



**MEETING OF THE BOARD OF DIRECTORS
& ANNUAL MEETING
5240 Knowledge Parkway, Erie, PA 16510
April 13, 2017 – Meeting 8:30am**

AGENDA

- 1. CALL TO ORDER**
- 2. ROLL CALL**
- 3. NOMINATION OF OFFICERS**
- 4. APPROVAL OF AGENDA**
- 5. APPROVAL OF MINUTES – March 2017**
- 6. COMMENTS BY CHAIRMAN**
- 7. PUBLIC COMMENT**
- 8. PRESENTATION**
- 9. 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**
- 10. REPORT OF THE EXECUTIVE DIRECTOR**
- 11. SOLICITOR'S REPORT**
- 12. OLD BUSINESS**
 - a. Revision of the Impact Investment Policy & Opening of MRI Prequalification**
 - b. 2017 Summer Jobs Funding**

13. NEW BUSINESS

- a. Resolution No. 4, 2017 – Resolution to Adopt the 2017-2018 ECGRA Regional Assets Guidelines for Community Assets, and Multi-Municipal Collaboration Guidelines
- b. Resolution No. 5, 2017 – Resolution to approve the 2017-2018 Budget
- c. Resolution No. 6, 2017 – Resolution to accept the 2016-2017 Annual Report

14. ADJOURNMENT

Next Regularly Scheduled Board Meeting

Date: Thursday, May 11, 2017

Time: 8:30 a.m.

Location: 5240 Knowledge Parkway; Erie 16510



Erie County Gaming Revenue Authority
Minutes of the Board of Directors' Meeting
March 9, 2017

CALL TO ORDER

The Board of Directors' Meeting of the Erie County Gaming Revenue Authority was held on March 9, 2017 at the La Rue Dix; 21 west 10th Street; Erie, PA 16501. 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. Sample, and Mr. Yaple. Mr. Breneman, Mr. Lee, Mr. Wachter, and Mr. Wood are also present.

APPROVAL OF THE AGENDA

Mr. Yaple makes a motion to approve the agenda. Mr. Barney seconds the motion. Motion carries 6-0.

APPROVAL OF MINUTES – January 2017

Mr. Barney makes a motion to approve the minutes. Mr. Paris seconds the motion. Motion carries 6-0.

COMMENTS BY THE CHAIR

I would like to acknowledge, Mr. Wood, that we had a meeting with Erie County Councilman last week. The Ridge Policy Group went over with them as to the economic impact of ECGRA in the county and we have been spreading out through the state to try to reinforce our position that the Erie County Gaming Funds need to continue to come forth. Also, there is some confusion as to how much money ECGRA has available to it at this time. It's constantly in the paper and on the news how the gaming funds that are entrusted to ECGRA are one of the ways to solve all of Erie county's problems and I'm not sure that anyone is actually aware how much money we really have access to at any given time. I would like to take this opportunity to clear it up.

I've asked Perry and Diane to set up a PowerPoint with some supporting documents that help us all understand where we're at. We have the Erie County Gaming Revenue cash withholding as of February 28, 2017, that is after we see the true-up, where we get the final payment for 2016. Our total cash on hand is \$13,621,640.94, less committed funds. Those committed funds are funds that

are previously earmarked for other projects. They are in our account, but they are earmarked, and when they are drawn down, those are not ours to spend at this point. These are the committed funds in the different groups that those funds are appropriated to and that totals out to \$5,113,883.00. I asked Perry and Diane to go through, and I believe they took a five-year average of what our Gaming Funds were; given a five-year average, we are averaging \$5,451,434.00 per year. So, if we go forward with that and reduce \$5.5M from that total amount of funds available, that leaves roughly \$3M available after our funding for 2017-2018.

All of the figures are where we are at now, with absolutely no guarantee that we're going to receive any money coming forward. This is why we need to impress upon our State Legislators how important this money has been and hopefully that we will continue to receive it in Erie County. I hope that helps clear it up. Maybe there wasn't any confusion. I ask that on our balance sheet we try to break that out so there is somewhat more clarity to what funds we have and how they are available to us.

PUBLIC COMMENT

No public comment.

PRESENTATIONS

No presentation.

COMMITTEE REPORTS

- a. Treasurer's Report – Mr. Paris: We'll start with the Budget vs. Actual. We're ending our last quarter here and seem to be pretty well in line with our budget. Nothing seems to be out of order. We also have our Profit & Loss and you'll see the last quarter of payment came from the County and has all of our other expenses and interest income on here for the month of February. That we have that income which was pretty much the whole final payment from the County for the last quarter. We have our Balance Sheet that shows the money we have in our Uncommitted Funds, the Committed Funds, ErieBank Savings. Dave pretty much went over that whole balance that we have available.

Mr. Wachter: Mr. Paris, if I could note, the Balance Sheet shows Total Liabilities of \$18.8M and I wanted to make sure there wasn't any confusion with respect to what Mr. Sample had just discussed with the cash-on-hand. That Total Liabilities and Equity is a function of the \$13.6M that Mr. Sample had just detailed, and that adds the \$2.3M in the Notes Receivable from the loans that we have made and the \$2.9M from the second part of the endowment that was filled with the Erie Community Foundation. Because of the manner in which their tax rules are, we have to carry that on our Balance Sheet. That gives an additional \$5.25M, which results in the total assets there, the \$18.8M. That makes it look healthier than it is if you don't get into the details.

Mr. Wood: There is a draft budget that is in your SharePoint. We reviewed it for the first time at the Strategic Planning Meeting. This is the first time we've had an opportunity to review it as a board.

I just wanted to go over a couple line items in it with you. The Office Equipment & Furniture line item has gone down since we have completed the move to the new location. No need for such a large line item. Office Supplies have gone up slightly, \$1,500.00, to reflect this year's expenditures. Copier costs have gone up as well, from \$3,450.00. That's a reflection of

the fact that we have been printing more and more reports internally rather than sending them to the print shop

As you can see our insurance went down \$1,000.00, which I'm sure that almost never happens, so we should cross our fingers and be happy about that. Those are the major differences in the line items. There is the Salaries & Wages Section that is set to reflect a 3% increase across the board for employees of ECGRA.

Mr. Sample: Mr. Wood, one of the questions that I had: The Office Supplies and Copier Expense, we are in fact saving money by doing it in house and we do have the ability to be much more timely because of a lot of the stuff that we've been putting out like when we have to get to Harrisburg or whoever. We can do it in house at the speed of a copier as opposed to having to get it a printer.

Mr. Wood: We've saved money and time. As time goes on, these copier and printer machines are getting more sophisticated so we might as well use the technology available to us.

Mr. Sample: And we pay by the copy with that machine, I assume?

Mr. Wood: Yes. This is the first time the Strap Budget has been presented to the Board. Of course, we will discuss it again at the April Board Meeting and we'll ask the Board to put it in the form of Resolution and vote on it formally. So, if you have any questions between now and then, don't be afraid to reach out.

Mr. Paris: A couple final thoughts about the Cash Flow Statements shows our cash at the end of the period, which includes our Unrestricted and Restricted Funds of \$13,621,000. We also have our Scheduled Grant Reserves and they will show how much we have given away for the year so far, which is just over \$5.1M. We also have our Check Detail Report, which again, if there is any questions on these checks, I'd be happy to ask Perry. All these things are all checked by Chuck or even myself sometimes if Chuck is not available. Are there any questions? I know I may not be able to answer them as well as Perry can with Chuck being gone today.

Mr. Barney makes a motion to approve the Treasurer's Report. Mr. Wachter seconds the motion. Motion is approved.

Mr. Sample: Thank you, Mike, for stepping in for Chuck. If there are no questions of

- b. Regional Assets Committee – Mr. Wood: The only thing on the Regional Asset Committee today is we're asking you to vote on the Special Events Grants, which you'll see in Resolution #2. Forty-two different Erie County Special Events Grants to be approved at approximately \$170,000. It's in line with what we've done in the past. All have been deemed eligible by the staff. They've been deemed in compliance with all ECGRA policies and of course they were reviewed and sent out for approval. Discuss at this future planning committee meeting and ready to be voted on today.
- c. Strategic Planning Committee – Mr. Paris: We met on Monday and had our strategic planning meeting. The things we discussed were the budget, which Perry already went over that we'll be voting on next month. We also discussed the officers and what we thought would be the best thing to do if we wanted to change things up, or if we want to leave things just as-is. I think for the majority of us we decided that it would probably be best if we kept the officers the way they were for the time being, as we're going to be approaching a very sensitive year. It would probably be helpful if we just kept things the way that they were. We also discussed the Summer Jobs Program, that the contract was awarded. Is that correct Perry?

Mr. Wood: Yes. Actually Mr. Lee is going to talk to that in the update.

Mr. Paris: We talked about the MRI's. Perry, could you talk about that a little bit?

Mr. Wood: It's been two years since we've opened up Missions Related Investments. Of course, we had a discussion about the progress of those MRI's and the ability to open up new ones in the future. Maybe even just support community facilities that need grant and loan assistance. We, of course, are hesitant to do that with the state of the Gaming Legislation, so we need to have a discussion on that at a committee meeting and decide whether or not, at our April Board Meeting we start a new fiscal year, to open up MRI's.

Mr. Paris: We also discussed Family First and the GREATT Project. Perry, I'd like you to help me discuss some of that as well.

Mr. Wood: We vetted the letter request that had been sent in. We reviewed correspondence between ourselves and the GREATT organization, went over responses to questions that were submitted, and discussed it in the context of Mission Related Investment concept.

Mr. Paris: If I may interject, Mr. Domino, did you have something you wanted to submit?

Mr. Domino: I have a memo here to the Board about my relationship with Family First and I wanted everybody to be aware of it.

Mr. Wachter: So what this is, is a conflict memo which is indicating that Mr. Domino sells insurance to Mr. Renaud, who owns the property, that actually insures the property. His client would stand to receive a financial windfall should this authority eventually or at some point make a decision regarding the funding of GREATT for the purchase of that. The Ethics Act requires that he would abstain not only from any vote, but also from any deliberation. Considering that this is an item that I'm sure is going to be discussed today, he'd like this to be added to the minutes, just to register his conflict and why he's not participating.

Mr. Paris: We also spoke about the Human Services Grants. We're giving those away today, right Perry?

Mr. Wood: That's correct. Resolution #3 on your agenda is approval of the Human Services Funding.

d. Update from County Council: None.

e. Update from County Executive's Office: Mr. Lee: I just wanted to give a brief update as far as the Erie County Summer Jobs Program for 2017. On March 3 we announced the contract would be going to GECAC, who had done the program the prior year. We're very pleased with the services they have provided. We're looking forward to an exciting year this summer. Some of the key highlights of the program is that 95% of the students that enroll in the program complete the program. That is phenomenal, and that's been for the three prior years and we're not looking for that number to change.

Secondly, a couple new components of the program: 1 – We're going to work very diligently matching the students up with the employers so they have a more valuable experience. We get better at this every year. We look forward to fine-tuning that with a tool that GECAC will be producing through CareerLink when it comes to the students and their match with the employers. 2 – Community Service. I had the opportunity to meet several times with Terry Cavanaugh before he left Erie Insurance and he really valued this program and thought the world of this program. One of the things he brought up to me during one of our meetings was, Is there a community outreach program that you have the students do? And he thought that was very, very important in developing the character of the students. I would have to concur. So that component will be added to the program where the students

will be required to participate in a community project. They will not receive compensation for this. More than likely it will be on a Saturday for a few hours. We are looking forward to that particular component, assisting with developing the character of the students. Again, we're excited about this year. I will be bringing additional information as we proceed with kicking off the program.

Mr. Sample: Mr. Lee, I would like to commend you and the County Executive. By having the foresight to changing it to a 2-year program and then with the ability to extend it for two more years, I think we're going to be able to get started earlier with not as much bureaucracy in the beginning and get right into it. I do appreciate the County's efforts to try to reach out to all areas of the county.

Mr. Wood: If I could just go on record in saying it has been a pleasure to work with Mr. Lee and his office in administering the RFP and reviewing that process. The Summer Jobs Program has grown in both its substance, the fact that it's a meaningful experience, and of course the number of students each year. We look forward to a long and prosperous relationship with it, which is why we're going to be asking the Board in April to approve a 2-year contract with GECAC, pending any issues we might face with loss of Gaming Revenue. At the very least, we will be good to support the program in the 2017-2018 Fiscal Year.

Mr. Sample: I said in the beginning that I found it amazing when these kids came in to apply, the families came in and helped them fill out the paperwork. Everybody was very vested, and frankly I'm being cynical, I didn't think it would occur that way. But they have an extremely high success rate and I think that this is something that can give these kids a leg up. Last year, I thought there were twenty-some kids that were able to retain the jobs.

Mr. Lee: It varied. One of the things, as many of you are aware, 80% of the students that have participated in the program are still in high school, so they were returning to high school. But there were a couple of instances where the students were able to receive full-time employment. One individual who had graduated from high school was able to receive a full-time position through this program. We were just thrilled about that.

What we find very fascinating about the program is that, Mr. Chair, when you talk about the families getting involved, that is critical. We have found that the mothers and fathers coming to the orientation, encouraging their child to participate and continue on, to me, that is the key – getting the parents involved from the very beginning so that everyone has clear expectations of what the program is going to do and clear expectations of what we're going to be requiring from the students as they proceed through the program. To your point, yes, there were some students that received some full-time opportunities and we're looking to grow that number even more as we continue on with this program this year.

Mr. Barney: I have a couple questions. One: You spoke on the volunteerism on the Saturday. Is that going to be mandatory? Two: For those that live in the county, are they going to have the opportunity to volunteer? We spoke on transportation being an issue for some of them as far as working. Third: We also spoke at our session about the income that an individual makes and how it may affect the income of the whole household and change their situation pertaining to living arrangements.

Mr. Sample: I did find out that there is a situation, that I brought up the other day, when kids are in a co-op program in high school, it can affect their family situation if they receive assistance. This program is specifically excluded by the State, so that funding is not carried forward. Nor does a college student. It just seems to be that the co-op students, and this is something that I spoke to Mr. Lee about today and it's really not on our agenda. We're trying to encourage kids to get jobs, so we want to make sure that the family is not negatively impacted. To the other two questions: the ones in the county, I'm sure that Corry has enough community service things that can be done.

Mr. Lee: First, in reference to whether it will be mandatory or not: By this being the first year, we are going to strongly, highly encourage the participation. Then we are going to gage that and see in the following year whether we are going to make that mandatory. Here's the key – we really want to instill in these young men and women, not forcing them to do anything, but really showing them the value of doing it. As you know, when you can understand the value of something, your participation is going to be better as far as a higher rate and you're going to be much more motivated. We're going to highly encourage the first year and then gage that for the second year. The second question in reference as far as transportation: It's going to be required of all students inside the City of Erie and outside the City of Erie, that the responsibility of getting to work relies on the employee. That's the same case with the students. We really make sure that the students understand that they are required to be there at a certain time and they have to work out the transportation. That would be no different with this particular assignment that he or she would be responsible for getting to the community service project and carrying out the project. So it would be their responsibility to get to that assignment.

REPORT OF THE EXECUTIVE DIRECTOR

Mr. Wood: I have entered an Executive's Report into the record. You'll see to start off with, a Revenue Dashboard, giving an idea of where we are currently at with our cash position. You'll see correspondence in there with the community letters. You'll see interactions with the media. You'll also see the agenda for the Strategic Planning Committee Meeting, the Draft Budget that was submitted to the Board, the 2017 Special Events Recipients, the review of our Impact Investment Policy, which of course governs our Mission Related Investments. You'll also see extensive correspondence with the GREATT, Inc. non-profit, including letters from February 1 from our self to the folks at GREATT, GREATT's response on February 10, GREATT's response on February 27, and GREATT's response on March 7. These correspondences have all been to move forward with the request that the GREATT Board put in front of us that we discuss and somehow financially support the 501C non-profit, looking to put a double-pad ice arena in at Family First Sport Park. That's the ground work that has been laid. Those are the letters that have been entered into the record. There are legal aspects of the project that I'd like to turn over to Tim and then I'd like to have the Board have some open discussion about the project.

Mr. Wachter: As we discussed at the last meeting where this proposal was presented to us, the Gaming Authority legally needs to have a process to issue a grant or a loan. When the Gaming Authority started, it quickly found itself mired in numerous lawsuits as a result of the process they were using to hand out what were otherwise determined to be Discretionary Grants. They say, "Everyone who is interested in having money, send us a letter". We said we'll review it and make a determination to whether your request is important enough, impactful. Often they would just cut the check. That led to claims that the Authority was handing out money through discretionary basis and claims that they were doing so on an arbitrary and capricious nature. Those cases were ultimately resolved and resulted in the settlement that we now operate underneath. If you review the decisions of Judge Dunlavy in the cases that ultimately led to the settlement, he made it very clear that in order for this Authority to distribute funds, there needs to be a deliberative process in place so that there was a level of competition and an opportunity to deliberate on the merits of one project versus another as you make a decision as to how the monies are going to be distributed.

Since this Gaming Authority was reorganized after the settlement and we put those deliberative processes in place and allowed for a process of due-process in the Grant opportunities,

no one has questioned, legally or otherwise, the process. We haven't been sued since 2011, when we came in . . .

Mr. Wood: Threats to be sued, or physically sued?

Mr. Wachter: Realistic threats to be sued or actually been, and this Board has been operating in a manner that's been above-board since day one. Unfortunately for GREATT, you need a commitment, as I had discussed from a legal perspective. This entity doesn't have the ability to turn on a dime and create a program and budget for that program in a period of time that would meet your timeline. Your timeline has advanced even further in that in your last correspondence, you were indicating you needed to know whether there was going to be a funding decision from this Board, or a commitment, by the end of the week. I know that Perry talked about Impact investing policies that were being reviewed, I know that there is Mission Related Investment programs that this Authority has opened up in the past and those are all things that have been discussed at a staff level and a legal level – how to create the process to create a forum through which they could apply for funding. I offer this to you as legal advice; it's the same legal advice I gave months ago when you showed up at the meeting and that was, from a legal perspective, I advise you to not ever cut a discretionary check. That is what has gotten this Authority sued in the past and it has lost as a result of that. Take the advice or not, that is the position of your Solicitor's Office. There are opportunities in the future to apply. The Authority has discussed making those opportunities available. It just doesn't meet the timeline of the applicant.

Mr. Wood: Does the Board have any questions about the legal position?

If I could move on with the Director's Report. I wanted to enter into the record the presentation that was given to our County Council Briefing. Several of you were in attendance at this County Council briefing that we gave in order to get them up to speed on where we're at with the Economic Impact study, which at this point has been released to the media, our website, and to key decision makers in Harrisburg that are currently reviewing Gaming Legislation. I'm going to briefly go over it. Not all County Council members were present. There were three that were not able to make it. I'm in the process of arranging time to get them up to speed on this presentation, as well as the County Clerk's Office.

We know what James Fallows said about ECGRA when he wrote about us in the *Atlantic*, that Erie County is truly losing its Gaming Funds in a unique kind of way. This study recognizes this. It looks at ECGRA, it looks at Erie County, it looks at Summit Township's use of the funds. We know that ECGRA has been divided into five specialty areas. The time of this study was a point in time study, so there was \$38.8M invested in 171 organizations in 570 investments. The main primary data that was used for the three organizations I mentioned, using a third-party group called Parker Phillips in order to crunch the data with something called IMPLAN, which is known as the gold-standard in the economic impact world.

A little map about where the grant money is at work from ECGRA. Of course you can access this at our website any time; click on any one of these dots and it will show you how much funds have been dispersed, to what organizations, through which grant category. You can clearly see there is a huge impact to the City of Erie, so anyone that would ever question whether or not the City of Erie is benefitting, you can barely see the boundaries of the City because there are so many dots there.

The way the study was calculated was to look at three key aspects of Economic Impact – Direct, Indirect, and Induced Impact. Direct is funds given directly to an organization, how they use it for their operations. Indirect would be the supply chain of how that organization then interacts with others in the region's economy. Induced would be what is the effect of those who are employed as a result of Direct and Indirect.

The presentation was designed for two key audiences. When I'm in Harrisburg, I focus on this slide - the impact to the State of Pennsylvania; \$87.2M in economic impact, 573 jobs created or supported, and \$2.9M in state and local tax revenue. The chart on the right is the Direct, Indirect, and

Induced Impact laid out. Now when I'm talking to policymakers here in the region, we use the Effect Directly on Erie County's Economy slide; \$69.7M in impact, 458 jobs created or sustained, and \$1.2M in local tax revenue. These numbers of course are included in the Pennsylvania numbers

A little break-out that you can see on your SharePoint, if you care to look, which is on the left, the Pennsylvania categories – how ECGRA categories have impacted Pennsylvania is on the right, how they have impacted Erie County as far as job creation and tax revenue.

A little bit about Erie County's use of Gaming Funds: We know they have made significant investments in the library system, to the tune of \$1M/year, which has gone to technology training and collections. We know it's paying off bond issues for both the Erie International Airport and the Erie Insurance Arena. Then there is a whole list of community organizations that benefit as well, including GECAC and others that participate in community development. Finally, they have given a loan to Pleasant Ridge Manor.

You'll see in the Economic Impact Study some of the key statistics. The top one I am most proud of which is for every dollar we put into small business development, there has been another \$6 leveraged as a result. Other loan funds, banks, family and friends, venture capital, other sources of investment because of ECGRA's \$1. So for every \$4 we put into small business in this community, there's been \$24M generated in addition to it.

\$7.6M for Youth & Education. This is a program that we really only started three years ago, and have invested about \$1.6M into, but the economic impact has been \$7.6M. What we've found is there is a 9:1 ROI for investing in young people. This is important especially since we're investing in Erie County Authority. If you think about the services that Erie County provides, that is where you're seeing this ROI. Erie County oversees the courts, the prison system, a lot of the human services and safety net programs. These investments go to reduce the impact on the overall system as a result.

\$31.5M for Quality of Place. We've heard of these organizations, we know about them. They are the Zoo, the Art Museum, the Historical Society, the Flagship Niagara, and all the small non-profits that take up Community Assets and Special Events that contribute to tourism and our quality of life. \$1.9M for Neighborhoods & Communities. These are initiatives like the Main Street Program, which we're tapping into Main Streets all across Erie County. Finally, the investments in Municipalities: \$23.1M investment in Municipalities that have helped with collaboration as well as settlement.

What the report doesn't tell us is that this is only an economic lens. This is how we're viewing ECGRA at this point in time. So we're using economic data as very objective. It doesn't look at social justice, it doesn't look at equity, it doesn't look at cultural issues, it doesn't look at any of the other lenses that you might think are valuable but yet we revised that the best thing to present to Harrisburg is an objective economic lens. This report is not meant to address those other issues. I just want to be clear.

The second thing is, it puts a lot of bonus on the idea of job creation, because we're quantifying these numbers. We know that ECGRA wasn't simply created for job creation purposes. There's a lot of what we're investing in now that is laying the groundwork for the future. Training young people now, getting engaged in their lives, can change their life trajectory in the future. But it won't create a job right now. If we only invested in job creation type entities, we'd throw out 75% of what we do here at ECGRA. So it's important to recognize that job creation, while important, isn't the only metric by which we judge ourselves by. Youth & Education is a great example of that. It would not have that 9:1 return on investment because you're not creating an immediate job in the here and now.

Key points to remember: Once you add together Erie County, ECGRA, and Summit Townships impact, \$208.9M in total economic impact to our community since 2008, 1,173 jobs created or supported since 2008, and \$2.9M in local tax revenue generated. This clearly would be a

ripple effect if the Gaming Funds went away. There would clearly be a negative impact on our economy that we didn't know about until we quantified it through this study.

Policy Positions: I talked to everybody about our policy positions and tried to make it as simple as possible to reduce it to these two points. We need to speak to Harrisburg as one. We all do. The entire community. So when we talk to non-profits, we talk to their CEO's, their Communications Directors, when we talk to their Board Chairs, when we talk to the small businesses that we've helped, when we talk to Municipal leaders, when we talk to the County Executive and members of County Council, we ask them to please speak to Harrisburg with one voice. Because what we've found, especially in doing business there, is that they are paying attention to what goes on in Erie. They were able to quote media sources to me and one of the first things they ask is "What is the City of Erie trying to do with Gaming Funds?" So they clearly are paying attention to what's going on here.

Our policy positions are simple and straight forward. #1 – Erie County needs to be made whole. The \$10M investment of Local Share Gaming which we've seen since 2008 needs to continue at the same level it is now to benefit Erie County and Summit Township. #2 – Local Share Gaming Revenue is to remain under local control. We throw that out there because there has been several proposals about centralizing gaming revenue decision making in Harrisburg. We know that Erie County would lose in that scenario. We historically have lost in competitive grant situations. Local control gives us the ability to ensure that we have these funds, that we can mitigate the negative effects of having gaming in our region, and then we have the flexibility and agility to adapt to community problems that are right now here in front of us.

That completes my presentation. I want to enter it into the record as part of my Executive Director Report and ask the Board if they have any questions about it.

Mr. Sample: I have none. I just applaud the efforts. I'm certainly glad and I've said many times before, that we are very proactive with our hiring of the Ridge Management Group to do the lobbying because we're a unique animal in Erie County. Unless we let them know the economic impact and the importance of these funds to Erie County, and when I say that I mean all of Erie County and not just Erie proper, but the Fairview's, the Corry's, the NorthEast's, everywhere, it wouldn't be realized. This area definitely needs this funding to go forward. I appreciate your efforts.

SOLICITOR'S REPORT

Mr. Wachter: I was asked to give my opinion with respect to the funding application received by GREATT. There is no easy place on the agenda for discussion. I know that Bob with GREATT may want to speak a little so I guess it would be appropriate to ask if the Board would be so willing to create that venue to do that on the agenda, if we should take a motion to suspend the rules and amend the agenda to allow for a discussion on the GREATT funding application.

Mr. Sample: I feel that would be appropriate and would look for a motion.

Mr. Yapple makes a motion to approve. Mr. Paris seconds the motion.

Mr. Catalde: I understand Atty. Wachter's position and what he has recommended and advised to the panel. I just want to clarify exactly what we are looking to do and what we are hoping to have your help with. We're not asking for a chunk of money right now; we're not asking you to give us anything significant necessarily right now. We're asking for a commitment. We're asking, just give us some commitment that within a certain time frame that these monies will become available so that we can use that towards our financing. We have Rick Sherbony here from PNC. It would make them feel a lot easier with the money that they have to lend us, if they know there is a commitment coming

down the road from ECGRA for a certain amount of money, whatever that may be. I just want to clarify that we're not asking for a chunk of money right now, that's first and foremost.

Secondly, we are willing to make this fit however you tell us. I can't quite tell if the Board is in favor of trying to help but you just think you have some legalities that are preventing you from doing that, or you're not in favor of the project. If you are in favor of the project and you're looking for a way to help us with it, we're willing to do whatever you tell us to do to try and make it work; to make it fit within your programming. We're willing to certainly enter into some sort of loan where you could have a mortgage on the property so that if something does go haywire up there, once the bank loans are paid you'd be in a secondary position when we sell the property. Remember, we're a non-profit so whatever value is up there, if and when something goes haywire, we have to sell things, it's going to have to go back to grant-givers. We would want you to have your money back and we're certainly willing to do that.

Remember, we have been coming to talk to you folks going on two years now having these discussions. Maybe not each one of you, but in some form, your representatives, asking, "What do we need to do?", "How do we make this work?", "What can we do?". It's just gotten to the point now where we're ready to close and that last letter where we said we needed answers was not trying to unduly pressure you. We're closing. The bank needs to know what commitments we have from these types of grant givers. We've been dealing with this for two years, in one form or another. I would hope that if you were interested in helping us with this project, that sometime during that two-year period the process would have unfolded in such a way.

We didn't make a formal ask until recently, but that's because you've been talking to different people on the Board, involving the elected officials, certainly guarding community support, so it's sort of at the point now where we have to get things going up there. I just want to be clear. We're not looking for a chunk of change right now. We're looking for some kind of commitment that, over time, money can come in, however that fits in your programming so there's no legal concerns or other concerns. Again, we're willing to have it be in the form of a loan where your interest is secured by mortgage on the property or whatever we have to do to make that work. I just wanted to make that clear.

Mr. Sample: Atty. Catalde, I want to be very honest with you. The one issue that I have personally is we don't know that we're going to have monies coming forward. I was brought up that, I can't spend money if I don't know if I have it. This was the question that I've asked, and probably not as directly as I should have, I don't want to give PNC or anybody else that are saying, "We're going to guarantee the loan, but we may not be around." This whole funding thing, we believe we're going to get made whole but I've heard so many different stories and that was part of the reason. We've only got \$3M after we go through our budget cycle. I believe this to be true that since there was the extension, we would receive the first quarter funding for 2017, but we may not ever receive any money after that. Isn't that true? Wasn't that made retroactive?

Mr. Wood: We could potentially receive a pro-rated second quarter. May 26 is when the extension is closed.

Mr. Sample: So that may be all the funding we ever see.

Mr. Wachter: And those are the last two quarters of the year.

Mr. Sample: Yes. I don't know how we commit to something when we don't even know what our own future is going to be. The point that I brought up to Mr. Wood this morning is that last year was the first year, and we'll have to get into it, that we spent more than we got. I don't know how that works, but I know that it doesn't work long. It's one of the things that we have to make fit into one of our things. Believe me, your thing has not gone unnoticed. We've talked about if this is something we could do a multi-year; could we look at it here, could we look at it there, what is their level of comfort? We don't take the application lightly but we have to deal with time frames.

The February 27 letter was the first time I ever saw a number and I was like, "Wow. That's like a serious number." I understand the strength of the project and the scope of the project. But we can't give somebody 66% of our bank balance. We would be doing exactly what we've been accused of doing in the past. I'm speaking for myself, but I think the Board is interested in vetting this project and looking at it and seeing how it works. I just don't know that our time frame and your time frame and Mr. Sherbondy's time frame are going to gel. Frankly, our attention has been put to making sure that this money continues to flow to Erie County. That's all I've got.

Mr. Lee : May I?

Mr. Sample: Yes.

Mr. Lee: The question is for Mr. Wood. Is there an opportunity, and I'm just asking, Mr. Wachter shared with us as to where we currently are and the challenges that we're facing. I completely understand and accept that. The question I have, Mr. Wood, is there a way or opportunity in the future to be able to work on this project and work with Great? I'm just asking.

Mr. Wood: I think that is a possibility if the Board decides to amend our Impact Investment Policy to include community facilities that we could, in fact, find a way to support it. That is under the purview of the Board of Directors.

Mr. Lee: Ok. Thank you.

Mr. Catalde : A real quick response if you would allow me.

Mr. Sample: Ok.

Mr. Catalde : I certainly appreciate your comments and I think they are more than logical. I'm certainly not going to try and dispute your logic about "You have to have funds available". For the record, the \$2M ask is certainly not, we're not coming to you saying, "It's all or nothing with that." That's what we'd like to get to support the project the best we can, but we'd be willing to take anything that you'd be willing to give us. I don't want you thinking that because we've asked for the sky that it means that's all. I just wanted to make that clear as well.

Mr. Wachter: Bob, if I could from a legal perspective, address your commitment vs. cash today. Legally, that's no different. For this Board to make a commitment without process presents the same concern as it does to approve a check.

Mr. Catalde: We were talking before that even some sort of letter of intent or something, I don't know if that's going to make this for sure binding or any more comfortable from a lending perspective; a letter of intent or something to indicate that we have your support, if and when, this Gaming Legislation gets fixed. What we're really looking for, and I'm trying to make it as clear as I can, is some indication that you're willing to support the project in some way so that our financing can be supported. I understand. I get it. If I knew of a better way, I would certainly be suggesting it. Some letter of intent or something that would just indicate that we have some backing. It just makes the financing a little bit easier. I don't know if Rick can speak to some things that the bank would be looking for from some standpoint, if he's comfortable doing that. Amy Schmidt is here from Ryan Bizzaro's office.

Mr. Sample: To Tim's point, I think all of the Board – and I can't even say that – I know that we're all very interested in the project. I know that my kids have gone up to that facility; I know that it's a valuable asset. I sometimes look at what is the total impact but I think that's valuable. I spoke to that before. I'm not comfortable promising that we can do something that we can't. Do we have a level of interest? Yes. We want to and are going to discuss it further. We just didn't have the venue. We got the letter of the 27th, then the letter of the other day. We need to do these things, according to Mr. Wachter, by the law. Mr. Sherbondy, I don't want to make a promise that we can't fulfill.

Mr. Catalde: I respect that. If I could just briefly say that our number one concern is to make sure that the long-term debt service is supportable. We're looking at GREATT, even though it's a non-profit and we serve a lot of non-profits in the community; in my portfolio I have several myself. Many of those other social service non-profits require some of these monies. We're looking at

GREATT as not requiring on-going, sustaining operational-type grants. We want them to be a stand-alone enterprise that supports itself. There have been a lot of moving targets, the STEDA grant, the Capital Campaign, ECGRA, and of course the appraisal value. The appraisal just supports lateral, but number one, we want to make sure the long-term debt services are supportable.

When we made the initial term sheet in December we made assumptions. All I can say is I will go back and re-evaluate the debt service analysis to see how it stands. I want to indicate that we made a December term sheet based on firm numbers. We based it on, quick frankly, some relationship with ECGRA. I understand that. I appreciate the voicing of and moral support, so we'll just take that into consideration.

Mr. Wachter: I think it's important that what you haven't heard from this Board is "no". An avenue has been identified that if this Board is going to open up a community facilities aspect to the Impact Investment Policy, which needs to be reviewed and approved at next month's meeting, which is the same timeline that we gave you last time you showed up. So the stage is being set so that a decision could be made. That April meeting is our reorganization meeting; it's our fiscal year. That's going to be the framework that is going to be followed for the next 12 months as to how that \$5.5M that was budgeted is going to be doled out. I want to make sure you understand that you didn't hear a "no", you heard a "we can't do it today". I don't want to speak from a policy's perspective from the Board. From a functional perspective, I think that's the message that we're in a position to have to deliver.

Mr. Sample: Believe me, if the answer's "no", and we knew the answer was "no", I would much rather tell you today than see you again. I don't know that the answer is "no". I don't know that the answer is "yes".

Mr. Yapple: We are warm and fuzzy. We're just waiting to hear from Harrisburg. It's here in our heart. I'd rather see that than a warehouse. I've even been there and I still love it. I think it's a great idea. But we can't commit funds we don't have.

Ms. Schmidt: I was grant administrator in my last place, and sometimes when things are going this way, there's that letter of intention and conditions. I'm not pushing that you have to give a letter of intent even, but a conditional letter of intent. Even if you do come up with means on this project, you still have the question of the State Gaming Funding being here. You could also include all those different conditions that are still up in the air. It's not really a promise, but it's saying, "These are the issues, these are the conditions that need to be met in order for our intent to go forth." I know you need discussion, you need time. I get all that.

Mr. Yapple: I'm there for you but I hate to admit that I have to go with my attorney. It's scary as hell.

Mr. Catalde: Even something like that, and I'm not speaking for Rick, but I know we have ErieBank involved. That would make them feel a little bit better but they wouldn't consider that a locked-in money that is going to affect our financing because it's got the same questions that you guys are arguing.

Mr. Sample: To discuss any level of funding, we have to go by the Board. Did we ever get a copy of the appraisal?

Mr. Catalde: The land appraisal?

Mr. Wood: The appraisal is not done yet.

Mr. Sample: Ok.

Mr. Wachter: The Board hasn't met to discuss the Impact Investment Draft. You've just seen it for the first time today, as part of the Executive Director's Report. Rick, I don't know if this helps you or not, because I'm going to try to be as helpful as I can without binding this Board to a dang thing. What if you were to receive a letter from the Executive Director indicating that this Board is slated to consider amending the Impact Investment Policy (the framework for the year) to create an avenue in which a funding mechanism could be available and that this is what we would commit to, letting you

know when that happens so that you can apply and that the Board will consider that application; acknowledge that we're taking the steps to create an avenue so that there is an availability. I don't know what the budgeted numbers would be for that particular avenue, if that avenue was going to be open. Maybe we could put a range in there as to what those grant programs have traditionally looked like in the past. Today you're going to see a resolution for 42 organizations to receive \$176,000. That's a big grant for this Gaming Board. There are others that you saw in the Cash Committed Funds. There's \$2M for PennVenture Partners which is a Venture Capital Firm to start a Venture Capital Fund, specifically with an office in Erie, so that that money can be spread amongst many investments.

Mr. Sample: But they had to match those funds.

Mr. Wachter: I think that was a 5:1 match. There's different ranges and maybe we can explain what that range would be in the letter from the Executive Director, saying we're trying to help. But we're not there yet.

Mr. Sample: The other thing is that we're already in a negative cash flow so we've just got to review the whole thing. I hate to belabor the point.

Mr. Breneman: Let me ask a question. Is this letter more important for PNC or for the State to get the money?

Mr. Catalde: The State is committed.

Mr. Breneman: Mr. Chair, I have to leave but I wanted to say that I appreciate the conversations with many on the Board on this topic, as well as with our Legislators and GREATT. I think I made it clear that I think this is something that we can't let go away in the region, regardless of whether it's, "I've a got a child in the schools. That's my biggest priority right now", but I don't want to see Erie without this type of investment particularly by the State. There is sure to be some economic impact for the children in the region and the families and everyone else who uses that service. I appreciate all the due diligence that the Board's been doing on this.

I think that this kind of communication should continue to go forward within a reasonable, but maybe faster, timeline; whether that's smaller meetings that lead up to it. Thanks for working on this. One of the big things too is that we've seen before where ECGRA's grant programs, particularly their Municipal Grant Program, where it did well initially and didn't do so well afterwards, which means reviewing and analyzing. Here, we have a project that's coming, that is kind of leading the conversation to maybe seeing how ECGRA could adjust to some of these things. You can't anticipate millions of dollars coming from the State like this. Again, thanks for this.

Mr. Catalde: With that said, would the Board be ok with that concept of a letter from Perry?

Mr. Sample: It's sounds like kind of any empty letter but if it gives somebody comfort . . . We can't make a promise.

Mr. Wachter: I don't want to put you in a position that this is going to bind the Board. It needs to be clear that Perry and I can go around and make promises all day long but it doesn't count for a hill of beans unless the Board votes on it. Maybe Perry and I can get together today and put something together that would speak to the avenues that are available and the policy decisions that this Board needs to make and the timelines and what that would look like to give PNC a level of comfort that it's not a "no" but it's a "we're getting there".

Mr. Sherbondy: How that helps me, and I can't speak for all the others I work with, that there is not a question about the project – the enterprise itself. It's good for the community and you're all in support of that. It's just that there are issues with the State that are tying your hands for the time being. Absent that letter, it would just be based on my word and my opinion of what I see that the ECGRA Board thinks this is a viable, good community project. With a letter, I think that we can see that this is a viable, good community project. It's just that we have procedures and time restraints.

Ms. Schmidt: Inaudible.

Mr. Catalde: I want to thank you for your consideration. I think that's more than sufficient based upon what we understand and the sort of environment to be here. We'll get out of your hair and leave you alone.

Mr. Sample: Thank you. I hate to be so ambiguous. It's just that we don't know, like Chicken Little, if the sky is going to fall.

Mr. Catalde: We understand. Thank you for all your help in this.

Mr. Sample: Is the Solicitor done?

Mr. Wachter: The Solicitor is done.

OLD BUSINESS

No old business.

NEW BUSINESS

- A) Resolution No.2: Resolution to enter into agreement with 42 Erie County Special Events Grants Applicants.

Mr. Wood: Those events take place between January 1, 2017 – December 31, 2017.

Whereas, whereas, whereas. There are 42 applicants. An amount of \$171,014. The extent outlined in attached Exhibit A. Now therefore, be it resolved.

Mr. Sample makes a motion to approve. Mr. Bagnoni seconds the motion. Motion carries 6-0.

- B) Resolution No.3: Resolution to enter into agreement with five Human Services agencies.

Mr. Wood: Whereas, Whereas, Whereas. The five Human Services agencies are attached in the Exhibit A. Now therefore, be it resolved.

Mr. Sample makes a motion to approve . Mr. Bagnoni seconds the motion. Motion carries 6-0.

ADJOURNMENT

Mr. Yaple moves to adjourn.

Erie County Gaming Revenue Authority
Profit Loss
April 2017

	<u>April</u>	<u>YTD</u>	<u>Budget YTD</u>	<u>2017-18 Budget</u>
Ordinary Income/Expense				
Income				
44800 · Gaming Revenue				
46400 · Other Types of Income				
46410 · Interest Income - Savings	3,800.52	3,800.52		
46420 · Interest Income - EDF #1	3,750.00	3,750.00		
46421 · Interest Income - EDF #2	6,000.00	6,000.00		
46422 · Interest Income - BWC				
46423 · Interest Income - CIBA				
46429 · Endowment Transfer - Lead Assets				
Total Income	<u>13,550.52</u>	<u>13,550.52</u>		
Expense				
62100 · Contracted Services	6,209.90	6,209.90	7,091.67	85,100.00
62800 · Facilities & Equipment	2,049.09	2,049.09	2,429.17	29,150.00
65000 · Office Administration	7,907.94	7,907.94	3,866.67	46,400.00
65100 · Other Types of Expenses	17,581.08	17,581.08	22,083.33	265,000.00
66000 · Payroll Expenses	22,225.90	22,225.90	17,554.16	210,650.00
Total Expense	<u>55,973.91</u>	<u>55,973.91</u>	<u>53,025.00</u>	<u>636,300.00</u>
Net Ordinary Income	<u>(42,423.39)</u>	<u>(42,423.39)</u>		
Other Income/Expense				
70000 · Grants / Settlements				
70020 · Lead Assets Endowment				
70030 · Community Assets				
70040 · Lead Assets				
70050 · Municipal Settlements				
70060 · Human Services	19,500.00	19,500.00		
70070 · Special Events	166,046.65	166,046.65		
70090 · Multi-Municipal Collaboration				
70100 · Mission Main Street				
70120 · Summer Jobs Program				
70130 · Small Business Financing				
70150 · Shaping Tomorrow				
70160 · The Challenge				
Total 70000 · Grants / Settlements	<u>185,546.65</u>	<u>185,546.65</u>		
Net Other Income	<u>(185,546.65)</u>	<u>(185,546.65)</u>		
Net Income	<u><u>(227,970.04)</u></u>	<u><u>(227,970.04)</u></u>		



Erie County Gaming Revenue Authority
Balance Sheet
As of March 31, 2017

	March
ASSETS	
Current Assets	
Checking/Savings	
10000 · ErieBank - Checking	19,456.33
10100 · ErieBank - Savings	
10100 · Uncommitted Funds	8,388,009.15
10101 · Committed Funds	5,113,883.00
10102 · Restricted Funds	0.00
Total 10100 · ErieBank - Savings	13,501,892.15
Total Checking/Savings	13,521,348.48
Other Current Assets	
12000 · Notes Receivable	
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
Total 12000 · Notes Receivable	2,318,846.25
13000 · Lead Assets Endowment II	2,927,064.18
14500 · Prepaid Insurance	8,126.59
Total Other Current Assets	5,254,037.02
Total Current Assets	18,775,385.50
TOTAL ASSETS	18,775,385.50
LIABILITIES & EQUITY	
Equity	
30000 · Opening Balance Equity	2,927,064.18
32000 · Unrestricted Net Assets	15,418,672.57
Net Income	429,648.75
Total Equity	18,775,385.50
TOTAL LIABILITIES & EQUITY	18,775,385.50



Erie County Gaming Revenue Authority
Statement of Cash Flows
March 2017

	<u>March</u>
OPERATING ACTIVITIES	
Net Income	(100,974.12)
Adjustments to reconcile Net Income	
to net cash provided by operations:	
14500 · Prepaid Insurance	681.66
Net cash provided by Operating Activities	<u>(100,292.46)</u>
Net cash increase for period	(100,292.46)
Cash at beginning of period	13,621,640.94
Cash at end of period	<u><u>13,521,348.48</u></u>



Erie County Gaming Revenue Authority
Budget vs. Actual
March 2017

Expense	March	YTD	Budget	Over/(Under) Budget	% of Budget
62100 · Contracted Services					
62110 · Accounting Fees	0.00	5,400.00	6,000.00	(600.00)	90.00%
62130 · Professional Services	5,151.60	41,455.80	45,000.00	(3,544.20)	92.12%
62140 · Legal Services	2,456.50	27,068.60	30,000.00	(2,931.40)	90.23%
62145 · Website Design	0.00	1,920.00	5,000.00	(3,080.00)	38.40%
62150 · Payroll Services	79.90	1,082.30	1,100.00	(17.70)	98.39%
Total 62100 · Contracted Services	7,688.00	76,926.70	87,100.00	(10,173.30)	88.32%
62800 · Facilities & Equipment					
62840 · Office Equipment & Furniture	830.15	6,238.57	10,000.00	(3,761.43)	62.39%
62850 · Janitorial Services	0.00	1,818.90	2,400.00	(581.10)	75.79%
62880 · CAM	0.00	0.00	2,000.00	(2,000.00)	0.00%
62890 · Rent	1,386.89	16,642.68	18,000.00	(1,357.32)	92.46%
Total 62800 · Facilities & Equipment	2,217.04	24,700.15	32,400.00	(7,699.85)	76.24%
65000 · Office Administration					
65010 · Books, Subscriptions, Dues	546.46	4,938.61	7,000.00	(2,061.39)	70.55%
65020 · Postage	131.98	707.87	500.00	207.87	141.57%
65030 · Printing	0.00	109.72	2,500.00	(2,390.28)	4.39%
65040 · Office Supplies	970.44	5,889.15	3,500.00	2,389.15	168.26%
65050 · Cell Phone	421.64	1,962.91	2,200.00	(237.09)	89.22%
65060 · Copier Lease	182.00	2,002.00	2,300.00	(298.00)	87.04%
65070 · Copier Printing Costs	594.52	4,735.31	3,000.00	1,735.31	157.84%
65080 · Bank Fees	0.00	0.00	50.00	(50.00)	0.00%
65085 · Training & Education	5,527.00	16,908.00	16,000.00	908.00	105.68%
65090 · Meeting Expenses	1,496.81	7,747.70	5,500.00	2,247.70	140.87%
65095 · Miscellaneous Expense	0.00	232.60	250.00	(17.40)	93.04%
Total 65000 · Office Administration	9,870.85	45,233.87	42,800.00	2,433.87	105.69%
65100 · Other Types of Expenses					
65105 · Communications	0.00	14,844.46	15,000.00	(155.54)	98.96%
65110 · Advertising	6,302.00	11,554.49	15,000.00	(3,445.51)	77.03%
65115 · Data Processing	2,462.72	18,225.94	17,000.00	1,225.94	107.21%
65120 · Insurance	812.66	9,513.41	10,000.00	(486.59)	95.13%
65150 · Travel	1,659.55	8,305.63	7,000.00	1,305.63	118.65%
65160 · Special Projects	67,375.05	162,676.65	200,000.00	(37,323.35)	81.34%
Total 65100 · Other Types of Expenses	78,611.98	225,120.58	264,000.00	(38,879.42)	85.27%
66000 · Payroll Expenses					
66005 · Salaries & Wages	12,947.41	183,058.05	188,100.00	(5,041.95)	97.32%
66010 · FITW Tax	1,007.40	14,004.01	14,500.00	(495.99)	96.58%
66015 · FUTA Tax	8.00	126.00	200.00	(74.00)	63.00%
66020 · PASUI Tax	313.54	1,573.74	2,200.00	(626.26)	71.53%
66500 · Retirement	187.32	4,863.88	5,000.00	(136.32)	97.27%
Total 66000 · Payroll Expenses	14,463.67	203,625.48	210,000.00	(6,374.52)	96.96%
Total Expense	112,851.54	575,606.78	636,300.00	(60,693.22)	90.46%



Erie County Gaming Revenue Authority
Schedule of Grant Reserve
As of March 31, 2017

	<u>March</u>	<u>YTD</u>	<u>Totals/Subtotals</u>
Uncommitted Funds	8,388,009.15		
Committed Funds	5,113,883.00		
2016 Restricted Funds:			
First Quarter Gaming Revenue (less 25%)		0.00	
Second Quarter Gaming Revenue (less 25%)		0.00	
Third Quarter Gaming Revenue (less 25%)		0.00	
Fourth Quarter Gaming Revenue (less 25%)		0.00	0.00
Disbursements:			
First Quarter Disbursements		2,096,730.98	
Second Quarter Disbursements		468,189.91	
Third Quarter Disbursements		1,468,957.80	
Fourth Quarter Disbursements		1,265,506.72	5,299,385.41

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	151,640.00

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 March 31, 2017
(continued)

	<u>March</u>	<u>YTD</u>	<u>Totals/Subtotals</u>
Hamot Health Foundation		15,000.00	
Healthcare Ventures Alliance		8,000.00	
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	
Mercy Hilltop Center		2,315.00	
Booker T. Washington Center		9,000.00	
Parade Street Community Center		2,500.00	
Youth Leadership Institute of Erie		9,000.00	
		<u>9,000.00</u>	149,761.00
Lead Assets			
Erie Art Museum		170,758.00	
Erie Arts & Culture		121,243.00	
Erie County Historical Society		69,035.00	
Erie Philharmonic		152,651.00	
Erie Playhouse		150,226.00	
Erie Zoological Society		376,387.00	
expERIEncE Children's Museum		47,480.00	
Flagship Niagara League		112,444.00	
Mercyhurst Institute for Arts & Culture		93,402.00	
		<u>93,402.00</u>	1,293,626.00
Lead Assets Endowment		<u>1,000,000.00</u>	1,000,000.00
Special Events			
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	

Erie County Gaming Revenue Authority
Schedule of Grant Reserve
As of March 31, 2017
(continued)

	<u>March</u>	<u>YTD</u>	<u>Totals/Subtotals</u>
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	
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	167,108.00
<u>Municipalities</u>			
Multi-Municipal Collaboration			
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	166,100.00
<u>Municipal Settlements</u>			
Erie County		148,833.40	
Greene Township		148,833.40	
McKean Township		148,833.40	
Millcreek Township		148,833.40	
Summit Township		608,863.88	
Waterford Township		148,833.40	1,353,030.88
<u>Neighborhoods & Communities</u>			
Impact Corry			
Mission Main Street			
Downtown North East, Inc.		15,000.00	
Erie Downtown Partnership		15,000.00	
Impact Corry		15,000.00	45,000.00
<u>Small Business Financing</u>			
Industry+University			
Inner-city Small Business			
Small Business Financing			
Ben Franklin Technology Partners CNP - Erie Innovation Fund		500,000.00	500,000.00
<u>Youth & Education</u>			
The School District Challenge			
Millcreek Education Foundation		22,978.05	
General McLane Foundation		10,960.00	
Corry Area School District Foundation		10,000.00	
The Partnership for Erie's Public Schools		60,000.00	
Union City Area School District Foundation		3,945.34	
Northwestern Community Educational Foundation		7,260.00	115,143.39

Erie County Gaming Revenue Authority
Schedule of Grant Reserve
As of March 31, 2017
(continued)

	<u>March</u>	<u>YTD</u>	<u>Totals/Subtotals</u>
Shaping Tomorrow			
All About Character, Inc.		37,500.00	
Empower Erie		15,000.00	
Erie Public Schools		75,000.00	
Gannon University - Go College		66,950.00	
Mercyhurst University - Innovation District		25,000.00	219,450.00
Summer Jobs			
GECAC		150,000.00	
Refund of unspent funds		(11,473.86)	138,526.14
Total Funds Disbursements	<u><u>0.00</u></u>	<u><u>5,299,385.41</u></u>	<u><u>5,299,385.41</u></u>
Committed Funds:			
Enterprise Development Fund		500,000.00	
Shaping Tomorrow			
Empower Erie		385,000.00	
Erie's Public Schools - Tech After Hours//Community Schools		208,333.00	
Gannon University - Go College//East-West Bayfront Plan		45,550.00	
Primary Health Network		100,000.00	
Mercyhurst University - Innovation District		375,000.00	
Penn State, The Behrend College		500,000.00	
PennVenture Partners		2,000,000.00	
Progress Fund, The (voided check)		1,000,000.00	
Total Committed Funds	<u><u>0.00</u></u>	<u><u>5,113,883.00</u></u>	

Erie County Gaming Revenue Authority
Check Detail Report
 March 2017

<u>Date</u>	<u>Num</u>	<u>Name</u>	<u>Memo</u>	<u>Amount</u>
03/08/2017	2050	Amanda Burlingham	February Billing	-5,151.60
03/08/2017	2051	Delta Sigma Theta Sorority, Inc.	VOID: Social Action Luncheon Advertisement	0.00
03/08/2017	2052	Diane Kuvshinikov	February Reimbursements	-146.37
03/08/2017	2053	GreatAmerica Financial Services	3/18/2017 Statement	-332.00
03/08/2017	2054	KimKopy Printing	Plaques for Photos	-42.00
03/08/2017	2055	Perry Wood	2016 Fall Tuition / February Reimbursement	-5,604.38
03/08/2017	2056	Printing Concepts Inc.	Checks	-109.87
03/08/2017	2057	Ridge Policy Group	January and March Government Relations	-10,632.58
03/08/2017	2058	Times Publishing Company	Legal Ad / Full-Page ETN Ad	-3,617.20
03/08/2017	2059	Velocity Network, Inc.	March Phones/February Copy Overages/April IT, Internet	-1,254.28
03/08/2017	2060	Delta Sigma Theta Sorority, Inc.	Social Action Luncheon Advertisement	-100.00
03/08/2017	2061	Cash	Purchase of Parking Quarters	-60.00
03/10/2017	EFT	ECCA, Inc.	2/18/17-3/3/17 Payroll	-6,700.72
03/15/2017	2062	Erie Regional Chamber & Growth Partner.	First Annual Municipal Officials Assembly	-500.00
03/15/2017	2063	Parker Philips	Economic Impact Study	-49,500.00
03/15/2017	2064	Times Publishing Company	Legal Ad	-48.00
03/20/2017	EFT	VISA	3-3-17 Statement (Perry)	-173.79
03/20/2017	EFT	VISA	3-3-17 Statement (Diane)	-2,349.47
03/23/2017	EFT	Fidelity Investments	3/4/17-3/18/17 Payroll Retirement	-408.47
03/24/2017	2065	Erie Insurance	Additional Workers Compensation Insurance	-131.00
03/24/2017	2066	Grise Audio Visual Center, Inc	Special Events Grants	-192.50
03/24/2017	2067	Howard Hamme	Piano rental and playing - PA House Gaming	-395.00
03/24/2017	2068	Penn State University	April Rent	-1,386.89
03/24/2017	2069	Young Artists Debut Orchestra	PA House Gaming Oversight	-150.00
03/24/2017	EFT	ECCA, Inc.	3/4/17-3/17/17 Payroll	-7,434.38
03/29/2017	EFT	VISA	Pre-statement Payment for March	-8,619.98
03/31/2017	2070	Dale Barney	Jan-Mar Travel	-22.43
03/31/2017	2071	Dave Sample	Jan-Mar Travel	-260.48
03/31/2017	2072	David Bagnoni	Jan-Mar Travel	-94.88
03/31/2017	2073	Diane Kuvshinikov	March Travel & Cell Phone Reimbursement	-264.12
03/31/2017	2074	Jefferson Educational Society of Erie	Metro 100 2016	-2,500.00
03/31/2017	2075	Lyons Dens Productions	"OurErie" Video	-2,500.00
03/31/2017	2076	Perry Wood	Jan-Mar Travel; Mar-Apr Cell Phone Reimbursements	-830.18
03/31/2017	2077	Presque Isle Designs, LLC	Economic Impact / Public Hearing	-1,275.00
03/31/2017	2078	Tom M. Maggio	Oct16-Mar17 Travel & Cell Phone Reimbursements	-382.31
TOTALS				-113,169.88



Erie County Gaming Revenue Authority
Draft Budget
2017-18

	<u>2016-17 Budet</u>	<u>2017-18 Draft Budget</u>
Expense		
62100 · Contracted Services		
62110 · Accounting Fees	6,000.00	6,000.00
62130 · Professional Services	45,000.00	45,000.00
62140 · Legal Services	30,000.00	30,000.00
62145 · Website Design	5,000.00	3,000.00
62150 · Payroll Services	1,100.00	1,100.00
Total 62100 · Contracted Services	<u>87,100.00</u>	<u>85,100.00</u>
62800 · Facilities & Equipment		
62840 · Office Equipment & Furniture	10,000.00	7,000.00
62850 · Janitorial Services	2,400.00	2,400.00
62880 · CAM	2,000.00	1,750.00
62890 · Rent	18,000.00	18,000.00
Total 62800 · Facilities & Equipment	<u>32,400.00</u>	<u>29,150.00</u>
65000 · Office Administration		
65010 · Books, Subscriptions, Dues	7,000.00	7,000.00
65020 · Postage	500.00	600.00
65030 · Printing	2,500.00	2,500.00
65040 · Office Supplies	3,500.00	5,000.00
65050 · Cell Phone	2,200.00	2,200.00
65060 · Copier Lease	2,300.00	2,300.00
65070 · Copier Printing Costs	3,000.00	4,500.00
65080 · Bank Fees	50.00	50.00
65085 · Training & Education	16,000.00	16,000.00
65090 · Meeting Expenses	5,500.00	6,000.00
65095 · Miscellaneous Expense	250.00	250.00
Total 65000 · Office Administration	<u>42,800.00</u>	<u>46,400.00</u>
65100 · Other Types of Expenses		
65105 · Communications	15,000.00	17,000.00
65110 · Advertising	15,000.00	15,000.00
65115 · Data Processing	17,000.00	17,000.00
65120 · Insurance	10,000.00	9,000.00
65150 · Travel	7,000.00	9,200.00
65160 · Special Projects	200,000.00	200,000.00
Total 65100 · Other Types of Expenses	<u>264,000.00</u>	<u>267,200.00</u>
66000 · Payroll Expenses		
66005 · Salaries & Wages	188,100.00	193,743.00
66010 · FITW Tax	14,500.00	14,500.00
66015 · FUTA Tax	200.00	200.00
66020 · PASUI Tax	2,200.00	2,200.00
66500 · Retirement	5,000.00	5,650.00
Total 66000 · Payroll Expenses	<u>210,000.00</u>	<u>216,293.00</u>
Total Expense	<u><u>636,300.00</u></u>	<u><u>644,143.00</u></u>





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

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



Erie County Gaming Revenue Authority Impact Investing Policy

1 STATEMENT OF FIDUCIARY RESPONSIBILITY

We recognize that our fiduciary responsibility begins with the proper investment of gaming funds for the maximum benefit of the people living in Erie County, Pennsylvania. We also recognize that the definitions, powers, and abilities to do so are pursuant to the Economic Development Financing Law, the establishment of the State Gaming Fund, the ECGRA Bylaws, and the incorporation of the Authority under the Commonwealth of Pennsylvania and Erie County.

We believe that efforts to address job creation, regional competitiveness, high poverty neighborhoods, and the needs of those who live in high poverty neighborhoods should be incorporated into the investment decision-making process.

We recognize that the intent of gaming funds was to act as a catalyst for transformational economic and community development. We believe that independent funding sources like gaming funds provide the agility and flexibility to address the growing needs of communities in economic stagnation. We also believe that the funds received in Erie County are not alone sufficient to address social, environmental, and economic development problems facing the community.

Therefore, we seek to leverage gaming funds by partnering with organizations capable of attracting additional financing. We seek to make mission-related investments (MRIs) in entities capable of creating an economic, social, environmental and financial return for our community consistent with the Authority's Board adopted Strategic Plan.

We adopt this policy in the spirit of the Impact Investing Movement started by funding organizations like ours that realize the inherent limitations of grant-making.

2 MISSION-RELATED INVESTMENT PHILOSOPHY

ECGRA's vision is to elevate Erie County by making investments within Erie County that spur the economy and strengthen the community. To ensure this vision is considered in our investments, ECGRA will:

- Consider the investment's relation to the Community Revitalization Act, the Small Business Administration, and key institutions and organizations associated with the impact investing movement
- Identify partners, institutions and program managers that share a common mission of economic and community development
- Pursue a range of investments and asset classes ranging from below market rate to market rate, based upon the desired outcomes and contemporary financial realities

3 SPENDING & INVESTMENT GOALS

The spending and investment goals of ECGRA are:

- To generate enough income necessary to maintain the Authority's operations and fund its grant making over the long-term through loans, notes, warrants, revolving loan funds, CDFIs and other hybrid financing vehicles that support mission-related investing
- To provide capital to organizations that further the mission of economic and community development in Erie County, Pennsylvania
- To set spending levels in accordance with the Strategic Plan, the trends in gaming revenue, and financial returns on mission-related investments

The Board of Directors has determined that the Authority should be viewed as a perpetual institution. Therefore, investments that have the potential to generate substantial impact and long-term returns will be important to pursue.

4 MRI GUIDELINES

MRI Guidelines are based on a 20-year horizon. Interim performance will be monitored as appropriate. Income may be used to finance grants and operating expenses. Assets may be spent down during periods in which neither appreciation nor income is sufficient to fund grant-making budgets.

The Authority's assets will be managed by the Board of Directors based upon review and recommendations of the Finance Committee who may rely upon advise from professional consultants. Assets are allocated in accordance with guidelines set forth by the Finance Committee and approved by the Board. MRIs will be monitored on a regular basis.

5 ASSET ALLOCATION

When possible, assets will be diversified both by asset class and within each asset class. Asset allocation will fall within the following ranges:

CASH	5 -20%
FIXED INCOME	20-30%
ALTERNATIVE INVESTMENTS	50-70%
Community Facilities	5-20%

On a quarterly basis, the Finance Committee shall review the over- and under-weighting of the asset allocation and make recommendations to the Board of Directors.

The following chart explains the type of MRI that would qualify in each asset class listed above:

Asset Class	Description
Cash	Linked Deposits with local banks, credit unions & CDFIs to accomplish small business financing goals
Fixed Income	Senior and subordinate debt in revolving loans funds, CDFIs, SBA-backed loans, affordable housing projects, social impact bonds targeted to Erie County
Alternative Investments	Growth, venture and working capital for industry and business
Community Facilities	Nonprofit owned and operated publicly accessible facilities that create an economic impact

6 SCREENING

ECGRA views its investments as an integrated component of its overall mission. Investments are based on sound, professional financial analysis and filtered through screens consistent with and in support of the Authority's legal boundaries, values, and mission. Exclusionary screens guide the Authority on investments to avoid, and inclusionary screens are viewed positively.

The Authority shall utilize a committee selection process to vet entities to invest in under each asset class. The Authority shall use financial analysis, social, environmental, and geographic screens.

The Authority shall utilize the appropriate data needed to apply the screens. Consultants, reports, and information provided by government agencies and advocacy groups, and articles found in general, business, and trade media are acceptable.

In order to avail itself of a full spectrum of MRI diversification, the Authority may invest in asset classes where screening is limited or unavailable, including private equity and venture capital. To the extent possible, the Authority will seek to identify and consider professional advisors in these asset classes who include screening in their investment process and/or ensure that such investments are benign in relation to the Authority's mission.

The Authority will review the relationship between financial returns and the impact of screening at least once every three years.

The Authority may develop specific exclusionary and inclusionary screens for each of its program areas.

7 MONITORING

The Finance Committee will monitor the performance of the Authority's MRIs on a quarterly basis, with a meeting scheduled at regular intervals. The Authority shall develop specific monitoring processes for each asset class in accordance with the strategic plan prior to making an MRI.

8 PERFORMANCE STANDARDS

An impact investment policy that seeks to measure the performance of an MRI needs to take into account measures beyond financial return. For example, the Impact Reporting and Investment Standards (IRIS) is a set of metrics that can be used to measure and describe an organization's social, environmental impact in addition to financial performance. IRIS is a pioneering standard for the impact investment field that was developed and is continually updated by the Global Impact Investment Network (GIIN).

*The **Impact Reporting and Investment Standards** is a major project of the GIIN's infrastructure development initiative. One of the limitations to the growth of the impact investing industry is the lack of transparency and credibility in how funds define, track, and report on the social and environmental performance of their capital. This leads to higher transaction costs and a limited ability to understand the impact of investments.*

*To address these challenges, the GIIN is expanding upon work initiated by **The Rockefeller Foundation, Acumen Fund, and B Lab** to develop and promote a common framework for reporting the performance of impact investments. The group, in collaboration with other impact investors and industry experts, has developed a standard set of performance measures for describing social and environmental performance that facilitates comparisons of impact data across investments. The project is supported by **the United States Agency for International Development (USAID) and Rockefeller Foundation**, and builds on prior work in the social impact assessment field. **Deloitte and PricewaterhouseCoopers** are providing technical support for the IRIS initiative.*

A common social and environmental vocabulary also enables the aggregation of data from different providers and data collection systems. Organizations that adopt the IRIS definitions for their impact reporting can contribute data to the GIIN, which will produce industry-wide benchmarks and support related analysis by intermediaries, principal investors, academics, and enterprises themselves.¹

9 REVIEW & TERMINATION

Prior to making an MRI, the Authority shall determine a system of review and termination when appropriate based on each situation. This determination shall be made by the Board and incorporated into the contracting/agreement process.

¹ This passage can be found at <http://www.thegiin.org/cgi-bin/iowa/reporting/index.html>

Last accessed 9/25/14.

10 CONCLUSION

In the wake of copious research, the strategic planning committee of ECGRA determined in July 2014 that the Authority should be a participant in the impact investing movement. The committee recommends that the Board of Directors adopt this policy statement to reflect a mutually agreed upon approach to mission-related investments. Approved – September 25, 2014





Erie County Gaming Revenue Authority

Prequalification for Mission-Related Investments

The pre-qualification process will determine if an applicant has the requisite resources and experience to be considered for a mission-related investment under the Authority's Impact Investment Strategy for Small Business Financing. If the applicant does not meet the requirements set forth, they may apply for pre-qualification in the alternative justifying the reasons.

Contact Name

Organization

Address 1

Address 2

City/State/Zip Code

Phone Number

Fax Number

Email Address

Project Name:

Project Description:

Choose Asset Class:

<input type="checkbox"/> Cash	Linked deposits with local banks, credit unions, and CDFIs to accomplish small business financing goals
<input type="checkbox"/> Fixed Income	Senior and subordinate debt in revolving loans funds, SBA-backed loans, affordable housing projects, social impact bonds targeted to Erie County
<input type="checkbox"/> Alternative Investments	Growth, venture, and working capital for industry and business
<input type="checkbox"/> Community Facilities	Nonprofit owned and operated publicly accessible facilities that create an economic impact

Amount Requested: \$ _____

- The applicant meets the qualifications
- The applicant will be applying in the alternative

Pre-Qualification Requirements

Applicant must affirm the following:

- Applicant must have at least two years of experience in the asset class they are requesting funds through.
- Applicant must have a record of financial success in the asset class.
- Applicant must have experience in serving the Erie County, Pennsylvania market.
- Applicant must be willing to have a physical location in Erie County, Pennsylvania.

Applicants shall provide the following information:

Financials

- The current balance sheet and income statement
- Most recent financial audit
- A list of any credit lines, including the identification of the financial institutions holding the credit line, contact name and phone number at the institution, current total line of credit, current balance available, and effective date of the state balances

- A list of other funders/investors that are currently participating in the financing of your organization, the amounts they are providing, the type of financial support, contact name and phone number at the institution
- Proof of directors and officers liability insurance

Organizational

- A list of the organization's principals and their contact information.
- A description of the staffing capacity, expertise and organizational structure.
- A history of your organization's experience in the asset class.
- Proof of any community development designations or credentials.
- A documented plan to engage historically underutilized businesses and disadvantaged populations in distressed census tracts and industries.

Litigation

- A description of any suits or arbitration proceedings your organization has been involved in the last five years.
- A description of any judgments, claims, arbitration proceedings or suits involving principals or employees pending outstanding against your organization or its officers.
- Disclose if your organization, its officers, owners or agents have ever been convicted of charges relating to conflicts of interest, bribery, or been barred from doing business with public agencies?

References

- Provide project specific references along with contact information.

Other

- Applicant should provide anything other information that is relevant to assisting ECGRA and the Review Committee in their assessment.





GREATER ERIE COMMUNITY ACTION COMMITTEE

Helping People. Changing Lives

January 19, 2017

Mary C. Schaaf
Erie County Controller Office
Erie County Court House, Room 107
140 West 6th Street
Erie, PA 16501

Dear Ms. Schaaf:

Enclosed please find the Greater Erie Community Action Committee's proposal for the 2017 Erie Summer Jobs and More (JAM) Program. We look forward to working with you to better serve our community.

If you have any questions regarding the enclosed, please contact Ben Wilson, Workforce Development Division Manager at 455-9966, ext. 600.

Sincerely,

A handwritten signature in black ink that reads "Georgia L. Del Freo". The signature is written in a cursive style.

Georgia L. Del Freo
Interim Chief Executive Officer

Enclosures

Section I: Proposer Information and Past Performance (5 page max)

Proposer Organization Name: Greater Erie Community Action Committee (GECAC)
Point of Contact (POC): Georgia L. Del Freo
814-459-4581 ext. 402
gdelfreo@gecac.org
18 West 9th Street
Erie, PA 16501

The Greater Erie Community Action Committee, better known as GECAC, invests in individuals and families who are striving to develop their skills. GECAC has established programs that provide the resources needed to break the cycle of poverty, be self-sufficient and achieve financial independence.

In addition to emergency and senior services, GECAC provides education and job readiness programs for adults and youth. As the lead agency in the Erie County CareerLink, GECAC provides career training, matching and job placement services. Through Workforce Development programs, GECAC offers GED preparation and testing; transition to college and financial literacy classes with matched savings incentives; scholarships to attend private high schools in Erie County and Upward Bound to assist high school students to graduate and attend college.

Last year, GECAC ran the Erie Summer Jobs and More (JAM) Program for the Erie County government. Youth participation increased, employer participation increased, the program expanded to the rural areas of the county and numerous young people obtained permanent employment. According to the evaluation report, compiled by Keystone Research Corp., 95% of students completed the program and 100% of the youth said they would recommend the program to their peers. GECAC was able to leverage additional funding through their Temporary Assistance for Needy Families (TANF) Youth Grant. This enabled 23 more youth in Erie County to learn valuable life skills through Summer JAM.

Past Performance Deliverable 1: Informational Sessions

In 2016, GECAC conducted informational sessions that served as an introduction to Summer JAM. GECAC scheduled eight informational sessions throughout Erie County (Erie, Union City, Albion and Girard). Each informational session lasted approximately 1-2 hours and included a presentation and time for questions. Student and parent participation ranged from 1-250 students. Informational sessions were a great way for students and parents to learn more about Summer JAM as well as network with students from Erie County. All materials distributed were easy to read and understand.

Past Performance Deliverable 2: Program Website

GECAC has a dedicated employee that is responsible for social media. Last year, GECAC created a specific page on the organization's website for Summer JAM. The full color Summer JAM logo was placed prominently on the home page (www.gecac.org). Upon clicking on the logo, visitors were taken to the Summer JAM page. On average, 20,000 people per month visit the GECAC website. Posted on the page were information about Summer JAM, contact person,

eligibility information, informational session dates and locations, and resources for participants and employers including forms and handbooks.

GECAC also promoted Summer JAM on the organization's Facebook page (www.facebook.com/GECACERIE). GECAC continued to post information on the official Summer JAM Facebook page. This page has more than 1,300 followers. (www.facebook.com/SUMMERJAMERIE).

Past Performance Deliverable 3: Orientation and Training Sessions

GECAC coordinated orientation and training services for 2016 Summer JAM. GECAC organized and provided assistance, created promotional materials and media alerts and releases. Orientations were provided throughout the county where all participants received soft skills training, job exploration, and career assessments using interactive exercises. Training took place the week prior to the start of student employment.

GECAC worked with Gannon University and the Blasco Library to provide space for the training and meetings. As an incentive to attend the entire training participants received a \$50 gift card.

Past Performance Deliverable 4: Secure Employment Positions for up to 150, 175 or 200 Program Participants

GECAC is the contractor for Business Services in Erie County. The Business Services Coordinator is responsible for developing relationships with organizations looking for employees and helps bridge relationships between workforce and program participants. The Business Services Coordinator is actively in contact with organizations related to science, technology, engineering and mathematics (STEM) industries. These contacts have enabled GECAC's Business Service Coordinator to engage interested employers and to develop many positive relationships with employers throughout the county leading to new job experiences.

In 2016, GECAC secured 42 employers (25 city & 17 county) for 173 students during Summer JAM. GECAC also ensured that all of the jobs were opportunities that had meaningful experiences for the youth. Last year, Perseus House hired all of their students in some capacity after the end of the program.

Past Performance Deliverable 5: Second Week Evaluation with Employers

GECAC facilitated the second week check-in during the process of paycheck distribution. All participants were informally interviewed for any concerns or questions that related to their placement. Employers were contacted at the same time to ascertain if they had any concerns. In addition to the second-week evaluation with employers, Summer Jam staff met with employers on a consistent base to assist and help with program concerns.

Past Performance Deliverable 6: Mid-Term Check-In Session with Program Participants

In 2016, GECAC coordinated a mid-term check-in for the Summer JAM participants. The purpose of the check-in was to support students and address any concerns or questions relating to Summer JAM. GECAC worked with participants to evaluate and articulate participant success and if there were any areas of concerns, GECAC worked to identify and address these areas. In addition, Mid-Term Check-in's gave Summer JAM employees an opportunity to discuss areas of growth and reflect on the student orientation offered earlier in the program year.

Past Performance Deliverable 7: Program Evaluation

All GECAC programs are monitored and evaluated internally on a monthly basis. Actual program performance is compared to planned goals such as enrollment levels, placements or other prescribed benchmarks. Fiscally, expenditures are compared to monthly budget projections. Programmatic and budgetary reports are reviewed by GECAC's Board of Directors at their monthly meetings. Summer JAM was included in this process.

KSRC evaluators administered surveys (see Appendix A, B & C for a copy of the surveys used in 2016) to gather the feedback from both participants and employers regarding their assessment of the program. The participant survey at the end of the program served as the 90-day follow-up. All information was gathered, evaluated compiled into a report. The report is serving as a guide to help improve this year's program.

Past Performance Deliverable 8: Longitudinal Follow-up

The 180 day and one-year follow-up survey for the 2016 participants was completed by KSRC as part of their 2016 Summer JAM Evaluation. This survey included various questions that addressed participants' career outlook, future plans, and ways in which the program had an impact on them (see Appendix A for a copy of these surveys). This survey was used for the long-term follow-up with the 2016 participants at the 180 day and one-year points in time. The surveys used closed-ended questions, rather than open-ended, for ease in data collection, analysis, and reporting.

1. Contact Information for References on Experience to Ascertain Relevance and Success

Dr. Thad Urban: Iroquois School District

Assistant to the Superintendent

turban@iroquois.iu5.org

Phone: 814.899.7643

Scott Boyd: McDowell School District

Guidance Counselor

boyd@mtsd.org

Phone: 814. 835.5409

Dan Di Tullio: Perseus House

Job Developer

1511 Peach Street

Phone: 814.440.3203

2. Overcoming any Negative Outcomes or Obstacles; Strategies Undertaken to Mitigate Them

In 2016, Summer JAM had a for-profit employer involvement of 45% and non-profit of 55%. The goal was to have at least a 50-50 mix if not more for-profit than not-for-profit. To meet this goal, GECAC's Business Service Team will reach out to new businesses to take part in Summer JAM 2017. During this past year, GECAC has developed 28 new for-profit business relationships in Erie County using this team.

There needs to be a better matching between students and jobs in Summer JAM 2017. We will improve efforts in matching students to jobs by administering the O'Net Job Aptitude evaluation during orientation. By administering the O'Net, GECAC staff and students will get a better understanding of what jobs meet the needs of the students, which will increase our completion and success rate. GECAC also plans to allow time and space for employers who desire to interview their students before the start of the program. This will insure a better match between student and employer.

3 Teaming Arrangements

GECAC partnered with local organizations and businesses throughout Erie County to deliver Summer JAM. GECAC directly provided 60% of the program including infrastructure such as office space, utilities, computers and copiers. In addition, payroll services, media outreach and social media were handled by GECAC employees. YES was responsible for assisting with program management by providing key services which totaled 30% of the program.

During the orientation period, YES facilitated the week-long training. Keystone Research (KSRC) conducted the evaluation of Summer JAM. KSRC evaluators administered a survey to gather the feedback from employers regarding their challenges and accomplishments. Keystone had 10% of the project responsibility.

Section II: Proposed Method for Meeting Program Objectives

1. Approach

Deliverable 1: Informational Sessions must begin no later than April 1, 2017.

Within a week of grant notification, GECAC will develop marketing materials and plan for a press release and press conference in conjunction with the Erie County Executive, Erie County Director of Administration, County Council Members, Erie County Gaming (ECGRA) and Erie Community Foundation. Following the kick-off, GECAC staff will contact guidance counselors in high schools throughout the county and non-profit agencies serving youth and young adults to announce the program and to distribute marketing materials and program applications. Employers participating in last year's Summer Jam and others identified through the PA CareerLink, will be contacted to determine their interest in the program. In this way, notice of the program will quickly be distributed to interested youth and employers throughout Erie County.

Informational sessions to identify interested youth will be scheduled to begin by April 1st and will be conducted in at least three locations in the inner city and at General McLane, Fort LeBoeuf, Iroquois, Northwestern, Girard and Union City High Schools. Youth informational sessions will be scheduled and will take one to two hours, depending on the group size, and will include a program overview, available work and training opportunities, program eligibility, and program

expectation including attendance requirements. Summer JAM applications will be made available to those willing to make the commitment to participate. GECAC will work with parents and students to complete applications for the program. Once applications are submitted, GECAC will review all applications for competition and eligibility. Youth submitting complete applications will be scheduled to attend mandatory Training Sessions in June.

Information sessions will be scheduled for employers beginning the week of March 30th. GECAC will contact and recruit Erie County organizations that have previously participated in the program. Additionally, as the Title 1 provider, GECAC will work with employers (for profits and nonprofit) that participate in the WIOA Youth Work Experience and On-the-Job Training Programs.

GECAC will focus on Science, Technology, Engineering and Mathematics (STEM) exposure for youth in summer jobs in both the public and private sectors, including local universities. For-profit employers with current job openings and future hiring needs in high priority technical fields will be identified through the Erie PA CareerLink.

The GECAC's Business Service Coordinator has developed many relationships throughout Erie County and will engage interested employers. Summer JAM Employer Applications will be distributed to those interested in making the commitment to train and offer an internship/work experience, with wages paid through this program. Employers will be expected to provide adequate supervision, a safe work environment and introduction to work. They will be expected to discuss employer expectations with the new employees.

GECAC's Business Service Coordinator will work with the Summer JAM Program Manager to follow up individually with employers completing program applications to understand better the company needs and what they can offer to the youth. Businesses interested in training and hiring youth in jobs beyond the summer will be offered additional training opportunities available through GECAC workforce development programs.

Deliverable 2: Program Website must be operational no later than April 15, 2017.

The Summer JAM page on GECAC's website is currently operational as well as the Summer JAM Facebook page (www.gecac.org) (www.facebook.com/SUMMERJAMERIE). The website is user friendly and easily navigable. GECAC's dedicated employee responsible for social media will upload the dates and locations for the 2017 informational sessions as well as the revised forms, handbooks and other materials prior to April 15, 2017. New this year will be photos and quotes from last year's participants and copies of media coverage received in 2016 to spread awareness and information about the success of Summer JAM.

Deliverable 3: Orientation and Training Sessions must begin no later than May 1, 2017.

Returning participants will be invited to an Orientation and Training Session. These sessions will be scheduled weekly, beginning the week of April 25th, with locations in Erie, Albion, Union City, and McKean. Any additional required paperwork, such as working papers, physicals, clearances, etc. must be completed before or during the training session.

In June, GECAC will provide the students accepted into the program, one week of soft skills training. This training will take place the week before each student starts working at their job sites. Each student will have an opportunity to be exposed to community leaders throughout the week.

GECAC Workforce Development currently has a partnership with Innovation Collaborative. GECAC will provide an introduction to Ice-House training (two days) which is geared toward an entrepreneurial mindset by recognizing and pursuing new opportunities in and outside of the workplace. Currently, GECAC has two employees trained to present Ice-House. In addition to Ice-House GECAC will work with PNC Bank to present fundamentals in banking for teens, The Erie CareerLink Youth Team will provide WIN Assessments and enroll students in Job Gateway (one day) and Young Entrepreneurs Society to help coordinate and provide engaging interactive pre-employment and soft skills training (two days).

GECAC will also assess each student by utilizing WIN Learning ® which is a career readiness program that will help each student prepare to understand pathways to career development through education intervention initiatives as well as career-readiness. GECAC's Getting Ahead director will discuss time management and how to overcome barriers that relate to being ready to work.

Program Handbooks will be distributed and reviewed on the first day of orientation. Training Sessions will include, but not be limited to the following topics: Program Overview, Program Expectations and Requirements, Employer/Employee Relations, Career Exploration online assessments (WIN Learning), Enrollment and Use of the PA CareerLink/Job Gateway Website, and Soft Skills Training to prepare for job placement. To successfully "graduate" from this job readiness training, each youth will be required to successfully interview with the employer for whom they will be working.

Orientation for employers and their youth supervisors will take place at individually scheduled meetings which will include details on program requirements and policies, worksite safety and accident reporting, insurance and liability issues, timekeeping and payroll processes, adequate supervision and related program expectations. Program handbooks will be provided for reference.

GECAC will ensure that direct supervisors of youth under 18 will be required to provide proof of Act 33, 34 and FBI Clearances.

Deliverable 4: Secure Employment Positions for up to 200 Program Participant

GECAC will begin its summer employment no later than July 1st so youth can complete six weeks by August 15th. GECAC will engage and continue to work with previous employers and engage new employers. Last year, GECAC increased for-profit involvement to 45%. In addition to last year's employers GECAC plans to secure additional employers by working with our Business Service Coordinator. The Business Services Coordinator is actively in contact with organizations related to Science, Technology, Engineering and Mathematics (STEM) industries. Currently, through GECAC's TANF Youth Grant, GECAC is working with STEM related employers throughout the NW Region. GECAC plans to increase for-profit participation to 50% by working with established relationships developed by the Business Services Team. GECAC will engage employers who have worked with youth in Erie County to participate in Summer JAM. GECAC's business service team has registered 28 new for-profit employers through its PA CareerLink contract and plans to utilize our already established relationships to recruit these potential employers. GECAC will ensure that all students in the program will be placed in jobs based on

student interest and employer need. This will be done by providing a variety of assessments throughout the training week.

Deliverable 5: Second Week Evaluation with Employers

GECAC will again contract with Keystone Research Center (KSRC) to conduct the second week evaluation for Summer JAM. KSRC evaluators will administer a survey to gather feedback from employers regarding the youth and employers' challenges and accomplishments (see Appendix B & C for the instruments used in 2016). This process will include reviewing the instrument and obtaining Summer JAM staff feedback for modifications and finalizing. The survey will be administered electronically, except in situations where an employer prefers a paper copy to complete. KSRC will enter data from mailed surveys into Statistical Program for Social Services software, which will be added to the data returned via the electronic survey. The data will be analyzed, and a summary report prepared for the Summer JAM staff.

Deliverable 6: Mid-Term Check-In Session with Program Participants

GECAC will work with KSRC to distribute a mid-term satisfaction checklist (see Appendix A for the copy of instruments used in 2016). Each participant will complete the checklist during weeks three and four. This check-in will be used to answer any questions participants have about the program, their placement and their future career goals and expectations. Each participant will receive an opportunity to discuss the challenges noted in the employer evaluations, and the youth will receive feedback on how to mitigate these challenges and achieve better outcomes during the second half of the program.

Deliverable 7: Program Evaluation

KSRC evaluators will administer the surveys (see Appendix A, B & C for a copy of the surveys used in 2016) to gather the feedback from both participants and employers regarding their assessment of the program. The surveys will be reviewed for any changes that need to be made for 2017 based on the feedback from the mid-program feedback from employers and participants. The updated impact surveys will be administered at the end of the program. The participant survey will serve as the 90-day follow-up. To ensure the highest rate of return, the hard-copy survey will be administered by Summer JAM staff at the point that they have final contact with the participants. Once complete, the surveys will be returned to KSRC for data entry and analysis. The employer survey will be administered electronically via KSRC.

Deliverable 8: Longitudinal Follow-up

The 180 day and one-year follow-up survey will be completed by KSRC as part of their Summer JAM Evaluation contract. This survey includes various questions that address participants' career outlook, future plans, and ways in which the program had an impact on them (see Appendix A for a copy of these surveys). This survey will be used for the long-term follow-up at the one-year point in time. The surveys have closed-ended questions, rather than open-ended, for ease in data collection, analysis, and reporting. KSRC evaluators will rely on Summer JAM staff for information about participants and employers (names and emails) that will be needed to administer the surveys.

Deliverable 9 Employer Engagement in Soft Skills Curriculum

GECAC invited all the employers, program staff, funders and KSRC to an end of the year wrap-up session in 2016. During this time employers heard a presentation by KSRC and had an opportunity to provide direct feedback.

Last year 35 employers participated. Suggestions included better matching between student and jobs in Summer Jam 2017. We will improve efforts in matching students to jobs by administering the O'Net Job Aptitude evaluation during orientation. By administering the O'Net. GECAC staff and students will get a better understanding of what jobs better meet the needs of the students, which will increase our completion and success rate.

GECAC also plans to allow time and space for employers who desire to interview their students before the start of the program. This will insure a better match between student and employer.

The employers who attend the wrap-up session for 2016 will form the basis of the advisory panel for 2017. GECAC will record the members and their feedback to provide continuous program improvement

2. Facilities

GECAC will provide office space for the staff dedicated to Summer JAM. Facilities will include all the necessary supplies i.e. copier, fax, phones and space for meetings. GECAC will seek partnerships with local secondary and post-secondary schools to secure facilities for conducting informational sessions, orientation and training sessions at no cost to the grant. Locations will be identified in conjunction with Erie County.

3. Key Personnel

GECAC will commit three (3) program staff and one (1) Program Director.

Ben Wilson – GECAC Workforce Development Division Manager will provide oversight and supervision of program

Christina Kessler – GECAC Budget Analyst will generate the budget, review all purchase requisitions and meet grant requirements

Kevin Arrington – Program Director will assist in organization of the informational sessions for both potential employers and participants and will provide work readiness training and will assist with securing employers, matching clients based on interest and employer need.

Rita Robinson – Workforce Development Secretary to input timesheets for payroll processing.

Keystone Research – Evaluators will administer a survey, provide analysis of data, and prepare a summary report.

Youth Counselors will assist the subcontractor with weeklong orientation/training sessions. Youth counselors will secure employers, match clients based on interest and employer need, collect timesheets and deliver checks. Youth counselors will perform onsite visits and mid-term check in for program participants.

4. Other key assets

Key assets GECAC offers are vast experience in managing programs, experienced staff, community partnerships, fiscal integrity and current grants including the community-based grant that will be available to eligible program youth. Also a key asset is GECAC's ability to secure additional funding to continue and expand Summer JAM.

that will be available to eligible program youth. Also a key asset is GECAC's ability to secure additional funding to continue and expand Summer JAM.

Section III: Price Proposal (3 page max) Costs projected by each Deliverable

Deliverable 1: Informational Sessions Total Cost = 150 - \$17,367; 175 Clients - \$17,380; 200 Clients - \$19,223

Administration and logistical costs: 10% of Division Manager to provide oversight and supervision of program; 5% of Budget Analyst to generate the budget, review all purchase requisition and meet grant requirements; total wages and fringe benefits \$1,663. GECAC Administration Services charge consists of the program's share of costs associated with human resources, planning, executive oversight, processing payroll, processing invoices, and cutting checks, financial statement preparation, financial reporting, and ED processing support. The administration service also includes audit. The amount budget is 5.52% of the grant. Each deliverable listed will include GECAC Administration Service; the GECAC Administration associated with Deliverable #1 will be \$959/\$959/\$1,061.

Subcontractor costs: The subcontractor will assist in organization of the informational sessions for both potential employers and participants in various locations throughout Erie County. The subcontractor will also will field questions and address any concerns relating to the program. The cost of subcontracting will be \$6,588.

Facilities and overhead costs: Space rental at various locations throughout Erie County to hold information sessions. The total cost will be \$1,000.

Other associated costs anticipated: Youth Counselors plus percentage of Program Director and Program Coordinator will assist Subcontractor with informational sessions, assisting with youth completing required paperwork and identifying potential employers total \$6,185/\$6,185/\$7,924. Local travel includes mileage, charged at the approved federal rate per mile total \$527, printing of packets \$100, and some office supplies total \$360.

Deliverable 2: Program Website Total Cost = 150/175/200 Clients - \$0

Deliverable 3: Orientation and Training Sessions Total Cost = 150 Clients - \$22,676; 175 Clients - \$24,398; 200 Clients - \$27,022

Administration and logistical costs: 2.25% of Budget Analyst will review and verify all purchase requisitions meet grant requirements. The wages and benefits will total \$137. The GECAC Administration Service associated with Deliverable #3 will be \$1,252/\$1,347/\$1,492.

Subcontractor costs: The subcontractor will assist to schedule and perform candidate interviews for employers. The subcontractor will also provide work readiness training. The cost of subcontracting will be \$5,316.

Facilities and overhead costs: Space and internet will be provided to (3-4) Youth counselors at GECAC Main Office on West 9th Street. The total cost will be \$2,364.

Other associated costs: (3-4) Youth Counselors and Division Manager will assist the subcontractor with weeklong orientation/training sessions throughout Erie County. Wages and benefits will total \$3,269/\$3,269/\$4,057. Consumable supplies will consist of office supplies, program/soft skills training supplies and meals/snack \$5/client. The total consumable supplies will total \$2,290/\$2,665/\$3,040. Local travel will total \$76/\$78/\$78. Youth Counselors will be provided a cell phone and access to copier and postage. The total cost will be \$472/\$472/\$538..

Gift cards will be given to participants completing the Job Readiness phase. (# Participants x \$50/gift card) The cost will be \$7,500/\$8,750/\$10,000.

Deliverable 4: Secure Employment Positions for up to 150/175/200 Program Participants
Total Cost = 150 Clients - \$255,047; 175 Clients - \$293,148; 200 Clients - \$336,362

Administration and logistical: 10% of Division Manager will be overseeing smooth operation; 2% of Budget Analyst will review and verify all purchase requisitions meet grant requirements. Wages and fringes will total \$1,785. The GECAC Administration Service associated with Deliverable #4 will be \$14,079/\$16,182/\$18,567.

Subcontractor costs: The subcontractor will assist with secure employers, match clients based on interest and employer need, collect timesheets and delivery of checks. The cost of subcontracting will be \$5,316.

Facilities and overhead costs: Space and internet will be provided to (3-4) Youth counselors at GECAC Main Office on West 9th Street. The total cost will be \$1,364.

Cost of wages under various scenarios: Program participants will receive \$7.25/hr x 30 hours/week over a six week period of paid work experience. The wages associated with 150/175/200 program participants will total \$195,750/\$228,375/\$261,000.

Other associated costs: 10% of Clerical Support will be required to input timesheets for payroll processing. Youth counselors will secure employers, match clients based on interest and employer need, collect timesheets and delivery of checks. Personnel wages and benefits will total \$14,894/\$14,894/\$19,688. Local travel will total \$799/\$819/\$823. General office supplies total \$350. The youth counselors will be provided a cell phone and access to copier and postage. The communication cost of \$473/\$473/\$527. Liability insurance will be needed to insure against liability exposure and will cost \$125. Check processing fee of \$2.00/check x 6 weeks x # of participants. The total cost \$1,800/\$2,100/\$2,400. The payroll taxes including FICA and W/C associated with enrollee wages will total \$18,312/\$21,365/\$24,417.

Deliverable 5: Second Week Evaluation with Employers **Total Cost = 150 Clients - \$4,382; 175 Clients - \$4,383; 200 Clients - 4,745**

Administration and logistical: The GECAC Administration Service associated with Deliverable #5 will be \$242/\$242/\$262.

Subcontractor costs: The subcontractor assist with addressing major employer concerns. The cost will be \$266. Keystone Research Corporation will administer a survey, analysis of data, and summary report will be prepared. The cost will be \$800. The total cost of subcontracting will be \$2,750.

Other associated costs: Youth counselors will assist with employer concerns. Wages and fringe benefits will total \$1,021/\$1,021/\$1,363. Local travel will total \$28/\$29/\$29. Printing and postage will be \$75.

Deliverable 6: Mid-Term Check-In Session with Program Participants **Total Cost = 150 Clients - \$2,142; 175 Clients - \$2,143; 200 Clients - \$2,650**

Administration and logistical costs: The GECAC Administration Service associated with Deliverable #6 will be \$118/\$118/\$146.

Subcontractor costs: The subcontractor will assist with onsite visits and mid-term check in for program participants. The cost for subcontracting will be \$565.

Other associated costs: Youth counselors will perform onsite visits and mid-term check in for program participants. Wages and fringe benefits will total \$1,431/\$1,431/\$1,910. Local travel will total \$28/\$29/\$29.

Deliverable 7: Program Evaluation Total Cost = 150/175/200 Clients - \$12,064

Administration and logistical: The GECAC Administration Service associated with Deliverable #7 will be \$666.

Subcontractor costs: Keystone Research Corporation will develop and deliver a final evaluation of 2017 Program. The cost for subcontracting will be based on number of participants. The total cost \$11,000.

Other associated costs: 3.0% of Division Manager to assist the subcontractor with Program Evaluation. Wages and fringe benefit total \$393. Local travel will total \$5.

Deliverable 8: Longitudinal Follow-up Report Total Cost = 150/175/200 Clients - \$14,975

Administration and logistical: The GECAC Administration Service associated with Deliverable #8 will be \$827.

Subcontractor costs: Keystone Research will provide a plan to reach out to 2017 Program participants and follow up 90 days/180 days/ 1 year survey with 2017 participants. The cost for subcontracting will be \$13,750.

Other associated costs: 3.0% of Division Manager to assist the subcontractor with follow up reports. Wages and fringe benefits will total \$393. Local travel will total \$5.

Deliverable 9: Employer Engagement in Soft Skills Curriculum Design Total Cost = 150/175/200 - \$3,022

Administration and logistical: The GECAC Administration Service associated with Deliverable #9 will be \$167.

Subcontractor costs: The subcontractor will coordinate wrap up event and invitation of community leaders and funders and participating employers for direct feedback. The cost for subcontracting will be \$2,705.

Other associated costs: Meals/snacks for the wrap up meeting with employers. The cost will be \$150.

	2017			2018		
	150	175	200	150	175	200
Cost of Program	331,675	371,513	420,063	335,923	376,072	425,328
Cost/Youth	2,211	2,123	2,100	2,239	2,149	2,127
% Subcontractor	14.55%	12.99%	11.49%	14.52%	12.97%	11.47%
% Client Payments	66.80%	69.58%	70.33%	65.96%	68.73%	69.46%
	2019			2020		
	150	175	200	150	175	200
Cost of Program	338,502	378,759	428,476	341,118	381,482	431,665
Cost/Youth	2,257	2,164	2,142	2,274	2,180	2,158
% Subcontractor	14.57%	13.02%	11.51%	14.61%	13.07%	11.55%
% Client Payments	65.45%	68.25%	68.95%	64.95%	67.76%	68.44%

Appendix A: 2016 Summer JAM Youth End-Program Youth Satisfaction Survey
2016 Summer JAM Youth Half Year Follow-Up Survey Youth Survey
2016 Summer JAM Youth One Year Follow-Up Survey

County of Erie—2016 Summer Jobs and More (JAM) Program

End of Program Youth Satisfaction Survey

Your comments are very important to us. The information will help us evaluate the success of the Summer JAM program.

- A. What is your gender? Female Male
- B. What is your age? _____
- C. What school do you attend? High School Technical School College Specify: _____
- D. What is your race?
 American Indian or Alaskan Native Asian Black or African American
 Native Hawaiian or Other Pacific Islander White Other
- E. What is your ethnicity? Hispanic or Latino Not Hispanic or Latino

1. What was your overall assessment of the quality of the Summer JAM Program?

- Poor Fair Good Excellent

2. Rate the quality of the following core components of the Summer JAM Program (for any part of the program that you did not participate in/experience or have knowledge of, please mark "Don't Know (DK)."

Orientation sessions for potential employers and participants	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent	<input type="checkbox"/> DK
Youth Application Package	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent	<input type="checkbox"/> DK
Website to host information about the program and to provide opportunities for interested parties to state their interest	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent	<input type="checkbox"/> DK
Training sessions with youth for improving career readiness, career exploration, and soft skills training	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent	<input type="checkbox"/> DK
Employer meet and greet	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent	<input type="checkbox"/> DK
Job placement/matching of youth with employers	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent	<input type="checkbox"/> DK
Youth on-site work experience	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent	<input type="checkbox"/> DK
Support of program staff	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent	<input type="checkbox"/> DK
Troubleshooting/problem-solving when challenges are faced	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent	<input type="checkbox"/> DK
Communication/linkages with employers for oversight of job placements	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent	<input type="checkbox"/> DK
Focus on work placement in STEM-related fields	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent	<input type="checkbox"/> DK
Comments to further explain your assessment:					

3. What did you consider to be the "best" part of the Summer JAM Program?

4. Rate the quality of the following core components of the Work Readiness Program (for any part of the program that you did not participate in/experience or have knowledge of, please mark "Don't Know.")

Career Assessment	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent	<input type="checkbox"/> Don't Know
Financial Literacy and Management	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent	<input type="checkbox"/> Don't Know
Guest Speakers	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent	<input type="checkbox"/> Don't Know
Mock Interviews	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent	<input type="checkbox"/> Don't Know
Personal Career Plan	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent	<input type="checkbox"/> Don't Know
Comments:					

County of Erie—2016 Summer Jobs and More (JAM) Program

5. How would you rate your employer's ability to provide the following supports to you?

Welcoming and supportive environment	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent
On-the-job training	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent
Clear work expectations	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent
Youth supervision and feedback	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent
Answering youth questions and concerns	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent
STEM related work tasks	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent
Other, specify:	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent

Comments: _____

6. How would you rate your abilities as an employee in the Summer JAM Program with respect to the following:

Adhere to Work Policies	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent
Carry Out Supervisor's Instructions	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent
Work With Minimal Supervision	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent
Cooperate with Co-workers	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent
Follow Safety Regulations	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent
Apply Knowledge to Tasks	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent
Other, specify:	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent

7. Additional Questions:

How would you rate your level of interest in the Summer JAM Program?	<input type="checkbox"/> Low	<input type="checkbox"/> Average	<input type="checkbox"/> High
How helpful was the Summer JAM Program in addressing your employment needs?	<input type="checkbox"/> Not at all	<input type="checkbox"/> Somewhat	<input type="checkbox"/> Very
How engaged were you in the Summer JAM Program?	<input type="checkbox"/> Not at all	<input type="checkbox"/> Somewhat	<input type="checkbox"/> Very

8. My participation in the Summer JAM Program helped me:

Learn important life skills such as time management, good work habits, etc.	<input type="checkbox"/> Strongly Agree	<input type="checkbox"/> Somewhat Agree	<input type="checkbox"/> Neutral	<input type="checkbox"/> Somewhat Disagree	<input type="checkbox"/> Strongly Disagree
Feel equipped for future work opportunities	<input type="checkbox"/> Strongly Agree	<input type="checkbox"/> Somewhat Agree	<input type="checkbox"/> Neutral	<input type="checkbox"/> Somewhat Disagree	<input type="checkbox"/> Strongly Disagree
Be more motivated to achieve my career goals	<input type="checkbox"/> Strongly Agree	<input type="checkbox"/> Somewhat Agree	<input type="checkbox"/> Neutral	<input type="checkbox"/> Somewhat Disagree	<input type="checkbox"/> Strongly Disagree
Learn more about occupational programs that support my employment efforts	<input type="checkbox"/> Strongly Agree	<input type="checkbox"/> Somewhat Agree	<input type="checkbox"/> Neutral	<input type="checkbox"/> Somewhat Disagree	<input type="checkbox"/> Strongly Disagree
Understand the importance of education for obtaining a career	<input type="checkbox"/> Strongly Agree	<input type="checkbox"/> Somewhat Agree	<input type="checkbox"/> Neutral	<input type="checkbox"/> Somewhat Disagree	<input type="checkbox"/> Strongly Disagree

9. In what ways can the Summer JAM Program be improved?

10. Would you recommend the Summer JAM Program to others?

Yes, Why? _____

No, Why? _____

Additional comments: _____

Thank You for taking this survey!

County of Erie—2016 Summer Jobs and More (JAM) Program

Half Year Follow-Up Youth Survey

Your comments are very important to us. The information will help us evaluate the success of the Summer JAM Program.

- A. What is your gender? Female Male
- B. What is your age? _____
- C. What school do you attend? _____
- D. What is your race?
- American Indian or Alaskan Native Asian Black or African American
- Native Hawaiian or Other Pacific Islander White Other
- E. What is your ethnicity? Hispanic or Latino Not Hispanic or Latino

I. My participation in the 2016 Summer JAM Program helped me:

Learn important life skills such as time management, good work habits, etc.	<input type="checkbox"/> Strongly Agree	<input type="checkbox"/> Somewhat Agree	<input type="checkbox"/> Neutral	<input type="checkbox"/> Somewhat Disagree	<input type="checkbox"/> Strongly Disagree
Feel equipped for future work opportunities	<input type="checkbox"/> Strongly Agree	<input type="checkbox"/> Somewhat Agree	<input type="checkbox"/> Neutral	<input type="checkbox"/> Somewhat Disagree	<input type="checkbox"/> Strongly Disagree
Be more motivated to achieve my career goals	<input type="checkbox"/> Strongly Agree	<input type="checkbox"/> Somewhat Agree	<input type="checkbox"/> Neutral	<input type="checkbox"/> Somewhat Disagree	<input type="checkbox"/> Strongly Disagree
Learn more about occupational programs that support my employment efforts	<input type="checkbox"/> Strongly Agree	<input type="checkbox"/> Somewhat Agree	<input type="checkbox"/> Neutral	<input type="checkbox"/> Somewhat Disagree	<input type="checkbox"/> Strongly Disagree
Understand the importance of education for obtaining a career	<input type="checkbox"/> Strongly Agree	<input type="checkbox"/> Somewhat Agree	<input type="checkbox"/> Neutral	<input type="checkbox"/> Somewhat Disagree	<input type="checkbox"/> Strongly Disagree

Other Comments:

Thank You for taking this survey!

County of Erie-2016 Summer Jobs and More (JAM) Program

One Year Follow-Up Youth Survey

Your comments are very important to us. The information will help us evaluate the success of the 2016 Summer JAM Program.

- A. What is your gender? Female Male
- B. What is your age? _____
- C. What school do you attend? _____
- D. What is your race?
- American Indian or Alaskan Native Asian Black or African American
- Native Hawaiian or Other Pacific Islander White Other
- E. What is your ethnicity? Hispanic or Latino Not Hispanic or Latino

I. My participation in the 2016 Summer JAM Program last year helped me:

Learn important life skills such as time management, good work habits, etc.	<input type="checkbox"/> Strongly Agree	<input type="checkbox"/> Somewhat Agree	<input type="checkbox"/> Neutral	<input type="checkbox"/> Somewhat Disagree	<input type="checkbox"/> Strongly Disagree
Feel equipped for future work opportunities	<input type="checkbox"/> Strongly Agree	<input type="checkbox"/> Somewhat Agree	<input type="checkbox"/> Neutral	<input type="checkbox"/> Somewhat Disagree	<input type="checkbox"/> Strongly Disagree
Be more motivated to achieve my career goals	<input type="checkbox"/> Strongly Agree	<input type="checkbox"/> Somewhat Agree	<input type="checkbox"/> Neutral	<input type="checkbox"/> Somewhat Disagree	<input type="checkbox"/> Strongly Disagree
Learn more about occupational programs that support my employment efforts	<input type="checkbox"/> Strongly Agree	<input type="checkbox"/> Somewhat Agree	<input type="checkbox"/> Neutral	<input type="checkbox"/> Somewhat Disagree	<input type="checkbox"/> Strongly Disagree
Understand the importance of education for obtaining a career	<input type="checkbox"/> Strongly Agree	<input type="checkbox"/> Somewhat Agree	<input type="checkbox"/> Neutral	<input type="checkbox"/> Somewhat Disagree	<input type="checkbox"/> Strongly Disagree

Comments:

Thank You for taking this survey!

**Appendix B: 2016 Summer JAM Mid-Program Employer Survey
2016 Summer JAM End-Program Employer Survey**

**County of Erie—2016 Summer Jobs and More (JAM) Program
Mid-Program Employer Survey**

Your comments are very important to us. The information will help us evaluate the success of the Summer JAM Program. Thank you for your input.

Your Company/Organization Name: _____

1. What is your overall assessment of the quality of the Summer JAM Program so far?

- Poor Fair Good Excellent

2. What is your assessment of the quality of the following parts of the Summer JAM Program so far? (for any part of the program that you did not participate in or experience, please mark "Don't Know (DK)")

Orientation sessions for potential employers and participants	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent	<input type="checkbox"/> DK
Employer Application Packet	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent	<input type="checkbox"/> DK
Website to host information about the program and to provide opportunities for interested parties to state their interest	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent	<input type="checkbox"/> DK
Training sessions with youth for improving career readiness, career exploration, and soft skills training	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent	<input type="checkbox"/> DK
Employer meet and greet	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent	<input type="checkbox"/> DK
Job placement/matching of youth with employers	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent	<input type="checkbox"/> DK
Youth on-site work experience	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent	<input type="checkbox"/> DK
Support of program staff	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent	<input type="checkbox"/> DK
Troubleshooting/problem-solving when challenges are faced	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent	<input type="checkbox"/> DK
Communication/linkages with employers for oversight of job placements	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent	<input type="checkbox"/> DK
Focus on work placement in STEM-related fields	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent	<input type="checkbox"/> DK
Comments to further explain your assessment:					

3. What do you consider to be the "best" part of the Summer JAM Program so far? _____

4. In your experience, to what extent do the youth display the following towards their work so far:

Accountability	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent
Understanding hierarchy	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent
Leadership and integrity	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent
Professionalism (being on time, proper appearance, etc.)	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent
Good work habits	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent
Safety	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent
Other, specify:	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent
Comments:				

County of Erie—2016 Summer Jobs and More (JAM) Program

5. How would you rate your ability as an employer to provide the following supports to the youth so far?

Welcoming and supportive environment	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent
On-the-job training	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent
Clear work expectations	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent
Youth supervision and feedback	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent
Answering youth questions and concerns	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent
STEM related work tasks	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent
Other, specify:	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent
Comments:				

6. Additional Questions:

How would you rate the youth level of interest in the Summer JAM Program so far?	<input type="checkbox"/> Low	<input type="checkbox"/> Average	<input type="checkbox"/> High
How engaged are the youth in the Summer JAM Program so far?	<input type="checkbox"/> Not at all	<input type="checkbox"/> Somewhat	<input type="checkbox"/> Very
How helpful is the Summer JAM Program in addressing your employment needs so far?	<input type="checkbox"/> Not at all	<input type="checkbox"/> Somewhat	<input type="checkbox"/> Very
How committed is your company to the implementation of the Summer JAM Program so far?	<input type="checkbox"/> Not at all	<input type="checkbox"/> Somewhat	<input type="checkbox"/> Very
How likely are you to hire a Summer JAM youth as a regular part- or full-time employee at the end of the program so far?	<input type="checkbox"/> Not at all	<input type="checkbox"/> Somewhat	<input type="checkbox"/> Very

7. In what ways can the Summer JAM Program be improved so far?

8. Would you recommend the Summer JAM Program to others?

Yes, Why? _____

No, Why? _____

9. Additional comments:

10. Additional organizational questions:

Number of people working at your organization (if you don't know exact number, please estimate): _____

Organization type (please, choose one): For-profit Non-profit

You play a critical role in preparing Erie County's youth for a successful future in school, in the workforce, and in life — thank you!

**County of Erie—2016 Summer Jobs and More (JAM) Program
End-Program Employer Survey**

Your comments are very important to us. The information will help us evaluate the success of the Summer JAM Program. Thank you for your input.

Your Company/Organization Name: _____

1. What is your overall assessment of the quality of the Summer JAM Program?

- Poor Fair Good Excellent

2. What is your assessment of the quality of the following parts of the Summer JAM Program? (for any part of the program that you did not participate in or experience, please mark "Don't Know (DK)")

Orientation sessions for potential employers and participants	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent	<input type="checkbox"/> DK
Employer Application Packet	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent	<input type="checkbox"/> DK
Website to host information about the program and to provide opportunities for interested parties to state their interest	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent	<input type="checkbox"/> DK
Training sessions with youth for improving career readiness, career exploration, and soft skills training	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent	<input type="checkbox"/> DK
Employer meet and greet	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent	<input type="checkbox"/> DK
Job placement/matching of youth with employers	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent	<input type="checkbox"/> DK
Youth on-site work experience	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent	<input type="checkbox"/> DK
Support of program staff	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent	<input type="checkbox"/> DK
Troubleshooting/problem-solving when challenges are faced	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent	<input type="checkbox"/> DK
Communication/linkages with employers for oversight of job placements	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent	<input type="checkbox"/> DK
Focus on work placement in STEM-related fields	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent	<input type="checkbox"/> DK
Comments to further explain your assessment:					

3. What do you consider to be the "best" part of the Summer JAM Program? _____

4. In your experience, to what extent do the youth display the following towards their work?

Accountability	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent
Understanding hierarchy	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent
Leadership and Integrity	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent
Professionalism (being on time, proper appearance, etc.)	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent
Good work habits	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent
Safety	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent
Other, specify:	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent
Comments:				

County of Erie—2016 Summer Jobs and More (JAM) Program

5. How would you rate your ability as an employer to provide the following supports to the youth?

Welcoming and supportive environment	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent
On-the-job training	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent
Clear work expectations	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent
Youth supervision and feedback	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent
Answering youth questions and concerns	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent
STEM related work tasks	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent
Other, specify:	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent

Comments:

6. Additional Questions:

How would you rate the youth level of interest in the Summer JAM Program?	<input type="checkbox"/> Low	<input type="checkbox"/> Average	<input type="checkbox"/> High
How engaged are the youth in the Summer JAM Program?	<input type="checkbox"/> Not at all	<input type="checkbox"/> Somewhat	<input type="checkbox"/> Very
How helpful is the Summer JAM Program in addressing your employment needs?	<input type="checkbox"/> Not at all	<input type="checkbox"/> Somewhat	<input type="checkbox"/> Very
How committed is your company to the implementation of the Summer JAM Program?	<input type="checkbox"/> Not at all	<input type="checkbox"/> Somewhat	<input type="checkbox"/> Very
How likely are you to hire a Summer JAM youth as a regular part-or full-time employee at the end of the program?	<input type="checkbox"/> Not at all	<input type="checkbox"/> Somewhat	<input type="checkbox"/> Very

7. In what ways can the Summer JAM Program be improved?

8. Would you recommend the Summer JAM Program to others?

- Yes. Why? _____
- No. Why? _____

9. Would you consider making a contribution to the program? Yes No Maybe

10. Additional comments:

11. Additional organizational questions:

Number or people working at your organization (if you don't know exact number, please estimate): _____

Organization type (please, choose one): For-profit Non-profit

**You play a critical role in preparing Erie County's youth for a successful future in school,
in the workforce, and in life — thank you!**

Appendix C: 2016 Summer JAM Staff and Partner Survey

**County of Erie—2016 Summer Jobs and More (JAM) Program
Staff and Partner Survey**

Your comments are very important to us. Please take a moment to complete this evaluation. The information will help improve the JAM Program. Thank you for your input.

1. What is your overall assessment of the quality of the Summer JAM Program for the targeted youth in the County of Erie?

- Poor Fair Good Excellent

2. What is your assessment of the quality of the following parts of the Summer JAM Program: (for any part of the program that you did not participate in or experience, please mark "Don't Know (DK).")

Orientation sessions for potential employers and participants held throughout Erie County	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent	<input type="checkbox"/> DK
Employer Application Packet	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent	<input type="checkbox"/> DK
Youth Application Packet	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent	<input type="checkbox"/> DK
Website to host information about the program and to provide opportunities for interested parties to state their interest	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent	<input type="checkbox"/> DK
Training sessions with youth for improving career readiness, career exploration, and soft skills training	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent	<input type="checkbox"/> DK
Employer meet and greet	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent	<input type="checkbox"/> DK
Job placement/matching of youth with employers	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent	<input type="checkbox"/> DK
Youth on-site work experience	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent	<input type="checkbox"/> DK
Support of program staff	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent	<input type="checkbox"/> DK
Troubleshooting/problem-solving when challenges are faced	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent	<input type="checkbox"/> DK
Communication/linkages with employers for oversight of job placements	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent	<input type="checkbox"/> DK
Focus on work placement in STEM-related fields	<input type="checkbox"/> Poor	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Excellent	<input type="checkbox"/> DK

Comments to further explain your assessment:

3. What do you consider to be the "best" part of the Summer JAM Program? _____

RFP #1 OF 2017

NON-COLLUSION AFFIDAVIT

County of Erie
Erie Summer Jobs and More (JAM) Program

State of PA _____:

: s.s.

County of Erie _____:

Interim

I state that I am C.E.O. of GECAC and that I am authorized
(TITLE) (NAME OF FIRM)

to make this affidavit on behalf of my firm and its owner, directors and officers. I am the person responsible in my firm for price (s) and the amount of this RFP.

I state that:

1. The price (s) and amount of RFP have been arrived at independently and without consultation, communication or agreement with any other contractor, vendor or potential vendor.
2. Neither the price (s) nor the amount of this RFP and neither the approximate price (s) nor approximate amount of this RFP, have been disclosed to any other firm or person who is vendor or potential vendor and they will not be disclosed before RFP opening.
3. No attempt has been made or will be made to induce any firm or person to refrain from responding on this contract or to submit a RFP higher than this RFP or to submit any intentionally high or noncompetitive or other form of complementary RFP.
4. The RFP of my firm is made in good faith and not pursuant to any agreement or discussion with or inducement from any firm or person to submit a complementary or other noncompetitive RFP.
5. GECAC, its affiliates, subsidiaries, officers, directors and (NAME OF FIRM) employees are not currently under investigation by any governmental agency and have not in the law four years been convicted or found liable for any act prohibited by State or Federal Law in jurisdiction, involving conspiracy or collusion with respect to responding on any public contract except as follows:

RFP #1 OF 2017

I state that GECAC understands and acknowledges that
(NAME OF FIRM)

the above representations are material and important and will be relied on by the County of Erie in awarding the contract (s) for which this RFP is submitted. I understand and my firm understands that misstatement in this affidavit is and shall be treated as fraudulent concealment from the County of Erie of the true facts relating to the submission of RFPs for this contract.

Georgia L. Del Freo
NAME

Georgia L. Del Freo

Interim Chief Executive Officer
COMPANY POSITION

SWORN TO AND SUBSCRIBED
BEFORE ME THIS 18 DAY
OF January, 20 17

David L. Gerber Jr.
Notary Public

My commission expires: 10/14/20

COMMONWEALTH OF PENNSYLVANIA
NOTARIAL SEAL
David L. Gerber Jr., Notary Public
Fairview Twp., Erie County
My Commission Expires Oct. 14, 2020
MEMBER, PENNSYLVANIA ASSOCIATION OF NOTARIES

Commonwealth of Pennsylvania
County of Erie

RFP FORM

Having carefully studied the preceding Specification and being thoroughly familiar with all requirements set forth herein, all attendant conditions, the undersigned agrees to supply all services and materials required therein for the following sum (s):

\$ 667,598 2 year cost at 150 students TOTAL RFP

The undersigned further agrees to sign the contract within seven (7) days of the date of the Purchase Order issued by the County of Erie. The undersigned acknowledges the right of the County of Erie to reject any or all RFPs and to waive any defects in form.

I (we) certify that this RFP was prepared independently and without collusion with any known vendors.

Company Name: GECAC

Contact Name: Benjamin D. Wilson

Address: 18 West 9th Street

Erie, PA 16501

Phone: 814-455-9966

Fax: 814-456-0161

Email: bwilson@gecac.org

Georgia Ralfo

The undersigned acknowledges receipt of the addenda, if any:

Addendum No. _____, dated _____

Addendum No. _____, dated _____





E.C.G.R.A.
ERIE COUNTY GAMING REVENUE AUTHORITY



FOR IMMEDIATE RELEASE

#OurErie film eclipses 100,000 views online, garners national attention

Erie, Pa. (April 6, 2016) – More than 100,000 viewers have watched #OurErie, the short film released 8 a.m. Tuesday, April 4 by executive producers Perry Wood of the Erie County Gaming Revenue Authority, Ferki Ferati of the Jefferson Educational Society, and David Hunter of Epic Web Studios.

Produced by John C. Lyons of Lyons Den Productions, in association with MenajErie Studio, #OurErie is the collaborative effort of more than two dozen writers, editors, producers, filmmakers, and artists in Erie, Pennsylvania. The film features shots of more than 80 locations in Erie County.

The film can be viewed on the Jefferson Educational Society's Facebook page – [Facebook.com/JeffersonErie](https://www.facebook.com/JeffersonErie) – and on Epic Web Studio's YouTube page: <https://youtu.be/L-ePWYw1KyU>.

The film has also garnered national attention.

National correspondent for *The Atlantic* James Fallows wrote about the film Wednesday morning on *The Atlantic's* website, calling Erie “the representative American city of this moment.”

“The video as a whole touches on many aspects of a renascent Erie,” Fallows writes. “After the video itself, I encourage you to stay for the credits list, which starts at time 4:20 and shows how *many* local organizations were involved in creating this project. You don’t get that kind of involvement without the sort of civic fabric that holds communities (or countries) together and allows them to thrive.”

The release of the film was also mentioned on American Public Media's Marketplace Tuesday evening. The daily radio show has reported recently on Erie as part of its “Big Promise” series.

At the time of this release, the film has been shared more than 2,500 times with a total reach nearing 250,000.

#OurErie was screened publicly at 7 p.m. Wednesday, April 5 thanks to FILM at the Erie Art Museum, an independent film series curated by John C. Lyons through the Film Society of Northwestern Pennsylvania. Those who worked on the film participated in a Q&A with the audience immediately following the screening.

Media coverage is encouraged. To schedule interviews with members of the #OurErie crew, please contact:

Ben Speggen,
Program Director,
The Jefferson Educational Society
814.459.8000
Speggen@JESerie.org





ERIE AREA COUNCIL OF GOVERNMENTS



1st Annual Municipal Officials Assembly

"Building Partnerships for Economic Development"

When

Thursday, March 23, 2017
2:00 - 5:00 PM Program
5:00 - 6:00 PM Reception

Add to Calendar

Where

Ambassador Banquet & Conference Center
Hemingway Ballroom
7794 Peach St
Erie, PA 16509



Dear Jake,

You and your colleagues are invited to attend the EACOG's 1st Annual Municipal Officials Assembly. The focus of this year's assembly is Economic Development.

Join us as we begin to build relationships with partners that can help us to improve our communities and the entire Erie region. Learn how the regional economic development organizations can support your municipal goals and how your municipality can support the goals of the regional economic development organizations.

Click on the link below to RSVP.

[Register Now!](#)

[I am unable to attend](#)

The event program includes:

- Research findings presentation by Dr. Louie and Andrew Hall from Penn State Behrend
- An economic development professionals' panel
- Question and answer period

The event concludes with a networking reception with refreshments.

We look forward to seeing you on March 23!
Feel free to contact me for more information.

Sincerely,

Jessica Horan-Kunco
Erie Area Council of Governments
jhkunco@erieareacog.org
814-454-1770

Thank you to our sponsors and partners!





MERCYHURST UNIVERSITY



March 13, 2017

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

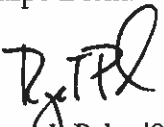
Dear Perry,


On behalf of the entire Mercyhurst community, thank you for your gift of \$25,000.00 to the Innovation District. Your gift was received and processed on March 13, 2017.

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 Innovation District, 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.

Again, sincere thanks for your additional gift this year. Your confidence and trust in Mercyhurst University is deeply appreciated.

Carpe Diem!


Ryan J. Palm '07
Associate Vice President for Advancement

Perry -
We're truly grateful for
ECGRA's support of this
fantastic project!


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 9073 - CO
RJP 0521735



ERIE WOMEN'S FUND: RENEWED AND RE-ENERGIZED

In 2007, a small group of committed and visionary women joined forces to make an impact in our community. Within a year of organizing as the Erie Women's Fund, they received commitments from 50 women who agreed to make \$1,000 annual commitments to a donor advised fund at The Erie Community Foundation for a five year period. Together, they approved grants totaling \$150,000 to support the initial work of Erie Together.

From this impressive beginning, the Erie Women's Fund has grown into a dynamic and successful philanthropic force in our region. In 2015, The Erie Community Foundation and the Erie Women's Fund jointly provided funding to retain Nagle and Associates to help the Erie Women's Fund plan for its future. The Fund has emerged renewed and re-energized. The Erie Women's Fund Steering Committee provides oversight and leadership, assisted by standing committees of Membership, Grants, Education & Research and Communications. The Erie Community Foundation has also hired a new administrative assistant, Breanna Watts, who will provide needed administrative support for this important effort.

Membership in the Erie Women's Fund now stands at 120, and growing! To date, the Fund has awarded 16 grants totaling over \$330,000 and is growing a permanent endowment fund to further support and enhance its work.



Front row: Barb Lechner, Donna Douglass; Standing l-r: Beth Lewis, Anne Rahner, Liz McCormick, Pat Sweny, Kathy Dahikemper.

The Erie Women's Fund recently released a Request for Proposal seeking projects that address the self-sufficiency gap and that support United Way of Erie County's challenge to our community to increase self-sufficiency by 10,000 people by 2025. A major grant of up to \$80,000 will be awarded in 2017.

To learn more about the Erie Women's Fund and its mission to empower women and families, please visit www.ErieCommunityFoundation.org/partners/erie-womens-fund

ECF WELCOMES BREANNA WATTS

The Erie Community Foundation is proud to announce new staff member Breanna Watts. She is administrative assistant to the President, helping with scheduling and organizational matters. She is also the primary staff support person and liaison to The Erie Women's Fund.

Prior to joining the Foundation, Breanna worked as a caseworker for Big Brothers Big Sisters of Family Services of NW PA. She has also held

positions as a Security Officer for the Children Cope with Divorce program as well as a Child Welfare and Adoption Caseworker, both at Family Services of NW PA. Watts earned a B.S. Degree in Human Development and Family Studies with a Minor in Political Science and Women's Studies from The Pennsylvania State University. With her previous team, she also obtained the Big Brothers Big Sisters of America Gold Standard Award from 2014 – 2016.



Breanna Watts,
Administrative Assistant

Grants for Local Nonprofits

The Erie Community Foundation and the Erie County Gaming Revenue Authority awarded grants totaling over \$1.8 million to local nonprofits at our cycle 4 Helping today grant reception. Booker T. Washington Center, which hosted the event, received a grant for IMPACT: Implementing Multidimensional Programs for Athletic and Character Training.



Angela McNair, Mike Batchelor and Shantel Hilliard.

WELCOME, NEW TRUSTEES

The Erie Community Foundation is proud to announce the addition of three new trustees to the board:

William M. Hilbert, Jr., President and CEO of Reddog Industries, **Dionne Wallace Oakley**, Senior Vice President, Human Resources at ERIE Insurance, and **David M. Tullio**, President and CEO of Custom Engineering Company and Lamjen, Inc.

"We are excited about the additions of Bill, Dionne and David, who will bring fresh perspective to our board," said Foundation President Michael Batchelor. "They will serve three-year terms, renewable to nine years, which assures continuity of input and the presence of strong civic leaders guiding our foundation."

William M. Hilbert, Jr. started his career in manufacturing in 1981, after graduating from the University of Dayton. In service to his community, he currently serves on several Boards of Directors, including the Manufacturer & Business Association, Junior Achievement of Western Pennsylvania, Camp Notre Dame, Inc., University of Dayton Advisory Council for the School of Arts and Sciences, Sisters of St. Joseph Missions & Ministries Foundation and the Erie Regional Manufacturer's Partnership.

Dionne Wallace Oakley began her professional career with State Farm Insurance as a summer intern auto underwriting. After graduating from Delaware State



From l-r: William M. Hilbert, Jr., David M. Tullio and Dionne Wallace Oakley.

University earning a dual bachelor's degree in Marketing and Business Administration, she returned to State Farm and progressed through various positions and disciplines in multiple geographic locations. Dionne earned a Master's Degree in Human Resources Development from Towson State University and a Certificate in General Insurance. She is a Toastmaster, CTM, and a published author. Dionne serves on the Pennsylvania Workforce Development Board and is a Director on the Team PA Foundation. She also serves on United Way of Erie County's Resource Development Committee and the Board of the Erie Zoo.

David M. Tullio has worked in various management positions within the manufacturing industry for over 30 years, and assumed his current position at Custom Engineering in 1997. He earned his B.S. degree in Industrial Engineering from Northwestern University, and his MBA from the Behrend College of Penn State University. David has spent much of his career actively involved in economic and workforce development in the Erie region. He currently serves on the boards of the Pennsylvania Chamber of Business and Industry, Erie Regional Chamber and Growth Partnership and the Northwest Pennsylvania Industrial Resource Center. He is a past chairman and board member of the Manufacturer & Business Association, a former member of Northwest PA Workforce Investment Board, and currently serves on Penn State Behrend's Council of Fellows.



Susan Kemenyffy

A BIG ROUND OF THANKS

The Board and Staff would like to recognize Susan Kemenyffy for her contributions to The Erie Community Foundation. Prior to her tenure on the Board of Trustees from 2008 – 2016, she served on the Foundation's Council of Advisors from its inception in 2005.

Susan's knowledge, insight and commitment have impacted necessary change in our community and we appreciate her guidance, leadership and clear vision.

Thank you, Susan!

VIEWPOINT

OUR VIEW

Erie region has casino money coming to it

The issue: Gaming revenue threatened
Our view: Funding is critical to region

We're now within two months of the extended deadline for the state Legislature to fix Pennsylvania's gaming law, and Erie County still has no assurances that the resolution of this issue will keep faith with the region.

At stake is about \$11 million annually the region has been receiving from taxes paid by Presque Isle Downs & Casino. That money has become critical to major projects, forward-looking plans for the region's development, and supporting its quality of life in varied ways.

Erie County also has that money coming because that was the deal. Communities that played host to legalized gambling and all that comes with it would be compensated in return.

On Tuesday morning, Erie County Executive Kathy Dahlkemper and a variety of other government and nonprofit officials will make those points and more to members of the state House Gaming Oversight Committee at a hearing starting at 10 a.m. in Room 120 of the Bayfront Convention Center.

While the roster of those who will testify has been set, the hearing is open to the public. A sizable turnout would help send a message about how important this issue is here.

Erie County's share of gaming revenue — split among county government, the Erie County Gaming Revenue Authority and five municipalities — has been in play since the state Supreme Court struck down the gaming law in September. The court ruled the law was unconstitutional because it taxed different casinos at different levels.

Erie County's share has been invested in a variety of ways: helping to finance Erie International Airport's runway extension; small business development; summer jobs for young people; and support for a variety of regional assets. Losing all or a substantial portion of that revenue would be a major setback for the region, and likely would lead to local tax increases.

The threat to Erie County's revenue results from the court ruling leaving room for legislative mischief. It's a lucrative stream of money, and legislators from areas without casinos are looking for a way to get in on it and/or dictate how it is used.

The Gaming Revenue Authority has led a campaign to educate legislators on how the money is being invested, the positive effects it's having, and the damage that would be done if it's withheld. Local officials have made long-term commitments and plans based on what the region was promised under the law, and a variety of regional entities rely on it to do important work.

Keeping faith with Erie County is only fair, and that revenue is critical to the region's future. We trust members of the Gaming Oversight Committee attending the hearing will hear that loud and clear.

County Connection

BY KATHY DAHLKEMPER
Erie County executive

A few days ago, my administration launched this year's Summer Jobs and More Program.

That announcement, however, was more than an exciting start to a fourth year of the successful program for Erie County youth. It also was an important reminder for me, and for Erie County's partners in the Summer JAM program, on how vital gaming funds are to our residents.

Summer JAM gets \$100,000 directly from Erie County, which is taken from the county's roughly \$5.5 million annual share of gaming revenue from Summit Township's Presque Isle Downs & Casino. That funding for Summer JAM is supplemented by funds from community partners, including \$100,000 from the Erie County Gaming Revenue Authority (ECCGRA) — which is tasked with administering

an additional \$5.5 million in gaming revenue to entities in the county.

As I'm sure you have heard, gaming revenue — so vital to our community — is in jeopardy. Erie County's \$11 million annual share, split evenly between the county and ECCGRA, has been in limbo since October, when the Pennsylvania Supreme Court ruled that the local share provision in the 2004 state gaming law is unconstitutional.

Thankfully, that's not the end of the story. The state Legislature was given four months to fix the law, before Erie County and other counties who depend on local share revenue find themselves with gaping holes in their funding. As that January deadline approached, legislators successfully obtained a four-month extension, meaning that they now have until late May to find a legislative compromise that will reinstate the local share provision.

Local

Gaming revenue vital to Erie County

This month, members of the Pennsylvania House Gaming Oversight Committee — which includes minority chair and state Rep. Pat Harkins, who represents the city of Erie, and state Rep. Brad Rose, who represents a swath of western Erie County — will be in Erie for hearings about the impact of the gaming revenue on our county.

And that impact is significant. According to an economic impact study recently prepared by ECCGRA, the authority's investment of local share gaming funds has resulted in a cumulative economic impact of \$69 million for our community. That comes in the form of support for all manner of programs and assets, including small business development, historical societies, veterans group, arts and entertainment programs, charitable organizations and more.

It is imperative that our state lawmakers ensure that any new gaming provision keep Erie County whole in terms of a local share of gaming funds.

In Erie County, for example, a large part of county government's \$5.5 million annual share is used for debt service. We have to pay our bills for large-scale projects like the Erie International Airport runway extension and Erie Insurance Arena renovations, and we use about \$3.8 million of gaming revenue to do so. About \$1 million is used to fund our public library. And a significant portion — more than \$400,000 — is used to fund GECA's Area Agency on Aging, a service that in most other counties is operated by county governments.

Without funding from gaming revenue, we would have to drastically cut services — and still would have to find a way to pay the debt service.

Those cuts would be even deeper when considering ECCGRA's contributions to our community — investments that build not just economic development but community development. These are millions of dollars of investments delivered to 17 entities across Erie County.

This funding helps boost economic development efforts like Ignite Erie and the Erie County Redevelopment Authority. It helps support community service providers like SafeNet and Voices for Independence. And it helps fund the festivals, fairs and organizations — from the Alton Fair to Harbor Creek Little League, from the Corry Area Historical Society to the Edinboro Highland Games — that provide culture and character to our community.

It is clear that the local share of the gaming revenue affects all of us — residents and nonprofits, municipalities and businesses — in Erie County. I encourage every resident to get involved in this debate. Explore the ECCGRA report (available

online at www.eccgra.org) and read for yourself the list of organizations that benefit from funding.

Contact your state representatives, as well as legislative leaders, to encourage them to support a legislative fix that will keep Erie County whole. And, as you go about your day, spread the word about how essential the gaming revenue has become to the fabric of our communities.





VIEWPOINT

Gambling is a vice, Erie's hope lies in factory jobs

In the Feb. 28 article praising all of the benefits of Presque Isle Downs & Casino, there was no mention of the negatives, which are significant. Gambling is in many cases a tax on people who can ill afford it. Many can enjoy gambling and use it as entertainment and set aside a fixed amount for the purpose, and know to quit when the money is gone. But there are those who are enticed by the thrill and the promise of riches and gamble away first the lunch money and ultimately their possessions and their retirement funds.

In recent memory, we have seen a number of respected people in responsible positions driven to embezzlement from the city, American Legions, clubs, small businesses, township governments and more, bringing much hardship to the taxpayers, the members, and to the owners of the companies. Gambling is a curse and a sin, and it degrades many of those who go near it, and somehow it is viewed as a net positive. I don't think so. The region would be much better served by reviving our manufacturing sector, which provides good, satisfying jobs that pay well and give a sense of pride in accomplishment. Manufacturing actually creates wealth, instead of stealing it from people.

— Don Elsworth, Grand

VIEWPOINT

The Garry Journal, Friday, March 10, 2017 -

French Creek Festival, 2 area fairs receive ECGRA grants

BY JACOB M. SCHNEIDERBOST
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The annual French Creek Festival and two area fairs recently received special events grants from the Erie County Gaming Revenue Authority (ECGRA).

During a special events grants reception at the Erie Playhouse on Thursday, the ECGRA board of directors awarded more than \$160,000 to support as many as 285 countywide festivals, parades, competitions, performances and programs "that make Erie a great community to call home and an unforgettable place to visit."

The French Creek Festival, Waterford Community Fair and Erie County Fair in Waterbury were among 42 nonprofit organizations that advanced in a total of \$171,014.05 in grants to fund events that will be held in 2017.

Two organizations received grants to help fund the French Creek Festival. The Borough of Union City was awarded \$336,353 and Union City Trade Inc. was given \$1,065.05 for the festival on July 7 and 8.

The grants can only total up to five percent of the event's estimated budget.

ECGRA Executive Assistant Diane Kovalchuk said the Borough of Union City's estimated total budget for the French Creek Festival is \$12.621 and the municipality will use its grant money for event insurance, equipment and supplies, including fireworks.

Union City Trade Inc.'s estimated budget for the festival is \$25,054, according to Krsinichuk, who said the organization plans to use its grant for contracted services such as a DJ, family fun zone entertainment and the Big White Trailer dining service.

◀ See Grants, P.3

CBS does 'fake news' about Erie's problems

The Erie Times-News has printed several letters to the editor in recent weeks lauding our American free press. Most are along the lines that our press is unbiased.

Imagine my shock when I read that CBS had purposely slanted a story about Erie being the poster child for the Rust Belt. Union leader Scott Slawson says the media "can tailor a story to fit their needs, and journalist James Fallows said it was in support of President Donald Trump. What? CBS in support of Trump? Could we call this CBS story "fake news"?

— J. Fetzner, Waterford

ECGRA funds will help fix downtown facades

Grant money has gone to downtown improvement projects for 4 years

By Garry Wides
garry_wides@erietimesnews.com

Shattered windows, broken doors and peeling paint.

Busted awnings, dated signage and deep cracks in brick and mortar for blocks and blocks.

When the Erie County Gaming Revenue Authority on Wednesday morning presents the Erie Downtown Partnership with a grant for \$15,000,



that money will go toward fixing facades for businesses in the city's downtown.

The locations will include a 10-block stretch along State Street, from 14th street down to Fourth Street, which Erie Downtown Partnership Chief Executive John Buchna said is in "dire need of facade work."

"I can't wait to be appealing, and have exterior cleanliness," Buchna said Tuesday. "Cosmetic improvements are crucial to drawing business in."

See FUNDS, B3

FUNDS

Continued from B1

The facade funding will go toward improvement projects across the Downtown Partnership's 70-block district, which runs from the Bayfront Parkway to 14th Street, and from Sassafras Street to Holland Street.

Wednesday's check presentation of the ECGRA grant will take place during a 10:30 a.m. news conference inside Alteme, the Mediterranean cafe at 18 North Park Row.

This marks the fourth straight year ECGRA has funded the Downtown Partnership's facade work through the authority's Mission Main Street Program. Combined, all four years total about \$57,000 in grants.

Buchna said the money from ECGRA "fills key gaps" in sporadic facade funding his organization receives from the Pennsylvania Department of Community and Economic Development.

"We're only eligible for that (state) funding every 10 years," he said. "Without these (ECGRA) funds, we

don't have a source to provide facade money to these building owners."

Buchna was one of more than a dozen Erie County leaders who testified March 28 at a Pennsylvania State House Gaming Oversight Committee hearing at the Bayfront Convention Center. Buchna and others sought to compel members of the state Legislature to fix a 2016 decision by the state Supreme Court that has put about \$11 million of annual slots revenue spent in the county in jeopardy.

ECGRA receives about \$5.5 million of

Garry Wides can be reached at 870-1884 or by email. Follow him on twitter at twitter.com/ETNWwides.





The Corry's

Corry, Pennsylvania | www.thecorryjournal.com

Tuesday, March 28, 2017

Impact Corry's railroad property purchase continues full steam ahead

BY TOM LUK
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Slowly but surely, Impact Corry's plan to purchase and renovate the historic railroad property on Center Street is moving forward.

"We're making progress," said Steve Bishop, president of Impact Corry. "At times it seems painfully slow, but we're getting there."

The area being purchased includes the largest parcel between Center Street and First Avenue that has a former depot building and a brick maintenance building on it as well as a narrow slice of grass and trees between the tracks and Main Street, and a pre-shaped piece on the east side of Center Street, between Center and Maple Avenue.

Bishop added Impact Corry is currently waiting for Western New York & Pennsylvania Railroad, the current owner of the property, to provide them with a proposed deed for the three small parcels of land.

"Once we have the proposed deed, it will be reviewed by our attorney," Bishop said. "Hopefully, after that we can schedule a closing date for the property. I've been in talks with the railroad company and they are working on getting it to us. I'm hoping that we receive it fairly soon."

Impact Corry will be purchasing the property from Western New York & Pennsylvania Railroad for \$25,000.

Bishop said Impact Corry has about \$30,000 in funding from the Erie County Gaming Revenue Authority's Mission Main Street grants and the Arlene H. Smith Charitable Foundation to complete some preliminary work once the property is officially purchased.

"The first thing we plan on doing is setting up a way for the community to give public input on the property," Bishop said. "This will be part of our master plan for the railroad property. We also want to do a couple of small projects to just 'button up' the properties and make it look more appealing."

Some of the small projects done to the main building on the property will include repointing the brick and wrapping it in aluminum fascia.

"There is definitely some clean up work to be done, but I'm confident that we can really make this property shine," Bishop said. "It is such a historic project that I feel will really enhance the area. Our hope is more people will come to Corry to visit this property that's played such a significant role in our area's history. I'm looking forward to where this journey takes us."

Opinion



Fairview Area Historical Society

Allow gaming revenue funds to continue

The 2017 season begins for the Fairview Area Historical Society on Wednesday, March 15, when the members will gather for a potluck supper at the Star-gon House at 6:30 p.m. Attendees are asked to bring a dish to share and their own table service. Beverages will be provided. Business for the meeting will include elections to the board.

Currently, the society is concerned about the casino issue that is prevalent in the news. The society is a charter member of Erie Yesterday, a consortium of historical societies and independent organizations and individuals in the county. More than once in the past several years, four or five of those societies together to present a

combined request for grant money from ECGRA (Erie County Gaming Revenue Authority) for projects including programs and improvements to their buildings. Twice Fairview benefitted from the gaming revenue.

Because of the grant, the society now has a state-of-the-art computer. Also, during the construction of the archives on the second floor, an electrician was hired to complete the electrical work. All other work was done by volunteers. Many acid-free storage boxes were purchased for the collection. These items were beyond the annual expenditures and would have required other types of large fundraisers. Future needs might include a new furnace, perhaps air-conditioning and possibly a paved parking area.

Historical societies are non-profit and considered cultural assets in their host communities. Funding for their various projects is often hard to find.

Throughout Erie County, many other vital projects have received funding as well, such as the Erie International Airport, startup companies, infrastructure repairs, projects for the city of Corry, the Erie Transit Authority, GECAC, the Humane Society and more.

We join our voice with others and appeal to the state legislature to allow this revenue source to continue to benefit Erie County.

William A. Wittenberg,
Westleyville

B6 Friday, March 17, 2017 | Erie Times-News | GetErie.com

VIEWPOINT

People urged to advocate for fixing Pa. casino law

In reference to "No magic bullet if Erie loses casino money," March 15: Since September, everyone in Pennsylvania was made aware of the Pennsylvania Supreme Court's decision. Still it took the Pennsylvania House about one month to bring legislation into

play, although it was approved and passed on to the Senate for consideration. However, as is quite often the case, the Senate added another controversial measure on to the House bill and this bill saw no further positive action in the Legislature during the original time period allowed by the court. The Legislature's malingering required the Legislature to request a deadline extension, which the Court extended to May. A sad history, indeed. The Erie County Gaming Revenue Authority should be commended for immediately pointing out the vital necessity for Erie County administrators and legislators, municipal administrators and elected officials, and local nonprofits to speak-up on this subject. When this first occurred, I had already taken the initiative to

send emails and letters and/or make phone calls advocating for immediate attention to such legislation and for not letting this issue vital to all Pennsylvania citizens and communities linger until the deadline passed. Almost immediately after the court's decision, the Gaming Revenue Authority staff began and has continued to advocate that all of those benefiting from gaming money contact all legislators to encourage them to expedite legislation to correct the court-cited discrepancies in allocation of gaming money. But where is the action? However, despite the passage of time, it is still not too late for all of the aforementioned to get on the ball and contact and encourage Pennsylvania legislators to do their jobs. Send an email, make a phone call and/or write a letter.

William A. Wittenberg,
Westleyville



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High stakes meeting

Public hearing could determine future flow of millions in gaming money

By Gerry Weiss
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checks from Presque Isle Downs & Casino stop being sent to the county, Summit Township, and the Erie County Gaming Revenue Authority.

Two months from today, if the May 26 state Supreme Court deadline has passed, and lawmakers fail to come up with a fix for how communities share gaming revenues, millions of dollars in vital gaming funds will stop flowing into Erie County.

The actual money would halt in mid-July, when quarterly

The impact of losing \$11 million a year gaming revenues would be significant.

Some smaller area

See CASINO, A11



A patron watches the reels spin while playing a slot machine at Presque Isle Downs and Casino in Summit Township. Revenues from the casino have supported a number of local programs, but the future of those funds is in doubt. (DAVE MUNCH/ERIE TIMES-NEWS)

CASINO

Continued from A1

nonprofits would be forced to close, eliminating creative outlets for young musicians and after-school programs for children of refugee families living in Erie's inner city.

Programming and services throughout the county's library and transit systems would be pinched, and initiatives such as Tech After Hours, the community schools project and the Summer Jobs and More program would be left severely underfunded.

Five county municipalities, including Summit Township, the casino's host municipality, would see crucial shares of lucrative gambling revenue wiped out, leaders said, leaving their residents open to potential property tax increases. The difference from this being a stark reality or a "what if?" scenario for the Erie region could hinge on Tuesday's Pa. State House Gaming Oversight Committee public hearing at the Bayfront Convention Center.

A cross-section of 14 Erie County leaders are scheduled to testify before the committee, aiming to compel members of the Pennsylvania Legislature to fix a 2016 decision by the state Supreme Court that has put millions of dollars in

slots revenue in jeopardy.

The Supreme Court ruled on Sept. 28 that the effect of the existing local share assessment on slot machines was unconstitutional because it treats the state's 12 casinos unequally. A lawsuit filed by Mount Alry Casino argued the assessment violates the state constitution by imposing a heavier tax burden on lower-performing casinos.

The Supreme Court on Jan. 20 gave legislators until May 26 to create a new local share assessment on gaming. The original deadline was Jan. 23.

"I think we'll meet the May deadline. It's critical we meet it," said state Rep. Pat Harkins, of Erie, D-1st Dist., the minority chairman of the House Gaming Oversight Committee. "Critical to the different areas that rely on these supporting dollars. Critical to the state Supreme Court that already extended our deadline."

Tuesday's 2-hour hearing is scheduled to begin at 10 a.m. inside Room 120 at the Convention Center, 1 Sassafras Pier. The hearings are open for the public to attend, but the speaker list is not open, officials said.

Those scheduled to give testimony include Erie County Executive Kathy Dahlkemper; Perry Wood, executive director of Erie County Gaming Revenue Authority; Nancy Agostine, Summit Township supervisor; John Buchna,

executive director of the Erie Downtown Partnership; and Michael Victor, president of Mercyhurst University. Dahlkemper and Wood each will have 10 minutes to testify plus a question-and-answer session. Agostine and Erie County Councilman Jay Breneman each will have 5 minutes. The others will each have 3 to 5 minutes to speak at the hearing.

Presque Isle Downs 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 ECGRA. Summit Township also receives roughly \$1.2 million annually. Wood said there will be a feeling of urgency at Tuesday's hearing.

"The clock is ticking. We're feeling the pressure to keep the heat on the Legislature to find a solution that keeps Erie County whole," Wood said. "I've been cautiously optimistic through this entire process that the Legislature will come to a resolution that keeps us whole, but there's no resolution on the table, and we're not going to slow down for one second."

ECGRA needs the same amount of casino revenues the organization has been receiving annually since 2008, Wood said.

"We need to communicate to leadership in Harrisburg that the withdrawal of these funds from our region has real and serious consequences,"

ECGRA's leader said. "We need to educate them on the impact, and that if this money all goes away, it will have a significant negative ripple effect on our economy."

Harkins said he "pushed to have this hearing in Erie," and he is expecting between nine and 14 "very bipartisan" committee members to attend. He said municipalities across Pennsylvania are asking how they can get revenues from gambling.

"We want to afford local stakeholders the opportunity to weigh in, to tell us how important this funding is and how they use it," Harkins said. "Hopefully the committee members take the input and mesh that into one good piece of legislation that works for everybody."

ECGRA has invested \$43 million into the region from its share of gambling revenues since 2009, according to Wood, distributing the money through grants and loans to various nonprofits, agencies and area municipalities.

"Having a designated pot of funding for economic development purposes is so critical for a region like ours," Wood said. "Where would be without this money? I don't think we want to find out."

Gerry Weiss can be reached at 870-1884 or by email. Follow him on Twitter at twitter.com/ETNweiss.



VIEWPOINT

Erie County makes a strong case on gaming

The Issue: Legislature revisiting casino law
Our View: Testimony details what's at stake

We have argued since the Pennsylvania Supreme Court struck down the state's gaming law that fairness and good faith demand that Erie County be kept whole by the Legislature.

On Tuesday, local officials laid out an urgent, impressive case for why that is so critical. It focused on all of the good that gaming money has done in this region and the damage that would result from the state renegeing on its original commitment.

That case was made to members of the state House Gaming Oversight Committee at the Bayfront Convention Center. State Rep. Pat Harkins, of Erie, D-1st Dist., is minority chairman of the committee and pushed to have the hearing here.

Local officials — led by Erie County Executive Kathy Dahikemper, Erie Mayor Joe Sinnott and Perry Wood, executive director of the Erie County Gaming Revenue Authority — made the most of the opportunity. They and others testified convincingly that Erie County has made strategic use of the money to boost economic development, build infrastructure, maintain and improve vital services and bolster the quality of life.

Since Presque Isle Downs & Casino opened in 2007, Erie County has received about \$11 million annually in gaming revenue. The Supreme Court ruled in September that the gaming law was unconstitutional because it taxed different casinos at different levels.

The court set and then extended to May 26 a deadline for the Legislature to fix the law. And it created an opening for legislators from districts without casinos to angle for a piece of the action.

That was evident in questions from Rep. Russ Diamond, of Lebanon County; R-102nd Dist. Diamond played devil's advocate on behalf of such areas, implying they were wrongly excluded from the benefits of legalized gambling.

They are excluded also from the burdens and complications that come with hosting a casino. That was the trade-off the original law recognized. That was the deal.

Erie County government and the Gaming Revenue Authority, which distributes about half the county's share, have invested the money in forward-looking ways based on that deal, as Tuesday's testimony reflected. The loss of all or a substantial portion of that money would translate into cuts in economic development and educational initiatives, among others, and lead to local property tax increases.

Dahikemper testified, for example, that 70 percent of county government's share, or \$3.8 million annually, goes to debt service for Erie International Airport's runway extension. Without gaming revenue, that cost would fall to the county's taxpayers.

Changing the rules at this point — after major investments have been made and results achieved — would be deeply unfair to Erie County and its residents. They were made a promise, and the Legislature owes it to them to keep it.

The Corry Journal, Wednesday, March 29, 2017

ECGRA officials impressed with public hearing turnout

BY KIM LUX
kim@thecorryjournal.com

ERIE — Over 100 people attended a public hearing hosted by the Pennsylvania House Gaming Oversight Committee at the Bayfront Convention Center on Tuesday.

The event was to raise awareness on how gaming

revenue affects Erie County, in light of a recent decision where the Pennsylvania Supreme Court deemed the current legislation on local share gaming revenue to be unconstitutional.

"I think that it went really well," said Perry Wood, executive director of the Erie County Gaming Revenue Authority. "It is

important to get folks out in front of their legislators and have their voices heard. People were able to demonstrate how important gaming revenue is to Erie County."

ECGRA's chairman Dave Sample, of Corry, also thought the public hearing was a success.

◀ See ECGRA, P3

"It went phenomenally," Sample said. "ECGRA and the Erie County community were able to make a difference and show the committee how important these funds are."

ECGRA currently receives between \$5 and \$6 million from the Presque Isle Downs & Casino each year. This money funds multiple grants for Erie County nonprofits.

The organization gives out hundreds of thousands of dollars, and the grants are split into three categories, 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.

In Union City, ECGRA provided grants for the upcoming French Creek Festival and to Union City Pride Inc.

"Unlike most things, this money really is spent countywide," Sample said. "The Corry area alone has benefited tremendously from ECGRA funding over the years."

State lawmakers now have until Friday, May 26, to fix the legislation.

"Millions in gaming revenue could be at risk,"

Wood added. "This is a huge deal."

Wood added the committee was very impressed with ECGRA's presentation as to how gaming revenue is spent in the county, and how vital those funds are.

"Numerous committee members told us that the work we are doing is very impressive," Wood said. "The leader of the committee even said that we are the model for the state."

ECGRA's presentation to the committee focused on two of the organizations' main policy positions.

"The first thing we always stress is that no matter what changes, Erie County needs to continue

receiving the same amount of funding," he said. "The other priority is that decisions on how gaming revenue should be spent need to stay local. We want to ensure local decision about local opportunities."

Wood added that community members throughout Erie County still have time to contact their local legislators and let them know how ECGRA grants have affected them.

"We encourage everyone to visit our website, ecgra.org, and find more information on how you can help the cause under our 'Call to Action' tab," Wood said. "It's not too late to have your voice heard."



CITY & REGION

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Laughlin: 'We will be made whole'

State senator confident county will not lose gambling revenue

By Nico Salvatore
nico.salvatore@timesnews.com

State Sen. Dan Laughlin offered some reassurance to the Erie region on Thursday, even if his remarks were tempered by a recognition of the challenges facing the state as a whole.

Laughlin, addressing a crowd of business leaders at a Manufacturer & Business



Laughlin

Association luncheon, said he was confident Erie County will not suffer from upcoming legislation meant to address how gambling revenue is distributed to counties and municipalities that host casinos.

Erie County receives roughly \$11 million annually from Presque Isle Downs & Casino in Summit Township.

But state lawmakers are working on a new bill to address a local share provision of the existing gaming law that the state Supreme Court ruled was unconstitutional in September.

"The local share, I believe fully, will be fixed and we will be made whole here," said Laughlin, a Republican from Millcreek Township who holds the 49th District seat.

"We should get every bit that we were getting and maybe a little bit more." The money has helped fund

programs, projects and events countywide, including road, bridge and other infrastructure projects; business incubators and startups; Erie County's library system; youth job programs; community/cultural events such as festivals; sports programs for inner-city children; free Sunday hours at the Erie Zoo, and more.

Any additional funds are likely to be the result of revenue from internet gambling, which lawmakers are looking to legalize in Pennsylvania this year, Laughlin said. Expanding gambling in the state is seen as a way to help balance the budget without raising taxes.

LAUGHLIN

Continued from B1

for funding related to avoid further cuts to programming and a state takeover. He said the district is likely to receive enough state education subsidies to make it through the upcoming year.

"I think they are probably going to get enough to get by on," Laughlin said. "If they don't, the state will have to come in and they'll have to write the check then."

In addition, Laughlin said he has changed his

mind about a proposal from Gov. Tom Wolf to enact a \$25 per-person fee on municipalities that rely solely on state police services. Laughlin had initially said he was not opposed to the idea, but on Thursday said he has now "done the math" and concluded it would be "bad for the district."

"So I'm opposed to it," he said. "That's not to say when we've \$3 billion in the hole that it might not stay in the budget."

Nico Salvatore can be reached at 870-1714 or by email. Follow him on Twitter at [bnicker](#).
com/ETNsalvatore1



RESOLUTION NUMBER 4, 2017

**Resolution to Adopt the 2017 ECGRA Regional Assets Guidelines for Community Assets,
and the 2017-18 ECGRA Guidelines for Multi-Municipal Collaboration Grants**

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 the guidelines for Community Assets Grants funding in the amount of \$150,000, and the guidelines for Multi-Municipal Collaboration Grant funding in the amount of \$400,000 for Erie County, Pennsylvania. Organizations that are eligible to apply will follow the guidelines and applications outlined in the attached Exhibits "A" and "B".

On the motion of _____, seconded by _____.

This resolution was passed on the 13th day of April 2017 by a vote of _____ - _____

ERIE COUNTY GAMING REVENUE AUTHORITY

Chairman
Erie County Gaming Revenue Authority

April 13, 2017

ATTEST:

Secretary
ECGRA





Multi-Municipal Collaboration Grants

Grant Guidelines | April 2017



**IMPACT
MUNICIPALITIES**

Section I. Introduction

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 \$44 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 \$100,000 per application

Multi-Municipal Collaboration (MMC) Grants are designed to incentivize local governments, municipal authorities, and 501c3 organizations to find creative and cooperative ways to operate government in a more effective and cost-efficient manner. MMC Grants provide vital matching funds to encourage local elected officials and other community leaders to look beyond municipal boundaries in order to advance projects that improve quality of life, promote economic activity, reduce operational costs, leverage additional funds, and serve as a model for communities throughout Erie County.

Impact Area: Municipalities



To foster progress and functional cooperation among Erie County's 38 municipal governments.

Section II. Eligibility

Eligibility Criteria for Primary Applicant & Collaborating Entity(ies)

- 🌳 An IRS-designated 501c3, a municipal authority, council of governments, incorporated intergovernmental group, or a municipality
- 🌳 Headquartered in Erie County
- 🌳 In good standing with the IRS and state and local taxing bodies
- 🌳 In good standing with ECGRA's reporting requirements to date
- 🌳 A minimum of two **municipalities** collaborating in this project
- 🌳 Letters of commitment in the form of an MOU signed by collaborating entity(ies) – see **Appendix A for sample MOU**

Ineligible Primary Organizations

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

Eligible Uses of Funds

- 🌳 Personnel
- 🌳 Marketing
- 🌳 Construction – see **Appendix B for policy on prevailing wage**
- 🌳 Facility expense
- 🌳 Equipment & supplies
- 🌳 Professional consultants
- 🌳 Contracted services
- 🌳 Outcomes measurement and impact tracking

Ineligible Uses of Funds

- 🌳 Debt service
- 🌳 Conference attendance
- 🌳 Memberships/subscriptions
- 🌳 Acquisition of real estate
- 🌳 Traffic or congestion studies
- 🌳 Road or bridge construction or repair
- 🌳 Water, sewer, storm water, and other utility infrastructure

Section III. Budget Form & Cash Match

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 \$100,000**; there is no minimum)
- 🌱 Your agency contribution in the form of cash (do not list in-kind)
- 🌱 Other agency or funder contributions – include source; cash only
- 🌱 Total project cost – cash only
- 🌱 A 1:1 cash match. Existence of an endowment does not count toward the match

The following are generally considered cash-match contributions:

- 🌱 Cash contributed by your organization
- 🌱 Equipment or supplies to be purchased via your collaboration for project activities
- 🌱 Personnel to be hired by the organization(s) to help with the project, who will not be hired if the grant is not funded
- 🌱 Paying for a project brochure and/or its dissemination
- 🌱 Grants from other government agencies or foundations (except gaming funds; gaming funds from other sources cannot be used toward match)

The following are generally considered in-kind contributions:

- 🌱 Personnel time given to the project
- 🌱 A 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

Application Assistance

Application for ECGRA Multi-Municipal Collaboration Grants shall be completed online at bitly.com/ECGRAgrants.

Program Inquiries should be directed to:

Tom Maggio
ECGRA Grants Manager
(814) 897-2694
tmaggio@ECGRA.org

Pre-approval Process

Receipt: Upon submission of the application and required supporting material, the staff, working with the ECGRA board of directors' 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 Multi-Municipal Collaboration Grants funding shall be for a period of 12 months.
- 📌 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.

Closeout Requirements

- 📌 All recipients of funds are required to submit an online closeout report at bitly.com/ECGRAgrants quantifying the progress toward accomplishing approved deliverables.
- 📌 Closeout reports are due no later than July 31 of the following year.
- 📌 All grant recipients will be required to submit financial documentation as part of the online closeout report.
- 📌 **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

- 🌳 Thursday, April 13, 2017 – ECGRA releases the Multi-Municipal Collaboration Application & Guidelines and posts to bitly.com/ECGRAgrants.
- 🌳 Thursday, May 11, 2017 – Applications must be submitted by midnight.
- 🌳 Thursday, June 8, 2017 – The ECGRA Board of Directors will approve funding recommendations.
- 🌳 Thursday, June 8, 2017 – Grant reception at 5240 Knowledge Parkway, 10:00 a.m. – 11:00 a.m.
- 🌳 Thursday, July 13, 2017 – Final day to submit signed agreement letter online at bitly.com/ECGRAgrants.
- 🌳 Wednesday, July 31, 2018 – Final day to submit closeout report online at bitly.com/ECGRAgrants.

Revised March 29, 2017

Appendix A

Memorandum of Understanding For Multi-Municipal Collaboration Grants

WHEREAS, [Primary Applicant], [Partner 1] and [Partner 2], etc. have come together to collaborate and to make an application for ECGRA's Multi-Municipal Collaboration Grant; and

WHEREAS, the partners listed below have agreed to enter into a collaborative agreement in which [Primary Applicant] will be the lead agency and named applicant and the other agencies will be partners in this application; and

WHEREAS, the partners herein desire to enter into a Memorandum of Understanding setting forth the services and funding to be provided by the collaborative; and

WHEREAS, the application prepared and approved by the collaborative through its partners is to be submitted to the Erie County Gaming Revenue Authority on or before **May 11, 2017**;

I) Description of Partner Agencies

For each member of the collaborative, provide some background on the agency, organization, authority or municipality and its work regarding the collaborative project.

II) History of Relationship

- 1 Provide a brief history of the collaborative relationship between the partners, including when and under what circumstances the relationship began and when each partner joined the collaboration. Specify how often the collaborators meet.*
- 2 Describe any changes in the collaboration, including an explanation or description of any new or additional partners that have been added, or any partners that would no longer participate.*
- 3 Describe the critical and long-range goals of the collaboration.*

III) Development of Application

- 1 Discuss the circumstances under which this application began and how recent collaboration aided in the development of the application.*
- 2 Specify the extent of each party's participation in developing the application.*

IV) Roles and Responsibilities

NOW, THEREFORE, it is hereby agreed by and between the partners as follows:

- 1 Clearly state the roles and responsibilities each agency, organization, authority, or municipality will assume to ensure the success of the proposed project.*
- 2 Describe the resources each partner will contribute to the project either through time, in-kind contribution, or with the use of grant funds, i.e., office space, project staff, training.*

Identify the representatives of the planning and development team who will be responsible for planning, developing, and implementing project activities and describe how they will work together and work with project staff. Demonstrate a commitment on the part of all partners to work together to achieve stated project goals and to sustain the project once grant funds are no longer available.

- 1) **[Primary Applicant]** will provide **[specify type of program/assistance/service]** to the project including:
- 2) **[Partner 1]** will provide **[specify type of program/assistance/service]** to the project including:
- 3) **[Partner 2]** will provide **[specify type of program/assistance/service]** to the project including:
- 4) **[Primary Applicant]** and **[Partner 1]** will collaborate in the following manner:
- 5) **[Primary Applicant]** and **[Partner 2]** will collaborate in the following manner:
- 6) **[Partner 1]** and **[Partner 2]** will collaborate in the following manner:

V) Timeline

The roles and responsibilities described above are contingent on **[Primary Applicant]** receiving funds requested for the project described in the grant application. Responsibilities under this Memorandum of Understanding would coincide with the grant period, June 2017 – June 2018.

VI) Commitment to Partnership

- 1) The collaboration service area includes **[specify municipalities in Erie County]**.
- 2) The partners agree to collaborate and provide **[specify type of service/assistance]** to project pursuant to the program narrative of the grant application attached to this agreement.
- 3) Grant funds for non-lead partners' contribution to this project will be provided as outlined in the attached budget detail worksheet.
- 4) We, the undersigned have read and agree with this MOU. Further, we have reviewed the proposed project and approve it.

Name: _____ [Title, Primary Applicant]	Signature: _____
Name: _____ [Title, Partner 1]	Signature: _____
Name: _____ [Title, Partner 2]	Signature: _____

Appendix B

Summary of Applicable Provisions of the

PREVAILING WAGE ACT

43 P.S. §§ 165-1 et seq

34 Pa. Code §§ 9.101 et seq

1. The Prevailing Wage Act (the "Act"), 43 P.S. §§ 165-1 et seq., and the various laws and regulations governing the Act apply to Public Works projects funded by the Erie County Gaming Revenue Authority ("ECGRA"). A Public Work is defined as including construction, reconstruction, demolition, alteration and/or repair work other than maintenance work, done under contract and paid for in whole or in part out of the funds of a public body where the estimated costs of the entire project exceed \$100,000.

2. ECGRA fund recipients shall require their contractor, if any, and contractors shall agree to require their subcontractors, to comply with the Act and the associated laws and regulations issued pursuant thereto.

3. Wage rates paid workmen employed in the Work shall not be less than the rates determined in the applicable wage rate determination by the Secretary of Labor and Industry for the Commonwealth of Pennsylvania and no workmen may be employed in the Work except in accordance with the classifications in Secretary's determination.

4. The recipient of ECGRA funds shall be required to obtain the aforementioned public wage minimum rate determination prior to drafting project specifications or engaging in a contract with a contractor on a Public Work project.

5. Workmen employed or working in the Work shall be paid unconditionally, regardless of whether a contractual relationship exists or the nature of the contractual relationship. Payments shall be at least once a week and be the full amounts due at the time of payment, computed at the rates applicable to the time worked in the appropriate classification, without deduction or rebate, on any account, either directly or indirectly, except authorized deductions.

6. The contractor and each subcontractor shall post, for the entire period of construction, the wage determination decisions of the Secretary, including the effective date of changes thereof, in a prominent and easily accessible place or places at the site of the Work and at the places used by them to pay workmen their wages. The posted notice of wage rates shall comply with the requirements of the Pennsylvania Code, Title 34.

7. The contractor and subcontractor shall keep an accurate record showing the name, craft or classification, number of hours worked per day and the actual hourly rate of wage paid, including employee benefits, to each workman employed by him in connection with the Public Work. The record shall include deductions from each workman. The record shall be preserved for two (2) years from the date of payment and shall be open at reasonable hours to the inspection of ECGRA and to the Secretary of the Department of Labor and Industry or his authorized representatives.

8. Apprentices shall be limited to the numbers in accordance with a bona fide apprenticeship program registered with and approved by The Pennsylvania Apprenticeship and Training Council and only apprentices whose training and employment are in full compliance with the Apprenticeship and Training Act (43 P.S. §§ 90.1 – 90.10), as approved July 14, 1961, and the regulations issued thereto, shall be employed on the Public Work project. A workman using the tools of a craft who does not qualify as an apprentice shall be paid the rate predetermined for journeymen in that particular craft or classification.

9. Payment of compensation to workmen for work performed on a Public Work in a lump sum basis, or a piece work system, or a price certain for the completion of a certain amount of work, or the production of a certain result shall be deemed a violation of the Act and associated regulations, regardless of the resulting average hourly wage.

10. Each contractor and subcontractor shall file a statement each week and a final statement at the conclusion of the work with the recipient of ECGRA funds, under oath and in a form satisfactory to the Secretary of the Department of Labor and Industry, certifying that workmen have been paid wages pursuant to the contract and the Act, or if wages remain unpaid, to set forth the amount of wages due and owing to each workman respectively.

11. The provisions of the Act, and its associated regulations shall be incorporated by reference in each contract.

This document is provided solely for informational purposes only and is not for the purpose of providing legal advice. You should contact your attorney to obtain advice with respect to compliance with the Prevailing Wage Act. Use of this document does not create an attorney-client relationship between the user and legal counsel to ECGRA.



Community Assets Grants

Grant Guidelines | July 2017



IMPACT
QUALITY
OF PLACE

Section I. Introduction & Purpose

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 \$44 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 \$12,000 per application

Community Assets Grants provide project, programming, and event funding to organizations that are primarily arts-, culture-, entertainment-, heritage-, and recreation-based. Community Assets enrich the quality of place that we know as Erie County, Pennsylvania. The economic, social, environmental, and cultural benefits of Community Assets improve the experience, health, and overall satisfaction of living in Erie County. ECGRA recognizes the need to invest in the organizations that make Erie County unique, creating a sense of satisfaction that strengthens the economy and social fabric of the community.

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

Eligibility Criteria

- 🌳 Applicant is an IRS-designated 501c3
- 🌳 Applicant is primarily an arts-, culture-, entertainment-, heritage-, or recreation-based organization
- 🌳 Applicant's headquarters is located 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 is making sole request on behalf of organization

Ineligible Organizations

- 🌳 Any organization that received Mission Main Street funding in 2016
- 🌳 A human services organization
- 🌳 A municipality
- 🌳 A state or federal park
- 🌳 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

- 🌳 Personnel (15% maximum of the amount requested from ECGRA)
- 🌳 Marketing
- 🌳 Facility expense
- 🌳 Insurance
- 🌳 Equipment and supplies
- 🌳 Contracted services
- 🌳 Construction – see **Appendix for policy on prevailing wage**
- 🌳 Outcomes measurement and impact tracking

Ineligible Uses of Funds

- | | |
|---------------------------|-----------------------------|
| 🌳 Advocacy | 🌳 Memberships/subscriptions |
| 🌳 Conference attendance | 🌳 Research |
| 🌳 Debt service | 🌳 Travel |
| 🌳 Golf/sports tournaments | 🌳 Walks |

Section III. Budget Form & Cash Match

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 \$12,000)
- 🌱 Your agency contribution in the form of cash (do not list in-kind)
- 🌱 Other agency or funder contribution – include source; cash only
- 🌱 Total project, programming, or event cost – cash only
- 🌱 A 1:1 cash match. Existence of an endowment does not count toward match. Fundraising for a previous year's project, programming, or 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 project, program, or 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

Application Assistance

Application for ECGRA Community Assets Grants shall be completed online at bitly.com/ECGRAgrants.

Program inquiries should be directed to:

Tom Maggio
ECGRA Grants Manager
(814) 897-2694
tmaggio@ECGRA.org

Pre-approval Process

Receipt: Upon submission of the application and required supporting material, ECGRA staff, working with the ECGRA board of directors' 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, which must be electronically signed by an officer of the organization within 30 days of the date of said letter. Sign in to your account at bitly.com/ECGRAgrants to access the 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 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 Community Assets Grants funding shall be for a period of 12 months.
- 📌 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.

Closeout Requirements

- 📌 All recipients of funds are required to submit an online closeout report at bitly.com/ECGRAgrants quantifying the progress toward accomplishing approved deliverables.
- 📌 Closeout reports are due no later than October 31 of the following year.
- 📌 All grant recipients will be required to submit financial documentation as part of the online closeout report.
- 📌 **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

- 🌳 Thursday, July 13, 2017 – ECGRA releases the Community Assets Grant Application and Guidelines and posts to bitly.com/ECGRAgrants.
- 🌳 Thursday, August 10, 2017 – Applications must be submitted by midnight.
- 🌳 Thursday, September 14, 2017 – ECGRA’s board of directors will make the final review and approve funding recommendations.
- 🌳 Thursday, September 14, 2017 – Grant reception in the Adventure Center of the Erie Zoo; 423 West 38th Street; Erie 16508, 9:30 a.m. – 11:00 a.m.
- 🌳 Monday, October 12, 2017, last day to submit signed agreement letter.
- 🌳 Wednesday, October 31, 2018, last day to submit a closeout report online at bitly.com/ECGRAgrants.

Revised February 28, 2017

Appendix

Summary of Applicable Provisions of the

PREVAILING WAGE ACT

43 P.S. §§ 165-1 et seq

34 Pa. Code §§ 9.101 et seq

The Prevailing Wage Act (the “Act”), 43 P.S. §§ 165-1 et seq., and the various laws and regulations governing the Act apply to Public Works projects funded by the Erie County Gaming Revenue Authority (“ECGRA”). A Public Work is defined as including construction, reconstruction, demolition, alteration and/or repair work other than maintenance work, done under contract and paid for in whole or in part out of the funds of a public body where the estimated costs of the entire project exceed \$100,000.

ECGRA fund recipients shall require their contractor, if any, and contractors shall agree to require their subcontractors, to comply with the Act and the associated laws and regulations issued pursuant thereto.

Wage rates paid workmen employed in the Work shall not be less than the rates determined in the applicable wage rate determination by the Secretary of Labor and Industry for the Commonwealth of Pennsylvania and no workmen may be employed in the Work except in accordance with the classifications in Secretary’s determination.

The recipient of ECGRA funds shall be required to obtain the aforementioned public wage minimum rate determination prior to drafting project specifications or engaging in a contract with a contractor on a Public Work project.

Workmen employed or working in the Work shall be paid unconditionally, regardless of whether a contractual relationship exists or the nature of the contractual relationship. Payments shall be at least once a week and be the full amounts due at the time of payment, computed at the rates applicable to the time worked in the appropriate classification, without deduction or rebate, on any account, either directly or indirectly, except authorized deductions.

The contractor and each subcontractor shall post, for the entire period of construction, the wage determination decisions of the Secretary, including the effective date of changes thereof, in a prominent and easily accessible place or places at the site of the Work and at the places used by them to pay workmen their wages. The posted notice of wage rates shall comply with the requirements of the Pennsylvania Code, Title 34.

The contractor and subcontractor shall keep an accurate record showing the name, craft or classification, number of hours worked per day and the actual hourly rate of wage paid, including employee benefits, to each workman employed by him in connection with the Public Work. The record shall include deductions from each workman. The record shall be preserved for two (2) years from the date of payment and shall be open at reasonable hours to the inspection of ECGRA and to the Secretary of the Department of Labor and Industry or his authorized representatives.

Apprentices shall be limited to the numbers in accordance with a bona fide apprenticeship program registered with and approved by The Pennsylvania Apprenticeship and Training Council and only apprentices whose training and employment are in full compliance with the Apprenticeship and Training Act (43 P.S. §§ 90.1 – 90.10), as approved July 14, 1961, and the regulations issued thereto, shall be employed on the Public Work project. A workman using the tools of a craft who does not qualify as an apprentice shall be paid the rate predetermined for journeymen in that particular craft or classification.

Payment of compensation to workmen for work performed on a Public Work in a lump sum basis, or a piece work system, or a price certain for the completion of a certain amount of work, or the production of a certain result shall be deemed a violation of the Act and associated regulations, regardless of the resulting average hourly wage.

Each contractor and subcontractor shall file a statement each week and a final statement at the conclusion of the work with the recipient of ECGRA funds, under oath and in a form satisfactory to the Secretary of the Department of Labor and Industry, certifying that workmen have been paid wages pursuant to the contract and the Act, or if wages remain unpaid, to set forth the amount of wages due and owing to each workman respectively.

The provisions of the Act, and its associated regulations shall be incorporated by reference in each contract.

This document is provided solely for informational purposes only and is not for the purpose of providing legal advice. You should contact your attorney to obtain advice with respect to compliance with the Prevailing Wage Act. Use of this document does not create an attorney-client relationship between the user and legal counsel to ECGRA.



RESOLUTION NUMBER 5, 2017

Resolution to Adopt the 2017-18 Budget

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, hereby adopts its 2017-18 Budget, to the extent outlined in the attached Exhibit "A".

On the motion of _____, seconded by _____.

This resolution was passed on the 13th day of April, 2017 by a vote of ____ - ____.

ERIE COUNTY GAMING REVENUE AUTHORITY

Chairman, Erie County Gaming Revenue Authority

April 13, 2017

ATTEST:

Secretary, ECGRA



Erie County Gaming Revenue Authority
Draft Budget
2017-18

	<u>2016-17 Budget</u>	<u>2017-18 Draft Budget</u>
Expense		
62100 · Contracted Services		
62110 · Accounting Fees	6,000.00	6,000.00
62130 · Professional Services	45,000.00	45,000.00
62140 · Legal Services	30,000.00	30,000.00
62145 · Website Design	5,000.00	3,000.00
62150 · Payroll Services	1,100.00	1,100.00
Total 62100 · Contracted Services	<u>87,100.00</u>	<u>85,100.00</u>
62800 · Facilities & Equipment		
62840 · Office Equipment & Furniture	10,000.00	7,000.00
62850 · Janitorial Services	2,400.00	2,400.00
62880 · CAM	2,000.00	1,750.00
62890 · Rent	18,000.00	18,000.00
Total 62800 · Facilities & Equipment	<u>32,400.00</u>	<u>29,150.00</u>
65000 · Office Administration		
65010 · Books, Subscriptions, Dues	7,000.00	7,000.00
65020 · Postage	500.00	600.00
65030 · Printing	2,500.00	2,500.00
65040 · Office Supplies	3,500.00	5,000.00
65050 · Cell Phone	2,200.00	2,200.00
65060 · Copier Lease	2,300.00	2,300.00
65070 · Copier Printing Costs	3,000.00	4,500.00
65080 · Bank Fees	50.00	50.00
65085 · Training & Education	16,000.00	16,000.00
65090 · Meeting Expenses	5,500.00	6,000.00
65095 · Miscellaneous Expense	250.00	250.00
Total 65000 · Office Administration	<u>42,800.00</u>	<u>46,400.00</u>
65100 · Other Types of Expenses		
65105 · Communications	15,000.00	17,000.00
65110 · Advertising	15,000.00	15,000.00
65115 · Data Processing	17,000.00	17,000.00
65120 · Insurance	10,000.00	9,000.00
65150 · Travel	7,000.00	9,200.00
65160 · Special Projects	200,000.00	200,000.00
Total 65100 · Other Types of Expenses	<u>264,000.00</u>	<u>267,200.00</u>
66000 · Payroll Expenses		
66005 · Salaries & Wages	188,100.00	193,743.00
66010 · FITW Tax	14,500.00	14,500.00
66015 · FUTA Tax	200.00	200.00
66020 · PASUI Tax	2,200.00	2,200.00
66500 · Retirement	5,000.00	5,650.00
Total 66000 · Payroll Expenses	<u>210,000.00</u>	<u>216,293.00</u>
Total Expense	<u>636,300.00</u>	<u>644,143.00</u>



RESOLUTION NUMBER 6, 2017

Resolution to Adopt the 2016-17 Annual Report

Whereas, ECGRA was formed to oversee and administer the investment and distribution of gaming funds in Erie County, Pennsylvania;

Whereas, the ECGRA Board of Directors and staff have effectively executed on all legal agreements, designed grant guidelines and an application process that is fair, open and transparent for multiple grant categories;

Whereas, ECGRA has funded seventy-six (76) nonprofits and municipalities in the 2015-16 fiscal year totaling an investment of \$5,266,919.58 in Erie County;

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 present an Annual Report to the community detailing the funding categories, nonprofits and municipalities that were funded, the amount they received in funding and the results of that funding, to the extent outlined in the attached Exhibit "A".

On the motion of _____, seconded by _____.

This resolution was passed on the 13th day of April, 2017 by a vote of ____ - ____.

ERIE COUNTY GAMING REVENUE AUTHORITY

Chairman, Erie County Gaming Revenue Authority

April 13, 2017

ATTEST:

Secretary, ECGRA



A Report of 2016-2017

6,570,559 Reasons to

#SaveGamingRevenue



2016-2017 ANNUAL REPORT



#OurErie is Amid a Renaissance

While CBS News would like to tell the story of our manufacturing past and business and job losses, we know #OurErie is in the midst of a renaissance. Local leaders and investors are harnessing Erie's strengths and forging a more advanced, more globally competitive economic future. From transformational investments in our urban core to community revitalization and innovative growth in rural communities, **Erie is thriving in ways never anticipated and undetected by naysayers.**

The Erie County Gaming Revenue Authority has strategically invested more than \$44 million of local share gaming revenue—\$6 million just this year—in education, workforce development, neighborhood and municipal innovation, inner-city renewal, business growth, community and cultural assets, and transformational collaboration. **Local share gaming revenue is at the heart of Erie County's evolution.**

March 27-28, 2017, ECGRA and Team Erie County hosted the Pennsylvania House Gaming Oversight Committee. We presented our 2009-2016 economic impact study, available online at ECGRA.org, and showcased dozens of organizations that are thriving thanks to local share gaming revenue. Team Erie County also clearly and unanimously expressed our goals to make Erie's share whole and to maintain local control of the funds.

Only time will tell if those goals will be met. What we do know is that **Erie's unique and effective approach to investing gaming revenue is now being revered by Pennsylvania representatives as the model for the Commonwealth.**

As you read through this report, you'll see 6,570,559 reasons why we continue our work to #SaveGamingRevenue. Each and every dollar is worth saving. Each and every dollar is fueling Erie's renaissance, as you can see in the video *This is our Erie on youtube.com*.

We urge you to join our efforts. **Please write and call your legislators by May 26** and tell them how ECGRA grant money works for an organization you love—everything you need to get started is online at www.ECGRA.org/calltoaction. #OurErie will thank you for generations to come!

Sincerely,

Dave Sample

Perry Wood

FINANCIAL REPORT

ASSETS

Checking Account	\$19,456.33
Savings Account	\$13,501,892.15
Accounts Receivable*	\$2,318,846.25
Prepaid Expenses	\$8,126.59
TOTAL ASSETS	\$15,848,321.32

EQUITY

Beginning Balance	\$15,418,672.57
Net Income	\$429,648.75
Grants Issued	\$6,570,559.27
Community Assets	(\$151,640.00)
Human Services	(\$149,761.00)
Ignite Erie	(\$900,000.00)
Lead Assets	(\$1,293,626.00)
Lead Assets Endowment	(\$1,000,000.00)
Local Government Development	(\$1,353,030.88)
Mission Main Street	(\$45,000.00)
Multi-Municipal Collaboration	(\$166,100.00)
School District Foundation Endowment Challenge	(\$115,143.39)
Shaping Tomorrow Collaborative	(\$1,000,000.00)
Special Events	(\$167,108.00)
Special Projects & Pilot Programs	(\$79,150.00)
Summer Jobs & More	(\$150,000.00)
TOTAL EQUITY	\$15,848,321.32

*Includes Ignite Erie Mission-Related Investments

IMPACT INVESTMENTS



**IMPACT
MUNICIPALITIES**

To foster progress and functional cooperation among Erie County's 38 municipal governments.

MUNICIPALITIES..... \$1,519,130.88

County of Erie	\$148,833.40
Erie Area Council of Governments.....	\$37,500.00
Girard Township	\$7,500.00
Greene Township	\$148,833.40
Jefferson Educational Society.....	\$100,000.00
McKean Township	\$148,833.40
Millcreek Township.....	\$148,833.40
Summit Township	\$608,863.88
Waterford Township.....	\$148,833.40
West Erie County Emergency Management Agency.....	\$21,100.00



**IMPACT
NEIGHBORHOODS
& COMMUNITIES**

To reinvigorate neighborhoods and main corridors, boost buy-local efforts, and combat blight.

NEIGHBORHOODS & COMMUNITIES..... \$95,000.00

Downtown North East, Inc.	\$15,000.00
Erie Downtown Partnership	\$15,000.00
Gannon University: East-West Bayfront Plan	\$50,000.00
Impact Carry	\$15,000.00



E.C.G.R.A.
ERIE COUNTY GAMING REVENUE AUTHORITY

IMPACT INVESTMENTS



IMPACT
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.

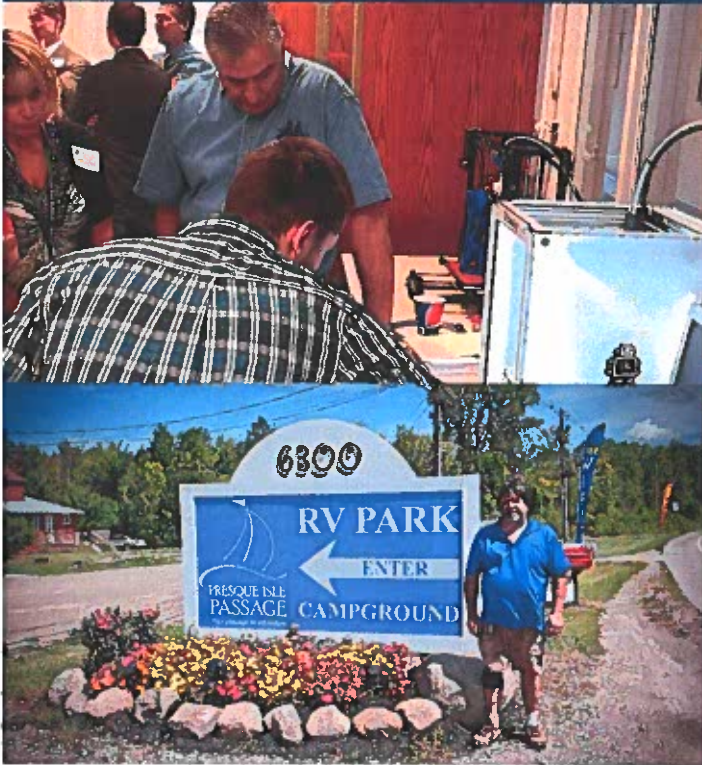


QUALITY OF PLACE \$2,762,135.00

Albion Area Fair Association.....	\$21,660.00
Asbury Woods Partnership, Inc.	\$10,692.00
Bethany Outreach Center.....	\$14,000.00
Booker T. Washington Center	\$9,000.00
Borough of Wesleyville.....	\$448.00
Café.....	\$15,750.00
Children's Miracle Network.....	\$10,937.00
Common Ground Youth Center, Inc.....	\$9,120.00
Downtown Edinboro Art & Music Festival.....	\$10,581.00
Dr. Gertrude A. Barber Foundation	\$12,137.00
Edinboro Highland Games.....	\$11,448.00
Edinboro University Foundation.....	\$2,250.00
Emma's Footprints.....	\$5,000.00
Erie Art Museum.....	\$170,758.00
Erie Arts & Culture.....	\$121,243.00
Erie Contemporary Ballet Theatre	\$5,153.00
Erie County Historical Society	\$69,035.00
Erie County Lead Assets Endowment.....	\$1,000,000.00
Erie Downtown Partnership.....	\$1,647.00
Erie Homes for Children and Adults (EHCA).....	\$1,800.00
Erie Philharmonic	\$152,651.00
Erie Playhouse.....	\$150,226.00
Erie Police Athletic League (PAL).....	\$9,173.00
Erie's Public Schools.....	\$15,000.00
Erie Regional Chamber & Growth Partnership	\$2,475.00
Erie-Western PA Port Authority.....	\$4,443.00
Erie Zoological Society.....	\$376,387.00
expERIEncE Children's Museum	\$47,480.00
Flagship Niagara League.....	\$112,444.00
Gannon University: Erie Chamber Orchestra	\$8,352.00
Gaudenzia Erie.....	\$21,802.00
Goodell Gardens & Homestead	\$524.00
Hamot Health Foundation.....	\$15,000.00
Harborcreek Township	\$1,828.00
Healthcare Ventures Alliance.....	\$8,000.00
Holy Trinity Roman Catholic Church.....	\$5,760.00

Humane Society of NWPA	\$2,432.00
Impact Corry	\$1,249.00
Jefferson Educational Society.....	\$13,844.00
JFK Center.....	\$8,977.00
Lake Erie Arboretum at Frontier (LEAF).....	\$1,644.00
Lake Erie Ballet.....	\$5,549.00
Lake Erie College of Osteopathic Medicine.....	\$10,000.00
Lake Erie Fanfare Inc.....	\$12,713.00
Lawrence Park Historical Society.....	\$7,280.00
Lawrence Park Township.....	\$675.00
LeBoeuf Little League	\$8,928.00
Living in Fulfilled Excellence.....	\$5,248.00
McDowell Band Aides.....	\$4,560.00
McKean Community Development Group.....	\$450.00
McLane Little League.....	\$3,511.00
Medical Associates of Erie	\$5,000.00
Mercy Center for Women	\$2,345.00
Mercy Hilltop Center.....	\$2,315.00
Mercyhurst Institute for Arts & Culture.....	\$93,402.00
Nonprofit Partnership, The	\$2,557.00
North East Little League	\$5,100.00
Parade Street Community Center.....	\$2,500.00
Presque Isle Partnership.....	\$13,517.00
Roar on the Shore Inc.	\$20,467.00
Robbins Blass Neighborhood Watch	\$3,160.00
SafeNet	\$5,400.00
Saint Patrick Church.....	\$3,672.00
Sarah Reed Senior Living.....	\$7,313.00
Sisters of St. Joseph Neighborhood Network	\$11,239.00
Urban Erie Community Development Corporation	\$8,648.00
Veterans Miracle Center of Erie.....	\$8,448.00
Wattsburg Agricultural Society (Erie County Fair)	\$13,881.00
Waterford Community Fair Association	\$13,027.00
Young Artists Debut Orchestra.....	\$9,880.00
Youth Leadership Institute of Erie	\$9,000.00

IMPACT INVESTMENTS



To spur small business development, build collaborations for business acceleration, and offer a broader spectrum of financing products for starting, growing, and reinventing small business.

SMALL BUSINESS \$900,000.00

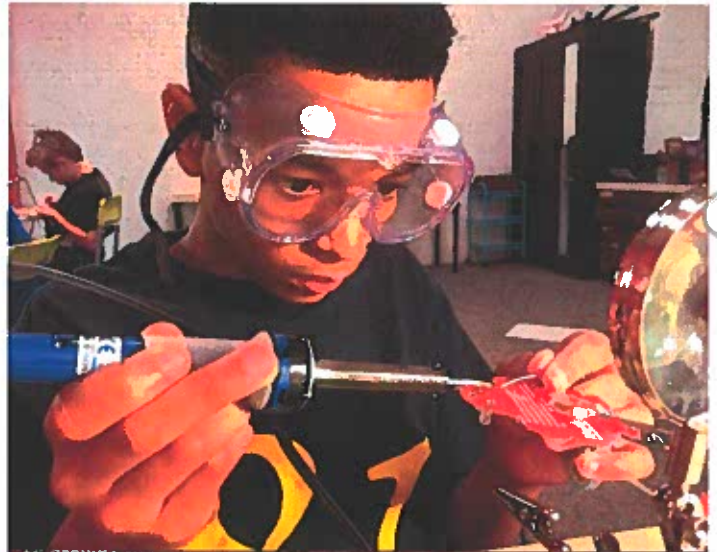
Ben Franklin Technology Partners \$500,000.00
 Mercyhurst University: Downtown Erie Innovation District \$400,000.00



To educate Erie's young adult workforce, strengthen schools and employers, and abate poverty.

YOUTH & EDUCATION \$869,293.39

Corry Area School District Foundation	\$10,000.00
Empower Erie	\$400,000.00
Erie's Public Schools	\$150,000.00
Fairview School Foundation	\$39,150.00
GECAC/Summer Jobs & More	\$150,000.00
General McLane Foundation	\$10,960.00
Partnership for Erie's Public Schools	\$60,000.00
Millcreek Education Foundation	\$22,978.05
Northwestern Community Educational Foundation	\$7,260.00
Union City Area School District Foundation	\$3,945.34
United Way of Erie County	\$15,000.00



to provide supportive leadership and life skills that will furnish and prepare at-risk girls for a bright and positive future.



BOARD & STAFF MEMBERS



Board of Directors:

Chair David S. Sample, owner, Corry Lumber Company Inc.

Vice Chair Michael J. Paris, owner, Paris Homes

Secretary David H. Yaple, owner/operator, Pine Avenue and Lawrence Park Dairy Queens

Treasurer Charles J. Peters, managing partner, Altair Real Estate Services

David M. Bagnoni, instructor, University of Phoenix

Dale E. Barney, community engagement and growth specialist, Gateway Health

James T. Domino, president, Domino Insurance Agency

Jay A. Breneman (ex-officio), member, Erie County Council

Gary N. Lee (ex-officio), director of administration, County of Erie

ECGRA Staff

Perry N. Wood, executive director

Tom M. Maggio, grants manager

Diane K. Kuvshnikov, executive assistant

Many thanks to Consultant Amanda P. Burlingham and Jenny Poff of Presque Isle Designs for helping us showcase the impact of ECGRA grant money at work in Erie County.



