChang 2018 Olympics for Short Track Speedskating and Figure Skating
- Director of Membership, Serving the American Rinks (STAR) (September 2007-July 2016)
- Director of Operations, Mid-America Center
- Event experience includes USA Hockey Pond Hockey Championships (2009-2016), NCAA NCHC Frozen Faceoff (2014-15), IIHF World U18 Junior Championships (2009), NCAA Frozen Four (2008)

*Education: Bachelor of Business Administration, University of Nebraska – Lincoln*

### **Don Baldwin, Regional Manager**

#### *Other professional experience:*

- General Manager, Lloyd Center Ice Rink (June 1998-present)
- General Manager, Clackamas Town Center Ice Arena (August 1997-March 2003)
- Manager, Tri-Town Sports Center, Inc (September 1991-June 1997)
- Owner, Don's Hat Trick Hockey, LTD (September 1994-March 1998)
- Awards include District Merit Award from the Ice Skating Institute (2008), Outstanding Club/Rink Relations from the Skating Club of Oregon (2007)

*Education: PhD in Business Administration, Northcentral University; MBA, George Fox University*



# **Rink Management Services Corporation**

*the most trusted name in ice rinks*

## **References for Rink Management Services Corporation**

Dennis Henderson  
Assistant Mall Manager  
Lloyd Center  
2201 Lloyd Center  
Portland, OR 97232  
(503) 528-8515

Patricia Kapsch  
Vice President, US Bank National Assn.  
Global Corporate Trust Services  
60 Livingston Ave.  
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[sarntz@Waconia.org](mailto:sarntz@Waconia.org)



# Economic Impact of the Erie Sports Complex

In May 2015, the G.R.E.A.T. Board of Directors enlisted Tripp Umbach, a Pittsburgh-based research firm, to complete an economic impact assessment of the renovation project and the benefits to the state during its first year of increased operation. Highlights of the results of the study are listed below, with a copy of the full economic impact study included in this packet.

The purchase and construction of the sports complex will result in the support of **139 jobs** from the construction of the project within the Commonwealth of Pennsylvania. Not including direct construction jobs (69 jobs), the project will create **70 additional jobs**. Post-construction, this expansion will result in **139 permanent jobs** in the Commonwealth in its first year of operations.

The project will generate **substantial economic benefits** for the Pennsylvania economy. The one-year total of direct and indirect increased economic output is projected to be greater than **\$27.7 million in additional impact** within the Commonwealth due to the construction phase of this project.

The total benefit to the State and Local tax base over both the construction period and the first year of operations will result in an **additional \$2.1 million**. This includes the \$1.3 million that the construction will generate in state and local revenues, as well as more than \$800,000 that will result from the increased operations of the complex over the first year of expanded operations.

Further, according to Ron Sertz, Executive Director of the Erie Sports Commission, the potential for economic impact generated through national events that could be held at the complex is significant. With the proposed renovations and updated maintenance of existing facilities, opportunities exist to bring national soccer, lacrosse, basketball, volleyball, ultimate Frisbee, hockey and other events to Erie County.





# Proposed Operating Proforma – Erie Sports Complex

## Proposed Project Capital Costs

Property Purchase Price	\$3,250,000
Project Re-development Costs	
retrofit fieldhouse to twin pad arena	\$3,500,000
renovations to dome facility	\$500,000
First 9 month Operating Loss	\$353,000

Total Capital Expenditure \$7,603,000

Community Fund Raising Campaign TBD  
 Grant - Summit Township TBD

## Debt Financing -

Total Project Price	\$7,603,000
RCAP Funding	\$3,000,000
Total Loan	\$4,603,000
Rate	4.50%
Amortization Period	20
Payments Per Yr	12
Total Payments	240
Monthly Payment	\$29,121
Yearly Payment	\$349,450 pa
Principle repayment	\$230,150 pa
Interest payment	\$119,300



# Cash Flow Projections

Operational Revenues*	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
<b>Rental Revenues</b>										
Winter Ice Rentals (Prime Time)	830,960	848,640	917,280	968,240	968,240	968,240	968,240	968,240	968,240	987,605
Winter Ice Rentals (Non-Prime Time)	89,600	101,376	113,664	126,464	129,792	133,120	136,448	139,776	143,104	146,432
Summer Ice Rentals (Prime Time)	125,400	127,908	130,466	133,075	135,737	138,452	141,221	144,045	146,926	149,865
Summer Ice Rentals (Non-Prime Time)	30,800	34,558	38,453	42,491	43,341	44,207	45,092	45,993	46,913	47,852
Summer dry floor rentals	0	0	0	0	0	0	0	0	0	0
Indoor Field Rentals	406,872	445,506	445,506	454,416	463,504	472,775	482,230	491,875	501,712	511,746
Fieldhouse Gymnasiums (4)	233,540	258,800	284,060	289,741	295,536	301,447	307,476	313,625	319,898	326,296
Soccer Field Rentals (8)	62,464	69,734	82,995	84,655	86,348	88,075	89,837	91,633	93,466	95,335
Fitness Centre Membership Sales	25,000	25,500	26,010	26,530	27,061	27,602	28,154	28,717	29,291	29,877
Outdoor Fun Centre (lump sum amount)	0	0	0	0	0	0	0	0	0	0
Lease Space Revenue (existing physio)	0	0	0	0	0	0	0	0	0	0
Food & Beverage (lump sum amount)	35,000	35,700	36,414	37,142	37,885	38,643	39,416	40,204	41,008	41,828
Facility Naming Rights	0	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000
Contract Advertising Revenues	50,000	51,000	52,020	53,060	54,122	55,204	56,308	57,434	58,583	59,755
Machine/Interactive Vending	8,500	8,670	8,843	9,020	9,201	9,385	9,572	9,764	9,959	10,158
Sports Retail	0	0	0	0	0	0	0	0	0	0
<b>Total Revenues</b>	<b>1,898,136</b>	<b>2,057,392</b>	<b>2,185,712</b>	<b>2,274,836</b>	<b>2,300,766</b>	<b>2,327,149</b>	<b>2,353,993</b>	<b>2,381,307</b>	<b>2,409,101</b>	<b>2,456,749</b>
<b>Operational Expenses*</b>										
General & Administration	260,750	265,965	271,284	276,710	282,244	287,889	293,647	299,520	305,510	311,620
Marketing, Sales and Events	60,000	61,200	62,424	63,672	64,946	66,245	67,570	68,921	70,300	71,706
Operations and Maintenance	986,500	1,006,230	1,026,355	1,046,882	1,067,819	1,089,176	1,110,959	1,133,178	1,155,842	1,178,959
Capital / Operating Reserve	0	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
IRMS Management Fee	125,000	127,500	130,050	132,651	135,304	138,010	140,770	143,586	146,457	149,387
Lease Outdoor Soccer Fields	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000
Local Property Taxes	0	0	0	0	0	0	0	0	0	0
<b>Total Expenses</b>	<b>1,472,250</b>	<b>1,600,895</b>	<b>1,630,113</b>	<b>1,659,915</b>	<b>1,690,313</b>	<b>1,681,320</b>	<b>1,712,946</b>	<b>1,745,205</b>	<b>1,778,109</b>	<b>1,811,671</b>
<b>Operating Surplus / Deficit Pre Debt Fin.</b>	<b>425,886</b>	<b>456,497</b>	<b>555,599</b>	<b>614,921</b>	<b>610,453</b>	<b>645,829</b>	<b>641,047</b>	<b>636,102</b>	<b>630,992</b>	<b>645,077</b>
Debt Fin. Payments (on \$4,603,000 @ 4.5%)	349,450	349,450	349,450	349,450	349,450	349,450	349,450	349,450	349,450	349,450
<b>Net Surplus (Deficit)</b>	<b>76,436</b>	<b>107,047</b>	<b>206,149</b>	<b>265,470</b>	<b>261,003</b>	<b>296,379</b>	<b>291,597</b>	<b>286,652</b>	<b>281,541</b>	<b>295,627</b>

Assumptions  
 \* Revenue & Expenses indexed at 2%.

Potential Project Equity after 10 Yrs.



## Ice Rentals

### Prime Time - Winter

Weekdays 4pm to 11pm (x 2 ice pads)  
 Weekends 8am to 11pm  
 Total Prime time hours

70 hours  
 60 hours  
 130 hours

### Length of Season

Early September to Early April - in Weeks  
 In Hours

32  
 4160

### Utilization

Yr 1	Yr 2	Yr 3	Yr 4	Yr 5	Yr 6	Yr 7	Yr 8	Yr 9	Yr 10
0.85	0.85	0.9	0.95	0.95	0.95	0.95	0.95	0.95	0.95

### Rental Rates per Hour Prime Time

	Yr 1	Yr 2	Yr 3	Yr 4	Yr 5	Yr 6	Yr 7	Yr 8	Yr 9	Yr 10
\$235.00	\$240.00	\$245.00	\$245.00	\$245.00	\$245.00	\$245.00	\$245.00	\$245.00	\$245.00	\$245.00

### Winter Prime Ice Time Rentals

Yr 1	Yr 2	Yr 3	Yr 4	Yr 5	Yr 6	Yr 7	Yr 8	Yr 9	Yr 10
\$830,960	\$848,640	\$917,280	\$968,240	\$968,240	\$968,240	\$968,240	\$968,240	\$968,240	\$968,240

### Non-Prime Hours - Winter

Week-days 8am to 4pm (x2 ice pads)

80 hours

### Length of Season

Early September to Early April - in Weeks  
 In Hours

32  
 2560

### Rental Rates per Hour Non-Prime Time

	Yr 1	Yr 2	Yr 3	Yr 4	Yr 5	Yr 6	Yr 7	Yr 8	Yr 9	Yr 10
\$175.00	\$180.00	\$185.00	\$190.00	\$195.00	\$200.00	\$205.00	\$210.00	\$215.00	\$220.00	\$220.00

### Utilization Non-Prime Time - Hours Per Week

Yr 1	Yr 2	Yr 3	Yr 4	Yr 5	Yr 6	Yr 7	Yr 8	Yr 9	Yr 10
0.2	0.22	0.24	0.26	0.26	0.26	0.26	0.26	0.26	0.26

### Non Prime Ice Time Rentals

Yr 1	Yr 2	Yr 3	Yr 4	Yr 5	Yr 6	Yr 7	Yr 8	Yr 9	Yr 10
\$89,600	\$101,376	\$113,664	\$126,464	\$129,792	\$133,120	\$136,448	\$139,776	\$143,104	\$146,432



## Ice Rentals (cont.)

### Prime Time - Summer

Weekdays 5pm to 11pm (x1 ice pads)  
Week-ends 8am to 11pm

30 hours  
30 hours

### Length of Season

Early September to Early April - in Weeks  
In Hours

22  
1320

### Utilization

Yr 1	Yr 2	Yr 3	Yr 4	Yr 5	Yr 6	Yr 7	Yr 8	Yr 9	Yr 10
0.5	0.55	0.6	0.6	0.65	0.65	0.65	0.65	0.65	0.65

### Rental Rates per Hour Prime Time

\$190.00	\$193.80	\$197.68	\$201.63	\$205.66	\$209.78	\$213.97	\$218.25	\$222.62	\$227.07
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### Summer Prime Ice Time Rentals

Yr 1	Yr 2	Yr 3	Yr 4	Yr 5	Yr 6	Yr 7	Yr 8	Yr 9	Yr 10
\$125,400	\$140,699	\$156,559	\$159,691	\$176,458	\$179,987	\$183,587	\$187,259	\$191,004	\$194,824

### Summer Non-Prime Hours

Week-days 9am to 5pm (x1 ice pads)

40 hours

### Length of Season

Early April to Early September - 22 Weeks  
In Hours

22  
880

### Rental Rates per Hour Non-Prime Time

\$175.00	\$178.50	\$182.07	\$185.71	\$189.43	\$193.21	\$197.08	\$201.02	\$205.04	\$209.14
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### Utilization Non-Prime Time - Hours Per Week

Yr 1	Yr 2	Yr 3	Yr 4	Yr 5	Yr 6	Yr 7	Yr 8	Yr 9	Yr 10
0.2	0.22	0.24	0.26	0.26	0.26	0.26	0.26	0.26	0.26

### Non Prime Ice Time Rentals

Yr 1	Yr 2	Yr 3	Yr 4	Yr 5	Yr 6	Yr 7	Yr 8	Yr 9	Yr 10
\$30,800	\$34,558	\$38,453	\$42,491	\$43,341	\$44,207	\$45,092	\$45,993	\$46,913	\$47,852



## Revenue Projections: Indoor Sports Dome

	Hourly rate	# of Fields	Hours/week/field	Total prime hrs/wk	Season (weeks)	Total Annual hrs	Total Potential Revs
<b>Prime Time (winter)</b>	\$ 159.00	3	60	180	26	4680	\$ 744,120.00
<b>Non-school Days (winter)</b>	\$ 119.00	3	40	80	3	240	\$ 28,560.00
<b>Prime Time (Summer)</b>	\$ 75.00	3	60	180	26	4680	\$ 351,000.00
<b>Non Prime Summer</b>	\$ 75.00	3	40	120	8	960	\$ 72,000.00
							\$ 1,195,680.00

	Utilization	Total Revenues	Utilization	Total Revenues	Utilization	Total Revenues
<b>Prime Time (winter)</b>	45%	\$ 334,854.00	50.0%	\$ 372,060.00	50%	\$ 372,060.00
<b>Non-school Days (winter)</b>	30%	\$ 8,568.00	35.0%	\$ 9,996.00	35%	\$ 9,996.00
<b>Prime Time (Summer)</b>	15%	\$ 52,650.00	15.0%	\$ 52,650.00	15%	\$ 52,650.00
<b>Non Prime Summer</b>	15%	\$ 10,800.00	15.0%	\$ 10,800.00	15%	\$ 10,800.00
		\$ 406,872.00		\$ 445,506.00		\$ 445,506.00

### Projected Hours:

- Prime Time (Winter): Monday – Friday 5-11 p.m.; Saturday and Sunday 8 a.m. – 11 p.m.
- Non-school Days (Winter): Monday – Friday 9 a.m. – 5 p.m.
- Prime Time (Summer): Monday – Friday 7-11 p.m.; Saturday and Sunday 9 a.m. – 11 p.m.
- Non Prime Summer: Monday – Friday 9-5 p.m. July and August



## Revenue Projections: Fieldhouse Gymnasiums

	Hourly rate	# of Courts	Hours/week/court	Total prime hrs./wk	Season (weeks)	Total Annual hrs	Total Potential Revs
Prime Time (winter)	\$ 50.00	4	48	192	26	4992	\$ 249,600.00
Non-prime Days (winter)	\$ 25.00	4	40	80	3	240	\$ 6,000.00
Prime Time (Summer)	\$ 50.00	4	48	192	26	4992	\$ 249,600.00
Non Prime Summer	\$ 25.00	4	40	160	8	1280	\$ 32,000.00
							\$ 537,200.00

	Utilization	Total Revenues	Utilization	Total Revenues	Utilization	Total Revenues
Prime Time (winter)	55%	\$ 137,280.00	60.0%	\$ 149,760.00	65%	\$ 162,240.00
Non-school Days (winter)	15%	\$ 900.00	20.0%	\$ 1,200.00	25%	\$ 1,500.00
Prime Time (Summer)	35%	\$ 87,360.00	40.0%	\$ 99,840.00	45%	\$ 112,320.00
Non Prime Summer	25%	\$ 8,000.00	25.0%	\$ 8,000.00	25%	\$ 8,000.00
		\$ 233,540.00		\$ 258,800.00		\$ 284,060.00

### Projected Hours:

Prime Time (Winter): Monday – Friday 6-10 p.m.; Saturday and Sunday 8 a.m. – 10 p.m.

Non-school Days (Winter): Monday – Friday 9- 6 p.m.

Prime Time (Summer): Monday – Friday 6-10 p.m.; Saturday and Sunday 8 a.m. – 10 p.m.

Non Prime Summer: Monday – Friday 9-5 p.m. July and August



### Revenue Projections: Existing Grass Soccer Fields (8)

	Hourly rate	# of Fields	Hours/week/Field	Total prime hrs/wk	Season (weeks)	Total Annual hrs	Total Potential Revs
Prime Time (Summer)	\$ 30.00	8	48	384	26	9984	\$ 299,520.00
Non Prime Summer	\$ 20.00	8	40	320	8	2560	\$ 51,200.00
<b>Total</b>							<b>\$ 350,720.00</b>

	Utilization	Total Revenues	Utilization	Total Revenues	Utilization	Total Revenues
Prime Time (Summer)	20%	\$ 59,904.00	22.0%	\$ 65,894.40	26%	\$ 77,875.20
Non Prime Summer	5%	\$ 2,560.00	7.5%	\$ 3,840.00	10%	\$ 5,120.00
<b>Total</b>		<b>\$ 62,464.00</b>		<b>\$ 69,734.40</b>		<b>\$ 82,995.20</b>

#### Projected Hours:

Prime Time (Summer): Monday – Friday 6-10 p.m.; Saturday and Sunday 8 a.m. – 10 p.m.

Non Prime Summer: Monday – Friday 9-5 p.m. July and August



## Salaries and Wages

### General Administration Salaries

General Manager	\$ 45,000
Programmer/Scheduler	\$ 30,000
Operations Manager	\$ 30,000
Marketing Manager	\$ -
	\$ -
Benefits @ 25 %	\$ 26,250
Accounting Clerk part time	\$ 16,000

**Total** \$ 147,250

### Operations Wages and Salaries

3 FT Operators  
Benefits @25%

\$ -

Part Time Staff	\$ 350,000
Benefits @15%	\$ 52,500

**Total** \$ 402,500

**Total Staff & Wages** \$ 549,750





## OPERATING EXPENSE ESTIMATE

	Year 1
<b>General &amp; Administration</b>	
Admin - Wages & Salaries	147,250
Travel & Accommodation	2,500
Insurance	75,000
Office Expenses	20,000
Communications	6,000
Legal and Audit	10,000
<b>Total</b>	<b>260,750</b>
<b>Marketing, Sales &amp; Events</b>	
Advertising/Promotions	25,000
<b>Total</b>	<b>25,000</b>
<b>Operations</b>	
Operations - Wages and Salaries	402,500
Repairs & Maintenance	200,000
Utilities	375,000
Uniforms	5,000
Staff Training	4,000
<b>Total</b>	<b>986,500</b>





# G.R.E.A.T. INC. GREAT REGIONAL ERIE MULTI-USE SPORTS COMPLEX IMPLAN ECONOMIC IMPACT STUDY FOR RACP

Economic impact assessment of the renovation project and the benefits to the state during the first year of increased operation.



May 2015

Completed by: **Carrie Kennedy**  
**Tripp Umbach**

232 Shenley Drive  
Erie, PA 16505  
412.973.3835 (mobile)

Corporate Headquarters:  
800.250.6724, ext. 12

[www.trippumbach.com](http://www.trippumbach.com)

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## Executive Summary

- The purchase and construction of the sports complex will result in the support of **139 jobs** from the construction of the project within the Commonwealth of Pennsylvania. Not including direct construction jobs (69 jobs), the project will create **70 additional jobs**.
- Post-construction, this expansion will result in **139 permanent jobs** in the Commonwealth of Pennsylvania in the first year of operations.
- The project will generate substantial economic benefits for the Pennsylvania economy. The one-year total of direct and indirect increased economic output is projected to be greater than **\$27.7 million in additional impact** within the Commonwealth of Pennsylvania due to the construction phase of this project.
- The total benefit to the State and Local tax base over both the construction period and the first year of operations after will result in an **additional \$2.1 million**. This includes the \$1.3 million the construction will generate in state and local revenues, as well as nearly \$806 thousand that will result from the increased operations of the complex over the first year of expanded operations.

## Introduction

In April 2015, Tripp Umbach was retained by G.R.E.A.T. Inc. to complete an economic impact analysis that quantifies the economic, employment, and government revenue impacts of the construction and future operations of the proposed renovation project for the current Family First Sports Park. This study will show the impact of not only the initial construction project, but the additional impact resulting from the group's ability to expand and utilize space, which in the past was not used to the full ability due to both the current configuration and condition of the space. Tripp Umbach has completed similar employment impact studies for commercial developers, sports organizations, non-profits, higher educational institutions, healthcare centers, research institutes, and several state governmental agencies over the past 15 years.

This analysis examines the construction and operational impacts of Erie County's first multi-sports compound devoted to hockey, field sports, indoor field sports, basketball, volleyball, and tournament sports. The impact analysis calculates direct, indirect, and induced impacts from both the initial period of construction and the operational impacts of the center following the construction period.<sup>1</sup>

## Project Methodology

In order to fully quantify the impact of this development project, Tripp Umbach chose a study methodology which is widely recognized and would provide the information G.R.E.A.T Inc. needed to comply with the Redevelopment Assistance Capital Program (RACP) Business Plan. It was important that the methodology used would ensure a comprehensive, yet conservative, estimate of the construction and operational impacts, based on information compiled using uniform and consistent techniques. Tripp Umbach determined that the use of IMPLAN V3, economic impact modeling software, was most appropriate for this analysis. The IMPLAN econometric model operates by estimating the direct impact, indirect impacts, and induced impacts of specific economic activity. Direct economic impacts are those that are attributable to the initial economic activity, for example, an operation with 10 full-time employees is one that creates 10 direct jobs. Indirect economic impacts are those economic activities undertaken by vendors and suppliers within the supply chain of the direct activity as a result of the initial economic activity. For example, suppliers of goods, materials, and services used in the direct activities produce indirect economic impacts. Induced economic impacts result from the spending of wages paid to employees in local industries involved in direct and indirect activities.

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<sup>1</sup> The IMPLAN data used for this analysis is 2013 Pennsylvania data. All of the impacts in this report are reported in 2015 dollars in order to maintain the comparability of the dollars, and in order to keep the data conservative, they are not adjusted to account for inflation past 2015.

## **Data Sources and Assumptions**

The economic impact analysis developed in this report adheres to conservative spending estimates and projections. All data have been provided by G.R.E.A.T. Inc. and Nustadia Recreation Inc. The economic structure and modeling was completed with IMPLAN V3 software and data provided by MIG, Inc.

Two main sources of data were used by Tripp Umbach in conducting the analysis:

### **Data Provided by G.R.E.A.T. Inc. and Nustadia Recreation Inc.**

Data supplied by G.R.E.A.T. Inc. and Nustadia Recreation Inc. included the projected final demand operating expenditures and construction expenditures for the planned project.

### **IMPLAN Multipliers Data and Tripp Umbach Impact Study Data**

IMPLAN multipliers provided by MIG, Inc. were required for development of the employment impact models. Additional secondary research was completed by Tripp Umbach based on its experience completing economic impact analysis for regional commercial development, including the construction of sports and recreation facilities and general operating expenses..

The economic spending and job projections have been modeled to accurately reflect the projected number of jobs created by the project's investment within the Commonwealth.

## **Project Background**

A non-profit group G.R.E.A.T. Inc. has collaborated with Nustadia Recreation Inc. to look at the opportunities available to purchase and expand the current existing Family First Sports Park. The group has identified the ability to expand and reconfigure this sports complex to create the region's greatest multi-use sports complex.

The renovated and reconfigured complex would include:

- Twin Pad Ice Hockey Arena
- Four Gymnasiums
- Four Adaptable Lighted Baseball Diamonds
- Miracle League Diamond (wheel chair accessible)
- Indoor Playing Field
- Outdoor Beach Volleyball Courts
- Full Service Restaurant
- Outdoor Fun Area
- Fitness Center

## Purchase and Construction Phase Impact

Through the construction phase of the expansion project, the organization will spend more than \$17.7 million in capital costs to both purchase the existing structure as well as the construction costs to update and improve the facilities, renovate existing areas that will stay, as well as create playing surfaces for additional sports not currently catered to on this complex.

Tripp Umbach created inputs for use in the IMPLAN system to model the economic impact of the purchase and construction phase of the project. The relevant information and data used to develop the model inputs of the project was provided by G.R.E.A.T. Inc. and Nustadia Recreation Inc.

### Total Economic Impact of the Purchase and Construction

The projected \$14 million in spending on this construction project and the additional spending on the purchase of the real estate will generate substantial economic benefits for the Commonwealth of Pennsylvania economy. The one-year total of the direct and indirect increased economic output from this construction project alone is projected to be greater than **\$27.7 million within Pennsylvania**.

This total impact includes \$14 million in direct impact in the construction industry, as well as an additional \$3.75 million in the real estate industry for the purchase of this property will result in an additional \$9.9 million in indirect and induced impacts to various other industries such as architecture, food service, wholesale trade, healthcare, household spending, real estate, rentals, etc. Table 1 details the top 10 industries impacted by the initial project spending.

Table 1. Description	Output
Maintenance and repair construction of nonresidential structures	\$14,117,360
Real estate establishments	\$4,247,670
Imputed rental activity for owner-occupied dwellings	\$893,450
Private hospitals	\$510,282
Wholesale trade businesses	\$479,024
Offices of physicians, dentists, and other health practitioners	\$419,626
Monetary authorities and depository credit intermediation activities	\$412,317
Food services and drinking places	\$385,636
Architectural, engineering, and related services	\$281,197
Telecommunications	\$251,848

### Employment Impact of the Purchase and Construction <sup>2</sup>

In addition to the economic benefits, the spending on the purchase of this current facility and the initial construction project will also generate substantial employment benefits for the Commonwealth of

<sup>2</sup> This phase of direct employment has an indirect and induced job multiplier of 2.0.

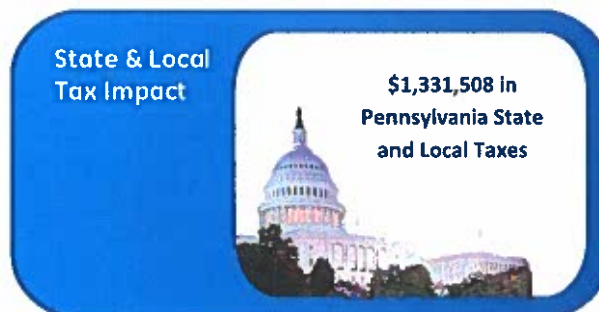
Pennsylvania. The one-year total of the direct and indirect increased employment from this construction project is projected to be 139 jobs within Pennsylvania, much of which will be jobs within Erie County. While these jobs are not sustained after the completion of the construction phase, the operations increase post-construction, and will support permanent jobs which will be detailed later in this analysis.

This total employment impact includes 69 jobs directly attributable to the construction and the purchase of the facilities and an additional 70 jobs which will be created through the indirect and induced spending in the statewide economy due to this construction undertaking. The various other industries which will realize employment are architecture, food services, wholesale trade, healthcare, and retail. A breakdown of the employment impact is shown in the following table. (See Table 2)

Table 2. Description	Employment
Maintenance and repair construction of nonresidential structures	44 jobs
Real estate establishments	29 jobs
Food services and drinking places	7 jobs
Private hospitals	3 jobs
Offices of physicians, dentists, and other health practitioners	3 jobs
Retail Stores - Food and beverage	2 jobs
Architectural, engineering, and related services	2 jobs
Wholesale trade businesses	2 jobs
Nursing and residential care facilities	2 jobs
Retail Stores - General merchandise	2 jobs

### Government Revenue Impact of Purchase and Construction

Another impact the construction phase of this project will have on the Commonwealth and local governments is the taxes which will be generated by the purchase and construction. The IMPLAN analysis of the spending on this project determined that the total government revenue which will be generated in 2015/2016 due to this construction assignment is predicted to be \$1,331,508. This means that \$1,331,508 will be collected by state and local governments due to the economic activity generated during the purchase of the complex and the proposed construction project.





## The Operational Impacts Post-Construction

As the initial phase of the project is completed, the second phase begins with the opening of the additional capacity of the sports complex. Tripp Umbach completed analysis on the direct effects as realized within the state and indirect and induced effects which “ripple” throughout the Commonwealth. These impacts are reflected in the results. While reviewing these results, it is important to remember that these impacts are “new”, meaning that they replace any previous impacts with the historical operations of Family First Sports Park.

### Economic Impact of New Operations

The completion of the improvements and new sports surfaces will allow the facilities to open and attract significant numbers of visitors from outside of the area. The multiplier, or ripple effect, of the facilities’ direct spending in the state’s economy, in turn, will support more than \$11.5 million in economic activity. Additional economic activity is generated by the operations of organizations, sports tourists, local support businesses, employees, visitors, and vendors in the state that provide goods and services to the sports complex. The table below details the top 10 industries impacted by the projected operational spending.

Table 3. Description	Output
Promoters of performing arts and sports and agents for public figures	\$3,277,645
Food services and drinking places	\$1,753,541
Hotels and motels, including casino hotels	\$1,083,511
Imputed rental activity for owner-occupied dwellings	\$371,479
Wholesale trade businesses	\$345,082
Real estate establishments	\$289,355
Insurance agencies, brokerages, and related activities	\$216,006
Private hospitals	\$212,045
Monetary authorities and depository credit intermediation activities	\$201,015
Offices of physicians, dentists, and other health practitioners	\$174,314

### Employment Impact Post-Construction

The completion of this project will create not only an increase in statewide spending that will ripple through the Commonwealth, but this will also create an increased number of jobs for both the direct employees of the sports complex and with the additional spending due to the increased operations, this will create indirect and induced jobs. These are employment opportunities above and beyond the current impact of the operations of this complex and these are permanent jobs. The employment impact value below shows the annual impact after the initial year of operation following the period of construction.<sup>3</sup> This employment impact shows that the G.R.E.A.T Inc. sports complex will be either

<sup>3</sup> Construction jobs are not included. This is calculated using a 3.1 jobs multiplier for this stage of operations.

responsible for or support approximately **124 jobs** in the year following the construction phase. These are permanent fixed jobs which will be sustained through the new operations and the projected increase in tourism to this new facility. It is important to note that these are not temporary positions.

The employment created as a result of this project will produce jobs which pay at or above the average for the state. In reviewing the industries where indirect jobs will be created and sustained as a result of the expansion, the median salary of the jobs created or sustained (both directly and indirectly) is \$38,586 annually.<sup>4</sup> This is significantly higher than the statewide per capital income of \$28,502 annually and even higher than the Erie County per capita income of \$24,189 annually.<sup>5</sup>

#### Government Revenue Impact Post-Construction

After the initial construction phase and the sports complex completes its first full-year of full operations, the IMPLAN models show that the increase in total government revenue impact will result in a total of **\$805,882 collected by state and local governments annually**. This does not include the construction phase. This annual increase in total government revenue impact is an important part of the Commonwealth tax base which is expected to grow with the increase in visitors, sports tourism, and the retention of local sports families. This new complex will allow local athletes and their families to retain their spending within the Commonwealth and not leave for sports competitions in the local areas of New York or Ohio.

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<sup>4</sup> Calculated by using the IMPLAN output of Total Labor Income and Total Employment Impact.

<sup>5</sup> <http://quickfacts.census.gov/qfd/states/42/42049.html>

## Glossary of Terms

**Study Area** defines the geographic area for which impacts are estimated. For this analysis, the study area used was the entire Commonwealth of Pennsylvania.

**Input-output (I-O) model** is a representation of the flows of economic activity between sectors within a region. The model captures what each business or sector must purchase from every other sector in order to produce a dollar's worth of goods or services.

**Direct effects** are the changes in economic activity during the first round of spending.

**Secondary effects** are the changes in economic activity from subsequent rounds of re-spending of the research center's operating dollars.

There are two types of secondary effects:

**Indirect effects** are the changes in sales, income, or employment within the region in industries supplying goods and services to businesses. For example, the increased sales resulting from visitors to the Commonwealth of Pennsylvania is an indirect effect of visitor's spending.

**Induced effects** are the increased sales within the region from household spending of the income earned in the lodging and restaurant industries. Employees in these and supporting industries spend the income they earn on housing, utilities, groceries, and other consumer goods and services. This generates sales, income, and employment throughout the state's economy.

**Total effects** are the sum of direct, indirect, and induced effects.

**Multipliers** capture the size of the secondary effects in a given region, generally as a ratio of the total change in economic activity in the region relative to the direct change. Multipliers may be expressed as ratios of expenditures, income, or employment, or as ratios of total income or employment changes relative to direct expenditures. Multipliers express the degree of interdependency between sectors in a region's economy and therefore vary considerably across regions and sectors.

**Jobs or employment** is a measure of the number of jobs required to produce a given volume of sales/production. Jobs are not expressed as full-time equivalents, but include part-time and seasonal positions. For the purposes of the RACP application these jobs are translated into FTEs.

**Total tax revenues** are generated benefiting the community. This is the total of the direct and the indirect/induced taxes generated due to the operations of the center.

**Indirect business taxes** consist of excise taxes, property taxes, fees, licenses, and sales tax paid by the businesses. These taxes occur during the normal operation of business. Included within this study are indirect tax revenue estimates for construction and ongoing operations within each industry cluster.

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## Questions and Contact Information

### **Carrie Kennedy**

Principal

Tripp Umbach, Inc.

232 Shenley Drive

Erie, PA 16505

814.923.4375 (direct)

412.973.3835 (mobile)

412.774.1870 (personal fax)

Corporate Headquarters: 800.250.6724, ext. 12

**RYAN A. BIZZARRO, MEMBER**  
3RD LEGISLATIVE DISTRICT

PENINSULA PLAZA  
1101 PENINSULA DRIVE, SUITE 209  
ERIE, PENNSYLVANIA 16505-4169  
(814) 835-2880  
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HARRISBURG, PENNSYLVANIA 17120-2003  
(717) 772-2297  
FAX: (717) 780-4767

WEBSITE: [WWW.PAHOUSE.COM/BIZZARRO](http://WWW.PAHOUSE.COM/BIZZARRO)



**House of Representatives**  
Commonwealth of Pennsylvania  
Harrisburg

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MANUFACTURING  
OIL & GAS  
SPORTSMEN'S

December 22, 2016

Erie County Gaming Authority  
5340 Fryling Road, Suite 201

Dear Board members,

I am writing to express my deep-seated support for the Greater Regional Erie Athletic Team Training (GREAT) Corporation's request for funding through the Erie County Gaming Revenue Authority. Although this project is not in my legislative district, the benefits are truly regional and will have a direct positive effect on my constituents.

The Erie area has a very real need for a multi-sport, year-round training and competition facility that will allow our local athletes to train at a regional, national or international competitive level as well as provide a venue to host year-round competitions in our area. This facility will provide much needed ice access for our local competitive hockey leagues including: youth club leagues, high school and college level teams and our semi-professional hockey team. Currently, our teams must divide the little ice available for training and cannot host large competitions. The same issues applies to our baseball, soccer and lacrosse teams as well as our other team sports.

I firmly believe the development of this facility will greatly assist our region's goal to advance our tourism industry and provide a year-round attraction to many outside our community. Because the facility will be strategically located in an area with interstate transportation, adequate infrastructure and more than sufficient hospitality services, it is inevitable this complex will enhance our tourism industry exponentially.

Additionally, I adamantly believe the mission of GREAT Inc. will provide immeasurable benefits to our community by offering opportunities and unprecedented access to underserved children in outlying areas and lower income neighborhoods through their relationships with local school districts and children's organizations. It will also have a great educational benefit to our local medical school and universities by providing opportunities for hands on training and education in physical and sports related medicine.

It is for these reasons, I strongly urge your consideration of the GREAT Inc. proposal for funding. It would be my pleasure to speak personally regarding the need of this project and the impressive local support and partnerships born through this initiative. Please feel free to contact me at your convenience.

Sincerely,

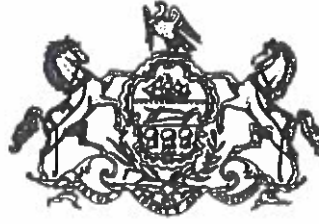
A handwritten signature in black ink, appearing to read "R. A. Bizarro". The signature is fluid and cursive, with the first name "R." and last name "Bizarro" clearly distinguishable.

Ryan A. Bizarro  
Pennsylvania State Representative, Third Legislative District

PATRICK J. HARKINS, MEMBER  
1ST LEGISLATIVE DISTRICT

300 IRVIS OFFICE BUILDING  
P.O. BOX 202001  
HARRISBURG PENNSYLVANIA 17120-2001  
PHONE (717) 787-7406  
FAX (717) 780-4775

460 EAST 26TH STREET  
ERIE, PENNSYLVANIA 16504  
PHONE (814) 459-1949  
FAX (814) 871-4854



**House of Representatives**  
COMMONWEALTH OF PENNSYLVANIA  
HARRISBURG

December 28, 2016

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GERMAN  
ITALIAN  
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SPORTSMEN'S, CO-CHAIR

Board of Directors  
Erie County Gaming Revenue Authority  
5340 Fryling Road, Suite 201  
Erie, PA 16510

To the ECGRA Board of Directors:

I am writing in full support of the Greater Regional Erie Athletic Team Training (G.R.E.A.T.) Nonprofit Corporation and its efforts to renovate and upgrade Family First Sports Park.

This facility, a multi-sport complex, has been a great asset to our community and a major component of the area's tourist industry. Now Family First Sports Parks requires renovation and upgrades to remain useful. Securing additional resources would allow the Park to host hockey, soccer, lacrosse, and other sports, as well as to complete for national level events. The Park is also an asset to children and families in our area, allowing them to be active and involved. The importance of physical activity can't be overrated and access to new ice pads, courts, and fields in proper condition will inspire youth and parents to be active.

Improvements to Family First Sports Park will enhance the region's tourism industry and provide recreational opportunities for our citizens for many years to come. I strongly encourage you to consider a grant that will allow G.R.E.A.T. to continue improvements to the Park.

Sincerely,

A handwritten signature in black ink that reads "Patrick J. Harkins".

Patrick J. Harkins  
State Representative  
1<sup>st</sup> Legislative District

PJH/tr



# COUNTY OF ERIE

## OFFICE OF COUNTY EXECUTIVE

**Kathy Dahlkemper**  
COUNTY EXECUTIVE

December 30, 2016

Board of Directors  
Erie County Gaming Revenue Authority  
5340 Fryling Road, Suite 201  
Erie, PA 16510

To the ECGRA Board of Directors:

I am writing to offer my support for the Greater Regional Erie Athletic Team Training Nonprofit Corporation's planned renovation and upgrade at Family First Sports Park. G.R.E.A.T.T.'s Board of Directors have envisioned an expanded and renewed Family First Sports Park that will not only better serve the families and young people of Erie County, but will also position the facility to be a major draw for higher-level athletic events.

Family First Sports Park plays a vital role in our region's tourism industry, and that role will only be expanded with renovations to the facility. With updated amenities, Family First Sports Park will be a premier center that will allow Erie County to compete for national-level events and programs, including hockey, soccer, lacrosse and more. As a host facility, Family First will thus bring in visitors who will spend money in our stores, dine in our restaurants and stay in our hotels – as well as experience the assets and advantages that Erie County offers.

Closer to home, however, an upgraded Family First will serve as a community gathering space that provides ample opportunities for our county's youth to be healthy and active, social and engaged. G.R.E.A.T.T.'s planned renovations, including new ice pads, refreshed courts and properly maintained fields, transform Family First into a true community asset that will serve area athletes, teams and organizations, as well as supporters and spectators.

The future of Family First Sports Park is bright, and it has been bolstered by funding through Pennsylvania's Redevelopment Assistance Capital Program. However, more assistance is needed to see the vision for Family First to be fully brought to fruition. I urge you to consider a grant that will assist G.R.E.A.T.T. in the renovation of Family First Sports Park. I believe this worthy investment will pay off for Erie County, both in economic opportunity and the well-being of our citizens.

Sincerely,



Kathy Dahlkemper



# THE CITY OF ERIE

626 State Street - Room 104 Erie Pennsylvania 16501-1128  
Phone 814-870-1291 Fax 814-870-1296

## CITY COUNCIL

Sonya M. Arrington  
David Brennan  
Curtis Jones Jr.  
Casimir J. Kwitowski  
Robert Merski  
James F. Winarski  
Melvin Witherspoon

## CITY CLERK

Roseann Robie

December 28, 2016

Board of Directors  
Erie County Gaming Revenue Authority  
5340 Fryling Road, Suite 201  
Erie, PA 16510

To the ECGRA Board of Directors:

The Board of Directors of the Greater Regional Erie Athletic Team Training (G.R.E.A.T.) Nonprofit Corporation has my full support as it looks to renovate and upgrade Family First Sports Park. The multi-sport facility is a great community asset, which could only be made better if additional resources to renovate the facility were to be secured. The funding awarded through the Commonwealth's Redevelopment Assistance Capital Program (RACP) was an enormous step in the right direction, but more is needed to see G.R.E.A.T.'s plans brought to fruition.

Family First Sports Park is a crucial component to our region's tourism industry that cannot be utilized fully in its current state. Renovations to the facility will have a significant impact on the types of events and programs that the facility can host, including hockey, soccer, lacrosse and more. Sports tourism generates an incredible amount of economic impact in communities across the nation, and Erie County is no exception. However, Erie will be able to better compete for national-level events and these significant tourism dollars when this facility is renovated following the current plans.

Furthermore, Family First is an asset to the children and families within our community who seek a place to play sports and get involved. Providing the children of Erie County with a new place to get active is fundamentally important to the overall well-being of those within our region. The plan put together by G.R.E.A.T. would accomplish just that, giving the individuals and organized groups within our community the new ice pads, refreshed courts, and properly maintained fields needed for play and athletics.

I strongly encourage you to consider a grant that will assist G.R.E.A.T. in the renovation of Family First Sports Park. I am confident that it is a worthy investment in our community, and we will see its benefits for many years to come.

Sincerely,



Robert E. Merski  
President, Erie City Council

208 E. Bayfront Parkway • Suite 103 • Erie, PA 16507-2405  
1.800.524.3743 • Phone: 814.454.1000  
Fax (814) 459-0241  
[www.VisitErie.com](http://www.VisitErie.com)



December 10, 2016

Board of Directors  
Erie County Gaming Revenue Authority  
5340 Fryling Road, Suite 201  
Erie, PA 16510

To the Board of Directors:

I am writing to offer my full support of the Greater Regional Erie Athletic Team Training (G.R.E.A.T.T.) Nonprofit Corporation as it seeks funding to renovate and upgrade Family First Sports Park. If the plans put together by G.R.E.A.T.T. were to be implemented, I am confident the facility will meet its great potential, providing an enormous economic impact to our economy.

Family First Sports Park is a crucial part of our region's tourism industry, particularly for sports tourism. Under new ownership, the renovations to Family First will have a significant impact on the types of events the facility can attract. A twin pad ice rink opens the door to hockey events and tournaments, a segment that has not previously been explored due to Erie's lack of ice. With improvements to the facility's expansive fields, efforts can continue to drive new soccer and lacrosse tournaments to them.

These are opportunities that the Erie Sports Commission is posed to capitalize on. The Commission, a division of VisitErie, works to promote Erie as a prime destination for sports and recreation by attracting, hosting and supporting events of many kinds. More than 50 events were hosted and supported by the ESC in 2016 alone, with more than \$14 million generated in estimated economic impact. I have no doubt that, through the efforts of the Erie Sports Commission, along with other local groups, Family First will thrive.

Please consider a grant to renovate and upgrade Family First Sports Park. The money invested will no doubt come back to our economy through tourism dollars, making it a very worthy investment for our community.

Sincerely,

A handwritten signature in blue ink that reads "John Oliver".

John Oliver  
President & CEO  
VisitErie





208 E. Bayfront Pkwy • Suite 201 • Erie, PA 16507-2405  
Phone: 1.800.524.3743  
814.454.1000  
Fax: 814.459.0241  
[eriesportscommission.com](http://eriesportscommission.com)  
[info@eriesports.com](mailto:info@eriesports.com)

*2014 & 2016 National Sports Commission of the Year  
2016 National Marketing Campaign of the Year*

December 2, 2016

Robert Catalde  
G.R.E.A.T., Inc.

Dear Bob,

I am writing to offer my full support of G.R.E.A.T., Inc. in the renovation of Family First Sports Park. The facility is an important regional asset that offers great potential to drive sports tourism to our region.

As a division of VisitErie, the Erie Sports Commission is dedicated to promoting Erie as a prime destination for competitions and sports events. Our ability to bring new events to the community relies heavily on the facilities that exist here. Therefore, it is imperative as we execute our mission that Erie's sports facilities are top-notch, and provide amenities that address the needs of the many sports events that are constantly in search of a new destination.

Family First Sports Park has the potential to offer such amenities to many types of large-scale events and tournaments. The Erie Sports Commission has hosted soccer and basketball tournaments at the facility, which have filled nearby hotels and restaurants, and resulted in millions of dollars in economic impact. With the proposed facility updates, we can continue our efforts to fill the fields with soccer and lacrosse tournaments, and drive new events to the facility's basketball courts and proposed ice pads. In the past six months alone, the ESC has hosted several national event operators in Erie who have toured Family First as a potential event location. We also support many existing local events which could benefit from proposed improvements at Family First Sports Park.

I look forward to working with G.R.E.A.T. and Rink Management Services, Inc. to bring new events to Family First Sports Park. Its success represents a crucial economic driver that will benefit everyone in our community, and we are excited to play a role in its transformation.

Best,

R. Ron Sertz  
Executive Director  
Erie Sports Commission

**ERIE GETS SPORTS!**<sup>®</sup>



December 13, 2016

Board of Directors  
Erie County Gaming Revenue Authority  
5340 Fryling Road, Suite 201  
Erie, PA 16510

To the Board of Directors:

I would like to offer my full support to Greater Regional Erie Athletic Team Training (G.R.E.A.T.) in its efforts to purchase and renovate Family First Sports Park. This group has a wonderful vision for the facility that addresses the needs of this community, and I believe their plans will benefit many within the Erie region and beyond.

The lack of usable ice facilities in Erie County is no secret, and the Erie Otters would be just one group who would benefit significantly from G.R.E.A.T.'s proposed twin pad ice facility. Attempting to schedule practices for the Erie Otters, along with Erie's college, high school, and youth teams on the two ice surfaces currently operating in our community poses an incredible challenge for all involved. This proposed renovation to Family First would alleviate this - providing all of Erie's teams with another option and a level of flexibility that could result in expanded programming and more quality hockey programs.

With this flexibility comes more youth participation that contributes to the overall growth of the sport. It also means more children and their families getting involved in their communities, the benefits of which are too great to list here. I would love to add these new hockey fans to our already enthusiastic fan base.

I would urge you to consider granting G.R.E.A.T. the funding necessary to assist in implementing their plans. I'm certain that, if granted this opportunity, Family First Sports Park will have a substantial and lasting positive impact on our community.

Sincerely,

Jim Waters  
Owner  
Erie Otters Hockey Club





Dear Don,

Thank you for contacting Erie Youth Hockey Association regarding our organization's ice schedule and needs.

As you may or may not be aware we currently have limited ice facilities in our area, with multiple organizations competing for the available ice times. Erie Youth Hockey is the largest purchaser of ice in the area therefore we do acquire the majority of available ice. However we are still left short. Our organization has seen continued and significant growth over the last few years, which has increased our need for additional ice that just isn't available.

Erie Youth Hockey currently purchases roughly \$450,000.00 worth of ice annually. This amount includes practice and game slots for our entire organization, and 3 tournaments that our organization hosts each year.

Based on our population and numbers for the current season, which could change slightly from season to season, we would need roughly 25 week night hours -Monday thru Thursday between 5:30-9:30 PM.

Saturday 3- 4 consecutive hrs 9:00 AM -1:00 PM

Saturday 4-5 available ice slots for travel games (hours could vary based on travel team schedules)

Saturday 5:00 PM-11:00 PM Adult League Games

Sunday 4-5 available ice slots for travel games (hours could vary based on travel team schedules)

Sunday 5:00 PM-11:00 PM Adult League Games

I have attached a list of our available programs and the approximate hours that each program requires. These hours do fluctuate from season to season but it gives us a general idea of what we need for scheduling.

If there is any additional information that you may need, please don't hesitate to contact me.

Yours in Hockey,

Shelly Berlin  
Erie Youth Hockey Association  
Treasurer  
814-602-4345  
gberlin03@gmail.com

Timbit (Learn to Skate)	20 - 1 hour sessions per week	20 ice hrs
Timbit Jamboree		5 ice hrs
ADM (1 & 2)	2 - 1 hour sessions per week	80 ice hrs
ADM Jamboree		10 ice hrs
House (SQ & PW)	2 - 1 hr sessions per week	400 ice hrs
House games		50 ice hrs
House Tournament		20 ice hrs
House Select		15 ice hrs
Travel Boys	2 - 1 hr sessions per week	250 ice hrs
Travel Boys (games)	10 home games (Sat &/or Sun)	75 ice hrs
Travel Girls	2 - 1 hr sessions per week	160 ice hrs
Travel Girls (games)	10 home games (Sat &/or Sun)	25 ice hrs
Adult Hockey	no practice 1 game per week	400 ice hrs
Tournaments	3 per year (Fri-Sun)	300 ice hrs
Spring House Program		50 ice hrs
Spring Travel pick-up		25 ice hrs
Tryouts		20 ice hrs
Cattle Practices		10 ice hrs

F.Y.E. 2016

	May	June	July	August	September	October	November	December	January	February	March	April	
JMC ice fees	\$693.75	\$34,086.25			\$74,717.50	\$6,613.50	\$7,001.91	\$73,482.50	\$920.00	\$12,365.50	\$5,937.50	\$3,705.00	\$206,237.91
EIA ice fees	\$3,450.00				\$11,270.00	\$11,270.00	\$17,335.00	\$11,500.00	\$920.00	\$12,365.50	\$17,778.13	\$14,811.50	\$88,230.13
MIC ice fees	\$13,585.00			\$10,912.50	\$14,025.00	\$12,900.00	\$10,740.00	\$15,680.00	\$16,210.00	\$11,900.00	\$11,600.00	\$16,350.00	\$133,902.50
<b>TOTAL PER MONTH</b>	<b>\$17,728.75</b>	<b>\$34,086.25</b>	<b>\$0.00</b>	<b>\$10,912.50</b>	<b>\$88,742.50</b>	<b>\$30,783.50</b>	<b>\$34,876.91</b>	<b>\$100,662.50</b>	<b>\$17,130.00</b>	<b>\$24,265.50</b>	<b>\$36,315.63</b>	<b>\$34,866.50</b>	<b>\$428,370.54</b>



November 22, 2016

Dear Mr. Baldwin,

This is the 5<sup>th</sup> year that we have utilized Family First for basketball. We have grown the program and subsequent gym rental every year. When I took over the program 6 years ago we had 490 boys and girls in the program. This year, we surpassed the 1,000 mark. As you would imagine, the more players and teams we grow equals more court time. I honestly don't see us declining. We have expanded our base year after year and are now starting to pull many kids in from the City and surrounding areas that we didn't really capitalize the last several years. I have utilized various forms of marketing to grow our base and bottom line we treat our families well with communication and attention to detail which keeps the word spreading. This year for our winter program, we have secured closed to 900 court hours for our program at FF. We begin our season in November with heavy practice times and then starting in December we begin games through February. I rent the courts Monday through Friday with various hours and number of courts each night. Every Saturday we utilize the entire field house from 8 am to 6 pm. In addition to our program, I feel there is significant opportunity for the advancement of the adult leagues which is run by another entity. The adult basketball is one that could be expanded from two nights per week to four or five with some attention given to it.

Lastly, beyond our existing court usage, we also have thoughts in place for a dodge ball league and/or an indoor kickball league. We will need indoor space for both of these if we continue to develop these programs.

I feel there is an incredible opportunity to grow the usage of the facility. Once the facility is operated and maintained properly, demand is going to be significant. If you have any questions on the current use or would like to speak about opportunities, please feel free to contact me.

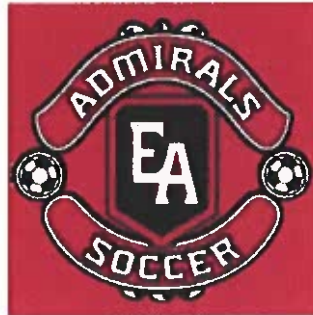
Sincerely,

Kregg Heenan

Director of Basketball – Millcreek Youth Athletic Association

814-450-6364 – myaasports@gmail.com





**ERIE ADMIRALS SOCCER CLUB**

**5132 ANNENDALE DRIVE**

**ERIE PA, 16506**

**Marty:**

**It was great speaking to you today. On behalf of the Erie Admirals Soccer Club, I want to say how excited we are to see the upcoming enhancements to the Family First Sports Park facility.**

**The Admirals have been the major tenant of the Park since April 2012. We use the facility as our home during our 10 Month Season and also look to run some camps during the summer months. While we have enjoyed our tenure at the park, we all agree that investment in the facility is needed at this time.**

**It is our goal to use the outdoor fields during the Fall months of August to November. We will then look to move into the DOME for the winter season of December to April. Once the outdoor Fields are deemed playable, we will then head back outside until the middle of June.**

**We understand that the Indoor Fieldhouse will soon become Hockey rinks which will certainly be welcomed and will surely enhance the value of the park. It is our goal that we will be able to hold Youth Leagues in the renovated DOME and be able to add additional Indoor events and Friendlies with the additional space in the DOME.**

**At this time, we are running a Fall Tournament that brings teams in from Five States and Canada. We also hold a February Holiday Tournament that has become quite popular. With and enhanced and renovated DOME, we think we can bring in additional events.**

**As you can see, the Admirals are certainly a strong tenant and we are looking forward to a long lasting relationship with your group. Please let me know if there is anything I can do to help with the transition.**

**Sincerely yours,**

**Sam Tojaga**

**Erie Admirals President**



**Erie County Gaming Revenue Authority**  
**Profit & Loss**  
December 2016

	<u>December</u>	<u>YTD</u>	<u>Budget YTD</u>	<u>2016-17 Budget</u>
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
44800 · Gaming Revenue		1,079,481.29		
46400 · Other Types of Income				
46410 · Interest Income - Savings	3,295.57	31,885.33		
46420 · Interest Income - EDF #1		11,405.33		
46421 · Interest Income - EDF #2		18,248.53		
46422 · Interest Income - BWC	7,666.67	29,583.34		
46423 · Interest Income - CIBA	186.50	186.50		
46429 · Endowment Income - Lead Assets	404,400.00	772,069.00		
<b>Total Income</b>	<u>415,548.74</u>	<u>1,942,859.32</u>		
<b>Expense</b>				
62100 · Contracted Services	8,272.95	57,891.05	65,325.00	87,100.00
62800 · Facilities & Equipment	303.91	18,110.87	24,300.00	32,400.00
65000 · Office Administration	1,377.87	32,599.67	32,100.00	42,800.00
65100 · Other Types of Expenses	16,715.30	134,742.55	198,000.00	264,000.00
66000 · Payroll Expenses	21,051.42	154,502.70	157,500.00	210,000.00
<b>Total Expense</b>	<u>47,721.45</u>	<u>397,846.84</u>	<u>477,225.00</u>	<u>636,300.00</u>
<b>Net Ordinary Income</b>	367,827.29	1,545,012.48		
<b>Other Income/Expense</b>				
70000 · Grants / Settlements				
70020 · Lead Assets Endowment		1,000,000.00		
70030 · Community Assets		151,640.00		
70040 · Lead Assets	646,814.00	1,293,626.00		
70050 · Municipal Settlements		269,870.35		
70060 · Human Services		118,946.00		
70070 · Special Events		167,108.00		
70090 · Multi-Municipal Collaboration		166,100.00		
70100 · Mission Main Street	45,000.00	45,000.00		
70120 · Summer Jobs Program		150,000.00		
70130 · Small Business Financing	500,000.00	500,000.00		
70150 · Shaping Tomorrow	31,250.00	68,750.00		
70160 · The Challenge	33,945.34	102,838.34		
<b>Total 70000 · Grants / Settlements</b>	<u>1,257,009.34</u>	<u>4,033,878.69</u>		
<b>Net Other Income</b>	(1,257,009.34)	(4,033,878.69)		
<b>Net Income</b>	<u>(889,182.05)</u>	<u>(2,488,866.21)</u>		



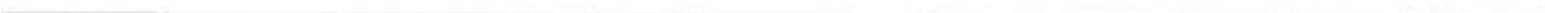
**Erie County Gaming Revenue Authority**  
**Balance Sheet**  
As of December 31, 2016

	<b>December</b>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
10000 · ErieBank - Checking	27,262.93
10100 · ErieBank - Savings	
10100 · Uncommitted Funds	4,479,641.57
10101 · Committed Funds	5,292,864.66
10102 · Restricted Funds	809,610.95
<b>Total 10100 · ErieBank - Savings</b>	<b>10,582,117.18</b>
<b>Total Checking/Savings</b>	<b>10,609,380.11</b>
<b>Other Current Assets</b>	
<b>12000 · Notes Receivable</b>	
12001 · Note Receivable - EDF #1	500,000.00
12002 · Note Receivable - EDF #2	800,000.00
12003 · Note Receivable - CIBA	18,846.25
12004 · Note Receivable - BWC	1,000,000.00
<b>Total 12000 · Notes Receivable</b>	<b>2,318,846.25</b>
14500 · Prepaid Insurance	790.00
<b>Total Other Current Assets</b>	<b>2,319,636.25</b>
<b>Total Current Assets</b>	<b>12,929,016.36</b>
<b>TOTAL ASSETS</b>	<b>12,929,016.36</b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Equity</b>	
32000 · Unrestricted Net Assets	15,418,672.57
Net Income	(2,489,656.21)
<b>Total Equity</b>	<b>12,929,016.36</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>12,929,016.36</b>



**Erie County Gaming Revenue Authority**  
**Statement of Cash Flows**  
December 2016

	<u>December</u>
<b>OPERATING ACTIVITIES</b>	
<b>Net Income</b>	(889,182.05)
<b>Adjustments to reconcile Net Income</b>	
<b>to net cash provided by operations:</b>	
12003 · Note Receivable - CIBA	31,153.75
14500 · Prepaid Insurance	790.00
<b>Net cash provided by Operating Activities</b>	<u>(857,238.30)</u>
<b>Net cash increase for period</b>	(857,238.30)
<b>Cash at beginning of period</b>	11,466,618.41
<b>Cash at end of period</b>	<u><u>10,609,380.11</u></u>





**Erie County Gaming Revenue Authority**  
**Budget vs. Actual**  
**December 2016**

Expense	December	YTD	Budget	Over/(Under) Budget	% of Budget
<b>62100 · Contracted Services</b>					
62110 · Accounting Fees	0.00	5,400.00	6,000.00	(600.00)	90.00%
62130 · Professional Services	4,341.60	30,618.00	45,000.00	(14,382.00)	68.04%
62140 · Legal Services	3,811.50	19,150.60	30,000.00	(10,849.40)	63.84%
62145 · Website Design	0.00	1,920.00	5,000.00	(3,080.00)	38.40%
62150 · Payroll Services	119.85	802.45	1,100.00	(297.55)	72.95%
<b>Total 62100 · Contracted Services</b>	<b>8,272.95</b>	<b>57,891.05</b>	<b>87,100.00</b>	<b>(29,208.95)</b>	<b>66.47%</b>
<b>62800 · Facilities &amp; Equipment</b>					
62840 · Office Equipment & Furniture	76.91	5,378.45	10,000.00	(4,621.55)	53.78%
62850 · Janitorial Services	227.00	1,637.30	2,400.00	(762.70)	68.22%
62880 · CAM	0.00	0.00	2,000.00	(2,000.00)	0.00%
62890 · Rent	0.00	11,095.12	18,000.00	(6,904.88)	61.64%
<b>Total 62800 · Facilities &amp; Equipment</b>	<b>303.91</b>	<b>18,110.87</b>	<b>32,400.00</b>	<b>(14,289.13)</b>	<b>55.90%</b>
<b>65000 · Office Administration</b>					
65010 · Books, Subscriptions, Dues	213.60	3,609.19	7,000.00	(3,390.81)	51.56%
65020 · Postage	65.99	443.91	500.00	(56.09)	88.78%
65030 · Printing	0.00	109.72	2,500.00	(2,390.28)	4.39%
65040 · Office Supplies	422.39	4,594.83	3,500.00	1,094.83	131.28%
65050 · Cell Phone	70.87	1,398.28	2,200.00	(801.72)	63.56%
65060 · Copier Lease	182.00	1,456.00	2,300.00	(844.00)	63.30%
65070 · Copier Printing Costs	175.12	3,687.42	3,000.00	687.42	122.91%
65080 · Bank Fees	0.00	0.00	50.00	(50.00)	0.00%
65085 · Training & Education	0.00	11,381.00	16,000.00	(4,619.00)	71.13%
65090 · Meeting Expenses	247.90	5,686.72	5,500.00	186.72	103.39%
65095 · Miscellaneous Expense	0.00	232.60	250.00	(17.40)	93.04%
<b>Total 65000 · Office Administration</b>	<b>1,377.87</b>	<b>32,599.67</b>	<b>42,800.00</b>	<b>(10,200.33)</b>	<b>76.17%</b>
<b>65100 · Other Types of Expenses</b>					
65105 · Communications	0.00	14,844.46	15,000.00	(155.54)	98.96%
65110 · Advertising	710.40	4,050.50	15,000.00	(10,949.50)	27.00%
65115 · Data Processing	1,156.82	12,990.51	17,000.00	(4,009.49)	76.41%
65120 · Insurance	790.00	6,320.00	10,000.00	(3,680.00)	63.20%
65150 · Travel	2,906.48	6,235.48	7,000.00	(764.52)	89.08%
65160 · Special Projects	11,151.60	90,301.60	200,000.00	(109,698.40)	45.15%
<b>Total 65100 · Other Types of Expenses</b>	<b>16,715.30</b>	<b>134,742.55</b>	<b>264,000.00</b>	<b>(129,257.45)</b>	<b>51.04%</b>
<b>66000 · Payroll Expenses</b>					
66005 · Salaries & Wages	19,191.69	140,156.22	188,100.00	(47,943.78)	74.51%
66010 · FITW Tax	1,485.09	10,738.92	14,500.00	(3,761.08)	74.06%
66015 · FUTA Tax	0.00	0.00	200.00	(200.00)	0.00%
66020 · PASUI Tax	0.00	55.12	2,200.00	(2,144.88)	2.51%
66500 · Retirement	374.64	3,552.44	5,000.00	(1,447.56)	71.05%
<b>Total 66000 · Payroll Expenses</b>	<b>21,051.42</b>	<b>154,502.70</b>	<b>210,000.00</b>	<b>(55,497.30)</b>	<b>73.57%</b>
<b>Total Expense</b>	<b>47,721.45</b>	<b>397,846.84</b>	<b>636,300.00</b>	<b>(238,453.16)</b>	<b>62.53%</b>



**Erie County Gaming Revenue Authority**  
**Schedule of Grant Reserve**  
As of December 31, 2016

	December	YTD	Totals/Subtotals
<b>Uncommitted Funds</b>	4,479,641.57		
<b>Committed Funds</b>	5,292,864.66		
<b>2016 Restricted Funds:</b>			
First Quarter Gaming Revenue (less 25%)		203,252.87	
Second Quarter Gaming Revenue (less 25%)		225,539.71	
Third Quarter Gaming Revenue (less 25%)		380,818.37	
Fourth Quarter Gaming Revenue (less 25%)		0.00	<b>809,610.95</b>
<b>Disbursements:</b>			
First Quarter Disbursements		2,096,730.98	
Second Quarter Disbursements		468,189.91	
Third Quarter Disbursements	1,257,009.34	1,468,957.80	
Fourth Quarter Disbursements		0.00	<b>4,033,878.69</b>

**Disbursements Detail**

**Quality of Place**

**Community Assets**

Albion Area Fair	8,160.00	
Asbury Woods Partnership, Inc.	8,352.00	
Common Ground Youth Center, Inc.	9,120.00	
Downtown Edinboro Art & Music Festival	8,736.00	
Edinboro Highland Games	8,928.00	
Erie PAL	9,173.00	
Gannon University	8,352.00	
Humane Society of NWPA	2,432.00	
Lake Erie Fanfare, Inc.	8,640.00	
Lawrence Park Historical Society	7,280.00	
LeBoeuf Little League	8,928.00	
Living in Fulfilled Excellence	5,248.00	
McDowell Band Aides	4,560.00	
McLane Little League	3,511.00	
North East Little League	5,100.00	
Presque Isle Partnership	8,448.00	
Robbins Blass Neighborhood Network	3,160.00	
Urban Erie Community Development Corporation	8,648.00	
Veterans Miracle Center Erie	8,448.00	
Waterford Community Fair Association	8,352.00	
Young Artists Debut Orchestra	8,064.00	<b>151,640.00</b>

**Human Services**

Bethany Outreach Center	14,000.00	
Children's Miracle Network	10,937.00	
Emma's Footprints	5,000.00	
Erie School District	15,000.00	
Gaudenzia Erie, Inc.	19,000.00	

**Erie County Gaming Revenue Authority**  
**Schedule of Grant Reserve**  
**As of December 31, 2016**  
**(continued)**

	<u>December</u>	<u>YTD</u>	<u>Totals/Subtotals</u>
Hamot Health Foundation		15,000.00	
John F. Kennedy Center		8,977.00	
Lake Erie College of Osteopathic Medicine		10,000.00	
Medical Associates of Erie		5,000.00	
Sarah Reed Senior Living		7,313.00	
Sisters of St. Joseph Neighborhood Network		8,719.00	<b>118,946.00</b>
<b>Lead Assets</b>			
Erie Art Museum	84,086.00	170,758.00	
Erie Arts & Culture	57,566.00	121,243.00	
Erie County Historical Society	31,694.00	69,035.00	
Erie Philharmonic	71,796.00	152,651.00	
Erie Playhouse	68,562.00	150,226.00	
Erie Zoological Society	191,457.00	376,387.00	
expERIEnce Children's Museum	19,405.00	47,480.00	
Flagship Niagara League	78,911.00	112,444.00	
Mercyhurst Institute for Arts & Culture	43,337.00	93,402.00	<b>1,293,626.00</b>
<b>Lead Assets Endowment</b>		<u>1,000,000.00</u>	<b>1,000,000.00</b>
<b>Special Events</b>			
Albion Area Fair, Inc.		13,500.00	
Asbury Woods Partnership, Inc.		2,340.00	
Borough of Wesleyville		448.00	
CAFE		15,750.00	
Dr. Gertrude A. Barber Foundation		12,137.00	
Downtown Edinboro Art & Music Festival		1,845.00	
Edinboro Highland Games		2,520.00	
Edinboro University Foundation		2,250.00	
Erie Contemporary Ballet Theatre		5,153.00	
Erie Downtown Partnership		1,647.00	
Erie Homes for Children and Adults, Inc		1,800.00	
Erie Regional Chamber & Growth Partner.		2,475.00	
Erie-Western PA Port Authority		4,443.00	
Gaudenzia Erie		2,802.00	
Goodell Gardens & Homestead		524.00	
Harborcreek Township		1,828.00	
Holy Trinity Roman Catholic Church		5,760.00	
Impact Corry		1,249.00	
Jefferson Educational Society of Erie		13,844.00	
Lake Erie Arboretum at Frontier		1,644.00	
Lake Erie Ballet		5,549.00	
Lake Erie Fanfare, Inc.		4,073.00	
Lawrence Park Township		675.00	
McKean Community Development Group		450.00	
Mercy Center for Women		2,345.00	
The Nonprofit Partnership		2,557.00	
Presque Isle Partnership		5,069.00	

**Erie County Gaming Revenue Authority**  
**Schedule of Grant Reserve**  
**As of December 31, 2016**  
**(continued)**

	<u>December</u>	<u>YTD</u>	<u>Totals/Subtotals</u>
Roar on the Shore		20,467.00	
SafeNet		5,400.00	
Saint Patrick's Church		3,672.00	
Sisters of St. Joseph Neighborhood Network		2,520.00	
Waterford Community Fair Association		4,675.00	
Wattsburg Agricultural Society		13,881.00	
Young Artists Debut Orchestra		1,816.00	<b>167,108.00</b>
<b><u>Municipalities</u></b>			
<b>Multi-Municipal Collaboration</b>			
Erie Area Council of Governments		37,500.00	
Girard Township		7,500.00	
Jefferson Educational Society		100,000.00	
West Erie County Emergency Management Agency		21,100.00	<b>166,100.00</b>
<b>Municipal Settlements</b>			
Erie County		29,685.74	
Greene Township		29,685.74	
McKean Township		29,685.74	
Millcreek Township		29,685.74	
Summit Township		121,441.65	
Waterford Township		29,685.74	<b>269,870.35</b>
<b><u>Neighborhoods &amp; Communities</u></b>			
<b>Impact Corry</b>			
<b>Mission Main Street</b>			
Downtown North East, Inc.	15,000.00	15,000.00	
Erie Downtown Partnership	15,000.00	15,000.00	
Impact Corry	15,000.00	15,000.00	<b>45,000.00</b>
<b><u>Small Business Financing</u></b>			
<b>Industry+University</b>			
<b>Inner-city Small Business</b>			
<b>Small Business Financing</b>			
Ben Franklin Technology Partners CNP - Erie Innovation Fund	500,000.00	500,000.00	<b>500,000.00</b>
<b><u>Youth &amp; Education</u></b>			
<b>The School District Challenge</b>			
Millcreek Education Foundation		17,933.00	
General McLane Foundation		10,960.00	
Corry Area School District Foundation		10,000.00	
The Partnership for Erie's Public Schools	30,000.00	60,000.00	
Union City Area School District Foundation	3,945.34	3,945.34	<b>102,838.34</b>
<b>Shaping Tomorrow</b>			
All About Character, Inc.		37,500.00	
Gannon University - Go College	31,250.00	31,250.00	<b>68,750.00</b>
<b>Summer Jobs</b>			
GECAC		150,000.00	<b>150,000.00</b>
<b>Total Funds Disbursements</b>	<b>1,257,009.34</b>	<b>4,033,878.69</b>	<b>4,033,878.69</b>

**Erie County Gaming Revenue Authority**  
**Schedule of Grant Reserve**  
**As of December 31, 2016**  
**(continued)**

	<u>December</u>	<u>YTD</u>	<u>Totals/Subtotals</u>
<b>Committed Funds:</b>			
Ben Franklin Technology Partners Inc.	(500,000.00)	0.00	
The Challenge	(33,945.34)	28,281.66	
Enterprise Development Fund		500,000.00	
Shaping Tomorrow			
Empower Erie		400,000.00	
Erie's Public Schools - Tech After Hours//Community Schools		283,333.00	
Gannon University - Go College//East-West Bayfront Plan	(31,250.00)	81,250.00	
Primary Health Network		100,000.00	
Mercyhurst University - Innovation District		400,000.00	
Penn State, The Behrend College		500,000.00	
PennVenture Partners		2,000,000.00	
Progress Fund, The (voided check)		1,000,000.00	
<b>Total Committed Funds</b>	<u>(565,195.34)</u>	<u>5,292,864.66</u>	

**Erie County Gaming Revenue Authority**  
**Check Detail Report**  
**December 2016**

<u>Date</u>	<u>#</u>	<u>Name</u>	<u>Memo</u>	<u>Amount</u>
12/02/2016	EFT	ECCA, Inc.	11/12/16-11/25/16 Payroll	-6,540.77
12/02/2016	EFT	Fidelity Investments	11/12/16-11/25/16 Payroll Retirement	-408.47
12/06/2016	1976	Amanda Burlingham	November Statement	-4,341.60
12/06/2016	1977	Ben Franklin Technology Partners CNP	3rd Contract - Erie Innovation Fund	-500,000.00
12/06/2016	1978	Downtown North East, Inc.	2016 MMS Grant	-15,000.00
12/06/2016	1979	Erie Art Museum	Endowment / Contingency Funds Disbursement for 2017	-84,086.00
12/06/2016	1980	Erie Arts & Culture	Endowment / Contingency Funds Disbursement for 2017	-57,566.00
12/06/2016	1981	Erie County Historical Society	Endowment / Contingency Funds Disbursement for 2017	-31,694.00
12/06/2016	1982	Erie Downtown Partnership	2016 MMS Grant	-15,000.00
12/06/2016	1983	Erie Philharmonic	Endowment / Contingency Funds Disbursement for 2017	-71,796.00
12/06/2016	1984	Erie Playhouse	Endowment / Contingency Funds Disbursement for 2017	-68,562.00
12/06/2016	1985	Erie Zoological Society	Endowment / Contingency Funds Disbursement for 2017	-191,457.00
12/06/2016	1986	expERIEence Children's Museum	Endowment / Contingency Funds Disbursement for 2017	-19,405.00
12/06/2016	1987	Flagship Niagara League	Endowment / Contingency Funds Disbursement for 2017	-78,911.00
12/06/2016	1988	Gannon University	Shaping Tomorrow - GO College	-31,250.00
12/06/2016	1989	Impact Corry	2016 MMS Grant	-15,000.00
12/06/2016	1990	Mercyhurst Institute for Arts & Culture	Endowment / Contingency Funds Disbursement for 2017	-43,337.00
12/06/2016	1991	Velocity Network, Inc.	Jan IT / Internet / Nov Copy Overage	-602.22
12/06/2016	1992	WQLN Public Media	Tin Toy Dynasty DVDs	-200.00
12/06/2016	1993	GreatAmerica Financial Services	November Billing	-332.00
12/06/2016	1994	Times Publishing Company	Public Notice Ad	-105.40
12/07/2016	1996	The Partnership for Erie's Public Schools	The Challenge	-30,000.00
12/16/2016	1997	Dale Barney	Oct-Dec16 Travel	-15.53
12/16/2016	1998	Dave Sample	Oct-Dec16 Travel	-183.43
12/16/2016	1999	David Bagnoni	Oct-Dec16 Travel	-60.38
12/16/2016	2000	Graham Upkeep Services	November Janitorial	-227.00
12/16/2016	2001	Liz Allen	Five Storyteller Features	-405.00
12/16/2016	2002	Mike Paris	Oct-Dec16 Travel	-56.93
12/16/2016	2003	Perry Wood	VOID:	0.00
12/16/2016	2004	Ridge Policy Group	Nov & Dec16 Government Relations	-11,151.60
12/16/2016	2005	The Sherr Company	Event Venue Rental Contract	-150.00
12/16/2016	2006	Union City Area School Dist. Foundation	The Challenge	-3,945.34
12/16/2016	2007	Velocity Network, Inc.	December Phones	-237.81
12/16/2016	2008	Perry Wood	Sep-Dec16 Travel / Airfare / Cell Phone Reimbursements	-1,675.02
12/16/2016	EFT	ECCA, Inc.	11/26/16-12/9/16 Payroll	-6,540.77
12/19/2016	EFT	Fidelity Investments	11/26/16-12/9/16 Payroll Retirement	-408.47
12/28/2016	EFT	VISA	12-4-16 Visa Statement - Perry	-1,022.77
12/28/2016	EFT	VISA	12-4-16 Visa Statement - Diane	-4,993.49
12/30/2016	EFT	ECCA, Inc.	12/10/16-12/23/16 Payroll	-7,272.79
		<b>TOTAL</b>		<b>-1,303,940.79</b>







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

**EXECUTIVE  
DIRECTOR'S  
REPORT  
FOR  
JANUARY 2017**



# COUNTY OF ERIE

## OFFICE OF COUNTY EXECUTIVE

---

**Kathy Dahlkemper**  
COUNTY EXECUTIVE

### MEMORANDUM

**TO:** Perry Wood, Executive Director, Erie County Gaming Revenue Authority

**FROM:** Kristin Bowers, Office of the County Executive

**DATE:** December 21, 2016

**RE:** Erie County Gaming Revenue Authority

Enclosed please find copies of correspondence from the County Executive regarding the recent reappointments of Michael Paris and David Sample to the Erie County Gaming Revenue Authority. Enclosed are copies of memos to County Council requesting the reappointments as well as copies of the notification letters sent to Mr. Paris and Mr. Sample after their reappointments were confirmed.

Thank you.



# COUNTY OF ERIE


## OFFICE OF COUNTY EXECUTIVE

---

**Kathy Dahlkemper**  
COUNTY EXECUTIVE

### MEMORANDUM

TO: Members of Erie County Council

FROM:  Kathy Dahlkemper,  
County Executive

DATE: November 30, 2016

RE: Erie County Gaming Revenue Authority

Upon the recommendation of Erie County Councilwoman Kathy Fatica, I hereby convey notice of my reappointment of Mr. Michael Paris to the Erie County Gaming Revenue Authority.

This five-year term will expire December 31, 2021.

Thank you.

cc: Douglas Smith, Clerk  
Perry Wood, Executive Director, Erie County Gaming Revenue Authority  
File



# COUNTY OF ERIE

## OFFICE OF COUNTY EXECUTIVE

---

**Kathy Dahlkemper**  
COUNTY EXECUTIVE

### MEMORANDUM

TO: Members of Erie County Council

FROM:  Kathy Dahlkemper,  
County Executive

DATE: November 30, 2016

RE: Erie County Gaming Revenue Authority

Upon the recommendation of Erie County Councilman Ed DiMattio, I hereby convey notice of my reappointment of Mr. David Sample to the Erie County Gaming Revenue Authority.

This five-year term will expire December 31, 2021.

Thank you.

cc: Douglas Smith, Clerk  
Perry Wood, Executive Director, Erie County Gaming Revenue Authority  
File



# COUNTY OF ERIE

## OFFICE OF COUNTY EXECUTIVE

---

**Kathy Dahlkemper**  
COUNTY EXECUTIVE

December 20, 2016

Mr. Michael Paris  
4727 South Wayside Drive  
Erie, PA 16505

Dear Michael,

Thank you for your willingness to continue to serve on the Erie County Gaming Revenue Authority. Upon the recommendation of County Councilwoman Kathy Fatica and myself, your reappointment to the Authority was approved by Erie County Council on December 13, 2016. This term will expire on December 31, 2021.

The County of Erie congratulates you and extends its appreciation for your willingness to serve. Please accept my gratitude and high regard for the time and service you provide.

Sincerely,



Kathy Dahlkemper

cc: Douglas Smith, Clerk  
Perry Wood, Executive Director, Erie County Gaming Revenue Authority  
File



# COUNTY OF ERIE

## OFFICE OF COUNTY EXECUTIVE

---

**Kathy Dahlkemper**  
COUNTY EXECUTIVE

December 20, 2016

Mr. David Sample  
18325 Harecreek Road  
Corry, PA 16407

Dear Mr. Sample:

Thank you for your willingness to continue to serve on the Erie County Gaming Revenue Authority. Upon the recommendation of County Councilman Ed DiMattio and myself, your reappointment to the Authority was approved by Erie County Council on December 13, 2016. This term will expire on December 31, 2021.

The County of Erie congratulates you and extends its appreciation for your willingness to serve. Please accept my gratitude and high regard for the time and service you provide.

Sincerely,

Kathy Dahlkemper

cc: Douglas Smith, Clerk  
Perry Wood, Executive Director, Erie County Gaming Revenue Authority  
File



# HOLY TRINITY ROMAN CATHOLIC CHURCH

2220 Reed Street • Erie, Pennsylvania 16503-2196 • (814) 456-0671

RECEIVED  
12-14-16

November 30, 2016

Dear Friends,

Let me start with a sincere **THANK YOU** for your generous contribution to this summer's 2016 Zabawa program! We were very happy to have received such great corporate support from so many businesses and advertisers. **On behalf of the entire Zabawa committee, I am enclosing a copy of the program book and we hope you are pleased with it.**

Over the three days of Zabawa, we were blessed with absolutely perfect weather. Ever so many people flocked to our church campus to reunite with their friends, their heritage AND great food and drink! By our estimates, near 40,000 people attended over the 3 day period and your support was a key factor in their enjoyment and our success!

We hope you are pleased with our program and as always, if there is anything we can do for you, please do not hesitate to call us! Again we value your support and we hope you plan on staying with us as we move into next year and **our 24<sup>th</sup> Annual Festival!**

Sincerely,

Ray & Edie Luniewski,  
Marc Moore Co-Chairs.  
& the Entire Zabawa Team!



December 20, 2016

Mr. Perry Wood  
Erie County Gaming Revenue Authority  
5240 Knowledge Parkway  
Erie, PA 16510

Dear Perry,

On behalf of the board of directors of the Partnership for Erie's Public Schools, I want thank you and the entire ECGRA board for your work on the School Foundation Challenge Grant program. PEPS received a total of \$60,000 from ECGRA as part of this program, which will have an enormous impact on our work to support Erie's Public Schools.

As you know, PEPS works hard to strengthen our district by raising funds for Arts, Academics, Athletics, Assistance and Advocacy in our public schools. ECGRA's support of this work is greatly appreciated and, on behalf of our board and the 12,000 EPS students we serve, please express our deep gratitude to everyone involved with this project!

We wish you and your organization all the best in 2017!

Very truly yours,

Daria S. Devlin, Director

cc: Dr. Jay Badams, Superintendent of Schools  
Ms. Kelly Byers, PEPS Board President





# Stairways behavioral health

December 13, 2016

\*\*\*\*\*AUTO\*\*5-DIGIT 16511

Mr. Perry Wood T10 P1  
Erie Regional Gaming Authority  
5240 Knowledge Pkwy Ste A  
Erie PA 16510-4658



Dear Valued Donor,

Every year as I prepare to write to our donors, I reflect upon important events that have occurred within Stairways Behavioral Health during the last 12 months. Your relationship with our clients is the first thing that comes to mind.

I have been so impressed by your generosity to support our clients through your giving to the Client Assistance and Wellness Funds. Last year, Stairways was able to give from these funds over \$35,000 to hundreds of clients in need. The magnitude of need in the community is astonishing, for I am approving requests for assistance frequently on a daily basis.

Stairways filled 369 requests by purchasing YMCA memberships, bicycles, a grocery cart, fishing licenses, sneakers, photo identification, emergency food, hygiene items, gas cards for medical appointments, haircuts, hearing aids, bus tokens, school clothes, school books. And the list goes on.

Your donations can be deeply personal, as in the case of the premature death of a young man who was a client in one of Stairways' residential programs.

Over the years, Stairways has received monetary gifts in memory of a loved one's life. This young man's grieving family designated Stairways as the beneficiary of any memorial donations. The outpouring of donations was substantial; one coming from a New York City organization that held a fundraiser in memory of this young man.

As the donations continued coming in, I was struck by the powerful impact this person had on so many people's lives; a powerful reminder of the opportunity that each of us has every day to make a difference in someone's life. Whether through small acts of kindness or consistent attention to helping others, each of us has this special gift to share.

002589



I did not know this person, but I learned that his passing reveals a footprint of life that inspires us to focus on our ability to change the world around us.

During this season of giving, I hope that you will be inspired to make a difference in someone's life during the coming year.

I'm asking for your financial support to further the good deeds of Stairways' Client Assistance and Wellness Funds. Every penny of your donation will be used to support our clients' unmet needs.

With a grateful heart, sincerely,

A handwritten signature in cursive script that reads "Kim Stucke". The signature is written in dark ink and is positioned above the printed name.

Kim Stucke

Chief Development Officer, Stairways Behavioral Health



2545 West 26<sup>th</sup> Street  
Erie, Pennsylvania 16506  
[www.sightcenternwpa.org](http://www.sightcenternwpa.org)  
Ph: 814-455-0995

December 12, 2016

Perry Wood, Executive Director  
Erie County Gaming and Revenue Authority  
5340 Fryling Road, Suite 210  
Erie, PA 16510

Dear Perry,

Thanks for the nice visit today. It was good to get to know you a bit better and to introduce you to our agency. Hopefully, you left with a better appreciation for what we do and why we are important to this community.

I will continue to pursue information about social enterprise as a way to help support our programs and services. It may turn out that the future stability of the Sight Center's finances is dependent on a social enterprise to help close the gap in our funding and the growing demand for our services. I will keep you posted on my progress with UniqueSource and others. Thanks for the suggestions for resources. It will certainly be interesting to see where this leads!

Happy holidays to you and yours. I will look forward to more opportunities to chat in the New Year.

Sincerely,

A handwritten signature in blue ink that reads "Linda".

Linda Hackshaw  
Executive Director

---

# MERCYHURST UNIVERSITY

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Office of the President

Michael T. Victor, J.D., LL.D

December 21, 2016

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

Dear Perry,

On behalf of the entire Mercyhurst community, thank you for your gift of \$43,337.00 to the Mercyhurst Institute for Arts and Culture. Your gift was received and processed on December 21, 2016.

Today Mercyhurst continues the incredible mission that the Sisters of Mercy founded back in 1926, by providing high-quality Catholic education rooted in the liberal arts. With your gift to the Mercyhurst Institute for Arts and Culture, you're helping to continue the incredible legacy that has educated thousands of students in this tradition. Your support will help enable the next generation of Mercyhurst Lakers to succeed on our campuses.

Thank you for investing in the future of Mercyhurst University. We deeply appreciate your generous gift and promise to use it with great care.

Carpe Diem!



Michael T. Victor, J.D., LL.D. | President

*This document serves as your official tax receipt. Please retain this document with your tax records. Federal tax law requires us to state that, unless otherwise indicated, no goods, services, or benefits of value were exchanged in consideration of this gift.*

FUND 6060 - CO  
RJP 0521735



October 14, 2016

Perry Wood, Executive Director  
ECGRA

Dear Mr. Wood:

Thanks to you, dozens of local low-income parents will be busy planning the future of their babies, encouraging them, holding them, and leading them in their strategic childhood steps.

Thanks to you, babies in Erie County will be sleeping soundly in their own beds, safe and warm and in a safe sleeping environment.

Thanks to you, mothers, fathers and caregivers will be educated on safe sleep, SIDS prevention, and learn the facts about suffocation and how to create a safe sleep environment. Thanks to you, these parents will become better parents; they will be informed, educated, and aware.

In 1992, when Safe Kids Erie began, we counted on local philanthropy, and it was true then, and it is true now, we have the finest donors I have ever seen when it comes to women and children.

First, let me just say, thank you! Your recent support of \$10,000.00 means you understand just how important Safe Kids Erie is to the community, and recognize our hard work with its citizens.

We expect to save the lives of dozens of babies with the pack and play cribs and SIDS prevention education provided for with the grant funds.

Sincerely,

A handwritten signature in cursive script that reads "Patty Puline".

Patty Puline, Safe Kids Erie

LECOM

MAE



November 2, 2016

Perry Wood  
Executive Director  
ECGRA  
5340 Fryling Road, Suite 201  
Erie, PA 16510

Dear Perry,

On behalf of The Nonprofit Partnership and the member organizations that we serve, thank you for being a sponsor and an exhibitor for the 16<sup>th</sup> Annual Nonprofit Day Conference.

Nonprofit Day is an integral part of our organization's mission to enhance the management and governance of local nonprofits through education and capacity-building programs. The Nonprofit Partnership would be unable to organize Nonprofit Day without the generous support of organizations like yours. Your participation has helped more than 350 representatives from over 80 local and regional nonprofit organizations to gain access to the tools and resources needed to make a difference in our community.

We deeply value your support and hope to see you again next year. Thank you.

Sincerely,

Adam C. Bratton  
Executive Director



## PA Legislative Arts & Culture Caucus

In October 2012, the State Legislature created a bi-partisan, bi-cameral Arts & Culture Caucus to monitor the latest research, education and policy developments impacting arts, culture and tourism in the Commonwealth.

To see which incumbent legislators participate in the PA Legislative Arts & Culture Caucus and to learn more [click here](#).

## Protect Local Gaming Revenue

### ECGRA is Asking for Your Support

The Erie County Gaming Revenue Authority (ECGRA) has issued a [Call to Action](#) regarding threats to local shares of gaming revenue in Erie County. ECGRA is urging organizations to respond by contacting your legislators to share how gaming revenue benefits your work.

With the mission to strengthen the vibrancy and vitality of the region through the advancement of arts and culture, Erie Arts & Culture supports this request. Organizations, large and small, throughout Erie County benefit from these funds each year. Gaming revenue represents one of the largest funding opportunities available to the local arts and cultural sector. A loss in the local share of gaming revenue would have a dramatic impact on local events including agricultural fairs, cultural celebrations, art and music festivals, summer theater programs for children and historic tours.

Arts and cultural activities and institutions celebrate who we are as a region. We help attract visitors to our State and educate and empower our residents to be creative individuals and to take pride in our communities. We are an important economic driver in a region working to diversify and strengthen our economy.

Share your message by visiting [ECGRA's website](#) for instructions and tools.

[Donate Now »](#)



[Donate Now!](#)

Erie Arts & Culture | 3 East 4th Street, Suite 10 | Erie, PA 16507 | 814-452-3427  
[info@erieartsandculture.org](mailto:info@erieartsandculture.org) | [www.erieartsandculture.org](http://www.erieartsandculture.org)

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COMMONWEALTH OF PENNSYLVANIA  
OFFICE OF THE GOVERNOR  
HARRISBURG

THE GOVERNOR

December 19, 2016

Perry Wood  
5340 Fryling Rd., Suite 201  
Erie, PA 16510

Dear Mr. Wood:


Thank you so much for taking the time to attend the meeting hosted by Erie Insurance. I was very impressed by the investments being made to improve the City of Erie and to create opportunities for working families.

I am personally committed to helping you and your colleagues in any way I can to ensure the City of Erie reaches its full potential. I have spoken to my cabinet members regarding the projects we discussed. They understand my personal commitment to the City of Erie, its businesses, and community organizations. My administration is looking forward to working with you.

The dedication you have shown to your community is very humbling. The knowledge you shared with me will help me greatly as I work to improve education, create jobs, and make government work better.

As Governor, I believe it is important for me to listen, learn and build relationships throughout our communities. Together, I believe we can build a stronger Pennsylvania.

Sincerely,

  
TOM WOLF  
Governor



Fredy,

Because of your thoughtfulness  
and with your support, the  
V.M.C.E. will be able to  
move forward in 2017.

The V.M.C.E. will be  
assisting more veterans and  
their families. In addition, we  
will be hoping to assist  
active military that qualify  
under our program.

It's our privilege to  
serve the community and  
make it a better place to  
live.

Wishing you a wonderful year  
filled with discovery and happiness.

Sincerely  
John Kennedy



## Youth Employment Initiatives

Initiative	2014	2015	2016	TOTALS
Eagle's Nest Leadership Corporation		35	50	85
Summer JAM	117	135	165	417
Tech After Hours			25	25
////////////////////////////////////				
<b>TOTALS</b>	<b>117</b>	<b>170</b>	<b>240</b>	<b>527</b>

Helping Today Cycle No. 4



Year 2016

the Erie Community Foundation

GRANTS INDEX

Funds Available

\$167,658

Applicant Organization	Program / Project	Project Budget	Funds Requested	Staff Recommendations	Overall %	Panel Recommendations	ECCRA Funds	Board Recommendation
<b>FULL FUNDING</b>								
Mercy Hilling Center	Technology Enhancement	\$4,629.30	\$2,314.65	\$2,315.00	75%	\$2,315.00	\$1,315.00	\$2,315.00
Community Shelter Services	Emergency Shelter Water Heater Replacement	\$12,000.00	\$9,000.00	\$9,000.00	75%	\$9,000.00		\$9,000.00
HIVA Senior Living Alliance	Dementia Care Training	\$16,380.00	\$10,000.00	\$5,000.00	72%	\$2,000.00	\$4,000.00	\$2,000.00
<b>PARTIAL FUNDING</b>								
Pleasant Ridge Manor	INZU Turning Brain Games into Brain Games	\$19,204.00	\$9,602.00	\$9,602.00	71%	\$9,602.00		\$4,801.00
Alzheimer's Association	Alzheimer's Association Early Stage Programs	\$10,000.00	\$10,000.00	\$5,000.00	75%	\$5,000.00		\$3,000.00
Young People's Chorus of Erie	Things that matter most to a choir	\$26,150.00	\$16,150.00	\$12,000.00	75%	\$12,000.00		\$12,000.00
Albion Area Fair, Inc.	Pulling Track Electricity	\$35,000.00	\$25,000.00	\$7,500.00	73%	\$10,000.00		\$10,000.00
Booker T. Washington Center	IMPACT Implementing Multidimensional Programs for At-Risk and Disadvantaged Youth	\$53,000.00	\$10,000.00	\$15,000.00	72%	\$15,000.00	\$9,000.00	\$15,000.00
Tamara White Rehabilitation & Education Center	Capital Campaign Phase 1 Facilities Purchase and Heating Upgrade	\$200,000.00	\$12,000.00	\$8.00	72%	\$5,000.00		\$5,000.00
Erie DAWN	Erie DAWN Capacity Building Marketing Toolkit	\$30,000.00	\$20,000.00	\$12,500.00	70%	\$12,500.00		\$12,500.00
Community Country Day School	Facility upgrades and enhancements	\$26,523.00	\$22,093.39	\$14,000.00	69%	\$14,000.00		\$14,000.00
Urban Erie Community Development Corporation	Adult Education Communication and Facilities Upgrade	\$20,388.00	\$18,888.00	\$12,000.00	69%	\$15,500.00		\$15,500.00
ExpERIENCE Children's Museum	Strategic Planning	\$10,000.00	\$10,000.00	\$7,500.00	68%	\$7,500.00		\$7,500.00
Presque Isle Light Station	Construction of Operations Center	\$207,500.00	\$30,000.00	\$38,000.00	68%	\$25,000.00		\$25,000.00
Catholic Charities Counseling & Adoption Services	Driveway Renovation - CCCAS	\$15,000.00	\$15,000.00	\$7,500.00	66%	\$7,500.00		\$7,500.00
Youth Leadership Institute	Connect to S	\$160,895.00	\$30,000.00	\$18,000.00	66%	\$9,000.00	\$9,000.00	\$18,000.00
American Red Cross	Prepare Western PA	\$89,404.07	\$26,896.00	\$8,500.00	65%	\$8,500.00		\$8,500.00
Parade Street Community Center	Serving At Our Best	\$14,580.00	\$9,500.00	\$8.00	52%	\$8.00	\$2,500.00	\$8.00
<b>DECLINE FUNDING</b>								
Greater Erie Alliance for Equality	Greater Erie Regional Gay-Straight Alliance (GSA)	\$27,640.00	\$14,340.00	\$8.00	69%	\$8.00		\$8.00
Western Pennsylvania Conservancy	Enhancing Downtown Erie and Local School Grounds with Trees	\$30,000.00	\$30,000.00	\$8.00	68%	\$8.00		\$8.00
EnergyCare	Life-saving cardiac monitor replacement	\$794,852.00	\$26,193.00	\$8.00	66%	\$8.00		\$8.00
Erie First Assembly	Royal Family Kids Camp 2017 Camp	\$45,550.00	\$15,000.00	\$2,500.00	64%	\$2.00		\$8.00
Netro-Erie Meals on Wheels	Office Move and Software Upgrade 2016	\$8,884.00	\$8,819.00	\$8.00	62%	\$8.00		\$8.00
Stairways Behavioral Health	Stairways BH Capital Improvement Project	\$60,080.00	\$38,880.00	\$8.00	62%	\$8.00		\$8.00
Erie City Mission	ECM IT/IS Infrastructure Upgrade Grant	\$60,218.00	\$30,800.00	\$8.00	56%	\$8.00		\$8.00
The Irish Cultural Society of Erie County	The Irish Monument	\$49,258.00	\$25,000.00	\$8.00	55%	\$8.00		\$8.00
Corry Area Radio Service	WHYP-LP 98.9 FM Radio Construction	\$8,525.00	\$7,025.00	\$8.00	49%	\$8.00		\$8.00
Gateway Rehab	Recreational Therapy Program	\$30,568.00	\$16,068.00	\$8.00	46%	\$8.00		\$8.00

28 Applications    \$2,086,132.37    \$508,081.04    \$168,917.00    \$167,417.00    \$30,815.00    \$167,416.00

Total No. Fully Funded	3	Available to Grant	\$167,658.00	Board Recommendations	\$167,416.00
Total No. Partially Funded	15	Amount Recommended by Staff	\$168,917.00	ECCRA Contributions	\$30,815.00
Total No. Declined	10	Amount Recommended by GRP	\$167,417.00	Total Granted (ECF + ECCRA)	\$198,231.00
Total No. of Apps:	28			ECF Carry Over	\$242.00



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## Teaching Students to Become Innovators

Penn State Behrend in Erie encourages entrepreneurship

By [KATHY PRETZ \(/author/pretz-kathy\)](#) 9 December 2016



Photo: Penn State

To stay competitive, companies are looking for employees who have an entrepreneurial spirit to help them come up with ideas for new products or commercialize their scientific and engineering research. But engineering grads often lack that innovative mind-set, because few have been taught how to turn an idea into a marketable product. Universities barely have enough time to cover the fundamentals of engineering, let alone teach students to apply what they've learned (see my recent article on the [state of engineering education](http://theinstitute.ieee.org/career-and-education/education/a-look-at-the-state-of-engineering-education-worldwide) (<http://theinstitute.ieee.org/career-and-education/education/a-look-at-the-state-of-engineering-education-worldwide>)).

"Industries, local communities, governments, and others are asking us to develop entrepreneurial leaders," IEEE Senior Member Ralph Ford says. "They see these innovators as a way to grow their towns and cities economically."

Ford is chancellor of Penn State Behrend in Erie. The four-year college offers a number of intertwined programs and initiatives that are giving students the skills and support they need to think like entrepreneurs and start their own companies. Those include the college's research and technology center, [Knowledge Park](http://knowledeepark.psu.edu/) (<http://knowledeepark.psu.edu/>), where local startups and other companies work with students, faculty, and staff. There's also the new [Innovation Commons](https://psbehrend.psu.edu/research-outreach/outreach-initiatives/university-local-state-and-federal-programs/ignite-erie/innovation-commons) (<https://psbehrend.psu.edu/research-outreach/outreach-initiatives/university-local-state-and-federal-programs/ignite-erie/innovation-commons>) idea lab, maker space, and gathering spot for students, small businesses, and startups, and the school's involvement in the [Ignite Erie Industry and University Business Acceleration Collaborative](https://psbehrend.psu.edu/research-outreach/outreach-initiatives/university-local-state-and-federal-programs/ignite-erie) (<https://psbehrend.psu.edu/research-outreach/outreach-initiatives/university-local-state-and-federal-programs/ignite-erie>), a network of educational, business, industrial, and community organizations that supports entrepreneurial initiatives by undergraduate and graduate students.

In this interview, Ford talks about the school's open lab concept and provides more details about the Penn State Behrend programs.

### What is the open lab concept?

Several years ago, Penn State Behrend began looking at how it could strengthen its connection with local industry. The school has state-of-the-art laboratory facilities. We thought about how to make those resources work for us in a practical way, so we opened them up to the outside world. For example, Behrend's School of Engineering has the largest academic plastics processing lab in the United States, and Erie has a strong history of manufacturing, especially in plastics. Located in the northwestern part of the state, the town has several tool-and-die manufacturing foundries as well as companies serving the transportation industry. Nearly 18 percent of area residents work in the manufacturing sector—about double the U.S. national average.

Penn State Behrend serves as an open laboratory in that information and ideas flow both ways. Our strategy is built on the goals of attracting more companies to Knowledge Park; growing the practical learning experiences for our students through internships, co-ops, and design projects; and building opportunities for our faculty to conduct meaningful research. It's a strategy about both helping industry make money from commercializing projects and educating students. I don't believe the open laboratory strategy is a magic formula that could be applied to every school, but it's working for us.

### How does the partnership with Knowledge Park work?

Knowledge Park was built in 1998 with the goal of attracting new companies that wanted access to the university's faculty expertise, student talent, and physical resources. We did well with the park initially, but we didn't make a huge impact at first. That has changed considerably in the past few years for several reasons. Our college has a higher profile than it did 18 years ago; today, we offer 37 bachelor's degree programs, five master's degree programs, and four associate degree programs. More than 85 percent of the engineering faculty have worked in industry. Our faculty members are engaged in more than US \$6 million in research annually—an increase of more than 50 percent since 2010. The college provides nearly \$350,000 to support undergraduate student research.

The greatest success has been the result of a change in Penn State's intellectual-property policy, which allows companies to own the IP from any research undertaken with their sponsorship. This policy is one of things that has really opened up discussions with industry: If they fund it, they can own it—no question about that.

Adjacent to the college's School of Engineering, Knowledge Park has six buildings that house nearly 20 companies employing more than 500 people. Companies include Cybersonics, which develops medical devices that use ultrasonic energy, as well as GE Transportation, and Jameson Publishing. On any given day, there are people from industry in the classroom working with students and faculty. Industry partners are often surprised by the variety and amount of equipment used by students—which is also available to them. Some of the partner customers really like being connected with Penn State. The Erie community also likes that we bring in companies that offer high-paying jobs that otherwise might not come or remain here.

Manufacturing in the United States has been struggling and, because of that, so has Erie's economy. One particularly bright spot has been this year's opening of the college's Advanced Manufacturing and Innovation Center in Knowledge Park. This facility features manufacturing and materials labs, prototyping and product design spaces, and a secure lab to meet government research requirements.

### What is Innovation Commons?

It's part maker space and part what we call an *innovation beehive*. The space, which is located on the first floor of the college's Burke Center, which is home to Penn State Behrend's colocated schools of engineering and business, has such equipment as 3-D printers, laser cutters, and computer-aided drafting. And it has office space for entrepreneurs. Patent attorneys offer their services for free to those who need advice on how to file an application. The facility is open to the public, and engineering students will show potential entrepreneurs and inventors how to use the equipment.

## How is the Ignite Erie collaborative helping students gain entrepreneurial skills?

We're working to expand on the open-lab success we've had with Knowledge Park by connecting students, faculty members, business and industry partners, and local entrepreneurs with one another. With the financial support of the Erie County Gaming Revenue Authority, Penn State Behrend and another Erie educational institution, Mercyhurst University, are partnering to provide resources and support to boost small businesses and startups. The collaborative focuses on four areas: growing existing businesses; creating maker spaces where teams can develop and prototype new products; supporting student innovation teams that work to solve business challenges; and promoting networking events where students, faculty, industry leaders, and the local community can explore ideas, business models, and financing.

Many entrepreneurial communities have been built on a strong industrial base, which the Erie region has. We're working to leverage that potential and bring the many resources of Penn State to bear on economic and community development while introducing tremendous value to the education of our students.

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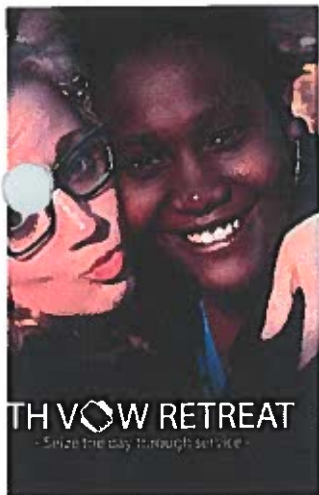
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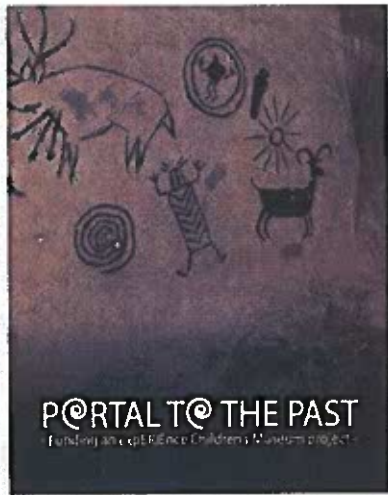
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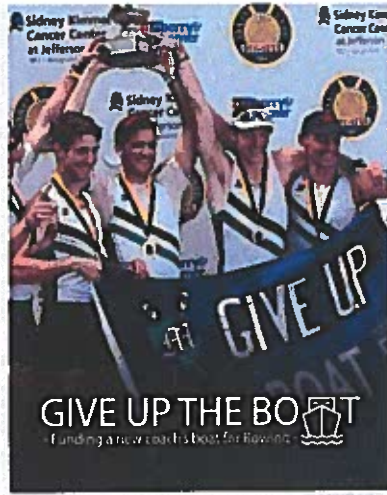
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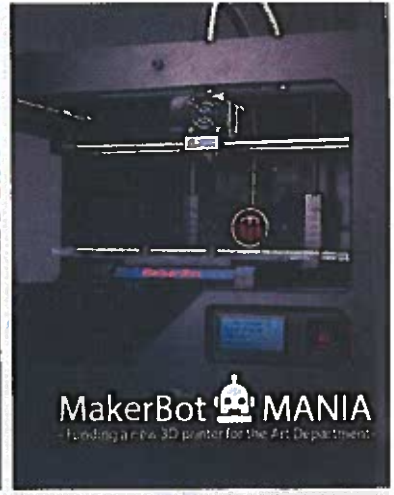
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## Scaling the community impact of crowdfunding

When James Fallows, national correspondent for *The Atlantic*, visited Erie recently, it sparked a series of stories about the city's quest to reshape its future. One of the many positive messages to emanate from Fallows' writing focused on entrepreneurial initiatives that were taking hold in the Great Lakes city; Fallows specifically cited "Ignite Erie."

Mercyhurst University intelligence studies associate professor Kristan Wheaton, J.D., is a key player in Ignite Erie's Industry-University Business Acceleration Collaborative. Led by Mercyhurst and Penn State Behrend, the collaborative is part of the Erie County Gaming Revenue Authority's three-part, \$3.9 million initiative to catalyze small business development and strengthen the region's entrepreneurial ecosystem. Their efforts were also cited recently by the Brookings Institution.

Through crowdfunding platforms like Kickstarter, Wheaton sees the potential to transform Erie into an "idea hub" by taking local entrepreneurial projects to the next level and, in some cases, morphing them into full-fledged businesses. He has developed a unique strategy for crowdfunding success, which he calls "Quickstarter."

In the past two years, Wheaton has managed successful Kickstarter campaigns for 18 out of 20 projects, raising \$164,000 for entrepreneurs and helping to launch new local businesses, including the popular Like My Thai restaurant in downtown Erie. During that time, Wheaton and more than 60 paid student employees from Mercyhurst and Penn State Behrend, all of whom shared a unique experiential learning opportunity, advised 118 entrepreneurs.

For Wheaton, it's not only about creating financial opportunities for Erie people and keeping the money in Erie, it's about changing the mindset of the entire region.

"All of a sudden people start to notice and Erie becomes the place to come with your idea," he said.

## Advancement hosts crowdfunding projects

If Mercyhurst could help the Erie community foster an entrepreneurial ecosystem through crowdfunding, would it work inside its own walls? The university's Advancement office, under the direction of Caleb Pifer, decided to give it a go! Selecting four mission-driven and university-supported projects, Advancement launched the effort on its Seize platform ([seize.mercyhurst.edu](http://seize.mercyhurst.edu)), raising \$16,795 to help fund a new coach's boat for the rowing team, a 3-D printer for the art department, an exhibit for the ExpERIENCE Children's Museum, and a local service immersion experience for students. The conclusion: it works!



[seize.mercyhurst.edu](http://seize.mercyhurst.edu)



## 'Secret sauce' yields record enrollment

We call it the "secret sauce" – that special recipe of ingredients that we carefully mixed together during the past year to enroll the largest freshman class in our 90-year history. When all was said and done, the Class of 2020 came in at 728, besting a record of 717 set in 2004.

Keep in mind, said Mercyhurst President Michael Victor, 2004 was a time in which large freshman classes were not out of the ordinary. "To accomplish what we did in today's higher education climate," Victor said, "is to have bucked all the trends."

To put the magnitude of the achievement in perspective, the incoming class of 728 freshmen represents an increase of roughly 24 percent over last year's class of 591.

Victor said the university launched a show-of-force marketing campaign with billboards, cinema, TV and radio – all designed to remind the region of Mercyhurst's excellence and to renew and build upon our brand. The university also overhauled the campus visit experience, expanded the scope of its prospective student search, and implemented business-model strategies that were effective on both the Erie and North East campuses.

Victor credited his vice president for enrollment, Joe Howard, and his stalwart team in admissions, marketing and financial aid for leading the charge. In the end, it was a university-wide effort that delivered the milestone. Recruitment and retention are everyone's responsibility, Howard stressed, and faculty and coaches were among the many heroes who stepped up to the plate.

The Class of 2020 hails from 25 states and 23 nations. Women represent 52 percent, men, 48 percent. In terms of race and ethnicity, 20 percent are non-white: 6 percent, African American; 6 percent, Hispanic; 3 percent, Asian; and 5 percent, other. Forty-seven percent are Roman Catholic; 16 percent, Christian; 3 percent, non-Christian; and 34 percent, none/other. Ninety-one percent live on campus and 24 percent are athletes.

The freshman class also has a large number of high achievers with 101 students having perfect high school transcripts.



# HISTORY AND ACCOMPLISHMENTS

Councils of Government were created in PA under the Intergovernmental Cooperation Law of 1972. The Erie Area COG was formed in 1993. EACOG has influenced many important regional accomplishments including:

- Passage of the Homestead Tax Exemption
- Passage of the Hotel/Motel Tax
- Creation of the Erie County Gaming Revenue Authority
- Creation of a Joint purchasing program in 1996 that includes as many as 30 participants today, saving millions of dollars.
- Administration of the Erie County Signing Region Trust program since 2007, installing over 200 Guideway Signs
- Development of an E-government program to assist municipalities with information technology, broadband expansion, website development, social media creation and general IT advancements
- 2013 recipient of the Local Government Excellence Award from Governor Corbett for Information Technology collaboration for the sharepoint site development and permitting portal initiative.
- Negotiated Franchise Agreements with Time Warner Cable on behalf of 11 municipalities.
- Assisted with stormwater management through facilitating cooperation between MS4 communities
- Facilitated multi-municipal Emergency Management coordination
- Public works committee encouraged multi-municipal equipment sharing

# CURRENT EACOG INITIATIVES

## Government IT Support Program

- Website and social media development
- Build and support document sharing platforms
- Project Management and assistance with website creation
- Tech support for municipalities

## Municipal Training Series

- Launched training series on April 20, 2016 with Zoning Hearing Board member workshop: 57 individuals participated representing 19 municipalities, survey showed that 95% found the workshop to be informative
- Accepting input from municipalities on training needs
- Securing speakers, locations, sponsorships
- Possible Future topics: Planning Commissions, Comprehensive Planning, Right to Know Requests, CoStars Purchasing, Economic Development, and Authorities and Commissions best practices

## Joint Purchasing Committee

- Bid solicitation and administration for Road Materials, General Items and Gas and Diesel Fuel bids
- Resulting in significant savings due to bulk pricing and bid process administration
- All Erie County municipalities are welcome to participate
- Accepting recommendations for new products, services and materials to include in bid solicitation

## Multi-municipal Erie Area Trail Network Project

- Hosted "Trail Summit" on March 23, 2016 in partnership with Emerge 2040, over 40 trail advocates and municipal officials attended
- Currently seeking grant opportunities for creation of a cohesive identity and branding for a "Network of Erie Area Trails"
- Welcoming municipal officials to serve on the steering committee

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## Libraries

Continued from Page 1

The situation is also dire for the Rice Avenue Public Library in Girard, 705 Rice Ave.

Director Ronda Nicholes said the Girard library would be forced to lay off an employee, reduce hours and cut its book budget.

"Patrons will see reduced services," Nicholes said. "It's frustrating. I feel like libraries are not viewed as important, and they should be."

Normally, Erie County passes its budget before the end of the year and sends quarterly payments the following year. Now, everything is on hold until the county finds out if it will get that gaming revenue.

Local funding is being challenged on two fronts.

The Pennsylvania Supreme Court declared that the current local share gaming clause in the State's Gaming Legislation is worded unconstitutional.

State Legislature now has until the end of January to clarify the language in the bill. If unchanged, the stream given to local libraries would diminish to a trickle.

Also, the Pennsylvania House of Representatives passed a bill re-defining local share of gaming revenue as funds to be used by the Commonwealth's economic development bureaucracy. Now, it is funneled through Erie County government and the Erie County Gaming Revenue Authority.

If passed by Pennsylvania Senate, this bill would force Erie County to compete with grant writers from all over the state to access tax revenue produced via Presque Isle Downs and Casino.

These funds are necessary for the local libraries.

"If we don't get it, we will have big issues to deal with," Bowersox said. "We operate a good portion of our operating expense with these funds. It is very important to us to keep our doors open."

Nicholes said the \$28,000 the Girard library receives helps with many things, including payroll, book budget and utilities.

Nicholes noted this change would impact more than those looking to check out a book.

"We welcome everybody," she said, explaining that many children come to the library after school as a safe place if no one is home, people come to use computers for job searches and some come simply because they have no place else to go.

"A library isn't just books," Nicholes said. "This is going to hurt."

Bowersox said the funding was never guaranteed, but "has been solid for us."

"We have some savings, but if it's totally eliminated, then we will face some issues," Bowersox said. "We will need to figure out how to replace it. We have no ideas now."

## Gaming funding critical for local libraries

By Sandy Rhodes  
Reporter

Gaming revenues have become a lifeline for Erie County public libraries. But if those libraries do not get their quarterly payment in January, the effect will be "crippling."

"It would be a major hit to our budget," said Parti Bowersox, librarian at the Albion Area Public Library, 111 E. Pearl St. "I would say it would be crippling. We really depend on that to meet our expenses."

See Libraries, P. 13

This week's inserts:

None this week

# CITY & REGION

Doug Oathout  
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## Empower Erie reaches out to school

Community college backer hopes for collaboration with Rural Regional College

By Kevin Flowers  
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The nonprofit behind efforts to create an Erie County community college has reached out to officials affiliated with the Rural Regional College of

Northwestern Pennsylvania to explore the potential for collaboration between the two if the community college becomes a reality.

Erie lawyer Ron DiNicola, the president and chairman of Empower Erie, and Duane Vicini, the Rural Regional

College's project executive, said officials from both groups have met to share information and talk about how the two schools might work together to benefit the region.

The Rural Regional College, which could start operating as early as this fall, was approved by the Pennsylvania Legislature in 2014.

It will offer courses via live interactive technology, and professors will interact with students in classrooms and on screen from sites throughout the region, including six sites proposed in Erie County.

The school will serve Erie, Crawford, Warren, Venango, Cameron, Elk, Forest, McKean and Potter

counties. Erie County was added to the list at the request of local leaders, including then-state Sen. Sean Wiley, who co-sponsored the authorizing legislation.

The Rural Regional College is designed to serve a region where there is no

See COLLEGE, B2

### COLLEGE

Continued from B1

other community college, Vicini said.

DiNicola, however, said Empower Erie is "very interested in collaboration and finding ways to work with the rural college" on things like curriculum as the group forges its plan.

Erie County Council on Dec. 21 signed off on allocating \$60,000 to study whether creating an Erie County community college is feasible. Previous efforts to organize a local community college failed for lack of a prime financial sponsor.

Empower Erie plans to hire a consulting firm familiar with community colleges to conduct the state-required feasibility study that will look at possible locations for the school; staffing requirements; community needs; accreditation; funding sources, and other factors.

The nonprofit's plan has support from the Erie Community Foundation, the Erie County Gaming Revenue Authority and the Susan Hirt Hagen

Fund for Transformational Philanthropy, which have contributed \$300,000 toward the effort.

The Hagen Fund and ECGRA have promised an additional \$3.7 million if Erie County Council ultimately votes to create a community college.

DiNicola said it is important to work with the Rural Regional College because the goal of both entities is the same — improved access to affordable education across the region and creating programs that meet the needs of the community at large and local businesses.

DiNicola stressed that Empower Erie's intent is not to compete with the Rural Community College or any other postsecondary school.

"We do not view establishment of a community college as a zero-sum game," DiNicola said. "I think that was one of the pitfalls of the previous (community college) effort. We want to have an open dialogue with the other institutions. We know there are things that the rural college can bring to the region that are significant

and important."

Vicini said he expects conversations between Rural Regional College officials and Empower Erie to continue. The groups first met in November at the Erie Community Foundation.

DiNicola and Erie County Councilman Andre Horton, an Erie County community college supporter, attended that meeting.

"We will talk with all institutions that can possibly come together for the betterment of the population. We'll always be agreeable to that," Vicini said.

The Rural Regional College proposes offering courses at the Erie County Technical School in Summit Township; the Corry Higher Education Council and Corry Area School District; Central Career and Technical School, Erie; Harbor Creek School District, and Girard School District.

Courses to be offered will include general education subjects and career training. In a recent survey, potential students, employers and others listed course interests including health

sciences; science, technology, engineering and math; human services; manufacturing; architecture; construction; agriculture; food, and natural resources.

The rural college is reviewing applications and hopes to hire a president by the end of February.

The community college feasibility study and a strategic plan for launching the school could be completed by the end of June. Empower Erie has hired Roy A. Church, retired president of Lorain County Community College, near Cleveland, to help develop its plans.

"The community college role is to be a collaborator with whatever other entities are involved in meeting the needs of the community," Church said. "Create synergy that meets the most need in a cost effective way. ... It's not a competitive model. It's a collaborative model."

Kevin Flowers can be reached at 870-1693 or by email. Follow him on Twitter at twitter.com/ETNflowers.

Thursday, January 5, 2017

## ECGRA urges community to help save gaming revenue

BY KIM LUX  
kim@thecorryjournal.com

Perry Wood, the executive director of the Erie County Gaming Revenue Authority, is asking residents of Erie County to contact their local legislators to protect the money that ECGRA provides to the community.

In late September, the Pennsylvania Supreme Court decided it was unconstitutional for casinos to pay millions in host fees to the local communities.

According to Wood, PA legislators now have until Friday, Jan. 27, to change the language of the legislation and vote to protect the money ECGRA and other state organizations receive.

"If legislators don't act to fix the problem by then, gaming money will stop," Wood said. "We are encouraging everyone to contract the leadership in Harrisburg and make them aware of their concerns."

ECGRA receives \$5 to \$6 million from the Presque Isle Downs & Casino each year. This money funds

multiple grants for Erie County nonprofits.

"Every year ECGRA invest millions of dollars back into the community each year," Wood said. "The money benefits area nonprofits, municipal projects and economic development across the county."

Currently, ECGRA gives out hundreds of thousands of dollars in its three biggest grants to local nonprofits. These grants are the Mission Main Street grants, the Special Events grants and the Community Assets grants.

ECGRA currently provides grant money to many Corry nonprofits including the Corry Area Historical Society, the Corry Area Chamber of Commerce, the Corry Community Foundation and Impact Corry.

Wood said that since the fall, the local community has been very supportive in helping ECGRA spread the word and advocating for the money that benefits the community.

"So far, the reaction has been very positive," he said.

"People have let us know they are advocating for us."

Wood added the outpour of support has primarily come from local residents who have worked with ECGRA in the past and have received grants for community projects.

"Primarily, folks who've seen firsthand how important ECGRA is to the community have been adamant about making sure the money continues," Wood said. "They are very concerned with the idea that they would be left out by the government."

He added that Erie being one of the furthest points in the state from Harrisburg, has many people feeling they could be left out from state money.

"There is definitely a fear of being forgotten and left out," Wood said. "Local leadership can best decide how funds are spent."

ECGRA is asking county residents to visit its website, [www.ecgra.org](http://www.ecgra.org), and use its resources to contact their local legislators.

◀ See ECGRA, P.3

## ECGRA

(Continued from front page)

Under the "Call to Action" tab on the website, residents can find names, emails, phone numbers and addresses for all six PA representatives and both PA senators.

The website also features downloadable templates for people to use while writing

letters to each government official.

"Please take the time and let your voice be heard," Wood said. "Everyone has the right to contact their legislators and let them now how important ECGRA's contri-

butions are to Erie County."

For more information about ECGRA's impact on Erie County and contacting Harrisburg, visit the organization's Facebook page [www.facebook.com/ErieCountyGamingRevenueAuthority](http://www.facebook.com/ErieCountyGamingRevenueAuthority).

# More than \$1.8 million to benefit Erie nonprofits

By Gerry Weiss  
gerry.weiss@timesnews.com

The Erie Community Foundation and the Erie County Gaming Revenue Authority on Thursday will infuse some of the region's nonprofit groups and projects with more than \$1.8 million.

The money will help pay for, among other things, replacing a water heater at an emergency shelter operated by Community Shelter Services, and building a new outdoor lion exhibit at the Erie Zoo, foundation officials said.

The foundation, which links charitable endowments from donors to needs in the Erie area, and ECGRA will distribute \$1,827,444 at a reception at the Booker T. Washington Center, 1720 Holland St., at 10 a.m.

The money will be disbursed through 372 grants, 351 of which are

donor-advised endowments totaling \$1,329,663 that are already established at the foundation, 459 W. Sixth Street.

Of the remaining grants, 21 local nonprofits will receive more than \$488,000 combined. Thursday's grants also include 11 scholarships totaling \$9,550.

Four times a year, the foundation grants awards to groups seeking financial assistance in community development, health, arts and education.

The largest grant Thursday will go to the Nonprofit Partnership, 8425 Peach St., which will receive \$175,000 for operational costs. The organization has been providing assistance and training to area nonprofits since 2001.

The Asbury Woods Partnership will get \$90,000 for its "Preserving a Legacy" capital

campaign, which aims to maintain and renovate the popular Millcreek Township property. The partnership has set a goal of raising \$4.5 million for the campaign.

The Erie Zoological Society (for the lion exhibit) and the Presque Isle Light Station (for construction costs of an operations center) will each receive \$25,000 in grants, while the Booker T. Washington Center will get \$24,000 for athletic training and character-building programs.

Other local organizations and groups receiving grants Thursday include the Youth Leadership Institute of Erie (\$22,800 for educational programming); the Urban Erie Community Development Corp. (\$15,500 for facility upgrades); Community Country Day School (\$14,000 for facility upgrades); and the

Albion Area Fair (\$10,000 for electrical upgrades).

Rounding out the grant recipients are the Young People's Chorus of Erie (\$12,000); American Red Cross Chapter of Greater Erie (\$8,500); Alzheimer's Association of Erie (\$3,000); Catholic Charities Counseling & Adoption Services (\$7,500); Community Shelter Services (\$9,000); Erie D.A.W.N. (\$12,500); Experience Children's Museum (\$7,500); Pleasant Ridge Manor (\$4,801); Tamarack Wildlife Rehabilitation & Education Center (\$5,000); Healthcare Ventures Alliance (\$10,000); Mercy Hilltop Center (\$4,630); and the Parade Street Community Center (\$2,500).

Gerry Weiss can be reached at 870-1884 or by email. Follow him on twitter at [twitter.com/ETNweiss](https://twitter.com/ETNweiss).

# Erie Times-News

## Former community college president joins Erie effort

By Kevin Flowers  
kevin.flowers@timesnews.com

A local nonprofit studying whether to launch a community college in the Erie region is now getting help from the former president of an Ohio community college.

Roy A. Church's hiring as a consultant for the community college plan was discussed at a Thursday news conference. Church retired earlier this year after serving as president of Lorain County Community College, near Cleveland, since 1987.

Empower Erie, led by lawyer Ron DiNicola,

plans to hire a consulting firm familiar with community colleges to conduct the state-required feasibility study that will look at possible locations for the school; staffing requirements; community needs; accreditation; funding sources, and other factors.

Church, 70, will help develop curriculum for the proposed college. Details on what Church will be paid for his consulting work was not immediately available.

"Dr. Church has a deep understanding of how

See COLLEGE, A8

## COLLEGE

Continued from A1

a community college works best in the community it serves and understands how it can become a transformative influence in the region," DiNicola said. "During his time at Lorain County Community College he effectively partnered with community and business leaders to ensure quality programs were developed, based on market research and job forecasts, to prepare students to succeed."

Church said he is "excited" to work with Empower Erie.

"From all I learned in Lorain, I can see that Erie is ready for the same sort of transformation," Church said.

"A community college is intended to be an institution that has its roots in the community," Church continued, "and because it grows out of the community, it should have a better sense of what the needs are in the community."

The Empower Erie study, and the development of a strategic plan for the college, are expected to take at least several months to complete.

Erie County Council on Tuesday signed off on allocating \$60,000 in county funds for Empower Erie's study. County government's contribution would supplement \$300,000 given by the Erie Community Foundation, the Erie County Gaming Revenue Authority and the Susan Hirt Hagen Fund for Transformational Philanthropy. If council eventually votes in favor of creating the college, as well as county sponsorship of the school, the Hagen Fund, foundation and ECGRA have promised an additional \$3.7 million in support.

Community college supporters argue that such a school would help Erie build a skilled workforce and provide a more affordable educational option for many

*"A community college is intended to be an institution that has its roots in the community, and because it grows out of the community, it should have a better sense of what the needs are in the community."*

Roy A. Church, former president, Lorain County Community College

local residents than the region's four-year colleges and for-profit trade schools.

Opponents say the school is unnecessary when local colleges and trade schools provide similar courses.

Community college students often include men and women who did not go on to college immediately after high school, displaced workers looking to be retrained for new occupations and college-educated adults who want to further their education to help advance their careers.

Local officials tried, and failed, to establish a community college in the region in 2010. However, DiNicola said that Empower Erie feels confident the state will support this latest effort, and four members of County Council — Chairman Andre Horton and Council members Fiore Leone, Jay Breneman and Kathy Patica — have told the Erie Times-News they support the idea of a local community college.

Church said he is surprised that an area as large as Erie doesn't have a traditional community college.

"Companies need more and more people with higher levels of skills and that means they have to be adding to their skills over a lifetime," Church said. "You have to have the institutions available close to home that you can drop into, get what you need, and continue on with your career."

Kevin Flowers can be reached at 870-1693 or by email. Follow him on Twitter at [twitter.com/ETNflowers](#).

# CITY & REGION

**Doug Oathout**  
Executive editor  
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## Community college study approved

By Nico Salvatori  
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Erie County Council on Tuesday approved a \$60,000 allocation toward a feasibility study for a community college in the Erie area.

The 4-2 vote with one abstention came after council members made the case for and against the measure.

Council members Andre Horton, Jay Breneman, Kathy Fatica, and Eiore Leone voted in favor of

the study, saying that a community college would fill a much-needed void for people looking for affordable postsecondary education.

Leone, arguing that the college would also be good

for Erie's economy, pointed to other community colleges in the state.

"Businesses happen to build around these community colleges," he said.

Councilwoman Carol Loll, who voted against the

measure, said a community college in the region is redundant, given that local colleges and trade schools already provide similar courses.

See **STUDY, B2**

### STUDY

Continued from B1

Councilman Edward DiMatteo Jr., voting no, worried that a community college would compete with other schools planned for the region as part of the Rural Regional Community College of Northern Pennsylvania.

County Councilman Kyle Foust, a director of internship programs at Mercyhurst University, abstained from voting out of concerns that the school would compete with his employer.

The \$60,000 will go to Empower Erie, a

nonprofit which will hire a consulting firm familiar with community colleges to conduct the study. The analysis is to examine possible locations for the school, staffing requirements, community needs, accreditation, funding sources and other factors.

The money will be supplemented by \$300,000 from the Erie Community Foundation, the Erie County Gaming Revenue Authority and the Susan Hirt Hagen Fund for Transformational Philanthropy.

The Hagen Fund, foundation and ECGRA have promised an additional \$3.7 million in

support depending on the outcome of the study. The money is also contingent upon county sponsorship of the school.

Community college students often include people who did not go on to college immediately after high school, displaced workers looking to be retrained for a new job and college-educated adults who want to further their education.

According to the College Board, the average cost of tuition and fees nationwide for the 2015-2016 academic year was \$32,405 at private colleges, \$9,410 for state residents at public

colleges and \$23,893 for out-of-state residents attending public universities.

Average tuition and fees at a community college was \$3,131, and many students receive financial aid that covers most or all of that cost, the College Board's research shows. Community college costs are typically covered by the school's local sponsor, through state funding, and student tuition.

Nico Salvatori can be reached at 870-1714 or by email. Follow him on Twitter at twitter.com/EINsalvatori.

## ANOTHER VIEW

# Facts, not wishful thinking, support community college



Pat Cuneo

**A**s the work continues to develop a solid plan for a local community college, some of the old critics of progress have begun to try to blunt the momentum. The community can't fall for this negativity, which, to put it bluntly, is not grounded in fact.

Here are a few facts about community colleges, starting with 1,108 of them serve almost half the undergraduate students in the nation, and your state tax dollars are already paying for 14 of them in all regions of Pennsylvania except our own.

More facts, according to the American Association of Community Colleges: The average age of a community college student is

29. More than a third are the first members of their families to attend college. About 58 percent are women, and 17 percent are single parents. In terms of demographics, 49 percent are white, 22 percent Hispanic and 14 percent black. The average annual tuition and fees for a community college in 2015-16 were \$3,430, compared with \$9,410 for a four-year, public, in-state college. A community college's average annual revenue is composed of tuition (29.5 percent), federal dollars (14.1 percent), state dollars (29.8 percent), local dollars (18.1 percent) and other sources, including grants (8.4 percent).

Our region is poised to receive a comprehensive study and possibly up to \$4 million for a community college because of the progressive thinking of the Susan Hirt Hagen Fund for Transformational Philanthropy, the Erie County Gaming Revenue Authority

and the Erie Community Foundation. Erie lawyer Ronald A. DiNicola, who is as respected as anyone in the region, is leading the efforts. But what this study won't need to answer is "why" community colleges have been successful for nearly a century. They allow a local community to model vocational and academic curriculum to the needs of local employers. They provide workforce development, skills training and noncredit programs like English as a second language and certificate programs, and prepare academic students to transfer to four-year colleges.

accomplish in his remarkable life, which sadly ended at age 79 on Saturday at Hershey Medical Center, where he had served as the board chairman for many years. Most knew Junker through his work as former president and chairman of the board of PNC and a longtime leading trustee at Penn State, as well as a key figure at Penn State Behrend.

But Junker was so much more than those titles. He was involved in many of the great decisions that the Erie-Western Pennsylvania Port Authority made to rejuvenate Erie's bayfront, and he also played a leading role in building Erie's downtown baseball stadium, the former Jerry Uht Park and now UPMC Park. Junker and his family also greatly enhanced Behrend and many others with their philanthropy. Erie has lost a truly remarkable leading citizen.

• Way back when: Abraham Lincoln, known for that Ted Junker didn't

being quick-witted, was at the top of his game when he was being challenged for a seat in Congress in 1846 by outspoken, fire-and-brimstone preacher Peter Cartwright. Cartwright, a Democrat, had accused Lincoln of being "a heathen" because the lanky Illinois lawyer didn't go to church very often. As Philip Kunhardt's illustrated biography "Lincoln" tells it, Lincoln accepted wily Cartwright's invitation to attend a prayer meeting, at which Cartwright asked everybody in the audience to stand up if they thought they were going to heaven. Then he asked everybody who felt they were destined for the opposite direction to stand. When Lincoln didn't stand up after either question, Cartwright boomed, "Just where are you going, Mr. Lincoln?" "I'm going to Congress," Lincoln replied.

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## Gov. Wolf: Community colleges can help

But he says it's too soon for him to weigh in on Erie's latest push

By Kevin Flowers  
kevin.flowers@timesnews.com

Gov. Tom Wolf said access to affordable and effective postsecondary education and job training should be a priority across Pennsylvania.

Wolf, however, is not ready to endorse the latest push to establish a community college in Erie County until he knows more.



Wolf

"I'm not ready to weigh in on the discussion, to say this particular community college is the answer," Wolf told the Erie Times-News Editorial Board on Thursday. "Throughout Pennsylvania, we have an access problem to training and workforce development. And in some cases a community college is the answer. In some cases, skilled apprenticeship programs (are) the answer. In some cases, secondary vocational education programs are the answer. In some cases it's a combination of all three of those things."

"I don't know enough to weigh in on the specifics of the Erie case," Wolf said.

See COLLEGES, A5

## COLLEGES

Continued from A1

"But we need in general throughout Pennsylvania ... to make sure we can answer the question, 'How are we going to get the (job) skills we need?'"

Erie County on Tuesday is expected to approve a \$60,000 allocation toward a feasibility study for a community college in the Erie area.

Empower Erie, a non-profit led by Erie lawyer Ron DiNicola, plans to use the money to hire a consulting firm familiar with community colleges to conduct the study. The study is to examine possible locations for the school; staffing requirements; community needs; accreditation; funding sources, and other factors.

At least four members of the seven-member County Council - Chairman Andre Horton and Council members Steve Leona, Jay Breeman and Kathy Felton - say they support the study. Local officials tried, and failed, to establish a community college in the region in 2010.

County government's contribution would supplement \$100,000 given by the Erie Community Foundation, the Erie County Gaming Revenue Authority and the Susan Hill Hagen Fund for Transformational Philanthropy.

If council eventually votes in favor of creating the college, as well as county sponsorship of the school, the Hagen Fund, foundation and KCGRA have promised an additional \$3.7 million in support.

DiNicola said that Empower Erie feels confident the state is supportive of its efforts, and he believes the case can be made that Erie County needs a community college. The region is the largest area of Pennsylvania without direct access to a traditional community college, DiNicola said.

Community college supporters argue that such a school would help Erie build a skilled workforce and provide a more affordable educational option for many local residents than the region's four-year colleges and for-profit trade schools.

Opponents say the school is unnecessary when local colleges and trade schools provide similar courses. Community college students often include men and women who did not go on to college immediately after high school, displaced workers looking to be retrained for a new occupation and college-educated adults who want to further their education to help advance their careers.

Wolf said that state officials are "generally supportive" of community colleges, especially when they can forge partnerships with high schools that allow a student to earn both a high school diploma and a two-year associate degree in a particular trade or skill upon graduation.

"The premium is not as great on traditional four-year college as it once was," Wolf said. According to the College Board, the average cost of tuition and fees nationwide for the 2015-2016 academic year was \$32,405 at private colleges, \$9,410 for state residents at public colleges and \$23,893 for out-of-state residents attending public universities.

By contrast, average tuition and fees at a community college was \$3,151, and many students receive financial aid that covers most or all of that cost, the College Board's research shows. Community college costs are typically covered by the school's

local sponsor, through state funding, and student tuition.

Erie County Council meets Tuesday at 7 p.m. in Council Chambers at the Erie County Courthouse, 140 W. Sixth St.

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## Wolf: Legislature must act on casino law fix

By Kevin Flowers

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The Pennsylvania Supreme Court issued a ruling in late September that put millions of dollars casinos pay to host communities across Pennsylvania in

jeopardy.

The state's highest court also gave Pennsylvania lawmakers roughly four months to come up with a fix, and that fix hasn't happened yet. Gov. Tom Wolf wants to see state legislators get back to work to forge a solution,

before Erie County and other communities that rely on gambling revenues start to suffer financially.

"What we really need is the Legislature to do what the Supreme Court asked them to do," Wolf said during an hourlong meeting with the

Erie Times-News Editorial Board last week, "and come up with something that does pass constitutional muster."

"I don't have the answers," Wolf said. "But I will work with the Legislature to try to come up with (answers)." Legislative action on a

state House bill that requires the state's casinos to pay a \$10 million yearly fee to their host municipalities to cover costs associated with legalized gambling is not expected until sometime in

See CASINO, A8

## CASINO

Continued from A1

January at the earliest.

That bill passed the House Oct. 27, but the state Senate needs to take up the issue again before the legislation can move forward.

Even though the Senate approved a gambling bill on Oct. 25 that included the \$10 million host-fee, that bill was changed by the House to include gaming expansions that would legalize internet and fantasy sports gambling that represent about \$100 million in new revenue for the state.

Neither the Senate nor

a statement with it, get their pound of flesh for their areas. That's what I'm concerned about."

Presque Isle Downs & Casino in Summit Township has paid county government about \$11 million each year since it opened in February 2007, with \$5.5 million going to the county and \$5.5 million to the Gaming Revenue Authority.

Summit Township also receives roughly \$1.2 million annually as the casino's host municipality, and four other municipalities near the casino — Millcreek, McKean, Waterford and Greene townships — receive smaller shares of slots revenue as the result of a 2008 lawsuit over how county government planned to use a

portion of its gambling funds. The county uses gambling revenues to fund libraries, award grants to various local agencies and to make payments on the county's existing long-term debt. Erie County Executive Kathy Dahlkemper's administration plugged \$5.5 million in gambling revenue into the county's \$98.7 million budget for 2017.

That budget was approved by Erie County Council on Nov. 15.

Wolf added that his administration is willing to help municipalities and the casinos that they host broker payment in lieu of taxes deals, similar to the \$10 million P.I.L.O.T. for 2017 that the city of Pittsburgh and the Rivers casino announced in November.

Perry Wood, the Gaming Revenue Authority's executive director, has said that Erie-area officials should consider approaching Presque Isle Downs & Casino about a similar deal.

The Supreme Court ruled on Sept. 28 that the effect of a "local share assessment" is unconstitutional because it treats the state's 12 casinos unequally. A lawsuit filed by Mount Airy Casino in the Pocono Mountains argued the assessment violates the state constitution by imposing a heavier tax burden on lower-performing casinos.

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## ANOTHER VIEW



Andre Horton

This week the Erie Times-News reported on a study of college affordability in Pennsylvania by Research for Action recommending that Pennsylvania expand the number of its community colleges. The study noted that Pennsylvania currently has only 14 community colleges serving an adult population of almost 13 million, giving Pennsylvania the sad distinction of having the lowest rate of community colleges per capita in the country.

Against this backdrop, Erie County represents the most populated region of the state where there is no access to a community college, despite the fact that our state tax dollars support community colleges across the commonwealth. Close to a third of a billion dollars in taxpayer money are being spent on community colleges annually. Erie is getting zero return on that investment.

Community colleges typically provide the most affordable path to a post-secondary education. Some cities have multiple

community colleges or even community college systems. The rising cost of a traditional college education has outpaced income growth over the last 15 years and, according to Research for Action, by 2020, 65 percent of all jobs in the economy will require post-secondary education and training, making the community college option critical to every community.

A community college is not just a more affordable option to those seeking a post-secondary degree. It is a critical engine of economic growth. It focuses on increasing the skill level of the talent pool available to local businesses and industries and minimally adjusts when a specially trained workforce is in order. Community colleges deliver applied learning in real world settings that enable students to be immediately productive in the workforce.

A community college is unique in that its sole purpose is to address and meet the unique needs of the community it serves. A community college works best as the hub of the wheel connecting all education

and workforce development efforts in a cohesive plan to expand post-secondary attainment. It is not obliged to adhere to the economic model of a traditional residential college or university, or the earning demands of a for-profit institution. A community college is flexible and able to embrace collaborative initiatives with other educational institutions and community partners.

Erie has felt the seismic shift of a changing economy, most notably in the loss of family-sustaining manufacturing jobs. The crisis in education funding and spiking poverty rates will leave more of our children less prepared for higher education. A local community college can expand educational attainment opportunities to both laid-off workers in need of retraining and students seeking remedial instruction.

Above all, a community college represents the beating heart of an evolving community. Citizens can use it at night to organize and connect; access computer and

research facilities; prepare a resume; develop a business plan; meet other entrepreneurs or learn a new language. It becomes a central gathering spot for young students in pursuit of knowledge and personal advancement and it can provide an open door to a safe and quiet place to study. A community college is a second chance for an adult charting a new course for his future and it can radiate positive energy that lifts up a neighborhood.

Fifteen years have passed since the Economic Development Corporation first made the recommendation that "an innovative community college focused on technology and occupational skills" be created. A 2007 report calling for a community college supported its conclusion by citing poverty data showing that Erie's poverty rate exceeded the national rate by 1 percent. Today Erie's poverty rate is twice the national rate. Empower Erie recognized the urgent need for access to affordable post-secondary education and is honored to be taking a fresh look at the viability of a



Ronald A. DiNicola

community college. Erie is at a precipice as the landscape of our economy is shifting. In its recommendations Research for Action cited Erie as an "encouraging example" as "Erie County Council members have expressed their willingness to create a community college in Erie." Likewise, the commitment of the Erie Community Foundation, Susan Hirt-Hagen Fund for Transformational Philanthropy and Erie County Gaming Revenue Authority indicates a focused eye on Erie's future. Being recognized as a region ahead of the curve is an important distinction — one we rarely enjoy.

Ronald A. DiNicola is the Chairman of the Board of the non-profit Empower Erie, recipient of a Shaping Tomorrow grant from the Erie Community Foundation to study the establishment of a community college for Erie. Andre Horton, is the Chairman of Erie County Council who supports Empower Erie and the establishment of a community college in Erie.

# Community college an engine of growth

### GUEST VIEWPOINTS

## Opinion

You Read It in The News-Journal



## County Connection

County Executive Kathy Dahlkemper

## Local entrepreneurs, small businesses bring new vision to our communities

Some recent events have aligned to get me thinking about the importance of locally owned small businesses in our community.

First, I saw a showcase of local innovative, creative business owners during the Disrupt Eric Awards in November. The event – the Innovation Collaborative's second annual ceremony honoring entrepreneurs in northwestern Pennsylvania – highlighted for me how a great idea, a dedicated owner and a supportive community can come together to create some of our community's most unique businesses.

Not long after that, I was driving in eastern Erie County and stopped into a small studio and gallery – my first time there. I looked around and bought some items, and I left feeling satisfied at the unique gifts that I would be able to give to my loved ones.

These situations coincide with a steadily increasing focus in my administration on entrepreneurship and innovative thinking, not just for workers or investors in the business sector, but for anyone looking to make a change, or make a difference.

Here in Erie County, for example, our employees have been taking part in training seminars based on the Ice House Leadership Program. The program, which makes use of the book "Who Owns the Ice House?" by Clifton Taulbert and Gary Schoeniger, supports county employees in finding innovative solutions to improve our operations. Some of the employees

have brainstormed improvements to the county's digital presence. Others have developed ways to streamline operations and improve efficiency. All who have completed the program have done so with a new, problem-solving mindset, looking for opportunities rather than accepting the way things have always been.

The idea of a new mindset is also behind the Idea Lab that is coming to the Erie County Public Library's Blasco Library. At its heart, it is a welcoming place for innovators and inventors, dreamers and doers. It envisions a place where entrepreneurs can access the resources they need to make their ideas a reality.

We know that entrepreneurs are important to the economy, particularly here in Erie County. Statistics from Gannon University's Small Business Development Center show that in our corner of Pennsylvania, there are nearly 14,000 small businesses, which employ nearly 113,000 workers. Those businesses bring in more than \$6 billion in revenue.

There is important work being done now, by a variety of agencies, to increase opportunities for entrepreneurs and small businesses in our county.

The previously mentioned Innovation Collaborative, for example, fosters entrepreneurship by offering resources and recommendations for startups. Gannon's Small Business Development Center works not just to help launch new small businesses, but to help local entre-

preneurs keep their businesses strong.

Ignite Eric, through funding from the Erie County Gaming Revenue Authority, has committed millions to bolstering small businesses through developing partnerships with investors, dedicating resources to renewing commercial districts, and creating networks of educational, business and community organizations to help fire up Erie County's economy.

Support for local small businesses – both the startups and the stalwarts – is not just limited to agencies and organizations, however. It rests in your hands, and in every decision you make when you visit a store, shop online or support a local service provider.

That might mean considering visiting a diner or a café instead of a chain restaurant the next time you go out to eat. Or maybe you could reach for a locally grown apple, instead of the one from Washington state, when you're at the grocery store. When you're hunting for holiday gifts or checking items off your Christmas to-do list, take a moment to consider the local owners – the potters and painters; the butchers, bakers and baristas.

By supporting Erie County's small businesses, you are not just buying a product. You are boosting your neighbor. You are reinvesting in your community. And you are encouraging our community's entrepreneurs – past, present and future – to continue to enrich our economy.

# VIEWPOINT

EDITORIAL

## Community college push takes shape

**The issue:** County to revisit college issue  
**Our view:** Need for college has only grown

**T**he dynamic in Erie County government certainly has changed since 2010, when an effort to establish a community college here failed.

Erie County Council Chairman Andre Horton was able to sit before the Erie Times-News Editorial Board on Thursday and say with assurance that a council majority is poised to start the process of trying again.

Council is expected to vote Dec. 13 on allocating \$60,000 in county money toward a community college feasibility study. Horton said the votes are there, and County Executive Kathy Dahlkemper also said she supports the study.

The county money will supplement a \$300,000 grant a new group, Empower Erie, led by Erie lawyer Ron DiNicola, will use to push the community college proposal forward. The money comes from a Shaping Tomorrow grant awarded by the Erie Community Foundation, the Erie



County Gaming Revenue Authority and the Susan Hirt Hagen Fund for Transformatio-  
nally Philanthropy.

That grant comes with a pledge of \$3.7 million more if County Council in due course votes to sponsor and create a college.

The feasibility study is required by the process for creating a community college, which would have to be approved by and would receive funding from the state. It's findings will help guide the process. DiNicola said Empower Erie hopes to have a consultant for the study chosen by the holidays.

As Horton and DiNicola noted last week, however, there's every reason to believe the study will align with previous assessments that affordable and accessible postsecondary education, particularly for non-traditional students, is a major unmet need for the region's people and economy.

There's a strong case, in fact, that the need is greater than ever as Erie battles the forces of decline on a variety of fronts. The shrinking of the workforce at GE Transportation and a surge in poverty locally in recent years are among the warning signs that Erie County can't look to the past or the status quo to prepare for the future.

DiNicola said community college supporters this time must also do a better job of articulating that need, explaining how a college would boost residents and the region, and demonstrating how it would complement other efforts to confront the region's problems and lift its prospects.

Even if Empower Erie and supporters in county government get the messaging right, a community college will be a hard sell in some corners of the community. Anyone who remembers the last debate knows that.

But as the city of Erie's comprehensive plan makes plain in a different context, turning Erie and the region around will require hard choices and political courage. We look forward to County Council and Empower Erie getting on with both.

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## Club owners gain full control of building

By Kevin Flowers  
kevin.flowers@timesnews.com

The Erie Redevelopment Authority for several years has owned the top two floors of the McGarvey Building, the building at 1402 State St. that houses Jr.'s Last Laugh Comedy Club.

A business associated with the comedy club has owned the lower two floors.

That ownership dynamic has changed, and now the comedy club's owners have full control of the building.

The Redevelopment Authority and Huge Purple House, LLC, on Wednesday finalized a \$25,000 deal for the upper two floors of the building, an area that was recently renovated with roughly \$500,000 worth of new windows and repairs to the upper facade.

See BUILDING, A5



The McGarvey building, located on the southwest corner of 14th and State Streets in Erie, houses Jr.'s Last Laugh Comedy Club on its first floor. FILE PHOTO/DREA WOHLFORD/ERIE TIMES-NEWS

## BUILDING

Continued from A1

"We tried for years to get a private developer interested in doing something with the upper floors, but we were unable to find someone," said Scott Henry, the Redevelopment Authority's part-time interim director. "We thought this made sense, because the (space) probably has more value to people who already own part of the building."

The top two floors are unfinished; each floor encompasses about 8,000 square feet. The sale price was based on "market value and previous appraisals of that space done over the last three years," Henry said.

The Redevelopment Authority had hoped to attract a developer to build apartments or office space once the exterior work was finished in late 2015.

Henry said he did not know what Jr.'s Last Laugh owners plan to do with the space.

Dave Litz Jr., co-owner of Jr.'s Last Laugh and a president of Huge Purple House LLC, said he and his partners are still trying to determine the best use for the upper two floors.

"No concrete plans yet. The first goal was to secure ownership of all four floors in the building," Litz said. "Now we can work at our options for development."

The McGarvey building opened as a furniture store in 1900. Jr.'s Last Laugh opened at 1402 State St. in 1999.

The authority received \$500,000 for the project in 2010 from the state Department of Community and Economic Development. The authority delayed the renovations until activity restarted at the authority's Union Square residential and commercial development project near the McGarvey Building.

Kevin Flowers can be reached at 870-1693 or by email. Follow him on Twitter at [twitter.com/ETNflowers](https://twitter.com/ETNflowers).

# VIEWPOINT

EDITORIAL

## City Hall must develop action plan

The issue: Erie Refocused needs strategy  
Our view: More focused leadership needed

**E**rie City Council took a welcome step in November in approving an ordinance to establish a land bank to support efforts to fight blight in Erie.

City officials and others will now work to seat a five-member board to oversee the land bank. City Hall is also awaiting word on its application for a \$200,000 state grant to cover the bank's start-up costs.

A land bank is a mechanism for streamlining and accelerating the acquisition of vacant and blighted properties and returning them to productive use. Establishing a land bank is among the recommendations of Erie Refocused, the city's comprehensive plan.

"I'd like to see this move as fast as possible, so we can start meeting and hit the ground running," Chris Mong, the city's director of economic and community development, said in late November.

We're all for full speed ahead. As we've argued before, city officials have come out of the gate sluggishly and uncertainly since Erie Refocused was unveiled last spring.



But talk of hitting the ground running brings to mind a caution that Charles Buki, the lead consultant on the comprehensive plan, issued in October.

Like some other recommendations of the plan, the land bank is a tactical element that will only pay transformational dividends in the service of a coherent, disciplined strategy for restoring the city.

"A land bank is not a strategy. It's a thing," Buki said Oct. 12 at the Jefferson Educational Society's Metro 100 conference. "Having a land bank does not solve a problem. ... It's of no use until you put it to use."

Buki's point, echoing a central thrust of Erie Refocused, is that more of the same — meaning tactical tweaking and piecemeal improvements — is not sufficient to the scale of Erie's problems. What's needed requires setting clear priorities and plans of action, assembling and targeting resources for maximum impact, and generating a robust and ongoing community dialogue about the importance of hard choices that won't be politically popular in some quarters.

As Buki pointedly noted in October, Mayor Joe Simmott and City Council so far have not really faced up to the enormity of change needed in the city and the level of leadership and community involvement that will be needed to pull it off.

That was apparent later that same month when the city and allied groups applied for the land bank grant and \$650,000 in other state funding for fighting blight and improving properties. Mong characterized those efforts as "going towards the implementation of the plan."

Not really.

Those grants and the work they would fund would be welcome, but they are not a strategy or an action plan. Those are what Erie needs.

## Local

# County Connection

### Local entrepreneurs bring innovative vision to our communities

**BY KATHY DAHLKEMPER**  
*Erie County executive*

Some recent events have aligned to get me thinking about the importance of locally owned small businesses in our community.

First, I saw a showcase of local innovative, creative business owners during the Disrupt Erie Awards in November. The event – the Innovation Collaborative’s second annual ceremony honoring entrepreneurs in northwestern Pennsylvania – highlighted for me how a great idea, a dedicated owner and a supportive community can come together to create some of our community’s most unique businesses.

Not long after that, I was driving in eastern Erie County and stopped into a small studio and gallery – my first time there. I looked around and bought some items, and I left feeling satisfied at the unique gifts that I would be able to give to my loved ones.

These situations coincide with a steadily increasing focus in my administration on entrepreneurship and innovative thinking, not just for workers or investors in the business sector, but for anyone looking to make a change, or make a difference.

Here in Erie County, for example, our employees

have been taking part in training seminars based on the Ice House Leadership Program. The program, which makes use of the book “Who Owns the Ice House?” by Clifton Taulbert and Gary Schoeniger, supports county employees in finding innovative solutions to improve our operations.

Some of the employees have brainstormed improvements to the county’s digital presence. Others have developed ways to streamline operations and improve efficiency.

All who have completed the program have done so with a new, problem-solving mindset, looking for opportunities rather than accepting the way things have always been.

The idea of a new mindset is also behind the Idea Lab that is coming to the Erie County Public Library’s Blasco Library. At its heart, it is a welcoming place for innovators and inventors, dreamers and doers. It envisions a place where entrepreneurs can access the resources they need to make their ideas a reality.

We know that entrepreneurs are important to the economy, particularly here in Erie County. Statistics from Gannon University’s Small Business Development Center show

that in our corner of Pennsylvania, there are nearly 14,000 small businesses, which employ nearly 113,000 workers. Those businesses bring in more than \$600 million in revenue.

There is important work being done now, by a variety of agencies, to increase opportunities for entrepreneurs and small businesses in our county.

The previously mentioned Innovation Collaborative, for example, fosters entrepreneurship by offering resources and recommendations for startups. Gannon’s Small Business Development Center works not just to help launch new small businesses, but to help local entrepreneurs keep their businesses strong.

Ignite Erie, through funding from the Erie County Gaming Revenue Authority, has committed millions to bolstering small businesses through developing partnerships with investors, dedicating resources to renewing commercial districts, and creating networks of educational, business and community organizations to help fire up Erie County’s economy.

Support for local small businesses – both the startups and the stalwarts – is not just limited to agencies and organizations, howev-



er. It rests in your hands, and in every decision you make when you visit a store, shop online or support a local service provider.

That might mean considering visiting a diner or a café instead of a chain restaurant the next time you go out to eat. Or maybe you could reach for a locally grown apple, instead of the one from Washington state, when you’re at the grocery store.

When you’re hunting for holiday gifts or checking items off your Christmas to-do list, take a moment to consider the local owners – the potters and painters; the butchers, bakers and baristas.

By supporting Erie County’s small businesses, you are not just buying a product. You are boosting your neighbor. You are reinvesting in your community. And you are encouraging our community’s entrepreneurs – past, present and future – to continue to enrich our economy.



**RESOLUTION NUMBER 1, 2017**

**Resolution to Adopt the 2017 ECGRA Special Events Guidelines  
for Events Taking Place Between 1/1/17 and 12/31/17**

NOW THEREFORE, BE IT RESOLVED that the Board of Directors of the Erie County Gaming Revenue Authority, pursuant to the Economic Development Financing Law and the Erie County Gaming Revenue Authority Bylaws, resolves to adopt guidelines and an application for special events taking place in Erie County, Pennsylvania that add to the region economically, culturally and create a sense of civic pride. Organizations that are eligible to apply will follow the guidelines and application outlined in the attached Exhibit "A".

On the motion of \_\_\_\_\_, seconded by \_\_\_\_\_.

This resolution was passed on 12<sup>th</sup> day of January, 2017 by a vote of \_\_\_\_ - \_\_\_\_.

ERIE COUNTY GAMING REVENUE AUTHORITY

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Chairman, Erie County Gaming Revenue Authority

January 12, 2017

ATTEST:

\_\_\_\_\_  
Secretary, ECGRA





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

# Special Events Grants

Grant Guidelines | January 2017



**IMPACT**  
QUALITY  
OF PLACE

## Section I. Introduction & Purpose

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### About ECGRA

An impact investor, ECGRA's mission is to elevate Erie County by galvanizing nonprofits and small business toward economic and community development. Since February 2008, ECGRA has invested more than \$43 million in Erie County.

The Erie County Gaming Revenue Authority was incorporated in February 2008 in the Commonwealth of Pennsylvania for the purpose of creating and administering a grantmaking process for gaming funds that come from the Pennsylvania Department of Revenue. Our mission is to elevate Erie County by galvanizing nonprofits and small business toward economic and community development.

### Purpose of the Funding

*A maximum of 5% of event(s) budget*

Special events promote a sense of community and inclusiveness, and often generate an influx of dollars from outside Erie County resulting in local economic growth and improved quality of place for Erie residents. They increase our ability to attract and retain a skilled workforce, spur investments from the private sector, stabilize land and housing prices, and increase civic pride. As part of a strategy to strengthen the economy, ECGRA Special Events Grants fund up to 5% of the cost of events that take place within Erie County, are open to the general public, and promote the region economically and culturally.

### Impact Area: Quality of Place



To promote well-being, foster civic pride, drive tourism, and attract, retain, and mobilize creative talent and innovative businesses through cultural, heritage, service, and recreational organizations and projects.

## Section II. Eligibility

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### Eligibility Criteria

- † Applicant is an IRS-designated 501c3, a municipal authority, or a municipality
- † Applicant's headquarters and event are located and take place in Erie County
- † Applicant is in good standing with the IRS and state and local taxing bodies
- † Applicant is in good standing with ECGRA's reporting requirements to date
- † Applicant's event is open to the general public

### Ineligible Organizations

- † An airport or transportation facility
- † A healthcare or long-term care facility
- † A public safety organization or facility, including volunteer fire departments
- † An institution that predominantly provides primary or secondary education/training
- † Any organization that was part of the settlement agreement with ECGRA, entered into 12/13/10

### Eligible Uses of Funds

- † Marketing
- † Facility expense
- † Insurance
- † Equipment and supplies
- † Contracted services

### Ineligible Uses of Funds

- † Personnel
- † Advocacy
- † Conference attendance
- † Construction
- † Debt service
- † Golf/sports tournaments
- † Memberships/subscriptions
- † Research
- † Travel
- † Walks

## Section III. Budget Form & Cash Match

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Each application shall be complete in its entirety in order to be eligible. It will also demonstrate the following in the form of a budget:

- † Requested amount from ECGRA (a maximum of 5% of the event(s) budget)
- † Your agency contribution in the form of cash (do not list in-kind)
- † Other agency or funder contribution – include source; cash only
- † Total event cost – cash only
- † Existence of an endowment does not count toward match. Fundraising for a previous year's event does not count toward match.

The following are generally considered cash-match contributions:

- † Cash contributed by your organization
- † Equipment or supplies to be purchased by your organization for event activities
- † Paying for an event brochure and/or its dissemination
- † Grants from other government agencies or foundations (not gaming funds)

The following are generally considered in-kind contributions:

- † Personnel time given to the project
- † Person on loan from another organization
- † Use of existing equipment or supplies
- † Use of existing laboratory equipment or facilities
- † Waived or unrecovered indirect cost amount
- † Office space

## Section IV. Approval Process & Terms

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### Application Assistance

Application for ECGRA Special Events Grants shall be completed online at [bit.ly/ECGRAgrants](http://bit.ly/ECGRAgrants).

Program inquiries should be directed to:

Tom Maggio  
ECGRA Grants Manager  
(814) 897-2694  
[tmaggio@ECGRA.org](mailto:tmaggio@ECGRA.org)

### Pre-approval Process

**Receipt:** Upon submission of the application and required supporting material, ECGRA staff, working with the board's review committee, will determine eligibility.

**Review:** The review committee will evaluate the application and determine if it meets the required parameters outlined by the board.

**Approval:** ECGRA's board of directors will receive funding recommendations from the review committee.

**Notification:** ECGRA will notify all applicants via email.

### Post-approval Process

Following approval by the ECGRA board of directors, the executive director will issue a letter of agreement to the grantee, which must be signed by an officer of the organization and returned within 30 days of the date of said letter. The agreement may detail additional requirements with which the grantee must comply, including but not limited to: project audit, financial grant closeout report, maintenance of records, public relations, and any other information the board or staff deem relevant.

The grant contract agreement and any subsequent amendments will not be executed until all of the following have been resolved to the satisfaction of the executive director:

- † The grantee must be in compliance with ECGRA's policies on audits relative to the submission of closeout reports on any previous contracts with ECGRA, regardless of the program or funding source.
- † The grantee must provide all supplemental documentation requested by ECGRA.
- † The grantee must be in compliance with IRS reporting standards.
- † The grantee must be current in payment of all federal, state, and local taxes unless it has entered into an agreement satisfactory to the respective taxing authority and is fully in compliance with the terms thereof.
- † The grantee must not discriminate against any employee or against any applicant for employment because of race, religion, color, handicap, national origin, age, or sex.

After the grant agreement has been fully executed and the proper documentation provided to ECGRA, the payment to the grantee will be made by an electronic funds transfer or by check.

ECGRA will monitor the activities of the applicant and the grant contract agreement to ensure that the grantee fulfills the conditions of the grant. This may include a site visit or random audit of income and expenses. Upon request and as required by the agreement, the grantee must furnish ECGRA with all data, reports, contracts, documents, and other information relevant to the activities of the applicant.

### **Contract Terms**

- ✦ Grant contracts for Special Events Grants funding shall be for a period of 12 months, retroactive to January 1.
- ✦ One (1) option to extend the terms of the contract for a period of six (6) months may be granted by ECGRA. Detailed, written justification for the contract extension shall be submitted to ECGRA for review and consideration.
- ✦ If the funds allocated to the applicant are not expended on or before the expiration of the grant contract, including the extension period, the unused portion of funds shall be returned to ECGRA.
- ✦ In the event of an overestimated budget (upon which the 5% grant award was based), the excess grant portion shall be returned to ECGRA no later than April 30 of the following year.

### **Closeout Requirements**

- ✦ All recipients of funds are required to submit an online closeout report at [bit.ly/ECGRAgrants](http://bit.ly/ECGRAgrants) quantifying the progress toward accomplishing approved deliverables.
- ✦ Closeout reports are due no later than April 30 of the following year.
- ✦ All grant recipients will be required to submit financial documentation as part of the online closeout report.
- ✦ In the event of an overestimated budget (upon which the 5% grant award was based), the excess grant amount must be returned to ECGRA no later than April 30 of the following year.
- ✦ **Non-compliance** with these requirements may prevent the grantee from obtaining funding or payment from any ECGRA grant program and/or funding from ECGRA's programmatic partners.
- ✦ If it is determined that the grantee provided any material misrepresentations or that funds were used for activities not permitted under the terms of the grant contract agreement, the grant contract agreement will be considered in default and immediate repayment will be demanded. In addition, the matter may be referred to the appropriate authorities for investigation.



## Section V. 2016 Grant Schedule

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- † Thursday, January 12, 2017 – ECGRA releases the Special Events Grant Application and Guidelines and posts to [bit.ly/ECGRAgrants](http://bit.ly/ECGRAgrants).
- † Thursday, February 9, 2017 – Applications must be submitted by midnight.
- † Thursday, March 9, 2017 – ECGRA's board of directors will make the final review and approve funding recommendations.
- † Thursday, March 9, 2017 – Grant reception at Erie Playhouse; 13 West 10<sup>th</sup> Street, Erie 16501, 10:00 a.m. – 11:00 a.m.
- † Monday, April 10, 2017, last day to submit signed agreement letter online.
- † Thursday, April 30, 2018, last day to submit a closeout report online at [bit.ly/ECGRAgrants](http://bit.ly/ECGRAgrants).

*Revised January 9, 2017*



**SCHEDULE A**  
**Regional Asset Funding – Special Events**

1. **Expenditure of Grant Funds:** This grant is to be expended only for the purpose stated in the Budget Form as set forth by the Grantee in the Special Events Grant Application. Modification of purpose or program for which this Grant is made is permitted only with ECGRA's prior written approval. *Should any Grantee fail to expend awarded funds as stated in the application within a twelve-month period from the date of the award, ECGRA reserves the right to reconsider the award and require that such funds be returned, until such time as the agency is able to fulfill the obligations agreed to in the grant contract.*

*Misappropriating grant awards is cause for declination of future funding requests. However, ECGRA will take extenuating circumstances into account on a case-by-case basis, as deemed appropriate by the Board of Directors.*

2. **Execution of Grant Agreement:** The Grantee shall fully execute the online Agreement Letter and this Schedule A within thirty (30) calendar days of the date of the Grant Award, or the award will be immediately rescinded without notice to the Grantee.
3. **Responsibility and Records:** Grantee is responsible for the proper expenditure of funds for the purpose of the Grant. Grantee shall maintain adequate supporting records, consistent with generally accepted accounting practices, to substantiate expenditures of the Grant only for such purpose.
4. **Change of Staff:** The Grantee Agency Board of Directors is responsible for seeing that all grant requirements are followed, regardless of any personnel turnover.
5. **Reversion of Grant Funds:** Grantee will return to or reimburse ECGRA for any portion of the Grant not spent in accordance with the terms of the Grant, and in any event Grantee shall return to ECGRA any unexpended portion of the Grant remaining at the close of the Grant period. In the event of an overestimated budget (upon which the 5% grant award was based), the excess grant portion shall be returned to the Authority no later than April 30 of the following year. Unexpended funds shall also be promptly returned if Grantee loses its exemption from federal income taxation under section 501(c)(3), formerly 101(6), of the Internal Revenue Code.
6. **Closeout Report to ECGRA:** Grantee will furnish ECGRA with an online closeout report regarding the use of the Grant in accordance with the Grantee's approved budget no later than April 30 of the following year.
7. **Limit of Commitment:** This Grant is made with the understanding that ECGRA has no obligation to provide other or continuing support beyond the Grant period for the program or purpose contemplated by this Grant, nor is any implication to be drawn that the Evaluation Committee of ECGRA will look with favor upon a subvention for such program or purpose.
8. **Indemnification:** The Grantee, its staff, officers, officials, and directors and their successors and assigns, hereby agree to indemnify and hold harmless ECGRA, its Board of Directors, staff, officers and officials (the "Releasees") from any and all claims, lawsuits or other liability, including, but not limited to claims for personal injury or death or property damage, arising out of or related to this Grant award or anything arising out of or related to this Grant award, whether such claim is alleged by the Grantee or a third party. The Grantee agrees to indemnify and hold harmless the Releasees whether or not an injured party alleges and proves that the loss is attributable in whole or part to this Grant award or anything arising out of or related to this Grant award. Said indemnity shall hold the Releasees harmless from any and all suits, costs, expenses of defense, including attorney fees, judgments and costs, even if it is alleged that the Releasees were actively or passively negligent.
9. **Recognizing ECGRA:** We are pleased to be able to award a Grant to your organization. Your Grant has been made possible because of funding decisions made by the ECGRA Board of Directors. The Board of Directors strongly encourages your organization to get maximum value from ECGRA's support by publicizing your partnership with ECGRA through the use of the online marketing and PR resources at <http://www.ecgra.org/branding>, which include the following:
  - ECGRA logos and widgets with instructions for use
  - "ECGRA Grant Money Works Here" brand guidelines
  - Print and web ads and samples
  - Sample social media posts
  - Suggested article themes

ECGRA staff members are available to work with all grantees on cobranding. Contact ECGRA PR and Brand Manager Amanda Burlingham at [aburlingham1@neo.rr.com](mailto:aburlingham1@neo.rr.com) with questions.

Please email, send by regular mail, or fax a copy or link of any news or internet media reports related to this Grant or any such published materials issued by your organization to the attention of Grants Manager Tom Maggio, [tmaggio@ecgra.org](mailto:tmaggio@ecgra.org); 5340 Fryling Road, Suite 201; Erie, PA 16510; Phone: 814-897-2694; Fax: 814-897-2691.

