



MEETING OF THE BOARD OF DIRECTORS  
Knowledge Park; 5240 Knowledge Parkway; Erie, PA 16510  
June 21, 2018 8:30 a.m.

AGENDA

1. CALL TO ORDER
2. ROLL CALL
3. PUBLIC COMMENT
4. NOMINATION OF OFFICERS
5. APPROVAL OF AGENDA
6. APPROVAL OF MINUTES – May 2018
7. DIRECTORS COMMENTS
8. COMMENTS BY CHAIRMAN
9. PRESENTATION
10. COMMITTEE REPORTS
  - a. Treasurer's Report
    - 1) Draft Audit
    - 2) Quarterly Financial Reviews
    - 3) Monthly Financial Review
  - b. Strategic Planning Committee
  - c. Update from County Council
  - d. Update from County Executive's Office
11. REPORT OF THE EXECUTIVE DIRECTOR
12. SOLICITOR'S REPORT
13. OLD BUSINESS
  - a. Quotes for Quarterly Financial Reviews
14. NEW BUSINESS
  - a. Resolution Number 14, 2018 – Resolution to enter into agreements with five (5) entities that comprise the recipients of the 2018 Anchor Building Program

- b. Resolution Number 15, 2018 – Resolution to enter into agreements with eight (8) entities that comprise the recipients of the 2018 Multi-Municipal Collaboration Grants
- c. Resolution Number 16, 2018 – Resolution to adopt pilot project funding for the Bayfront Neighborhood NCCC Pilot Project
- d. Resolution Number 17, 2018 – Resolution to adopt the 2018 ECGRA Regional Assets Guidelines for Community Assets, now comprised of three categories: Arts, Culture & Heritage; Parks, Fields & Trails; and Community Centers
- e. Resolution Number 18, 2018 – Resolution to enter into agreements with three (3) entities that comprise the recipients of the 2018 Renaissance Block Program – Round 2

15. ANNOUNCEMENTS

16. ADJOURNMENT

Next Regularly Scheduled Board Meeting of ECGRA

Date: Thursday, July 19, 2018  
Time: 8:30 a.m. – Board Meeting  
Location: Knowledge Park; 5240 Knowledge Parkway; Erie, PA 16510



**Erie County Gaming Revenue Authority**  
**Minutes of the Board of Directors' Meeting**  
**May 17, 2018**

**CALL TO ORDER**

The Board of Directors' Meeting of the Erie County Gaming Revenue Authority was held on May 17, 2018 in the Jordan Room; 5240 Knowledge Parkway; Erie, PA 16510. Legal Notice of the meeting was given through an advertisement appearing in the Erie Times-News. The meeting was called to order by the Chair.

**ROLL CALL**

Mr. Barney (via phone), Mr. Bagnoni, Mr. DiPaolo, Mr. Lee, Mr. Logue, Mr. Paris, Mr. Peters (via phone), Ms. Presta, Mr. Sample, and Ms. Wyrosdick. Mr. Wachter, and Mr. Wood are also present.

Both Ms. Presta and Ms. Wyrosdick are present as members of the general public for this meeting.

**APPROVAL OF THE AGENDA**

Mr. Paris makes a motion to approve the agenda. Mr. DiPaolo seconds the motion. Motion carries 7-0.

**APPROVAL OF MINUTES – April 2018**

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

**Mr. Wachter:** Mr. Sample, if I may. I realized last night that at the March 22, 2018 meeting of the Board of Directors Mr. Logue had abstained from two different votes with respect to Resolution Number 7, which was the funding of the Erie School District, due to his representation of the Erie School District as Special Counsel. I informed Mr. Logue that I would submit a Conflict of Interest Disclosure Memo to be included in the minutes. I neglected to do so. I have the memo here; Mr. Logue has signed it and I would ask for a motion to amend the March 22, 2018 minutes by adding the Conflict of Interest Disclosure Memo to it.

Mr. Paris makes a motion to amend the minutes to include such. Mr. Bagnoni seconds the motion. Motion carries 7-0.

Mr. Wachter: I am handing that memo now to the Secretary.

NEW BUSINESS

- a. Resolution Number 12, 2018 – Resolution to amend the Articles of Incorporation of the Erie County Gaming Revenue Authority.

Mr. Wood: I will turn it over to Attorney Wachter to explain the resolution to the process.

Mr. Wachter: As we had discussed at the last meeting, it came to everyone's attention that the Gaming Authority is required to take steps in order to authorize the increase of the number of Board Members. Those steps include the adoption of a resolution approving Articles of Amendment to the Articles of Incorporation. Once that resolution is approved, it is then submitted to County Council; County Council would then approve a resolution authorizing the amendment to the Articles and then at that point we would advertise in the Erie County Legal Journal and the Erie Times indicating that we would be filing these Articles of Amendment with the Department of State. Following that, the amendments would be effective and we would have those two extra seats on our Board.

What you're looking at today before you is a resolution authorizing the request for the Articles of Amendment. There is going to be two amendments that are made; the first of which is updating the registered address of the Authority to 5340 Fryling Road, Suite 201 Erie, Pennsylvania 16510; the second amendment is to increase the number of Board members through replacing paragraph six of the existing Articles of Incorporation to read as follows:

"From and after the date of the filing of this amendment with the Secretary of the Commonwealth, the Board of the Authority shall consist of nine (9) members, one resident from each of the seven Erie County Council Districts and two at large members who shall be appointed by the County Executive with the advice and consent of County Council. Each term shall be for a period of five years from the date of expiration of the prior term."

The first portion of that is directly from the resolution that was approved by County Council previously and the language has been submitted to County Solicitor Talarico, who I believe has reviewed it with his client. With that said, I believe everything is in order and if there are any questions, I would be happy to answer them.

We have lined it up with County Council, I believe, that this should be resolved and taken care of such that we would have our two seats officially filled by the June meeting. This is also the same process that is being used for the Erie County General Authority and the Erie County Industrial Development Authority who had extra seats put on their Board the same time as the Gaming Authority did and we have aligned not only the process but the language of the amended Articles with their Solicitor to make sure there is consistency in process and language.

Mr. Sample: Is there any need to read through it?

Mr. Wachter: I have given you all the selling points of the matter and I don't believe we need to read it in further detail unless anybody on the Board would like that. And it is on the SharePoint site.

Mr. Bagnoni makes a motion to approve Resolution Number 12. Mr. Paris seconds the motion. Motion carries 7-0.

Mr. Wachter: I would ask Mr. Wood that at such point that you have your official copies signed, if you could scan and email them to me so I can get that to Erie County Council as quickly as possible.

Mr. Wood: It will be done today.

Mr. Wachter: Thank you.

- b. Resolution Number 13, 2018 – Resolution to enter into agreements with the Erie County Renaissance Block Program recipients.

Mr. Paris makes a motion to approve Resolution Number 13. Mr. Barney seconds the motion. Motion carries 7-0.

#### DIRECTORS COMMENTS

There are no comments at this time.

#### COMMENTS BY THE CHAIR

Mr. Sample: We made it another month; that's about it.

#### PUBLIC COMMENT

No public comment.

#### COMMITTEE REPORTS

- a. Treasurer's Report – Mr. Peters: Good morning everyone. You all should have in front of you the reports which include the April Profit & Loss, April Balance Sheet, Statement of Cash Flows, Budget vs. Actual, the Grant Reserve, and the Check Detail along with Visa statements.

Of course, we're just starting our year here so there's not a whole lot to report. I think we went over the budget in detail last month and have proceeded. If there are questions, I would be glad to entertain them. There is one other topic once we get through the actual monthly report, I would like to talk about our audit for a moment. Are there any questions on the financials as presented?

Mr. Barney makes a motion to approve the financials. Mr. Bagnoni seconds the motion. Motion carries 7-0.

Mr. Peters: I would like to take just a few minutes to fill you all in. MaherDuessel is working through the audit; I had a phone call – as the Treasurer – with them last week to go over a few items. Perry, were you planning to discuss this during your report or do you just want to hit a few highlights?

Mr. Wood: Why don't you talk about the highlights you had with Jeff Kent and I'll talk about process.

Mr. Peters: A couple of the things that Jeff wanted to address; you'll all remember that last year – well some of the new members may not recall this – but last year we were aware of the Enterprise Development Fund having their financial trouble. We had gone ahead and created, in essence, an allowance or a reserve for the potentially bad debt if they weren't able to pay us back. We did, in essence, reserve for that on the financial statements. We did not realize any loss because as you remember a few months after that, we went forward and renegotiated the terms of their debt and they continue to pay current on the interest. However, we did make that allowance so that will continue to show up.

One of the things that was discussed with Jeff is whether or not we wanted to make a practice of reserving for bad debt as part of our standard operating procedure. I suggested that that was more of a ... you do that in the event that you suspect that people that owe you money aren't going to be able to pay it back. We now have roughly \$400,000 that was booked that way. I have no belief, nor does Perry believe, nor does any of the other staff, that we have any additional potentially bad debt.

So, my recommendation, and the auditor agreed, is that we don't reserve for any additional amount. That is kind of the primary point that he and I discussed.

The other thing that came up was more related to Notes within the audit that occasionally will carry; for example, for the last couple of years we talked about how the Enterprise Development Fund could potentially be at risk. We will be removing that footnote from the budget because now we restructured the debt and they're going through whatever reorganization they have gone through.

It was a productive call; certainly, if you have any questions feel free to ask me or Perry or I can arrange a call for anyone who wants to talk to Jeff Kent, he's the principal that oversees our accounts. I did also share with him that we are very interested in moving to a quarterly look at our financials and that the Board had taken action to check in with a few other providers just to confirm that we are getting a fair deal on that so he's aware that we're going through that process.

Are there any questions? Perry, was there anything I forgot to mention?

Mr. Wood: I would just add that the quarterly financials; we have received some quotes from local accounting firms, however we are still waiting on at least one, and then we'll bring those options to the Board for recommendation at the June Board meeting, as soon as we get all three quotes.

Mr. Peters: Thank you. That's all I had.

Mr. Wood: As far as process goes just to remind the Board and even for the new Board Members, MaherDuessel is our auditor. We have a multi-year contract with MaherDuessel; they come in once a year for about a week, two auditors sit in our office for about a week, we prepare a significant amount of information for them to review - although we're a small organization – and then they proceed to ask additional follow-up questions based upon the information that we have provided. Out of that process comes some type of draft report – a draft audit. As soon as that draft audit is complete, I'll make sure that I email that out to each and every one of you to try and give you as much time as possible to ask questions about it.

I would encourage you to ask the staff questions about it, or if you want, to ask the auditors directly any questions you may have about what is in there. However, they will be

here to present at the July Board meeting. That is the optimal time to go over the draft copy of the audit with them. If you as a Board do not see any problems with the draft audit, we'll move to pass it in the form of a formal resolution. At that time, the audit then goes into record at ECGRA, it goes into record with the County Controller, the County Clerk's office, and the County Executive.

Any questions about the audit process? Thank you.

- a. Regional Assets Committee: Mr. Wood: There is nothing to report.
- b. Strategic Planning Committee: Mr. Paris: There is nothing to report.
- c. Update from County Council: Dr. Foust is not present.
- d. Update from County Executive's Office: Mr. Lee: Thank you Mr. Chairman. I will just briefly go over some of the highlights for the Summer Jobs & More Program. The recruiting, as far as orientation, was completed last Wednesday, May 9<sup>th</sup>. We're going to have approximately 175 students total; we're looking at about 50 organizations participating with the program. The program is slated to start the last week of June and run to the middle of August.

We're excited this year because we have added an interviewing component where we will be interviewing the students to make it more real-life as far as what you can expect; as far as obtaining a job.

I'll briefly hit some of the highlights on this, but we had a call with the Department of Labor & Industry that was arranged by the Ridge Policy Group on Monday. That was a very valuable conversation; we have an opportunity to leverage the funds from the program, not this year but next year, potentially. We will be working with the Work Investment Board to facilitate that; there is up to \$460,000 additional that we can receive for the northwest part of Pennsylvania. That is something that we are very excited about and we will be working very closely on this fall.

Are there any questions? Thank you, Mr. Chairman.

Mr. Sample: Did you say up to \$400,000?

Mr. Lee: Correct. \$460,000.

Mr. Sample: That would be great. I think, hopefully, the response in the County is going to be able to be stronger this year. I know that they have been working strong in Corry and Union City and I know they had meetings out in Fairview; that would be great. We had this conversation earlier that it's extremely difficult to get employees right now; there's this assumption out there by the kids that they just can't come out and get a job and there are a lot of jobs that they can handle.

Thank you for that.

## PRESENTATIONS

- a. Ignite Erie – Penn State Behrend

Ms. Bridger: Thank you so much for the time today. My name is Amy Bridger, I'm the Senior Director of Corporate Strategy at Penn State Behrend and you are sitting in Knowledge Park so we're always thrilled to have some folks here as well. I brought with me Jake Marsh and we're



here to talk about the Ignite Erie: Industry & University Collaborative grant that was invested and made by ECGRA. We come about once a year to update some folks so we're always glad to come back and tell you some of the great things that you are funding investment has made.

What we're going to do today is just take a step back to explain for some of the folks who haven't seen these presentations before what the grant was, what the purpose was, what we're trying to accomplish, and then we'll talk about some of the things that are happening since the beginning in some of our case studies and then we'll end with a request for a grant extension and then also what we're planning to do with the funds that remain in the program.

Originally this light bulb is something we had passed around and developed; we were trying to create an entrepreneurial ecosystem and support it from a university perspective. We were working with student teams, entrepreneurs, high schools and trying to get all of the different stakeholders together to make an impact on the entrepreneurial culture. We wanted to generate new businesses, we wanted to create new innovations, and we wanted to create more of a leverage-system for the universities to work in so that we could be a part of the entrepreneurial culture and help people navigate our system. Sometimes folks see a university as something that is hard to navigate, so we want to navigate that for them. I think we've made some really great strides in that area and there are some that you may have heard about.

We actually ended up with a \$750,000 investment from the Erie County Gaming Revenue Authority; it started in 2015. It was to be distributed over three different installments and our stakeholders in this award were the universities, industry, economic development folks, and any other local industry service providers for innovation. The grant was originally on our Board that we have for this fund is all four universities (Penn State Behrend, Gannon, Edinboro, Mercyhurst – all of them have seats on the Board) as well as Lord Corporation, Erie Insurance, and some other folks sit on this Board that have some industry involvement as well.

Some ground rules that everybody adheres to on this grant is that cash-match is king and queen in this dance. We do have a large amount of cash-match invested from the universities as well as from some of our external industry partnerships. Every project has to have two or more universities that collaborate; this is an important one because it's really easy to say, "I know all my students and I know all my faculty and I'm going to do my project in my university." But the thing to remember is to create that more leveraged infrastructure; so, every project has to have more than one university collaborating. We evaluate different projects that come to us based upon their ability to create, whether it be business, product, economic factor, collaborate and catalyze.

I'm going to talk about some of the programs we started out with, but one of the great things about this funding and working with Dr. Wood is that we knew we were throwing a lot of great ideas up against the wall. Some were going to surprise us and be home runs that we didn't expect and some of the ones we thought were going to be home runs probably weren't as successful as we had hoped; this funding allowed us to be agile and shift different things to the parts that were making the biggest impact. The flexibility of this funding has been great.

Some of our hallmarks as we started out were the QuickStarter Program, which is actually a Mercyhurst-driven program. Dr. Chris Wheaton, you might have seen this in the paper, he does do a lot of good advertising on this, but he has methodology where people that go through crowd-source funding like Kick Starter or Indie Go Go, he was trying to make them more successful. His methodology really beat the national average; in fact, it trounced it. The national average is about 36% success rate on those crowd-source funding platforms. The innovators and entrepreneurs that he worked with, they're recording a 93% success rate. For Erie, Pennsylvania that is outstanding. He also is recognized as one of 30 expert consultants worldwide by Kick Starter; that's pretty amazing. The QuickStarter Program has really been a home run for Erie as well as the community of innovators.



The funding that had been provided to Mercyhurst for this first piece of it, they had completed 19 qualified campaigns, 93% success rate, they had raised \$85,000 – which if you consider the \$50,000 first installment - that's a 171% return on your investment. They have wanted to transition this to its own stand-alone entity so in the last year they have been transitioning it to the Erie Management Group to an LLC called the Erie Fund, LLC which is a 501(c)3 run by Rebecca Styn. Since that transition of working with the Erie Management Group and the Erie Fund, they have actually completed 27 campaigns. We're happy to see that this has gone to the next level and that they are investing the time and energy into this program. It can really be an impactful program.

This is a really cool story. In our original application, we knew that we wanted to have something called Innovation Beehives which were different sites around Erie County to support innovation and product development. We knew at Behrend that our first site would be our pilot site on our campus to do rapid prototyping so we created a rapid prototyping center there called Innovation Commons. What is really nice about is that we didn't know where our other sites were going to go or what they were going to do. We wanted to get the pilot site up and running, understand better how our impact could work, and then develop it from there. As we worked through the Board meetings, the different report-outs and worked with some of the other universities, it became clear that the vision really was that the other sites should be at the other universities and so we created the Beehive Network.

But this initial pilot site actually has an ideation space which you can see on the left-hand side and a series of 3-D printers. In the first implementation of this we also did a high school 3-D printer giveaway where we awarded 3-D printers to all of the different high schools in the Erie community and Gannon and Behrend provide technical support to those schools. Talk about catalyzing change.

If you look at the bottom at the series of rectangles, Fairview took this program as an indicator an endorsement of what they already had known and this space; they took the one printer that we had invested in them and bought six more, created an entire room just for their own maker spaces, and created an entire curriculum around 3-D printing and additive manufacturing. It was all due to us saying, "Would you like to have a printer? Here are your options. Which one fits you best?"

Jake was just there yesterday to see some of the inventions that have come out of that that they do, is it yearly? Or by semester?

**Mr. Marsh:** I wasn't at Harborcreek, I was at Fairview but both schools have very strong programs. The high schools in particular have taken this and run with it. One of the things that we decided to offer in addition to that was to go there and have our students lecture to their students or teach their teachers how to use these machines and be on-call tech support all the time. We'll be doing more of that this summer. Some of the schools are masters already and some of them needed a boost. But once we give them the boost they get excited about it and take over.

**Ms. Bridger:** In that Innovation Commons we even built a really large 8-foot scanner which was great because it complemented Gannon's 8-foot 3-D printer. So, we can scan eight feet, and they can print eight feet and it's fun to see that collaboration go back and forth. That has really allowed us to develop a lot more and deeper relationships with some of the other universities as well.

So, the Beehive Network, like I said, we had decided that some of the other nodes should be in the other universities. We also included Blasco Library's Idea Lab in there; they're doing some really nice stuff and they have the Maker Space down where they are. But getting in the Beehive Network, what we tried to do was take different pieces of the product development life cycle. Even though other universities can do rapid prototyping like we do and even though other universities

can do business development like Gannon and video marketing and branding like Edinboro and things like that, what we wanted to do is for this particular application just draw those nodes in the sand and then create what we call an Elevated Race-Wave Innovation. Regardless of what funding sources are out there, who's in leadership positions in the County or the City, we created a system where we can navigate the universities for the entrepreneurs. We know everyone at every site. We regularly talk, we have common file sharing, we have common metric sharing. So, now we have this Race-Wave where it doesn't matter where an entrepreneur wants to come in, we can get them through that product development life cycle. It's been extremely popular, not only from the entrepreneurial side but people are actually watching us and wanting to know what Erie, Pennsylvania is doing. We'll talk about that in just a bit.

This is what we have invested in; this is Beehive-specific. This is not all of the ECGRA funding; this is just Beehive specific. The initial cash investment for Behrend for our pilot site we originally came up with is \$50,000. ECGRA's funding is at about \$200,000 to support the entire Beehive Network. Then we have follow-on cash investment by Penn State Behrend for \$200,000. With Mercyhurst, Behrend, and Edinboro we were then able to apply for additional funding through the Appalachian Regional Commission which funds a lot of the equipment. They saw the value and gave us \$200,000. Gannon actually applied for an Economic Development and Administration grant of \$1million and that was awarded in the winter time. That was pretty amazing. So, the Beehives alone are seeing a \$7.25 return on every dollar that ECGRA has spent.

The project as a whole, we talk about match which is very specific, and in leveraged dollars but this is one of the major wins for Erie County and ECGRA has played a really strong role in that so, we appreciate the investment. We are also looking for additional funding this year.

Just to give you some case studies of cool things that have happened. I think I presented this one at the last meeting but it is Lace 'N Lock; this was a student who is an Erie business man who came to us with an idea for a shoe lace tightener. His wife had a hip surgery and she was not able to bend to tie her shoes and quite honestly, he was tired of doing it for her. So, he created something like a cane with this little clip-on part and you can tighten and loosen your shoes. What's really cool about that is a team of Behrend students actually worked on that prototype through the Innovation Commons and our Senior Capstone Project, and then one of those students continued to work on it through the Innovation Commons (which is our Beehive site) to complete the design. They entered into negotiations with Port Erie Plastics and now a patent has been awarded by the US Patent Trademark office.

That student is listed as an inventor, as well as the other two students who worked on the project. That's pretty amazing to graduate with your bachelor's degree with a patent. You're going to see that we have six of them so far out of just the Innovation Commons.

This is another really cool one; Fast Framer. He came to us with an idea for putting together a frame for 2x4's. He came to us and wanted us to work on a design, but it was too complex. Our students actually redesigned it and did interim design with this gentleman and it's actually on the shelves in Erie right now at Ace, True Value, and Frontier. Our students are also listed on this patent. Eventually there will be four patents; two design and two utility with an angle frame and then the straight frame. It's pretty awesome to think that undergraduate students were critical in getting that one to market. These are the types of things that when we originally envisioned what this award could do, this is one of the items.

The Groove Tee, Evan Rumba is another innovator, he invented a golf tee shaped club scrubber. You'll see that your brush is actually on the bottom of this and it can grind away at the golf club where normally I guess people take their golf tees and pick out the mud and things like that.

Mr. Wood: Any chance we can get a prototype for Mr. DiPaolo?

Ms. Bridger: The patent has been submitted and students are listed as inventors on this one as well. We have a local manufacturer but it is not out quite yet. This one was a very simple design.

Mr. Sample: He would be happy to test is for you.

Mr. DiPaolo: Absolutely.

Ms. Bridger: There are a couple of things we fund like that. The Mobile Barrier by Grizzly Innovations. This was a rough prototype that showed up at our Innovation Commons that was in PVC pipe and what it is is a barricade for traffic for law enforcement. These pods that you see pictured are relatively easy to move and you can put two, four, or eight of them in the back of the trunk and if you need to, you can barricade off the road instead of waiting. Right now, that is what happens is you wait for someone to bring a barricade to you. You can pop these out, and they go together much like tent poles and you can put it together. They light up with LED lights so it creates a really great law enforcement barricade. They came to the Innovation Commons to get that developed and our students worked with them quite a bit.

We cover all sorts of disciplines. Some of these folks come to us with an idea in their head, some come with it scratched out on a piece of paper or a napkin, and some of them come with a working prototype that we refine. One of the great things about our pilot site is we were up and running 18 months even before the Innovation Beehive Network came to be. What's really cool now is that we're starting to see that collaboration between the Beehive sites. In the last six months the other sites have come up and running.

Mr. Wachter: If I could just interrupt and have it noted in the minutes that Mr. Barney and Mr. Peters did leave the meeting. They were participating electronically and they left during the presentation. Thank you.

Ms. Bridger: This one is a great one – One Leg Up, Lake Erie Rubber. This is a rubber-manufacturing job shop that wants to enter product development with really durable, high quality, floating dog toys. The project was the interim design piece and then we developed the prototype and then Edinboro actually provided the brand development and package design. They are also working with them on social media.

We're starting to see those collaborative pieces where now that those other sites are getting up and running because of the funding that came in in December and January, we're starting to see those collaborative pieces that we really wanted to see.

Like I said, our site had about an 18-month jump start on everybody else, but these are some of the numbers we have just out of the Innovation Commons. This is so you understand the power of the investment - 97 total projects, 29 product development projects, almost \$1.5 million in leveraged funds, 65 entrepreneurs served, 6 patent applications, 3 companies started, over 220 students engaged, 130 youth engaged, and 11 public events.

The other cool piece of this is that people want to know what we are doing; not only from the Innovation Beehive, but ECGRA in general and the Industry + University Collaborative. We're getting calls from people who want to know how we're doing it, what we're doing, what the pitfalls are, how they can learn from it, where they are in the scheme of things. We have met as a group with Marshall University, Dixie State University came to visit us, Liberty University is coming up in June and we've had several calls with them, Westminster College, and LECOM also wanted to do

a rapid prototyping lab. We do consulting work like, "Let us tell you what our experience is. Why don't you learn from what we've done and then we'll help you get started."

This model of four universities (two private, one public, and one quasi-public) of working together is relatively unheard of, at this level. So, it's catching some interest not only from a funding perspective but also other universities that want to work with us, which is really cool for Erie as well.

Here are some metrics of the overall ECGRA funding; I didn't put every single one of them in because I already feel like I'm running short on time. We are a few years into this and our metrics are looking pretty solid; number of product development, technology disclosures, businesses started, cash match (the things that we would provide actual receipts for, not the leveraged dollars which is a larger amount, but the ones that we can actually provide every receipt for) we're at \$576,000, QuickStarter's success is running way above where it needs to be, number of new university collaborations, and university/industry collaborations as well are doing very, very well.

I think we've been really good stewards of this money, we've been trying to make as much impact as we can, and I think we have proven that we can leverage your investment and turn it into actual external dollars coming into Erie. We would like to request a two-year extension of the award until February 28, 2020. Some of the things that we have planned to extend – the coordination takes some effort in terms of meetings but also in creating those processes between all four universities, the systems going through documentation, legal, all of those things. Legal support for innovators – we think we can do more with this. We have had this fund for a while but we'd like to put more dollars in. We're seeing far more patent pieces than we had anticipated, which is real great but we think that we can do more with that.

QuickStarter, we'd like to add as a transition to Erie Fund and continue to support them in what they're trying to do, and then the Beehive sites, of course. Some of the sites are just getting up and running now and they need student support, need people support. ARC was really gracious in supporting some of the equipment but we still need to support those students so it's free for the community to use those sites.

I did want to talk about the Behrend site for a little bit because we already have a lot of that covered. We're always trying to figure out what's that next generation and how we can give back to the community a little bit more. We have been working on talking to existing industry folks and manufacturers to find out what they need and what those needs are. One of those areas is additive manufacturing of our 3-D printing rapid prototyping site. We did a survey last year and one of the questions that they asked was, "Do you use additive manufacturing?" The response was 38% said yes and 61% said no. The next question was, "Do you work with 3-D modeling and CAD?" 69% said yes, they worked with 3-D models but only 38% said they actually used rapid prototyping and additive manufacturing in 3-D printing. There is a huge opportunity there for manufacturers to understand better how this can apply – our rapid prototyping center – to their existing manufacturing facilities in terms of concept drawings, prototypes, those types of things.

What we would like to do within the next year is develop some courses that we can then offer to existing industries where our students at the Innovation Commons and faculty can teach those manufacturers how to use additive manufacturing in the real world. We think we have a really good jump start on that. The other piece that comes in is a micro-internet of things but what do we do with sensors so that people can track these machines, whether its 3-D printers, whether it's another piece of equipment. The same type of application there in other things is a huge topic right now; a lot of people don't know how they can apply it. These are some of the things that our students at the Innovation Commons will be handling.

Any questions?



**Mr. Lee:** Thank you, Amy, for the presentation. It was very helpful. In reference to the QuickStarter Program, you say that there's a 93% success rate compared to nationally a 36% rate. Did they provide any feedback on how you've been able to be so successful as far as 93%?

**Ms. Bridger:** Absolutely. I wish he was here because he could tell the story far better than I can, but essentially, it's all about preparing. A lot of people that go on QuickStarter say, "I have this idea. I'm going to promote this pen." And then they put this pen on and it fails miserably. What he does is he spends some time doing research to say, "What have other pens brought? What is the appropriate fundraising goal? Let's get some buzz and chatter going before that even launches." So, before he even launches he knows that he has a certain level of buzz and chatter going before the launch even happens. I'm making this all very simple.

**Mr. Lee:** The second question I have is, Gannon University received, as you were saying from the Economic Development Administration, \$1million. Do you have any insight as to how they are utilizing that \$1 million?

**Ms. Bridger:** Every university got \$250,000 of that. So, it was split four ways.

**Mr. Lee:** Can you then give an example of how Penn State Behrend is utilizing that \$250,000 that they received?

**Ms. Bridger:** Yes. A lot of that is going toward staff support – students. We are at our capacity with students; we need more. We do buy 3-D printers, we have laser cutters, we have equipment with those funds, we have a graduate Masters in Manufacturing student that will be taking over the day-to-day aspect of that Innovation Commons to free Jake up to do some other stuff that I need him to focus on. It's really about community spirit; it's for all of those sites. We're funding those students so it's free for the community to come in and use those opportunities is critical. We're trying to reduce as many of those barriers as we can. So, the student support and the equipment they need.

**Mr. Lee:** Great. This will be my last question. Typically, how long does it take or how long does a student and the group work on these various projects, like the Lace 'N Lock and the One Leg Up? Typically, how long do they work on these particular projects?

**Ms. Bridger:** It really varies.

**Mr. Marsh:** May I? The very shortest project that we had come in the gentleman came in to do a meeting and six hours later we handed him a prototype; six hours of the same day. The longest one took many months. It's all a matter of, we use a sort of agile project management for these projects so we sprint and then meetings, and then sprint and then meetings with clients. In some cases, they need very little help because their product is simple; in some cases, they need a great deal of help and we need to go through many iterations to get them to a point where they can either hire a professional to take it toward manufacturing or we've reached the capacity of our knowledge. In this case, we went from his idea being explained to us all the way to a product that he could have stamped out of metal at a manufacturer.

In other cases, we'll get to a point where we've got great models but he's going to be buying the mold that's going to cost him \$30,000. Maybe he should pay a couple thousand to a private company to make sure it's absolutely perfect. We make it clear at the beginning that what we're providing is a major barrier-beater. We tell them that we'll get them through as many of the bumps

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that you run into along the way as possible, but we're not interested in competing with private industry. We make it clear to them at the front that we will go as far as we can, as fast as we can, but at some point, it's going to be time for them to get out there and engage at a higher level.

Mr. Lee: Okay, great. Thank you.

Mr. Wood: If I can just drive home one point that Mr. Lee asked about, the Gannon University grant. Gannon University received a \$1 million grant in collaboration with the other three schools and split it up equally. That is an amazing thing, right? That shows this kind of amazing culture of collaboration. It's not that the universities have never collaborated; they collaborate one-off projects here and there and they work together on stuff. But this is a sustained, on-going effort to collaborate, not in competition with one another. It's really in cooperation in a way that we have never seen before. I just wanted to drive that point home.

Ms. Wyrosdick: The only other comment I would make is I highly encourage you to work very closely with Marshall University because they are a fine outstanding institution and I think that any assistance you can give Marshall would be greatly appreciated by someone who graduated from there.

Ms. Bridger: The Robert C. Byrd Institute, we had a call with them; they haven't reached back out to us but they are doing some interesting things out there.

Mr. Logue: Dixie State is out in Utah – how did they hear about all this?

Mr. Marsh: That was really due to grapevine, honestly. I didn't get all of the pieces of it but they were so interested that they flew all the way to Cleveland, drove to Erie, to see us for quite a short meeting. In fact, I filled his day. When he came here I introduced him to what we were doing at our site and at Behrend and then took him to Gannon to see that piece and then to the Erie County Library to see the Idea Lab so he got a flavor of what the universities were doing and what the County was doing, the library system, and how we worked together on that sort of thing. We also stressed and explained to him what the other universities are doing, talked about lessons learned, a lot of the best practices that we have established. And he gave me some socks, so it was a win-win.

Ms. Presta: Thank you very much.

#### REPORT OF THE EXECUTIVE DIRECTOR

Mr. Wood: I'll be brief; there are four things I wanted to cover briefly. Number one, since our last meeting we did receive Renaissance Block applications. We received 11 of them, we met as a committee last week and recommended that 7 of the 11 be funded to the tune of \$323,500 which was approved on the agenda here today. What's interesting is that there is clearly a need for this kind of funding. In discussion with these groups as well as the overwhelming number of applications, it's clear that this is filling a financing gap – that's what we keep hearing – because of the flexibility of the funds. Typically, HUD funds would go to something like this and then there would be income and geographic restrictions. We do not have those same restrictions on our Renaissance Program; that's one of the reasons it succeeded in the City of Jamestown as well. So, everyone from the Board was invited to attend; it was Mr. Paris, Mr. Barney, Mr. Lee, and Ms. Wyrosdick who attended with the staff. We talked through and as a result, you have Resolution number 13 on the agenda here today.



The second item I wanted to cover was the audit, although I think we answered most of the questions about the audit. I just want to remind you that we will be getting a draft copy out to you as soon as possible for any feedback that you have. I want to encourage you to either reach out to the Treasurer, the staff, or directly to MaherDuessel if you have any questions about what you're seeing in the financial audit.

The third is that we have convened five task forces with Ridge Policy Group; Ridge Policy came to town on April 26 and 27. The five task forces are:

1. Entrepreneurship and Innovation; the Ignite Erie folks were involved in that
2. Neighborhood Revitalization; the same type of group that the Renaissance Block focuses on
3. Summer Jobs and Youth Skills Development Team; Mr. Lee was a part of that meeting as well as GECAC
4. Transportation and Brownfields
5. Blue Zones

We convened, we introduced Ridge Policy to all the players, we had active dialogue back and forth about funds that were available. Ridge Policy Group was able to assist the Millcreek Township School District Foundation this week in receiving about \$40,000 worth of Earned Income Tax credits through DCED, which I think was a great start.

These other five task forces are working diligently with them on funds that are available. Mr. Lee mentioned that through this task force process, we identified a fairly new revenue stream called Summer Internship Funding which we're going to be applying for in January. That's very exciting and we were encouraged by the folks at Labor & Industry to go after.

That being said, budgets change all the time and things could shift but that is a solid prospect. I think that is going to be worth anywhere from \$80,000 - \$100,000 right there for Summer Jobs. So, a lot of good leads, a lot of good prospects.

Finally, I'll summarize with Ignite Erie asking for an extension on their grant; I just wanted to put that into context and see if the Board has any questions. This program is now in its third year of existence. It was slated to last three to four years because it's really in a pilot phase right now, however, the patience of the Ignite Erie Board, the complexity of having so many community partners coming to the table to communicate, they have been very patient with how they have expended our grant dollars. They have also leveraged it, as you can see, to the tune of almost 4:1 in order to bring other funds in. That has slowed their burn-rate on our grant and therefore they had asked me for a two-year extension; the staff has the ability to give a one-year extension to 2019, but they are asking for an extension to 2020. The staff reviewed this and we do recommend that you give them the extension to 2020. That gives us more time to evaluate what is going on there as well.

What I can tell you from a mid-term perspective, about halfway through the grant that we have evaluated so far, we find Ignite Erie to be extremely successful. It has served dozens of entrepreneurs, it's two core programs are QuickStarter which is a take on the term Kick Starter which is an online crowdfunding concept and as you heard from Amy, there is a unique methodology that is heavily research-driven, unique as a concept that the university can get on board with in which students interact with entrepreneurs to make sure that their crowdfunding attempts are successful. A 93% success rate versus a 36% average success rate. It's unheard of. Kick Starter themselves, the national organization, has recognized QuickStarter for that.

The second core activity is Innovation Commons which is right here on the campus of Penn State. The idea with the Innovation Commons is it is also a pilot concept and it is being exported to the other universities as we speak in what's known as the Beehive model. These "innovation spaces" on each campus create permeability. In other words, I'm an entrepreneur, I don't know how to interact with the University, this is my space in which I can interact with the University, and then the University can interact with industry in the co-creation of knowledge. This is a really unique thing and a very important thing in global competitive advantage. What you're seeing here is four universities along with partners from industry and economic development agencies come together to create an agenda for regional economic development – not THE agenda but A agenda – that's part of assisting regional economic development like we've never seen before. And they're doing it in collaboration with one another.

I'll leave it there. We do recommend that under Old Business that the Board consider extending the Ignite Erie contract to 2020. I'll take any questions.

Ms. Presta: Perry, I have one with regard to Ridge Policy Group. Meetings with the various stakeholders, which I was unable to attend but I understand were very positive and informative, is the expected or anticipated protocol hereafter that those stakeholders, that those interested in accessing the various sources of funding, will be able to directly communicate with and contact Ridge Policy Group and that Ridge Policy Group will not simply provide them with a link to the application but walk them through it? In essence, act as a lobbyist in helping them obtain those funds.

Mr. Wood: That's a great question. There is an agenda for the two-day meetings in the Executive Director's Report, there's also a list of everyone who attended those meetings. The expectation for process is that there will be regular follow-up phone calls once a grant is identified. There has been at least one identified in each of the five categories. Some of those phone calls have already taken place. I have been on half of them just to make sure that the ball is rolling. The idea is to initially give them feedback on what should be in a successful grant application and then to follow through the process through actual lobbying to the bureaucratic agency that is overseeing the program.

Ms. Presta: And then to repeat that cycle once that process with respect to that particular stakeholder is completed so that this is an ongoing initiative?

Mr. Wood: Ongoing initiative. A great example, and I think Mr. Lee can speak to this, is Youth Build. GECAC came to us and said and we weren't aware of this, they have been trying to get Youth Build funding for the last four or five years, unsuccessfully. So, this will be an interesting test case to see if having a lobbyist in this circumstance can help us break through this.

Ms. Presta: If it makes a difference. I'm quite certain the answer is going to be that it depends on the grant, the stakeholder and the political climate but what's the anticipated or projected timing for that process? So, now the contact has been made, the communications are being held on completing an application, that goes in; when can we expect to hear that they've been successful or unsuccessful?

Mr. Wood: One example is ARC funding – Appalachian Regional Commission – which looks at economic development funds. There is currently an application in there that they are lobbying for on our behalf that will bring funds to the Erie Innovation District and that decision could be made as soon as June or July.

Ms. Presta: Okay. You are of course well aware, as are all the members of the Board, that there have been a lot of questions about the value – for the price that we pay for Ridge Policy Group's involvement. It sounds like in the relatively near future we should have a better idea of whether they are of value, not just to ECGRA, but to those we serve in the County, other stakeholders. Is that fair?

Mr. Wood: I think it's fair to say that in the near future we could be able to do some type of cost-benefit analysis.

Ms. Presta: Very good. Thank you.

Mr. DiPaolo: Mr. Chairman, I was not able to attend. Do you have any paperwork that you would have had from the meeting?

Mr. Wood: From the Ridge Policy Group? Absolutely. It's in the Executive Director's Report for this month.

SOLICITOR'S REPORT

Mr. Wachter: I have said enough for today. Thank you.

OLD BUSINESS

- a. Extend Ignite Erie contract through 2020

Mr. Bagnoni makes a motion to extend the Ignite Erie contract. Mr. Paris seconds the motion. Motion carries 5-0.

ANNOUNCEMENTS

Ms. Presta: Mr. Chair, I have no announcements but I was remiss in not amending my remarks to characterize them again as coming as a member of the general public interested in the activities of ECGRA and of course to confirm that none of the motions or votes that took place here today were participated in by Ms. Wyrosdick or myself.

ADJOURNMENT

Mr. Paris moves to adjourn. Mr. Bagnoni seconds the motion.



**Erie County Gaming Revenue Authority**  
**Profit & Loss**  
**May 2018**

	<u>May</u>	<u>YTD</u>	<u>Budget YTD</u>	<u>2017-18 Budget</u>
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
44800 · Gaming Revenue	375,769.51	375,769.51		
46400 · Other Types of Income				
46410 · Interest Income - Savings	9,057.54	18,007.06		
46422 · Interest Income - BWC				
46424 · Interest Income - Progress Fund				
46425 · Interest Income - EDF Restruct		1,083.00		
46430 · Miscellaneous Revenue				
<b>Total Income</b>	<u>384,827.05</u>	<u>394,859.57</u>		
<b>Expense</b>				
62100 · Contracted Services	18,351.57	22,847.12	22,866.66	137,200.00
62800 · Facilities & Equipment	2,871.78	3,126.79	3,833.32	23,000.00
65000 · Office Administration	935.99	2,707.44	4,466.66	26,800.00
65100 · Other Types of Expenses	5,094.01	9,934.45	9,966.66	59,800.00
66000 · Payroll Expenses	21,719.42	39,795.56	37,195.84	223,175.00
<b>Total Expense</b>	<u>48,972.77</u>	<u>78,411.36</u>	<u>78,329.14</u>	<u>469,975.00</u>
<b>Net Ordinary Income</b>	335,854.28	316,448.21		
<b>Other Income/Expense</b>				
70000 · Grants / Settlements				
70030 · Community Assets				
70050 · Municipal Settlements	93,942.38	93,942.38		
70060 · Human Services				
70070 · Special Events		172,736.71		
70090 · Multi-Municipal Collaboration				
70100 · Mission Main Street				
70120 · Summer Jobs Program				
70130 · Small Business Financing				
70136 · Ignite Erie Industry+University	250,000.00	250,000.00		
70140 · Pilot Projects	30,000.00	30,000.00		
70150 · Shaping Tomorrow				
<b>Total 70000 · Grants / Settlements</b>	<u>373,942.38</u>	<u>546,679.09</u>		
<b>Net Other Income</b>	<u>(373,942.38)</u>	<u>(546,679.09)</u>		
<b>Net Income</b>	<u><u>(38,088.10)</u></u>	<u><u>(230,230.88)</u></u>		





**Erie County Gaming Revenue Authority**  
**Balance Sheet**  
As of May 31, 2018

	<b>May</b>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
10000 · ErieBank - Checking	398,377.57
10100 · ErieBank - Savings	
10100 · ErieBank - Savings - Other	7,714,759.55
10101 · Committed Funds	1,881,666.50
10102 · Restricted Funds	4,451,982.58
<b>Total 10100 · ErieBank - Savings</b>	<b>14,048,408.63</b>
<b>Total Checking/Savings</b>	<b>14,446,786.20</b>
<b>Other Current Assets</b>	
12000 · Notes Receivable	
12003 · Note Receivable - CIBA	18,846.25
12004 · Note Receivable - BWC	1,000,000.00
12005 · Note Receivable - Progress	1,000,000.00
12010 · Note Receivable - 1855 Capital	500,000.00
12050 · Note Receivable - EDF Restruct	1,300,000.00
<b>Total 12000 · Notes Receivable</b>	<b>3,818,846.25</b>
14500 · Prepaid Insurance	-469.99
<b>Total Other Current Assets</b>	<b>3,818,376.26</b>
<b>Total Current Assets</b>	<b>18,265,162.46</b>
<b>TOTAL ASSETS</b>	<b>18,265,162.46</b>
 <b>LIABILITIES &amp; EQUITY</b>	
<b>Equity</b>	
30000 · Opening Balance Equity	2,927,064.18
32000 · Unrestricted Net Assets	15,316,911.76
Net Income	(230,230.88)
<b>Total Equity</b>	<b>18,013,745.06</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>18,265,162.46</b>

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**Erie County Gaming Revenue Authority**  
**Statement of Cash Flows**  
**May 2018**

	<u>May</u>
<b>OPERATING ACTIVITIES</b>	
<b>Net Income</b>	(38,088.10)
<b>Adjustments to reconcile Net Income</b>	
<b>to net cash provided by operations:</b>	
14500 · Prepaid Insurance	815.33
20000 · Accounts Payable	<u>196,417.40</u>
<b>Net cash provided by Operating Activities</b>	<u>159,144.63</u>
<b>Net cash Increase for period</b>	159,144.63
<b>Cash at beginning of period</b>	<u>14,287,641.57</u>
<b>Cash at end of period</b>	<u><u>14,446,786.20</u></u>



**Erie County Gaming Revenue Authority**  
**Budget vs. Actual**  
**May 2018**

Expense	May	YTD	Budget	Over/(Under) Budget	% of Budget
<b>62100 · Contracted Services</b>					
62110 · Accounting Fees	5,000.00	5,000.00	11,000.00	(6,000.00)	45.45%
62120 · Government Relations Services	9,159.22	9,159.22	50,000.00	(40,840.78)	18.32%
62130 · Professional Services	0.00	0.00	36,000.00	(36,000.00)	0.00%
62140 · Legal Services	3,412.50	7,827.00	35,000.00	(27,173.00)	22.36%
62145 · Website Design	660.00	660.00	4,000.00	(3,340.00)	16.50%
62150 · Payroll Services	119.85	200.90	1,200.00	(999.10)	16.74%
<b>Total 62100 · Contracted Services</b>	<b>18,351.57</b>	<b>22,847.12</b>	<b>137,200.00</b>	<b>(114,352.88)</b>	<b>16.65%</b>
<b>62800 · Facilities &amp; Equipment</b>					
62840 · Office Equipment	36.98	291.99	5,000.00	(4,708.01)	5.84%
62890 · Rent	2,834.80	2,834.80	18,000.00	(15,165.20)	15.75%
<b>Total 62800 · Facilities &amp; Equipment</b>	<b>2,871.78</b>	<b>3,126.79</b>	<b>23,000.00</b>	<b>(19,873.21)</b>	<b>13.59%</b>
<b>65000 · Office Administration</b>					
65010 · Books, Subscriptions, Dues	34.67	149.34	4,000.00	(3,850.66)	3.73%
65020 · Postage	15.99	81.98	600.00	(518.02)	13.66%
65030 · Printing	0.00	0.00	1,200.00	(1,200.00)	0.00%
65040 · Office Supplies	110.83	286.49	2,800.00	(2,513.51)	10.23%
65050 · Cell Phone	0.00	288.75	2,200.00	(1,911.25)	13.13%
65060 · Copier Lease	182.00	364.00	2,200.00	(1,836.00)	16.55%
65070 · Copier Printing Costs	302.76	545.79	3,500.00	(2,954.21)	15.59%
65080 · Bank Fees	56.98	85.47	50.00	35.47	170.94%
65085 · Professional Development	0.00	0.00	5,000.00	(5,000.00)	0.00%
65090 · Meeting Expenses	232.76	905.62	5,000.00	(4,094.38)	18.11%
65095 · Miscellaneous Expense	0.00	0.00	250.00	(250.00)	0.00%
<b>Total 65000 · Office Administration</b>	<b>935.99</b>	<b>2,707.44</b>	<b>26,800.00</b>	<b>(24,092.56)</b>	<b>10.10%</b>
<b>65100 · Other Types of Expenses</b>					
65105 · Outreach	2,400.00	5,054.40	12,000.00	(6,945.60)	42.12%
65110 · Advertising	0.00	93.10	12,000.00	(11,906.90)	0.78%
65115 · Phone/IT/Fax	1,870.43	3,061.40	18,000.00	(14,938.60)	17.01%
65120 · Insurance	815.33	1,630.66	9,800.00	(8,169.34)	16.64%
65150 · Travel	8.25	94.89	8,000.00	(7,905.11)	1.19%
<b>Total 65100 · Other Types of Expenses</b>	<b>5,094.01</b>	<b>9,934.45</b>	<b>59,800.00</b>	<b>(49,865.55)</b>	<b>16.61%</b>
<b>66000 · Payroll Expenses</b>					
66005 · Salaries & Wages	19,337.33	35,491.14	200,000.00	(164,508.86)	17.75%
66010 · FITW Tax	1,507.39	2,758.46	15,000.00	(12,241.54)	18.39%
66015 · FUTA Tax	0.00	0.00	175.00	(175.00)	0.00%
66020 · PASUI Tax	-62.92	33.26	2,000.00	(1,966.74)	1.66%
66500 · Retirement	937.62	1,512.70	6,000.00	(4,487.30)	25.21%
<b>Total 66000 · Payroll Expenses</b>	<b>21,719.42</b>	<b>39,795.56</b>	<b>223,175.00</b>	<b>(183,379.44)</b>	<b>17.83%</b>
<b>Total Expense</b>	<b>48,972.77</b>	<b>78,411.36</b>	<b>469,975.00</b>	<b>(391,563.64)</b>	<b>16.68%</b>





**Erie County Gaming Revenue Authority**  
**Schedule of Grant Reserve**  
**As of May 31, 2018**

	<u>May</u>	<u>YTD</u>	<u>Totals/Subtotals</u>
<b>Uncommitted Funds</b>	7,714,759.55		
<b>Committed Funds</b>	1,881,666.50		
<b>2017 Restricted Funds:</b>			
First Quarter Gaming Revenue	375,769.51	375,769.51	
Second Quarter Gaming Revenue		0.00	
Third Quarter Gaming Revenue		0.00	
Fourth Quarter Gaming Revenue		0.00	<b>375,769.51</b>
<b>Disbursements:</b>			
First Quarter Disbursements	373,942.38	546,679.09	
Second Quarter Disbursements		0.00	
Third Quarter Disbursements		0.00	
Fourth Quarter Disbursements		0.00	<b>546,679.09</b>

**Disbursements Detail**

**Grants/Settlements**

**Community Assets**

**Human Services**

**Special Events**

Achievement Center	1,603.13
Albion Area Fair, Inc.	8,441.29
AmeriMasala	1,268.01
Borough of Union City	503.13
Borough of Wesleyville	398.87
CAFE	15,914.92
Crime Victim Center of Erie County, Inc.	1,584.51
Downtown North East, Inc.	4,746.55
Dr. Gertrude A. Barber National Institute	10,490.36
Edinboro Arts & Music Fest	2,177.83
Edinboro Highland Games	2,332.19
Edinboro University Foundation	1,786.45
Lake Erie Ballet	2,672.43
Erie Contemporary Ballet Theatre	2,054.18
Erie DAWN	1,635.37
Erie Downtown Partnership	1,890.64
Erie Homes for Children and Adults, Inc	1,711.15
Erie Regional Chamber & Growth Partner	1,196.61
Film Society of Northwestern PA	1,294.22
French Creek Council, BSA	622.76
Fort LeBoeuf Historical Society	623.41
Goodell Gardens & Homestead	894.51
Holy Trinity Roman Catholic Church	5,041.72
Humane Society of NWPA	319.10

**Erie County Gaming Revenue Authority  
Schedule of Grant Reserve  
As of May 31, 2018**

	<u>May</u>	<u>YTD</u>	<u>Totals/Subtotals</u>
Impact Cory		1,058.60	
Jefferson Educational Society of Erie		13,960.45	
Lake Erie Arboretum at Frontier		1,886.66	
Lake Erie Fanfare, Inc.		3,981.72	
Martin Luther King Center		398.87	
Mercy Center for Women		2,495.14	
The Nonprofit Partnership		3,085.26	
North East Community Fair Association		905.44	
Presque Isle Partnership		16,080.00	
Roar on the Shore Inc.		16,080.00	
SafeNet		3,190.96	
Saint Joseph Church		3,817.19	
Saint Patrick Church		4,620.91	
ServErie		4,339.11	
SSJ Neighborhood Network		2,097.70	
Union City Pride		800.11	
Waterford Community Fair Association		6,077.04	
Wattsburg Agricultural Society		7,530.87	
YMCA of Greater Erie		6,262.26	
Young Artists Debut Orchestra		2,063.75	
Youth Leadership Institute of Erie		801.33	
			<u>172,736.71</u>
<b>Municipalities</b>			
Summit Township	42,274.08	42,274.08	
Greene Township	10,333.66	10,333.66	
McKean Township	10,333.66	10,333.66	
Millcreek Township	10,333.66	10,333.66	
Waterford Township	10,333.66	10,333.66	
Erie County	10,333.66	10,333.66	
			<u>93,942.38</u>
<b>Neighborhoods &amp; Communities</b>			
<b>Small Business Financing</b>			
Ignite Erie Industry+University	250,000.00	250,000.00	
			<u>250,000.00</u>
<b>Youth &amp; Education</b>			
<b>Pilot Programs</b>			
Erie's Public Schools	30,000.00	30,000.00	
			<u>30,000.00</u>
<b>Total Funds Disbursements</b>	<u>373,942.38</u>	<u>546,679.09</u>	<u>546,679.09</u>

**Erie County Gaming Revenue Authority**  
**Schedule of Grant Reserve**  
**As of May 31, 2018**

	<u>May</u>	<u>Amount Remaining</u>	<u>Original Commitment</u>
<b>Committed Funds:</b>			
GECAC - Summer Jobs Program		150,000.00	150,000.00
Penn State, The Behrend College - Ignite Erie	250,000.00	0.00	750,000.00
PennVenture Partners		1,000,000.00	1,000,000.00
Shaping Tomorrow			
Empower Erie - Community College		370,000.00	400,000.00
Erie's Public Schools - Tech After Hours		66,666.50	200,000.00
Mercyhurst University - Innovation District		295,000.00	400,000.00
<b>Total Committed Funds</b>	<u><u>250,000.00</u></u>	<u><u>1,881,666.50</u></u>	<u><u>2,900,000.00</u></u>

100

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**Erie County Gaming Revenue Authority  
Check Detail Report  
May 2018**

<u>Date</u>	<u>Num</u>	<u>Name</u>	<u>Memo</u>	<u>Amount</u>
05/01/2018	EFT	VISA	2018 April Visa - Perry	-3,761.62
05/01/2018	EFT	VISA	2018 April Visa - Tammi	-1,151.03
05/02/2018	2404	Great America Financial Services	2018 April Copier Lease	-332.00
05/02/2018	2405	Penn State University - Knowledge Park	2018 April Rent	-1,417.40
05/02/2018	EFT	ECCA, Inc.	04/14/18 to 04/27/18 Payroll	-6,691.67
05/02/2018	EFT	Fidelity Investments	04/14/18 to 04/27/18 Retirement	-506.62
05/03/2018	2406	Erie Public Schools	2018 Pilot Projects	-30,000.00
05/03/2018	2407	Parker Phillips	Outreach	-2,400.00
05/03/2018	2408	Velocity Network, Inc.	Phone/IT/Fax	-962.52
05/07/2018	2409	Epic Web Studios	2018 Annual Website Agreement	-660.00
05/08/2018	2410	MaherDuessel, CPA	2017-18 Audit	-5,000.00
05/09/2018	2411	Mercyhurst University	Innovation District	-55,000.00
05/09/2018	2412	Ridge Policy Group	2018 May Government Relations	-4,000.00
05/09/2018	EFT	ErieBank	Service Charge	-28.49
05/15/2018	EFT	ECCA, Inc.	04/28/18 to 05/11/18 Payroll	-7,259.04
05/15/2018	EFT	Fidelity Investments	04/28/18 to 05/11/18 Retirement	-502.03
05/18/2018	2413	Ridge Policy Group	2018 March Government Relations	-5,159.22
05/21/2018	2414	Erie County	1st Quarter 2018 Settlement	-10,333.66
05/21/2018	2415	Greene Township	1st Quarter 2018 Settlement	-10,333.66
05/21/2018	2416	McKean Township	1st Quarter 2018 Settlement	-10,333.66
05/21/2018	2417	Millcreek Township	1st Quarter 2018 Settlement	-10,333.66
05/21/2018	2418	Summit Township	1st Quarter 2018 Settlement	-42,274.08
05/21/2018	2419	Waterford Township	1st Quarter 2018 Settlement	-10,333.66
05/21/2018	EFT	Erie Bank	Stop Payment Check 2341	-28.49
05/31/2018	EFT	ECCA, Inc.	05/12/18 to 05/25/18 Payroll	-6,443.14
05/31/2018	EFT	Fidelity Investments	05/12/18 to 05/25/18 Retirement	-499.69



ERIEBANK

ERIE COUNTY GAMING  
PERRY N WOOD  
Account Number: #### #### #### 6829  
Page 1 of 4



**SCORECARD**      **CASHBACK CURRENT BALANCE**      **CASHBACK PAYOUT DATE**  
\$186.94      \$186.94      05/15/18

**Account Summary**

Billing Cycle      04/09/18  
Days in Billing Cycle      29  
Previous Balance      \$4,851.98  
Purchases      +      3,761.62  
Cash      +      0.00  
Special      +      \$0.00  
Credits      -      \$0.00  
Payments      -      \$4,851.98  
Other Charges      +      \$0.00  
Finance Charges      +      0.00

**NEW BALANCE**      **\$3,761.62**

**Credit Summary**

Total Credit Line      \$25,000.00  
Available Credit Line      \$21,238.00  
Available Cash      \$21,238.00  
Amount Over Credit Line      \$0.00  
Amount Past Due      \$0.00  
Disputed Amount      \$0.00

**Account Inquiries**

Customer Service: (800) 423-7503  
Report Lost or Stolen Card: (727) 570-4881

Visit us on the web at:  
www.MyCardStatement.com

Please send Billing Inquiries and Correspondence to:  
PO BOX 30495 TAMPA, FL 33630-3495

**Payment Summary**

**NEW BALANCE**      **\$3,761.62**  
**MINIMUM PAYMENT**      **\$3761.62**  
**PAYMENT DUE DATE**      **06/04/18**

*NOTE: Grace period to avoid a finance charge on purchases, pay entire new balance by payment due date. Finance charge accrues on cash advances until paid and will be billed on your next statement.*

**Important Information About Your Account**

MANAGE YOUR CARD ACCOUNT ONLINE. IT'S FREE! IT'S EASY! SIMPLY GO TO WWW.MYCARDSTATEMENT.COM AND ENROLL IN OUR ONLINE SERVICE. YOU CAN REVIEW ACCOUNT INFORMATION, TRACK SPENDING, SET ALERT SERVICE, NOTIFICATIONS, DOWNLOAD FILES, AND MUCH MORE. MANAGING YOUR ACCOUNT IS FAST, SECURE AND EASY WITH MYCARDSTATEMENT.COM. ENROLL TODAY!

PAY ONLINE OR VIEW YOUR ACCOUNT AT:

PLANT YOUR SCORECARD GARDEN - GROW YOUR CASHBACK EARNINGS BY SIMPLY USING YOUR CARD.

**Cardholder Account Summary**

Trans Date	Post Date	MCC Code	Reference Number	Description	Amount
03/14/18	03/15/18	8111	24055235074206022598450	KNOX MCLAUGHLIN GORNALL 814-459-2800 PA	\$3,412.50
03/21/18	03/22/18	7523	24473018080900012321919	ERIE PARKING AUTHORITY ERIE PA	\$3.00

legal  
travel

PLEASE DETACH COUPON AND RETURN PAYMENT USING THE ENCLOSED ENVELOPE - ALLOW UP TO 7 DAYS FOR RECEIPT 0190 8298

ERIEBANK  
PO BOX 42  
CLEARFIELD PA 16830 - 0042

Account Number  
#### #### #### 6829

Check box to indicate name/address change on back of this coupon

AMOUNT OF PAYMENT ENCLOSED

**Closing Date**      **New Balance**      **Total Minimum Payment Due**      **Payment Due Date**  
04/09/18      \$3,761.62      \$3761.62      05/04/18

\$

ERIE COUNTY GAMING  
PERRY N WOOD  
5340 FRYLING ROAD  
SUITE 201  
ERIE PA 16510-4872

MAKE CHECK PAYABLE TO:

VISA  
PO BOX 4512  
CAROL STREAM IL 60197-4512

12 #### #### #### 6829 00376162 00376162

ERIEBANK

ERIE COUNTY GAMING  
PERRY N WOOD

Account Number: #### #### #### 6829  
Closing Date: 04/09/18  
Credit Limit: \$25,000.00 Available Credit \$21,238.00



**Cardholder Account Summary Continued**

Trans Date	Post Date	MCC Code	Reference Number	Description	Amount
03/23/18	03/25/18	7523	24473018062600012520245	ERIE PARKING AUTHORITY ERIE PA	\$5.25
03/24/18	03/25/18	4814	24493988083083054523440	AT&T BILL PAYMENT 800-331-0500 TX	\$340.87
03/30/18	03/30/18	0000	74335268089001158562429	ACH PMT THANK YOU	\$4,851.98 -

17753  
travel  
phone/IT

**Additional Information About Your Account**

ScoreCard CashBack Earnings as of 04/08/18					
SCORECARD	Beginning Balance	Current Eamed	CashBack Adjusted	Ending Balance	CashBack Payout Date
	\$187.73	\$19.21	\$0.00	\$186.94	05/15/18

Interest Charge Calculation/Plan Level Information						
Plan Description	ICM <sup>1</sup>	Balance Subject to Interest Rate	Periodic Rate	Annual Percentage Rate (APR) <sup>2</sup>	Interest Charge	Ending Balance
<b>CURRENT</b>						
PURCHASES	E	\$ 0.00	0.7083%	8.50% (V)	\$ 0.00	
CASH	F	\$ 0.00	0.7083%	8.50% (V)	\$ 0.00	
FEEES/INTEREST CHARGE					\$ 0.00	
<b>TOTAL</b>				<b>0.00%</b>	<b>\$ 0.00</b>	<b>\$ 3,761.62</b>

<sup>1</sup> ICM Interest Charge Method. See reverse side of Page 1 for explanation.  
<sup>2</sup> Your Annual Percentage Rate (APR) is the annual interest rate on your account.  
(V) = Variable Rate. If you have a variable rate account the periodic rate and Annual Percentage Rate (APR) may vary.



ERIEBANK

ERIE COUNTY GAMING  
TAMMI MICHALI  
Account Number: #### #### #### 8023  
Page 1 of 4



SCORECARD CASHBACK CURRENT BALANCE CASHBACK PAYOUT DATE  
\$28.94 05/15/18

Account Summary

Billing Cycle		04/09/18
Days In Billing Cycle		29
Previous Balance		\$1,549.68
Purchases	+	1,151.03
Cash	+	0.00
Special	+	\$0.00
Credits	-	\$500.00
Payments	-	\$1,049.68
Other Charges	+	\$0.00
Finance Charges	+	0.00
<b>NEW BALANCE</b>		<b>\$1,151.03</b>

Credit Summary

Total Credit Line	\$10,000.00
Available Credit Line	\$8,848.00
Available Cash	\$8,848.00
Amount Over Credit Line	\$0.00
Amount Past Due	\$0.00
Disputed Amount	\$0.00

Account Inquiries

Customer Service: (800) 423-7503  
Report Lost or Stolen Card: (727) 570-4881

Visit us on the web at:  
www.MyCardStatement.com

Please send Billing Inquiries and Correspondence to:  
PO BOX 30495 TAMPA, FL 33630-3495

Payment Summary

NEW BALANCE	\$1,151.03
MINIMUM PAYMENT	\$24.00
PAYMENT DUE DATE	05/04/18

NOTE: Grace period to avoid a finance charge on purchases; pay entire new balance by payment due date. Finance charge accrues on cash advances until paid and will be billed on your next statement

Important Information About Your Account

MANAGE YOUR CARD ACCOUNT ONLINE. IT'S FREE! IT'S EASY! SIMPLY GO TO WWW.MYCARDSTATEMENT.COM AND ENROLL IN OUR ONLINE SERVICE. YOU CAN REVIEW ACCOUNT INFORMATION, TRACK SPENDING, SET ALERT SERVICE, NOTIFICATIONS, DOWNLOAD FILES, AND MUCH MORE. MANAGING YOUR ACCOUNT IS FAST, SECURE AND EASY WITH MYCARDSTATEMENT.COM. ENROLL TODAY!

PAY ONLINE OR VIEW YOUR ACCOUNT AT:

PLANT YOUR SCORECARD GARDEN - GROW YOUR CASHBACK EARNINGS BY SIMPLY USING YOUR CARD.

Cardholder Account Summary

Trans Date	Post Date	MCC Code	Reference Number	Description	Amount
03/19/18	03/20/18	5045	24430998078400813002320	MSFT * E05006KYS3 800-842-7876 WA	\$58.00 data
03/19/18	03/20/18	5045	24430998078400813002338	MSFT * E05005KWWT 800-842-7876 WA	\$508.80 data
03/19/18	03/20/18	5541	24299108078004341891418	COUNTRY FAIR #48 ERIE PA	\$1.99 O.S.

PLEASE DETACH COUPON AND RETURN PAYMENT USING THE ENCLOSED ENVELOPE - ALLOW UP TO 7 DAYS FOR RECEIPT 0150 0200

ERIEBANK  
PO BOX 42  
CLEARFIELD PA 16830 - 0042

Account Number  
#### #### #### 8023

Check box to indicate name/address change on back of this coupon

AMOUNT OF PAYMENT ENCLOSED

Closing Date	New Balance	Total Minimum Payment Due	Payment Due Date
04/09/18	\$1,151.03	\$24.00	05/04/18



ERIE COUNTY GAMING  
TAMMI MICHALI  
5340 FRYLING ROAD  
SUITE 201  
ERIE PA 16510-4672

MAKE CHECK PAYABLE TO:

VISA  
PO BOX 4512  
CAROL STREAM IL 60197-4512

12 #### #### #### 8023 00002400 00115103

ERIE COUNTY GAMING  
TAMMI MICHALI

ERIEBANK

Account Number: #### #### 8023  
Closing Date: 04/09/18  
Credit Limit: \$10,000.00 Available Credit: \$8,848.00



**Cardholder Account Summary Continued**

Trans Date	Post Date	MCC Code	Reference Number	Description	Amount	
03/19/18	03/20/18	5691	24492158078637988407723	SP * YE OLE SWEET SHOP HTTPSYEOLSW PA	\$45.01	grant receipt
03/20/18	03/21/18	5814	24692188080100741888414	TIM HORTON'S #916332 ERIE PA	\$29.86	grant receipt
03/04/18	03/21/18	6010	1 8480361022000010	TRFR FRAUD TRANSACTION	\$500.00 -	
03/20/18	03/22/18	5411	244450080600334889464	WEGMANS #075 ERIE PA	\$22.23	grant receipt
03/21/18	03/22/18	5199	24224438081101015257975	KOLDROCK WATER 814-452-0200 PA	\$13.50	O.S.
03/21/18	03/22/18	5411	24226388081400000537960	WAL-MART #3281 HARBORCREEK PA	\$67.79	mtg/O.S.
03/22/18	03/23/18	7399	24692168081100386026502	STAMPS.COM 855-808-2877 CA	\$15.99	postage
03/22/18	03/23/18	5734	24492158081637088266780	WWW.ROBL.COM HTTPSWWW.ROBL NY	\$153.00	IT/data
03/26/18	03/27/18	5541	24299108065005980832113	COUNTRY FAIR #48 ERIE PA	\$1.99	O.S.
03/26/18	03/30/18	5968	24789308088930302474488	ERIE TIMES NEWS CIRCULATI 814-8701800 PA	\$34.67	subscr
03/30/18	03/30/18	0000	74335268089001156562429	ACH PMT THANK YOU	\$1,049.66 -	
04/02/18	04/03/18	5541	24299108092000288652208	COUNTRY FAIR #48 ERIE PA	\$1.99	O.S.
04/02/18	04/03/18	7399	24493988093028943891344	SHRED-IT USA LLC 866-647-4733 IL	\$31.45	O.S.
04/03/18	04/04/18	5300	24445008094400086222564	SAMS CLUB #6675 ERIE PA	\$71.30	grant workshops
04/04/18	04/06/18	5411	2444500809500368914272	WEGMANS #075 ERIE PA	\$53.50	
04/05/18	04/06/18	5999	24231688096837000040074	FAMILY DOLLAR #11810 ERIE PA	\$3.18	press conf
04/06/18	04/06/18	5942	24692168096100024788211	AMAZON MKTPLACE PMTS AMZN.COM/BILL WA	\$36.98	off. equip

**Additional Information About Your Account**

**ScoreCard CashBack Earnings as of 04/09/18**

SCORECARD	Beginning Balance	Current Earned	CashBack Adjusted	Ending Balance	CashBack Payout Date
	\$25.67	\$3.27	\$0.00	\$28.94	06/16/18

**Interest Charge Calculation/Plan Level Information**

Plan Description	ICM <sup>1</sup>	Balance Subject to Interest Rate	Periodic Rate	Annual Percentage Rate (APR) <sup>2</sup>	Interest Charge	Ending Balance
CURRENT PURCHASES	E	\$ 0.00	0.7083%	8.50% (V)	\$ 0.00	
CASH	F	\$ 0.00	0.7083%	8.50% (V)	\$ 0.00	
FEES/INTEREST CHARGE					\$ 0.00	
TOTAL				0.00%	\$ 0.00	\$ 1,151.03

<sup>1</sup> ICM Interest Charge Method. See reverse side of Page 1 for explanation.

<sup>2</sup> Your Annual Percentage Rate (APR) is the annual interest rate on your account.

(V) = Variable Rate. If you have a variable rate account the periodic rate and Annual Percentage Rate (APR) may vary.

The following email was sent to five (5) different local Certified Public Accounting offices requesting a quote for quarterly financial reviews for the Erie County Gaming Revenue Authority.

The Organizations that were sent this email are as follows:

- 1 - MaherDuessel (the current contracted auditor)
- 2 - Schaffner, Knight, Minnaugh & Co.
- 3 - Felix & Gloeckler (our past contracted auditor)
- 4 - Presogna and Company
- 5 - Monahan & Monahan

We received responses from all but one organization, which was Felix & Gloeckler. We reached out on several occasions with no follow-up from their office.

Two organizations stated that they are not able to provide this service for ECGRA.

The remaining two organizations gave similar quotes of \$1,500 per quarter for three quarters, totaling \$4,500. The fourth quarter would be our annual audit which currently costs \$6,500 and will have an annual increase of \$200. Please note that one of the quotes did state it could charge up to \$2,500 per quarter, depending on the amount of assistance required, whereas the other organization quoted a flat rate of \$1,500.

Taking into account all of this information, the staff of ECGRA has decided that the most cost effective and financially secure option is to contract our current auditors, MaherDuessel, to do our quarterly financial reviews at a cost of \$1,500 per quarter. This would bring the total for our Auditing Fees and Services line item to \$11,000 annually.

*Board of Directors*

David S. Sampl  
Chair

Michael J. Parisi  
Vice-chair

Charles J. Peter  
Treasurer

Perry N. Woolf  
Secretary

David M. Bagnor

Dale E. Barne

Dominick D. DiPaola

Tony Logu

Kyle Foushee  
Ex-officio

Gary N. Leary  
Ex-officio

Perry N. Woolf  
Executive Director



## Tammi Michali

---

**From:** Tammi Michali  
**Sent:** Wednesday, April 11, 2018 3:44 PM  
**To:** [REDACTED]  
**Subject:** Quarterly Financial reviews

Good Afternoon,

The office of the Erie County Gaming Revenue Authority is looking for someone to do a brief quarterly review of our finances in order to enhance our internal processes. The following is a suggested list of the work that we would like to have done.

**Review procedures:**

Analytical procedures (i.e. comparisons to budget and prior periods)

Review of reconciliations related to significant balance sheet accounts.

Inquiry related to the accuracy of the numbers and the accounting for significant transactions that have occurred during the period

Inquiry related to general matters impacting footnote disclosures

Report preparation including footnotes (similar to an audit)

After you review this list, can you let me know if this is something your office would be able to do for us? If so, can you also provide us with a quote on what the cost might be? Please let me know if you have any questions.

Thank you for your help,

Tammi

*Tammi L. Michali*

*Executive Secretary*

*Erie County Gaming Revenue Authority*

*5340 Fryling Road, Suite 201*

*Erie, PA 16510*

*814-897-2690 (p)*

*814-897-2691 (f)*



## Tammi Michali

---

**From:** Jeff Kent <jkent@md-cpas.com>  
**Sent:** Wednesday, March 21, 2018 11:14 AM  
**To:** Perry Wood  
**Cc:** Tammi Michali  
**Subject:** Review  
**Attachments:** Document1 - Compatibility Mode.docx

Perry,

As a follow up to our discussion on performing quarterly reviews, attached is an example of the report that we would issue as part of a review engagement. The fee for three quarterly reviews would be \$1,500 each quarter, \$4,500 total. Also, I've briefly listed below some of the main procedures that would be performed as part of the review process. Please let me know if you have any questions or need additional information.

Review Procedures:

Analytical procedures (i.e. comparisons to budget and prior periods)

Review of reconciliations related to significant balance sheet accounts. For example, we would obtain your bank reconciliations and review them for completeness and agreeance to the trial balance.

Inquiry related to the accuracy of the numbers and the accounting for significant transactions that have occurred during the period

Inquiry related to general matters impacting footnote disclosures

Report preparation including footnotes (similar to the report that was issues as part of your audit last year)

Thanks,

Jeff

Jeff Kent, CPA  
Partner  
Pittsburgh Office

**MaherDuessel**

Mailing Address:  
Maher Duessel  
503 Martindale Street - Suite 600  
Pittsburgh, PA 15212

Main: 412.471.5500  
Direct: 412.535.5539  
[jkent@md-cpas.com](mailto:jkent@md-cpas.com)  
[www.md-cpas.com](http://www.md-cpas.com)

---

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SCHAFFNER KNIGHT MINNAUGH & CO.

Certified Public Accountants  
www.skmco.com

April 23, 2018

1545 West 38th Street  
Erie, PA 16508  
Phone: (814) 454-1997  
Fax: (814) 454-1478

500 Pine Street, Suite 14  
Jamestown, New York 14701  
Phone: (716) 483-0071  
Fax: (716) 483-0161

Tammi L. Michali  
Erie County Gaming Revenue Authority  
5340 Fryling Road, Suite 201  
Erie, PA 16510

RE: Quarterly Financial Reviews

Hi Tammi,

Thank you for reaching out to Schaffner, Knight, Minnaugh and Co., P.C. for assistance with the quarterly review of your financial reports.

Based on our discussions with you we would find it most appropriate to bill this work at our hourly rates with the total per quarter not to exceed \$2,500. Our estimate of time it would require to perform the procedures would be in the 8-12 hour range. This type of work would require a seasoned professional with a billing rate ranging from \$130 - \$145 per hour. Overall, our estimate of fees would be in the \$1,200 - \$1,500 range per quarter. If more assistance is required than originally discussed we would expect the fees to be closer to the \$2,500 range per quarter.

Please let me know if you have any questions regarding our estimate. If you would like to proceed I will draft a formal engagement letter.

Thank you again for the opportunity.

Sincerely,

Christine A. Wilhelm, CPA  
Firm Administrator

An independently owned member  
RSM US Alliance





## Tammi Michali

---

**From:** jeffrey@presognacpa.com  
**Sent:** Tuesday, May 8, 2018 2:59 PM  
**To:** Tammi Michali  
**Subject:** RE: Quarterly Financial Reviews

Tammi, thank you for considering our firm to provide professional services. It just occurred to me that this is a governmental entity (correct me if I am wrong), we currently do not provide compilation and review services to governmental non-profit entities. We do provide compilation and review services to nongovernmental non-profit entities.

Thank you,

JP

Jeffrey J. Presogna, CPA CVA  
Certified Public Accountant  
Certified Valuation Analyst



Presogna and Company, P.C.  
A Professional Corporation

359 West 26<sup>th</sup> Street      440 Seaview Court, #1107  
Erie, PA 16508      Marco Island, FL 34145  
(814) 455-3864  
(814) 453-6554 Fax  
(814) 450-2322 Cellular

View our web-site at: [www.presognacpa.com](http://www.presognacpa.com)



## Tammi Michali

---

**From:** plkcpa@monahancpa.com  
**Sent:** Wednesday, April 25, 2018 1:43 PM  
**To:** Tammi Michali  
**Subject:** RE: Quarterly Financial reviews

Hi Tammi,

Thank you for reaching out to our firm and I apologize it took so long to respond. Unfortunately, we will not be able to devote the necessary time to complete this job, but I will be sure to keep you in mind if I come across another accountant who would be interested.

Kind regards,

Paul Kuklinski, CPA  
Monahan & Monahan, P.C. CPA  
Phone: 814-459-4345  
Fax: 814-456-7133





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

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







## Strategic Planning Committee Meeting

Tuesday, June 12, 2018  
12noon – 1:30pm  
Knowledge Park, Erie, PA 16510

### AGENDA

Attendance: Bagnoni, Paris, Peters, Sample, Lee

#### **1. Anchor Building (AB)**

- AB received 9 applications. 1 was deemed to be ineligible for funding.
- The committee expressed reservations about the PACA building because it was not yet clear if they had a long-term plan for the roof. Also, the HANDS project requested funds for pre-development work, not construction, the majority of which was going to architectural costs.
- The committee recommended funding 5 of the applications for a total of \$419,251 to be acted on at the June 21<sup>st</sup> board meeting.

#### **2. Multi-Municipal Collaboration (MMC)**

- MMC received 11 applications. None were deemed ineligible.
- Dave Sample divulged that he is a board of director for the CIBA. He plans to abstain from a vote that involves CIBA. The matter will be referred to the solicitor. Paris divulged that he had donated to CIBA in the past and asked for conflict clarification.
- The committee recommended funding for 10 of the applications for a total of \$445,550 to be acted on at the June 21<sup>st</sup> board meeting.

#### **3. Mission-related Investments (MRIs)**

- Blue Highway Capital was discussed but no action was taken.

---

#### **4. Revised Renaissance Block Applications (RBG)**

- 3 revised RBGs were discussed: BEST, Preservation Erie, ServErie.
- The committee recommended funding for all 3 revised applications for a total of \$161,840 to be acted on at the June 21<sup>st</sup> board meeting.

#### **5. Erie Community Foundation Shaping Tomorrow (ECF)**

- The board reviewed the circumstances surrounding the ECF Shaping Tomorrow process. Concluded that ECGRA would not be able to participate this year.

#### **6. Proposed Changes to Community Asset Funding (CA)**

- The board discussed options to alleviate the oversubscribed CA grant.
- The committee recommends that the following:
  - ECGRA create a Parks, Fields, & Trails Grant with a bucket of \$500,000.
  - ECGRA create a Community Center grant with a bucket of \$150,000.
  - Arts, Culture, Heritage, Recreation bucket is increased from \$150,000 to \$200,000.
  - All programs will be under staff development over the next several weeks.

#### **7. Pilot Projects**

- The committee reviewed a pilot project request from BEST and Our West Bayfront to bring National Service Corp members to Erie for neighborhood revitalization purposes.
- The Committee recommended funding the pilot project at \$15,000 to be acted on at the June 21<sup>st</sup> board meeting.

#### **8. Annual Audit**

- The 2017-2018 audit is nearing draft completion.
  - A draft will be sent to the board in the coming weeks.
  - Maher Duessel is scheduled to present at the July 19<sup>th</sup> Board Meeting at 8:30am.
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**Project Name:** Historic Corry City Hall Improvements

**Project Sponsor:** City of Corry

**Grant Request:** \$ 26,125

**Project Total:** \$ 52,250

**Previous Grants:** None

**Project Summary:** Corry City Hall was built in 1919 and still serves the city today. The administration would like to utilize vacant space in the building for additional offices and conference space and requests funding for central air conditioning, plumbing fixtures, electrical and communication upgrades, and upgrading dated light fixtures to energy efficient LED lights. The matching funds have been committed.

**Project Name:** St. Mary's School Building Renovations

**Project Sponsor:** Emmaus Ministries

**Grant Request:** \$ 100,000

**Project Total:** \$ 200,000

**Previous Grants:** None

**Project Summary:** St. Mary's School was built in 1866 and in 1999 was converted to artist studios, small business space, and community space. The building won an award from Preservation Erie in 2017. Emmaus has restored the building over the years to make continuous upgrades. They now seek funds to install 96 windows. The building has 50 year old inoperable aluminum storm windows in place of windows. Emmaus will also upgrade restrooms to include 2 ADA accessible restrooms. Cost estimates were provided to Emmaus by an architect. Project will enable the building to operate more energy efficiently and provide accessible restrooms. Reduced operating costs will allow Emmaus to invest more money in the building.

**Project Name:** Grace Church Leadership Development Center  
(Swedish Baptist Church Restoration)

**Project Sponsor:** Grace Church

**Grant Request:** \$ 100,000

**Project Total:** \$ 200,000

**Previous Grants:** None

**Project Summary:** The Swedish Baptist Church on the southwest corner of East 7<sup>th</sup> and Holland Streets in the city of Erie was built in 1907. Over the years, the building took on various owners and uses such as Glass Growers Gallery (mercantile) and most recently the home of the Lake Erie Ballet. Erie Insurance acquired the property in 2016. They have agreed to donate the property to Grace Church. Grace Church will begin to build a leadership center where current and aspiring leaders can receive training. It will also serve as a meeting space for nonprofits in the city that lack a space of their own. In some cases, these individuals will be from new or fledgling organizations.

The scope of work document is included under Architectural Drawings below. These items include:

- Replacement of exterior roofing with new standing seamed metal roof, gutters and downspouts.
- Vegetation removal.
- Replace missing brick veneer on west elevation.
- Stabilization of brick façade with new anchors on all four elevations.
- Cleaning and repointing of brick on all four elevations.
- Repaint brick.
- Window sill and brick molding replacement and painting.
- Area way restoration including new railings.
- Paving and driveway apron.
- Exterior lighting
- Handicap ramp replacement including railings.

All items will be done with care to ensure to preserve the historic characteristics of the building.

<b><u>Project Name:</u></b>	Villa Chapel Preservation
<b><u>Project Sponsor:</u></b>	Housing and Neighborhood Development Service (HANDS)
<b><u>Grant Request:</u></b>	\$ 78,000
<b><u>Project Total:</u></b>	\$ 156,000
<b><u>Previous Grants:</u></b>	2012 Human Service Grant - \$15,000

**Project Summary:** 1. Stabilize the existing structure to prevent further damage from the elements HANDS has committed \$78,000 in additional funding to stabilize the structure in order to prevent further damage and decay so that a re-use plan can be developed and funding for a full scale development can be secured. A summary of planned stabilization activities is included in the attached document that provides pictures of current conditions.

2. Hire 3rd party environmental scientists to study and create a remediation plan for any possible environmental hazards. KU Resources out of Pittsburgh, PA, will complete a PHASE 1 environmental assessment of the Chapel building designed to identify any environmental hazards and to help the team develop a remediation plan as needed. A PHASE 1 is a comprehensive industry standard and will satisfy the strict requirements of both public and private funding partners.

3. Appraise the building. A professional 3rd party appraisal of the existing building will be required by both public and private funding partners.

4. Conduct a market study to validate the best end use. A professional Market Study will provide a comprehensive assessment of the possible enterprises selected for the building. The study will help the team select the end use that has the highest potential for success, and will be a critical component in the development of a sustainable business plan.

5. Enter a contract with local firm Kidder Wachter Jefferys, an architectural, engineering, and construction firm that specializes in historic preservation, to evaluate and fully understand capital needs of Tim Althof Housing and Neighborhood Development Service (HANDS) the structure, develop plans & specifications, and create a construction scope of work & budget based on the best end use. The results will be a holistic turn-key design/build approach with a team who understands the unique challenges presented by rehabilitating a structure listed on the National Register of Historic Places.

Activities and Deliverables will include: Current conditions full capital needs assessment; design meetings; public engagement meetings; plans and specifications for end use once determined; engineering reports; engagement with the State Historic Preservation Office (SHPO); Construction scope and construction budget for final end use.

## **2018 ANCHOR BUILDING PROGRAM SUMMARIES**



**Project Name:** 404-406 West 8<sup>th</sup> Street Rehabilitation

**Project Sponsor:** Our West Bayfront

**Grant Request:** \$ 100,000

**Project Total:** \$ 697,692

**Previous Grants:** 2016 Shaping Tomorrow - \$250,000

2018 Renaissance Block Program - \$100,000

**Project Summary:** Our West Bayfront will rehabilitate a mixed-use building in the center of the West 8<sup>th</sup> Street commercial corridor immediately adjacent to Erie central business district. The building will house the non-profit Our West Bayfront and have 3-4 rentable apartments and a second storefront for rent. The building formerly housed Howard's Photography and is now vacant.

Both Erie Refocused and the Our West Bayfront Community Plan, which provides more detailed recommendations for the neighborhoods that make up the West Bayfront, identify the West 8th Street Corridor as a location of importance for future investments. Erie Refocused identifies West 8th Street as one of the blocks within the district where investments will leverage greatest returns. The OWB Community Plan includes this commercial district as one of the top three priority areas for short term improvements, including the building rehabilitation and streetscape improvements envisioned as part of this project.

**Project Name:** PACA Building Redevelopment

**Project Sponsor:** Performing Artist Collective Alliance

**Grant Request:** \$ 93,126.50

**Project Total:** \$ 186,253

**Previous Grants:** 2014 Community Assets Grant - \$8,487  
2017 Community Assets Grant - \$10,161

**Project Summary:** PACA will improve the 4<sup>th</sup> floor of its building to accommodate two additional rentable studio spaces, storage space, a theater woodshop, and a 1,400 SF space for an indoor archery range. The PACA building has three floors of studio and retail space totaling 30 rented studios as well as two of the three ground floor retail spaces. All of the studios are occupied by small businesses including photographers, a specialty knife maker, professional musicians, and other artists and craftspeople.

Work will include walls, electrical upgrades, lighting, heating, water heaters, and ADA accessible restrooms. PACA has also planned exterior façade improvements and secured grants to perform that work. The additional space will enable PACA to generate more income to use for other improvements to the building. In addition, PACA offers a public theater space on the 2<sup>nd</sup> floor. PACA is a small business incubator, artist studio space, and home to artistic guilds like the clayspace pottery group. Plans have already been approved by the city and construction can begin once funding is approved.

# 2018 Anchor Building Grant Program Proposal Review

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**Project Name:** Historic Carry City Hall Improvements  
**Project Sponsor:** City of Carry  
**Grant Request:** \$ 26,173  
**Project Total:** \$ 52,290  
**Previous Grants:** None



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**Project Name:** St. Mary's School Building Renovations  
**Project Sponsor:** Emmaus Ministries  
**Grant Request:** \$ 100,000  
**Project Total:** \$ 200,000  
**Previous Grants:** None



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**Project Name:** Grace Church Leadership Development Center (Swedish Baptist Church Restoration)  
**Project Sponsor:** Grace Church  
**Grant Request:** \$ 100,000  
**Project Total:** \$ 200,000  
**Previous Grants:** None



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**Project Name:** Villa Chapel Presentation  
**Project Sponsor:** Housing and Neighborhood Development Service (HANDS)  
**Grant Request:** \$ 70,000  
**Project Total:** \$ 156,000  
**Previous Grants:** 2012 Human Service Grant \$15,000



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**Project Name:** 404-406 West 8<sup>th</sup> Street Rehabilitation  
**Project Sponsor:** Our West Bayfront  
**Grant Request:** \$ 100,000  
**Project Total:** \$ 997,692  
**Previous Grants:** 2016 Shaping Tomorrow \$250,000  
2018 Renaissance Block Program \$100,000



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**Project Name:** PACA Building Redevelopment  
**Project Sponsor:** Performing Artist Collective Alliance  
**Grant Request:** \$ 93,126.50  
**Project Total:** \$ 186,253  
**Previous Grants:** 2014 Community Assets Grant \$8,487  
2017 Community Assets Grant \$10,161



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**Project Name:** Merging Water and Sewer Authorities and Police Protection in North East Borough and Township

**Project Sponsor:** Borough of North East

**Collaborating Entities:** Borough of North East and North East Township

**Grant Request:** \$100,000

**Project Total:** \$200,000

**Previous Grants:** \$50,000 Renaissance Block Program, Borough of North East - 2018

**Project Summary:** The Borough of North East and North East Township have discussed mergers in various forms over the years. At this juncture, the two entities have engaged in talks to merge their water and sewer systems and respective authorities to improve service and reduce overall operating costs by eliminating duplicative services and personnel. The two entities will also take the first steps toward a regional police department by exploring an agreement that will extend NE Borough police department to include NE Township. These steps may lead to a municipal merger between the two governments.

Grant funds would be used for legal and engineering work required to allow the mergers to happen.

**Project Name:** Cooperative Purchase of Bucket Truck

**Project Sponsor:** City of Corry

**Collaborating Entities:** City of Corry, Wayne Township, and NW PA Tri-County COG

**Grant Request:** \$30,000

**Project Total:** \$60,000

**Previous Grants:** \$11,836 MMC, Wayne Township - 2013

**Project Summary:** Bucket trucks are a necessary piece of equipment for local governments which are responsible for maintenance of street lights, street trees, traffic signals, and other infrastructure. As bucket trucks are used infrequently, it makes little financial sense for each entity to purchase and maintain separate vehicles. A cooperative purchase of a bucket truck for several municipalities will enable governments to perform their duties and relieve taxpayers of some burden.



**Project Name:** Economic Development Training and Capacity Building

**Project Sponsor:** City of Erie

**Collaborating Entities:** City of Erie and Millcreek Township

**Grant Request:** \$28,000

**Project Total:** \$56,000

**Previous Grants:** City of Erie – None

**Project Summary:** Members of the city of Erie staff, Millcreek Township staff, as well as other staff from municipal authorities and local lending institutions will attend a 4-day economic development training session in Erie. The National Economic Development Council will lead the training to build local capacity. In addition, officials from Millcreek and Erie will attend specialized training in another city. The entities involved hope that this will spark cooperation between the city of Erie and Millcreek Township.

**Project Name:** Corry Area Property Acquisition and Demolition

**Project Sponsor:** Corry Industrial Benefit Association (CIBA)

**Collaborating Entities:** City of Corry and Concord Township

**Grant Request:** \$100,000

**Project Total:** \$200,000

**Previous Grants:** \$70,000 Pilot Project, CIBA - 2014

**Project Summary:** The applicant proposes to use funds to acquire select properties in Corry and Concord Township at the County judicial sale and then demolish them.

**Project Name:** Cooperative Purchase of Asphalt Recycling Equipment

**Project Sponsor:** Corry Industrial Benefit Association (CIBA)

**Collaborating Entities:** Corry and Union City Borough

**Grant Request:** \$35,000

**Project Total:** \$70,000

**Previous Grants:** \$15,000 MMS, UC Borough - 2018

\$50,000 RBP, UC Borough - 2018

**Project Summary:** Both municipalities have large stockpiles of reclaimed asphalt paving materials which have been milled and removed from local streets. The material can be re-used to re-pave streets and parking lots with the proper equipment. A pugmill can reconstitute the millings into usable materials which are then fed into a paving machine. The cooperative purchase of a used pugmill will enable each municipality to maintain and re-pave roads in a cost-effective manner.

**Project Name:** Erie County Multi-Municipal Shade Tree Planting Program, Year 2

**Project Sponsor:** Erie Area Council of Governments (EACOG)

**Collaborating Entities:** City of Erie, Millcreek Township, Lawrence Park Township, and Pennsylvania Sea Grant

**Grant Request:** \$50,000

**Project Total:** \$100,000

**Previous Grants:** \$151,000 MMC, EACOG - 2013

\$88,000 MMC, EACOG – 2014

\$37,500 MMC, EACOG – 2016

\$100,000 MMC, EACOG - 2017

**Project Summary:** EACOG will manage a second round of municipal shade tree planting in the city of Erie, Millcreek Township, and other EACOG communities. The total number of trees to be planted is between 200 and 250 depending on bid pricing. Last year's cost per tree was \$350 for a 4" caliper, 12' tree installed.

**Project Name:** Emergency Vehicle Pre-emption System Expansion

**Project Sponsor:** Erie Area Council of Governments (EACOG)

**Collaborating Entities:** Millcreek Township and Summit Township

**Grant Request:** \$47,450

**Project Total:** \$94,900

**Previous Grants:** \$151,000 MMC, EACOG - 2013

\$88,000 MMC, EACOG – 2014

\$37,500 MMC, EACOG – 2016

\$100,000 MMC, EACOG - 2017

**Project Summary:** EACOG will manage the bidding and acquisition of supplies and devices to equip 14 intersections with traffic light pre-emption devices for emergency vehicles. Five intersections are in Summit Township and nine are in Millcreek. Millcreek Township staff will train Summit Township staff on the installation and operation of the devices at no cost.

**Project Name:** Municipal Stormwater Assistance Program

**Project Sponsor:** Erie Area Council of Governments (EACOG)

**Collaborating Entities:** Girard, Harborcreek, Millcreek, Summit, and Fairview Townships, the city of Erie, and Lake City, Wesleyville, and Girard Boroughs.

**Grant Request:** \$30,000

**Project Total:** \$90,000

**Previous Grants:** \$151,000 MMC, EACOG - 2013

\$88,000 MMC, EACOG – 2014

\$37,500 MMC, EACOG – 2016

\$100,000 MMC, EACOG - 2017

**Project Summary:** The Pennsylvania Department of Environmental Protection (DEP) has required detailed plans from local government to protect water quality from polluted stormwater. Each municipality must provide education to public about best management practices as well as address municipality specific issues or deficiencies

The first project goal is to provide digital mapping of stormwater systems (pipes, manholes, inlets) for 14 municipalities – many of which only have hand drawn paper maps. The GIS-based mapping will be performed by the staff at the Erie County Department of Planning. The benefit of the uniform digitizing of the systems is that they can be done across municipal boundaries. The County Planning staff will be able to conduct the mapping at a reduced cost.

The second goal is to conduct public outreach as required by DEP's MS4. A regional stormwater management education program will be developed for Erie County.

PA DEP has already awarded a \$60,000 grant for this project.

**Project Name:** West County Recycling Group Recycling/Clean-Up Day

**Project Sponsor:** Girard Township

**Collaborating Entities:** Elk Creek, Franklin, Girard, McKean, and Springfield Townships, and Albion and Cranesville Boroughs

**Grant Request:** \$16,600

**Project Total:** \$33,200

**Previous Grants:** \$7,500 MMC, Girard Township - 2016

\$16,350 MMC, Girard Township - 2017

**Project Summary:** Seven communities in West Erie County conduct a joint recycling day to collect items that are not able to be recycled at other events or are not normally accepted by trash haulers or the municipalities themselves. These items include electronics, freon containing appliances, tires, motor oil, and other large items. The joint effort is an annual event that reduces operational costs and reduces dumping that occurs in rural areas.

This would be the 3<sup>rd</sup> year the event will be held.

**Project Name:** Jefferson Civic Alliance of Progress

**Project Sponsor:** Jefferson Educational Society

**Collaborating Entities:** Millcreek Township, Harborcreek Township, City of Corry

**Grant Request:** \$100,000

**Project Total:** \$306,300

**Previous Grants:** \$472,641 (Special Events, Community Assets, and Multi-Municipal Collaboration grants.)

**Project Summary:** The Jefferson Educational Society will provide four main programs.

1. Three Jefferson Dinners will be held to discuss local government issues along with a prominent speaker. All elected officials in Erie County are invited and encouraged to attend.
2. Two to three Jefferson Essays will be published on relevant topics in Erie County and distributed to all elected officials.
3. The Raimy Fellowship will support emerging leaders and leadership theory.
4. The fourth annual Jefferson Civic Leadership Academy prepares 25-30 young professionals for meaningful community engagement through a year-long program.



**Project Name:** West Erie County EMA Emergency Sign Acquisition

**Project Sponsor:** West Erie County Emergency Management Agency

**Collaborating Entities:** Conneaut, Elk Creek, Franklin, Girard, McKean, Washington, and Springfield Townships, and Albion, Edinboro, Girard, McKean, Platea, and Cranesville Boroughs

**Grant Request:** \$8,500

**Project Total:** \$17,000

**Previous Grants:** \$15,400 MMC - 2013

\$21,100 MMC - 2016

**Project Summary:** The 13 communities in the West Erie County Emergency Management Agency presently do not own any emergency signs to control traffic in the event of accidents, emergencies, or disasters. The signs are digital and can be changed for different circumstances.





**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.

**Christine C. Jones, Managing Partner**

Contact Name

**Blue Highway Capital, LLC**

Organization

**4 13th Street**

Address 1

Address 2

**Boston, MA 02129**

City/State/Zip Code

**(617) 710-7885 mobile**

Phone Number

Fax Number

**[cjones@bluehighwaycapital.com](mailto:cjones@bluehighwaycapital.com)**

Email Address

**Project Name:**

**Blue Highway Growth Capital Fund, L.P.**

**Project Description:**

Blue Highway Capital is raising a returns-focused, rural impact, growth equity fund. We will invest the fund in private companies with revenues of \$5 to \$50 million that are profitable and located in rural areas of the Northeast and Mid-Atlantic which are underserved by traditional sources of private equity capital.

We seek attractive risk-adjusted rates of return for our investors while making a positive impact in rural areas of the United States by making investments which create quality jobs and enable shared prosperity.

Blue Highway has a "green light" letter from the USDA that qualifies the Fund for a Rural Business Investment Corporation (RBIC) license, which is deemed to be a Qualified Investment under the Community Reinvestment Act (CRA) which enables community and regional banks which invest to receive CRA credit.

Blue Highway is partnering with Coastal Enterprises Inc. (CEI), a nationally recognized rural impact expert, to help develop and measure key impact metrics in our fund investments. The metrics will include the number of "quality jobs" created and how our investments impact other ESG metrics.

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 checked="" type="checkbox"/> Alternative Investments	Growth, venture, and working capital for industry and business
<input type="checkbox"/> Community Facilities	Private, nonprofit owned and operated publicly accessible facilities that create an economic impact

Amount Requested: **\$1,000,000**

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

### Pre-Qualification Requirements

Applicants shall provide the following information: **See attached answers and documents**

### Financials

- **Current balance sheet and income statement**  
Blue Highway Growth Capital Fund, L.P. (the "Fund") will be a newly formed Limited Partnership fund, so there are not any existing prior financial statements.
- **Most recent financial audit**  
The Fund will be a newly formed Limited Partnership fund, so there are not any prior audited financial statements.
- **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:**

None.

- **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**

In December 2017, Blue Highway Capital closed on fund commitments from seven community and regional banks, Farm Credit East, and one family trust.

Norway Savings 261 Main St. Norway, ME 04268 Janice deLima, CRA Officer (207) 743-7986	\$250,000 fund commitment
Biddeford Savings 254 Main St Biddeford ME 04005 Charles Petersen, President (207) 284-5906	\$250,000 fund commitment
Skowhegan Savings 3 Elm Street, Skowhegan, ME 04976 John Witherspoon, President and CEO (207) 474.5610	\$250,000 fund commitment
Bangor Savings 99 Franklin Street, Bangor, ME 04401 Chris Nelson, Chief Investment Officer (207) 942.5211	\$1,000,000 fund commitment

<b>First National Bank</b> 223 Main St, Damariscotta, ME 04543 Stephen Ward, EVP & CFO (207) 563-3272	\$1,000,000 fund commitment
<b>Sterling National Bank</b> 400 Rella Blvd, Montebello NY 10901 Branko Djapic, Director of Finance (212) 221-6666	\$2,000,000 fund commitment
<b>Community Bank Systems</b> 5790 Widewaters Pkwy, Dewitt, NY 13214 Scott Kingsley, EVP, Treasurer and CFO (315) 445-7378	\$2,500,000 fund commitment
<b>Farm Credit East</b> 240 South Rd, Enfield, CT 06082 Scott Kenney, SVP (207) 784.0193 Ext 106	\$2,499,999 fund commitment
<b>Moot Trust</b> 50 Congress St, Boston, MA 02109 Jack Herbert, Trustee (617) 523-6800	\$25,000 fund commitment
<b>Blue Highway Capital Partners LLC</b> (General Partner) - Christine C Jones, Managing Partner - Karin A Gregory, General Partner - Alexander W Moot, General Partner	\$225,001 fund commitment

Blue Highway Capital is currently in discussions with a number of other institutional investors regarding an investment in the Fund in a subsequent closing scheduled for the end of June 2018. These investors considering fund commitments of a variety of sizes (\$500,000 to \$5,000,000). These potential investors include additional community and regional banks, a national bank, an additional farm credit bank, foundations, endowments, and family offices. Many of these potential new fund investors are specifically focused on investing impact-focused and mission-related fund investments.

- **Proof of directors and officers liability insurance**

Blue Highway Capital will secure a D&O liability insurance policy prior to the final fund closing.

## Organizational

- **A list of the organization's principals and their contact information.**
  - Ms. Christine C. Jones, Managing Partner  
[cjones@bluehighwaycapital.com](mailto:cjones@bluehighwaycapital.com)  
(617) 710-7885 mobile
  - Ms. Karin A. Gregory, Esq., General Partner  
[kgregory@bluehighwaycapital.com](mailto:kgregory@bluehighwaycapital.com)  
(617) 797-1050 mobile
  - Mr. Alexander W. Moot, General Partner  
[amoot@bluehighwaycapital.com](mailto:amoot@bluehighwaycapital.com)  
(781) 526-1572 mobile
  
- **A description of the staffing capacity, expertise and organizational structure.**

<b>Name &amp; Title</b>	<b>Role</b>
Ms. Christine Jones, Managing Partner	In addition to identifying, structuring and closing on investment opportunities in Mid-Atlantic states, duties will also include overall management of the Limited Partnership.
Ms. Karin Gregory, Esq. General Partner	In addition to identifying, structuring and closing on investment opportunities in Northeast states, duties will also include all legal aspects of the Fund and management company.
Mr. Alex Moot, General Partner	In addition to identifying, structuring and closing on investment opportunities in the Northeast and Mid-Atlantic states, duties will also include all overall management of fund accounting, back office operations, internal deal tracking system, and other technology-related issues.
Investment Associate(s) / Principal(s)	The firm may hire one or more Investment Associates or Principals following the Fund's final closing to assist the three principals with due diligence, technology evaluation, market analysis, financial modeling, and tracking portfolio company performance on various double-bottom line criteria.
Administrative Assistant(s)	The firm may hire one or more Administrative Assistants following the Fund's final closing to assist the three principals with travel arrangements, managing vendor relationships, and other administrative details.

Chief Financial Officer	<p>Blue Highway has contracted with VMS Fund Administration Services LLC (<a href="http://www.vmsfa.com">www.vmsfa.com</a>), a well-established private equity fund outsourcing firm, to provide CFO services and the required fund administration, financial reporting, and other back-office operation functions:</p> <ul style="list-style-type: none"> <li>• Accounting</li> <li>• Reporting</li> <li>• Administration</li> <li>• Treasury</li> <li>• Investor Portal (24/7)</li> <li>• Audit Liaison</li> <li>• Management company services (accounting, payroll, expense reimbursements)</li> </ul>
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• **A history of your organization’s experience in the asset class.**

Christine Jones, Karin Gregory and Alex Moot possess over 45 years of combined expertise in private equity investing. They have previously raised and managed institutional capital for foundations, family offices, pension funds, insurance companies and banks.

Over the past 25 years, the Blue Highway team has invested \$142.0 million into 54 small middle market and early stage companies. To date, 46 of these 54 investments have been exited. We have invested \$105.2 million into 31 growth stage companies. As of September 30, 2017, 25 of these 31 growth capital investments have been exited, generating a 27.0% gross IRR (2.3x MOIC). Eight of twelve prior investments in companies in rural areas have been exited, generating a 31.9% gross IRR (2.6x MOIC).

These prior investments have created thousands of jobs as well as substantial wealth for company founders, management, employees and local communities.

**Christine C. Jones, Co-Founder & Managing Partner:** Chris has over 22 years as an investment professional and executive. In 1998, she founded Eureka Growth Capital, raised and invested an \$85 million top quartile fund, and served as the firm’s President and Managing Partner. After several years abroad, Chris returned to serve as a Director at Brooke Private Equity Associates. She holds a B.A. from Miami University in Oxford, Ohio and an M.B.A. from The Wharton School of the University of Pennsylvania.

**Karin A. Gregory, J.D., M.P.H. - Co-Founder & General Partner:** Karin has over 30 years of business experience as a private equity investor, attorney and executive. At Mass Ventures, a \$40 million evergreen socially responsible private equity fund focused on rural and urban areas of Massachusetts, she invested in and managed 16 portfolio companies. Since 2006, Karin has served on the board of Coastal Enterprises, Inc. (Brunswick, ME), a nonprofit CDFI that provides capital to rural businesses, and has served as Chair of CEI Ventures. Ms. Gregory holds a B.A. from Wells College, an M.P.H. from Boston University, and a J.D. from UNH School of Law.



**Alexander W. Moot - Co-Founder & General Partner:** Alex has over 18 years of experience in private equity investing in small growth companies. In 1996, he and a partner founded Seaflower Ventures, and over the next 16 years they raised and invested three funds totaling \$61 million into 21 companies. Mr. Moot holds a B.A. from Harvard University and an M.B.A. from the Kellogg Graduate School of Management at Northwestern University.

- **Proof of any community development designations or credentials.**

On December 9, 2016, Blue Highway Capital received a “green light” letter from the USDA for a Rural Business Investment Corporation (RBIC) license, which enables community and regional banks to invest in the Fund and receive Community Reinvestment Act (CRA) credit for the amount of the committed fund investment. None of the other RBICs that have been approved have principal offices in the Northeast or the Mid-Atlantic. A copy of this letter is attached.

The RBIC program is patterned after the SBA’s SBIC program, except that unlike most SBIC funds, RBIC funds do not receive any capital or leverage from the government. As a result, the Fund is unleveraged and all Fund investors are *pari passu*.

- **A documented plan to engage historically underutilized businesses and disadvantaged populations in distressed census tracts and industries.**

At least 75% of the Fund’s investments (measured by dollars invested and number of companies) must be made in “Rural Business Concerns” (i.e. business whose principal office is located outside a standard metropolitan statistical area or within a community with a population of <50,000). No more than 10% of the Fund’s investments (measured both by number and dollars invested) may be in a business whose principal office is located in an urban area (defined by the Census as having a population of 150,000 or more).

At least 50% of the Fund’s investments (measured both by number and dollars invested) must be in “Smaller Enterprises” with a maximum net worth of \$6 million and net income of \$2 million in the prior two years. The balance of the Fund’s investments can be made in small businesses, which are roughly three times the size of Smaller Enterprises.

## Litigation

- **A description of any suits or arbitration proceedings your organization has been involved in the last five years.**

None.

- **A description of any judgments, claims, arbitration proceedings or suits involving principals or employees pending outstanding against your organization or its officers.**

None.

- **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?**

None.

## References

- **Provide project specific references along with contact information.**

During their joint review of Blue Highway's application for an RBIC license, individuals from the USDA and Farm Credit Administration (FCA) spoke with dozens of references who had previously worked with Ms. Jones, Ms. Gregory and Mr. Moot in various capacities. These references included former work colleagues, former co-investors, founders and CEOs of former portfolio companies, and former fund investors.

Our primary contacts at USDA/FCA are:

David Chesnick  
RBIC Program Manager  
USDA Rural Business-Cooperative Service (RBS) Business Programs  
1400 Independence Ave SW  
Washington, DC 20250-3225  
Email: [David.Chesnick@wdc.usda.gov](mailto:David.Chesnick@wdc.usda.gov)  
Work Phone: (202) 690-0433

Additional references can be provided upon request.

## **Other**

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

Blue Highway has provided individuals at ECGRA with access to Blue Highway's virtual data room (VDR) hosted by Ideals at [www.idealsvdr.com](http://www.idealsvdr.com), which includes important Fund documents and other information including:

- Private Placement Memorandum (PPM)
- Investor Slide Deck & Appendices
- ILPA Due Diligence Questionnaire & Appendices (Institutional Limited Partners Association)
- Information on Rural Business Investment Corp (RBIC) funds (i.e. CRA eligibility, investment restrictions)
- Resumes of three Principals of Blue Highway Capital



## Rural Business Investment Program Program 101

**Are Applications Currently Being Accepted:** YES

### What does this program do?

This program provides a Rural Business Investment Company (RBIC) license to newly formed venture capital organizations to help meet the equity capital investment needs in rural communities.

### Who may apply for this program?

Eligible applicants for the RBIC license include newly formed:

- For-profit entities, or
- Subsidiary of an entity

### All applicants:

- Must have relevant experience in venture capital or community development financing
- Must raise a minimum of \$10 million in private equity capital
- May be structured as limited partnerships, limited liability companies or corporations

### What is an eligible area?

There are no restrictions on the location of eligible applicants for RBIC licenses. The goal of each RBIC is to help fill the need for business and development capital in rural areas.

### How may funds be used?

- A minimum of 75 percent of funds must be made in rural areas with a population of 50,000 or less.
- A minimum of 50 percent of funds must be invested in smaller enterprises.
- A maximum of 10 percent of RBIC investments may be made in urban areas.

### How do we get started?

Applications for this program are accepted on an annual basis. A Notice of Solicitation of Applications (NOSA) will be listed on our NOSA page.

### Who can answer questions?

David Chesnick can assist with planning, application and servicing. He can be reached at (202) 690-0433 or [David.Chesnick@wdc.usda.gov](mailto:David.Chesnick@wdc.usda.gov).

### What governs this program?

- Code of Federal Regulations, 7 CFR Part 4290
- This program is authorized by the Food, Conservation and Energy Act of 2008 (2008 Farm Bill)

### Why does USDA Rural Development do this?

Access to capital is vital to businesses and often is scarce in rural areas.

**NOTE:** Because citations and other information may be subject to change, please always consult the program instructions listed in the section above titled "What Governs this Program?" You may also contact our National Program Office for assistance.

## Forms & Resources

**NOTE:** Please contact David Chesnick, (202) 690-0433 in our National Program Office before attempting to fill out any forms or applications. This will save you valuable time in completing your application.

### **Preliminary Actions Required**

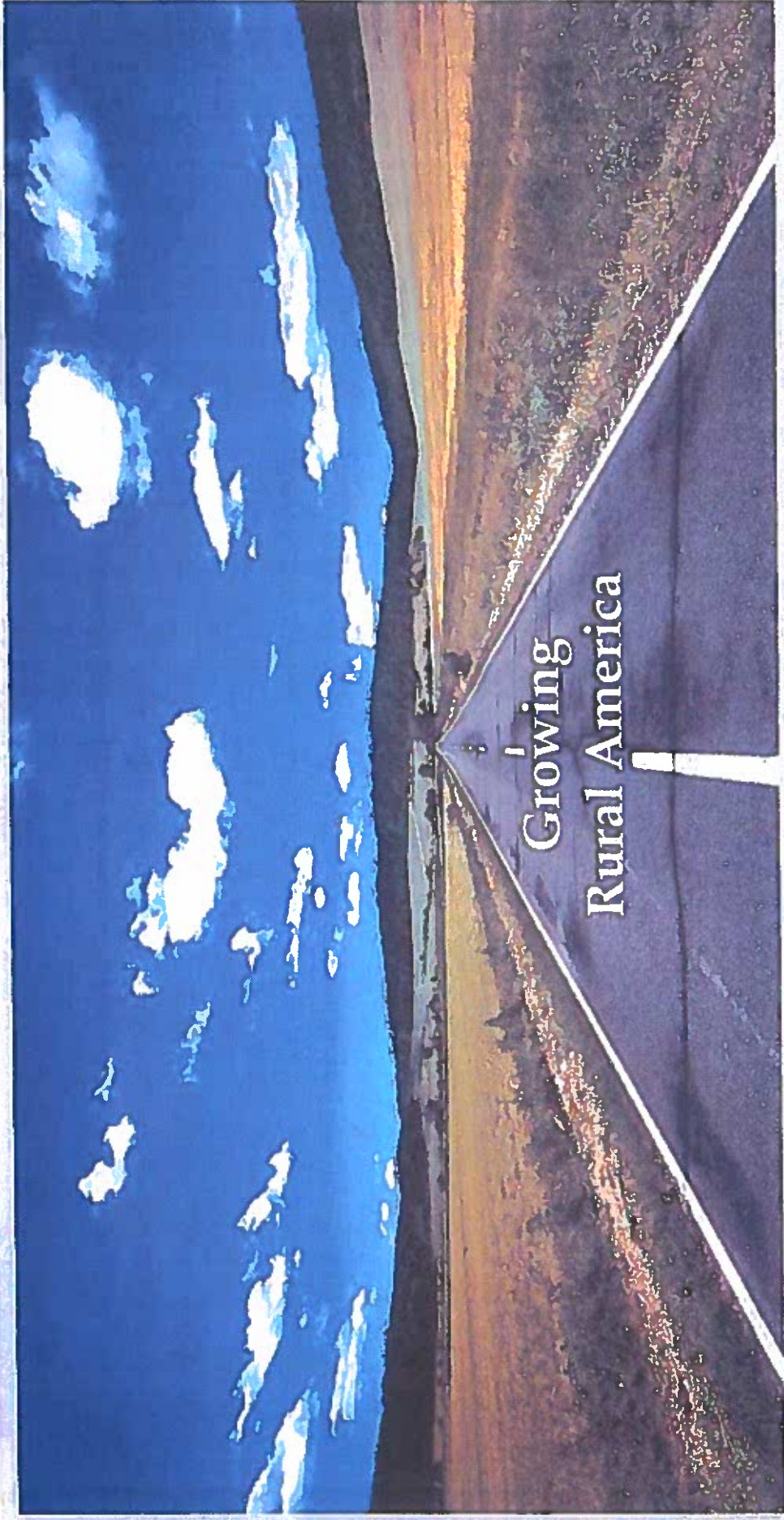
To complete an application for this program, you must be pre-registered with the System for Award Management (SAM) and have a Data Universal Number System (DUNS) number. Neither of these applications cost money, but they can take time so be sure to get this taken care of right away. If you are already registered with these systems, you do not need to do it again.

### **RBIC Application**

If you are interested in applying as a non-leveraged RBIC, please first read the RBIP Rules in 7 C.F.R. Part 4290 (pdf) and the Application Procedure (pdf).

- Instructions (docx)
- Rural Business Investment Company (RBIC) Application, Part I, Management Assessment Questionnaire (MAQ) (docx)
- Rural Business Investment Company (RBIC) Application, Part II, Exhibits (docx)
- Exhibit F Instructions and Workbooks referenced in Exhibit F, RD Form 2242
  - Exhibit F Instructions (pdf)
  - Workbook 1 - Principals Investment Experience (xls)
  - Workbook 2 - Complete Fund Instructions (xls)
  - Workbook 3 - Partial Fund Instructions (xls)
  - Workbook 4 - Synthesized Fund Instructions (xls)
  - Workbook 5 - Misc Investments (xls)
- Rural Business Investment Company (RBIC) Applicant Interview Questions





## BLUE HIGHWAY GROWTH CAPITAL FUND, L.P.

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



# Executive Summary

## **Opportunity: Capital imbalance offers potential for outsized returns**

- Debt and equity financing are out of reach for small businesses in rural and other underserved areas

## **Vision: Make a positive impact while generating above market returns**

- Supporting small businesses, which are the backbone of rural communities
- Producing outsized returns, quality jobs and shared prosperity

## **Strategy: Disciplined growth equity investment focus**

- Invest \$2 to \$7.5 million in profitable and growing small companies with revenues between \$5 and \$50 million

## **Returns: Demonstrated track record**

- 31.9% gross IRR and 2.6x multiple on exited rural investments
- 27.0% gross IRR and 2.3x multiple on exited growth equity investments
- Past investments have created substantial jobs and wealth for company founders, management teams, employees, and local communities

## **People: Complementary & proven team**

- 45 years of collective PE and impact investment experience
- Previously invested \$143 million in 54 companies (46 exited) across wide range of industries and geographies



# Rural Market Offers an Attractive Investment Opportunity

## **Market: Small businesses form the backbone of rural communities**

- 46 million people live in rural areas in the U.S.
- Small businesses account for 63% of net new jobs in rural areas
- Rural areas have a lower cost workforce
- Lower employee attrition creates dedicated employee base
- New businesses in rural areas have a higher survival rate than businesses located in urban areas
- Demographics of rural and urban workforces are not dissimilar
- Family businesses in rural areas need capital to facilitate intergenerational transfers

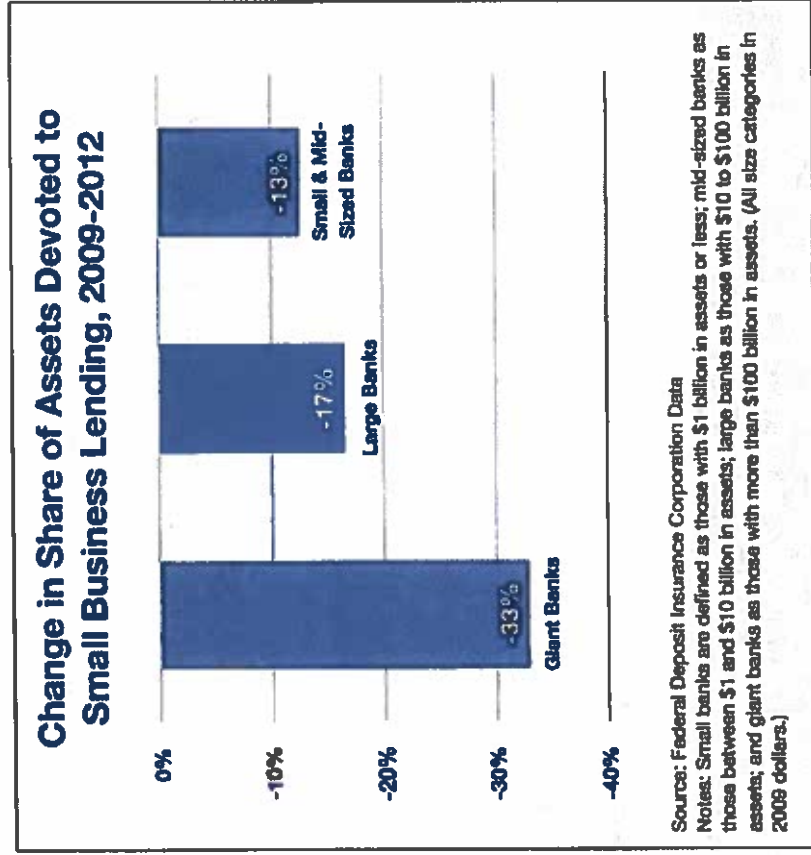
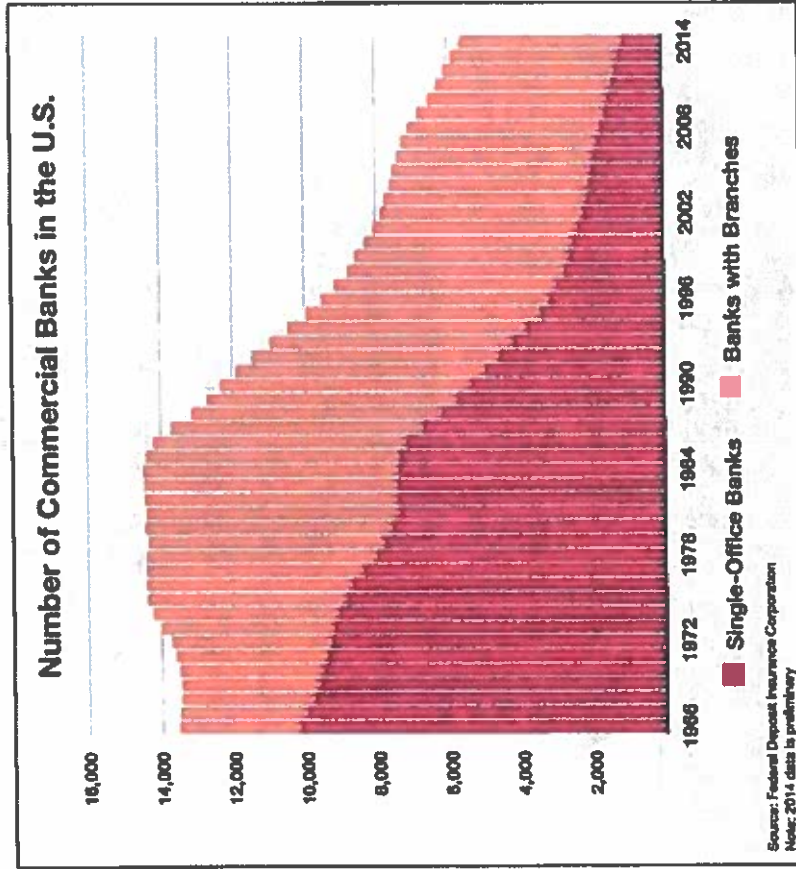
## **Problem: Little debt or equity capital is reaching rural businesses**

- Community banks are disappearing
- Loans from community banks to businesses represent only 16% of all bank loans
- Equity is not reaching this market; too small for large PE funds
- Rural companies are under the radar for M&A transactions and have limited access to Wall Street IPO markets
- Local rural investors are tapped out

## **Solution: Blue Highway will uncover fundamental value in rural companies**

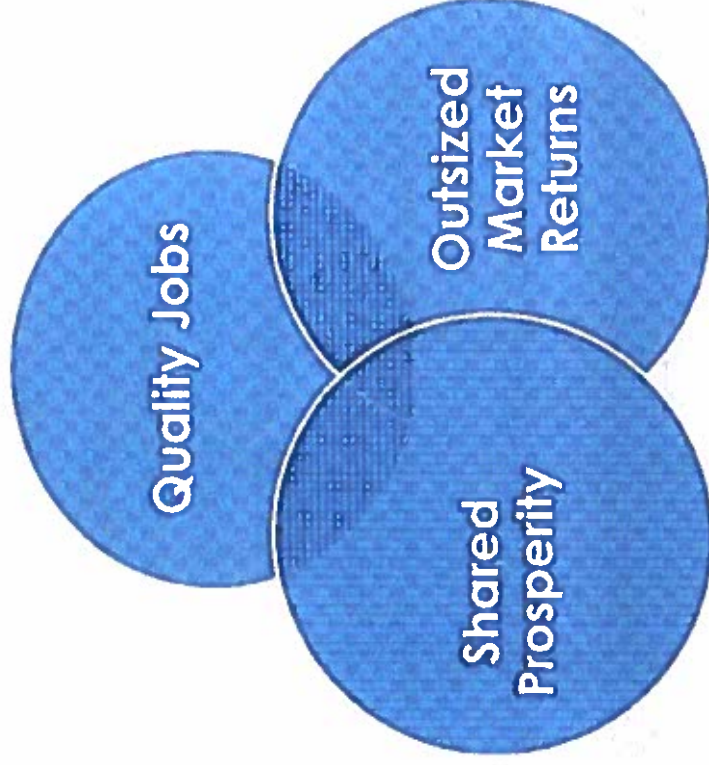


# Community Bank Lending is Declining



# Investment Vision: Creating a Virtuous Circle

**We look to create quality jobs and enable shared prosperity while generating above market investment returns.**



Blue Highway Capital is partnering with Coastal Enterprises Inc. (CEI), a nationally recognized impact expert, to help measure key impact metrics in our investments.

# Investment Strategy

## **Address an overlooked market opportunity**

- Concentrate in rural markets with large capital gaps
- Focus on owners and operators not fluent in fundraising
- Lead family-owned, rural companies to vital succession planning with access to capital

## **Prioritize rates of investment return while delivering on impact metrics**

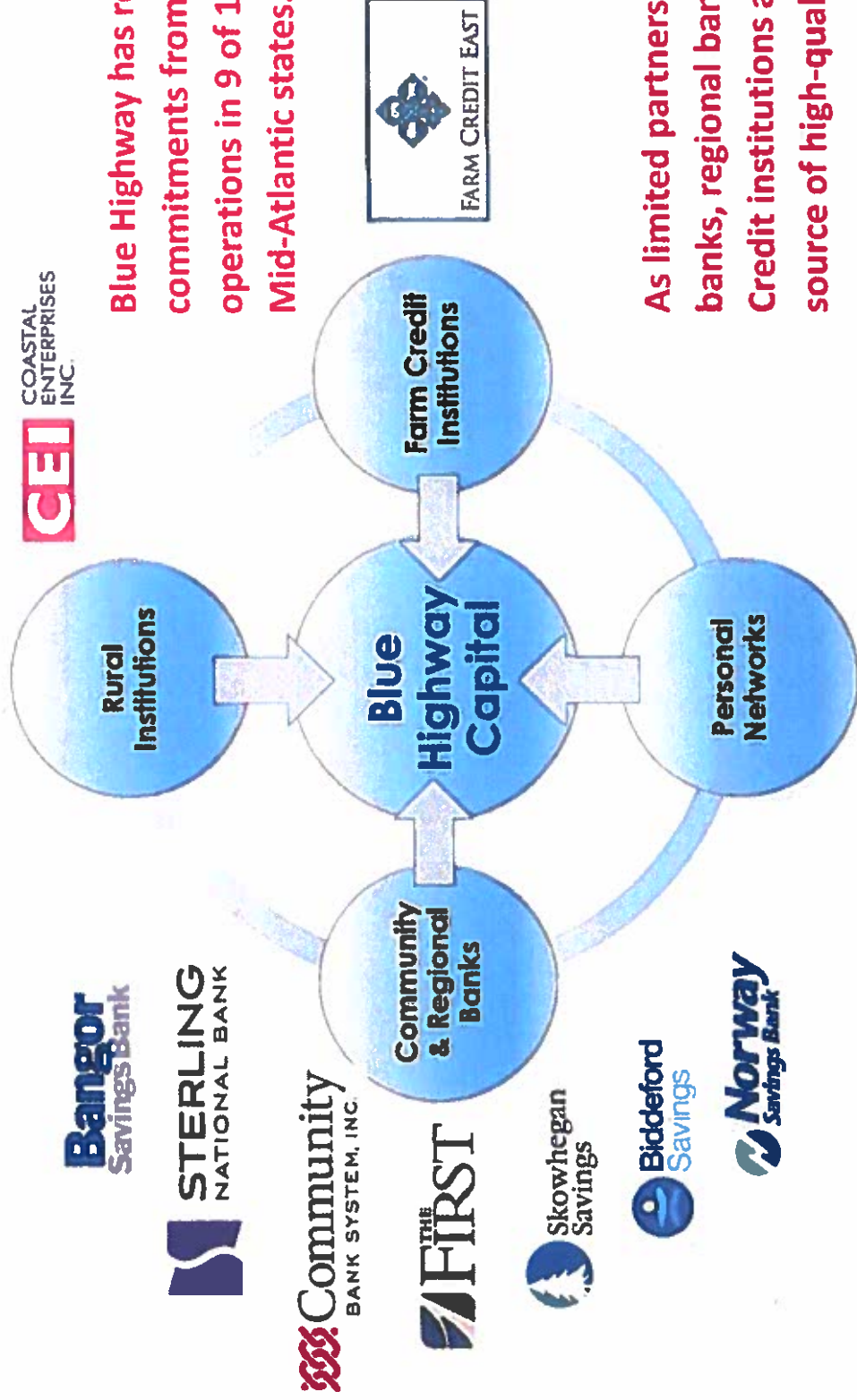
- Underwrite to minimum 25% gross IRR and 2.5x investment multiple
- Emphasize capital preservation
- Create quality jobs and shared prosperity

## **Invest with discipline**

- Invest \$2 to \$7.5 million in profitable and growing companies with revenues of \$5 to \$50 million
- Invest in 15 to 18 companies in six targeted industry sectors
- Establish economic, structural and/or operational control
- Hold influential minority positions with occasional majority ownership stakes
- Structure approximately 60% of investments as preferred equity and 40% as subordinated debt with equity kickers
- Achieve 3-5 year average hold periods; anticipate multiple exit paths



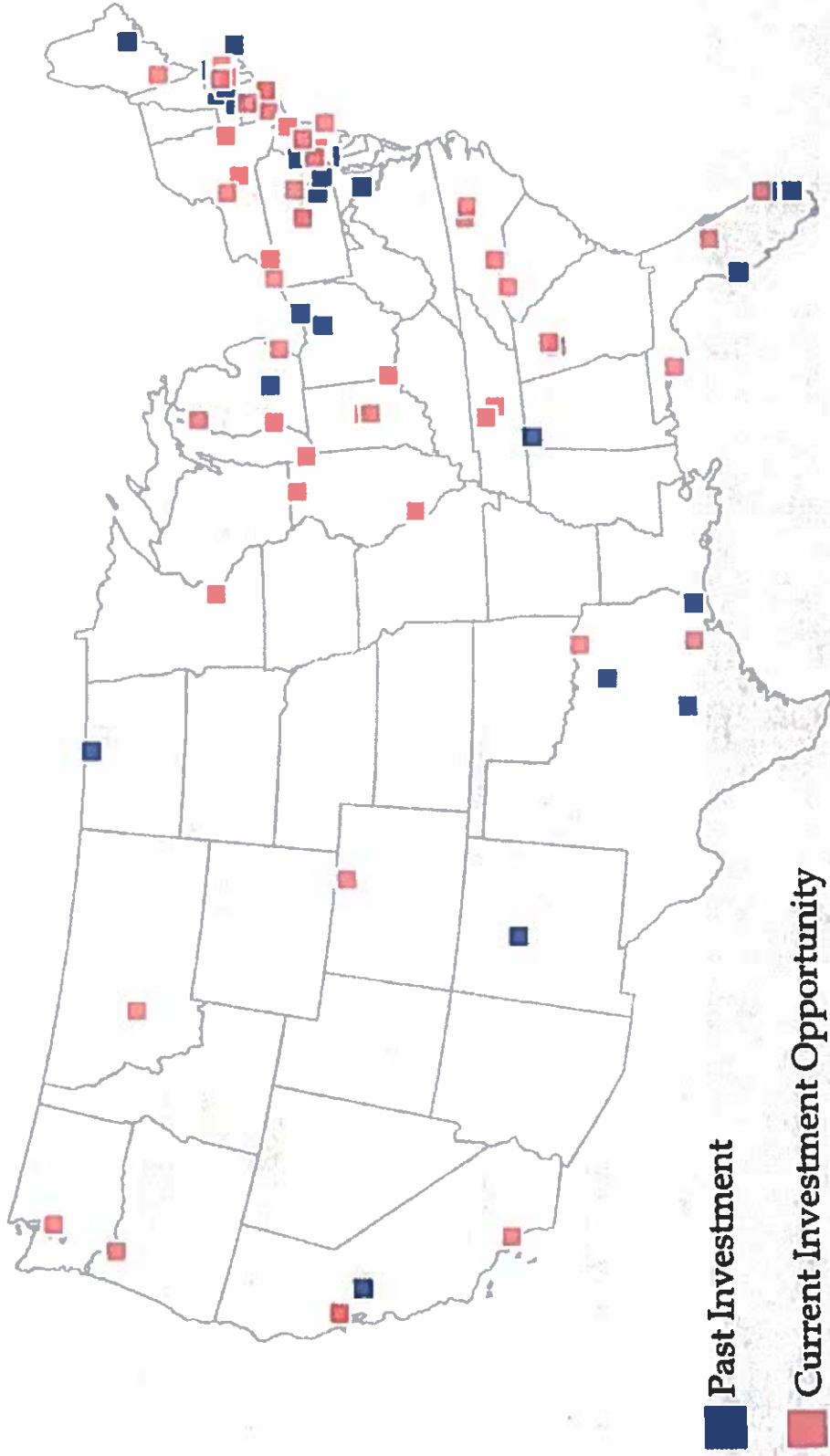
# Blue Highway Has Unique Deal Flow in Rural & Underserved Areas



Blue Highway has received fund commitments from banks with operations in 9 of 11 Northeast and Mid-Atlantic states.

As limited partners, community banks, regional banks, and Farm Credit institutions are a natural source of high-quality deal flow.

# Blue Highway Has a National Reach With a Focus on Northeast & Mid-Atlantic States





# Key Investment Criteria

## Company Level

- ✓ Value creating opportunities
- ✓ Positive EBITDA or cash break-even
- ✓ Organic revenue growth in excess of 10% with recurring revenue base
- ✓ Proven business model: established product/technology & reliable customer base
- ✓ Low leverage

## Portfolio Level

- ✓ Create/maintain a substantial number of quality jobs and shared prosperity
- ✓ Impact a geographic region or an industry sector
- ✓ Diversify by company stage, industry and geography
- ✓ Focus on growth, not leverage

# What is a Quality Job?

## **A living wage**

**Compensation individuals must earn to meet their needs.**

Provides hourly rate that an individual must earn to support their family.

## **Basic benefits**

**Health insurance. Paid leave. Retirement savings plan.**

Benefits that promote work-life balance, improve health, and help build a loyal workforce.

## **Career-building opportunities**

**Training and mentorship.**

Help employees develop the skills, networks, and experiences to launch a career or advance a career path.

## **Wealth-building opportunities**

**# employees eligible for profit sharing, stock options, structured bonuses.**

Provide opportunities for employees to build wealth.

## **A fair and engaging workplace**

**Clear path to success. Active participation and clarity around work contributions.**

Balance needs of the job with needs of the employees.

*Sources: "Moving Beyond Job Creation – Defining and Measuring the Creation of Quality Jobs" (Pacific Community Ventures, April 2016); "Three Signs of a Miserable Job" by Patrick Lencioni; MIT Living Wage Calculator (<http://livingwage.mit.edu>).*





# Uncover Value by Embracing Complexity

**We find companies in rural areas  
whose growth potential is under-recognized.**

## Representative Past Investments

<b>Regulatory</b>	Soil remediation company needed bridge financing to enter new markets in new states prior to environmental permitting. We provided flexible financing.
<b>Sector Timing</b>	Specialty manufacturing company had high cyclicality. We invested in a conservative structure, enabling company to weather economic downturn.
<b>Management Transition</b>	Company with scientific founder/CEO needed help preparing for IPO. We recruited experienced CEO and management team, enabling successful IPO.
<b>Atypical Process</b>	Previously backed management team required quick response to acquire business at low valuation. We provided timely and exclusive capital.
<b>Customer / Sector Concentration</b>	Corporate spinoff had customer concentration. We supported management buyout based on expanded product line and new customer opportunities.
<b>Distressed Seller</b>	Company needed capital to restart closed manufacturing facility. We provided capital, outside talent, and other resources necessary for successful relaunch.
<b>Underdeveloped Infrastructure</b>	Company needed capital to launch a new global product line. Our investment catalyzed capital equipment and strategic investor funding.



# Investment Track Record

<b>GROWTH CAPITAL INVESTMENTS</b>	# of Companies	Total Capital Invested	Total Realized Proceeds	Market Value (9/30/17)	Total Value	Multiple of Invested Capital	Gross IRR
Realized Investments:	25	\$94,171,181	\$216,332,150	-	\$216,332,150	2.3x	27.0%
Unrealized Investments:	6	\$12,044,406	\$348,004	\$17,681,676	\$18,029,680	1.5x	10.8%
<b>ALL INVESTMENTS:</b>	<b>31</b>	<b>\$106,215,587</b>	<b>\$216,680,154</b>	<b>\$0</b>	<b>\$234,361,830</b>	<b>2.2x</b>	<b>26.9%</b>

<b>RURAL INVESTMENTS</b>	# of Companies	Total Capital Invested	Total Realized Proceeds	Market Value (9/30/17)	Total Value	Multiple of Invested Capital	Gross IRR
Realized Investments:	8	\$29,016,000	\$75,876,599	-	\$75,876,599	2.6x	31.9%
Unrealized Investments:	4	\$4,610,474	\$348,004	\$4,964,416	\$5,312,420	1.2x	1.7%
<b>ALL INVESTMENTS:</b>	<b>12</b>	<b>\$33,626,474</b>	<b>\$76,224,603</b>	<b>\$4,964,416</b>	<b>\$81,189,019</b>	<b>2.4x</b>	<b>29.9%</b>

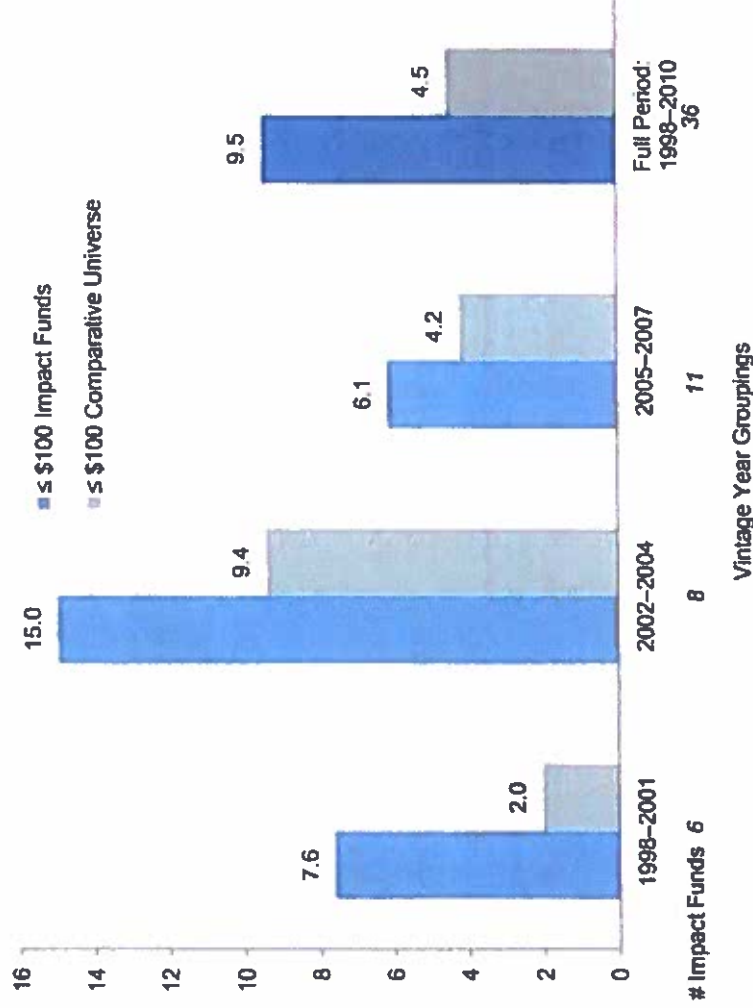
<b>ALL PRIOR INVESTMENTS</b>	# of Companies	Total Capital Invested	Total Realized Proceeds	Market Value (9/30/17)	Total Value	Multiple of Invested Capital	Gross IRR
Realized Investments:	46	\$129,018,565	\$247,189,582	19,109	\$247,208,691	1.9x	18.9%
Unrealized Investments:	8	\$13,965,665	\$348,004	\$17,681,676	\$18,029,680	1.3x	4.2%
<b>ALL INVESTMENTS:</b>	<b>54</b>	<b>\$142,984,230</b>	<b>\$247,537,586</b>	<b>\$17,700,785</b>	<b>\$265,238,371</b>	<b>1.9x</b>	<b>18.1%</b>

Complete prior investment details available upon request



# Small Impact Funds Outperform

Performance by Vintage Year  
As of June 30, 2014 • Pooled IRR (%)



Note: Pooled IRRs are net to LPs.

Source: "Impact Investing Benchmark Performance Analysis" report (Cambridge Associates & Global Impact Investing Network, 2015)



Blue Highway Capital

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- Impact funds under \$100 MM launched from 1998 to 2010 outperformed with a 9.5% pooled net IRR

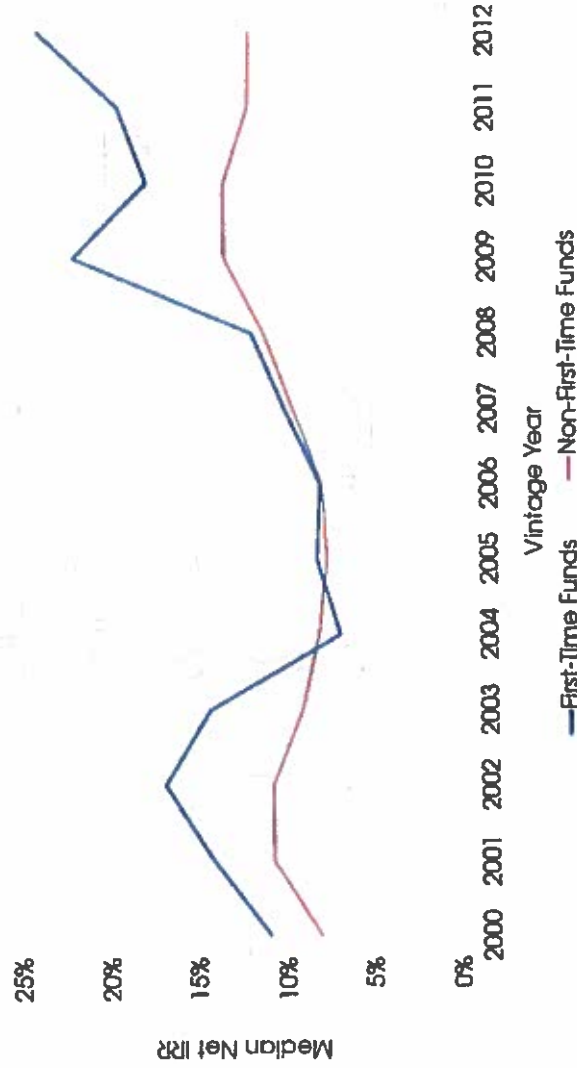
- Large impact funds (6.2%)
- Small non-impact funds (4.5%)
- Large non-impact funds (8.3%)

- First-time, impact funds under \$100 MM focused exclusively on the U.S. market further outperformed with a 14.1% pooled net IRR

- Trend line is clear despite small sample size

# First-Time Funds Outperform

Fig. 4: Private Capital - Median Net IRRs by Vintage Year: First-Time Funds vs. Non-First-Time Funds



Source: "Making the Case for First-Time Funds" (Prequin Special Report, November 2016)

- **First-time funds outperformed funds from established managers in every year except one over the past 13 years (Prequin, 11/16)**
- **First-time funds outperform but have higher dispersions**
- **Blue Highway team's significant investment experience and successful track record mitigate the first-time fund risk**

# Fund Leadership

## **Christine Jones, Managing Partner**

- 17 years of private equity investing experience (raised and invested \$85MM top quartile fund)
- CoreStates Enterprise Capital; Eureka Growth Capital; Brooke Private Equity Associates
- 7 years of investment banking and other investment-related experience
- Fleet Financial Group; Bank of America
- Miami University B.A.; Wharton M.B.A.

## **Karin Gregory, J.D., General Partner**

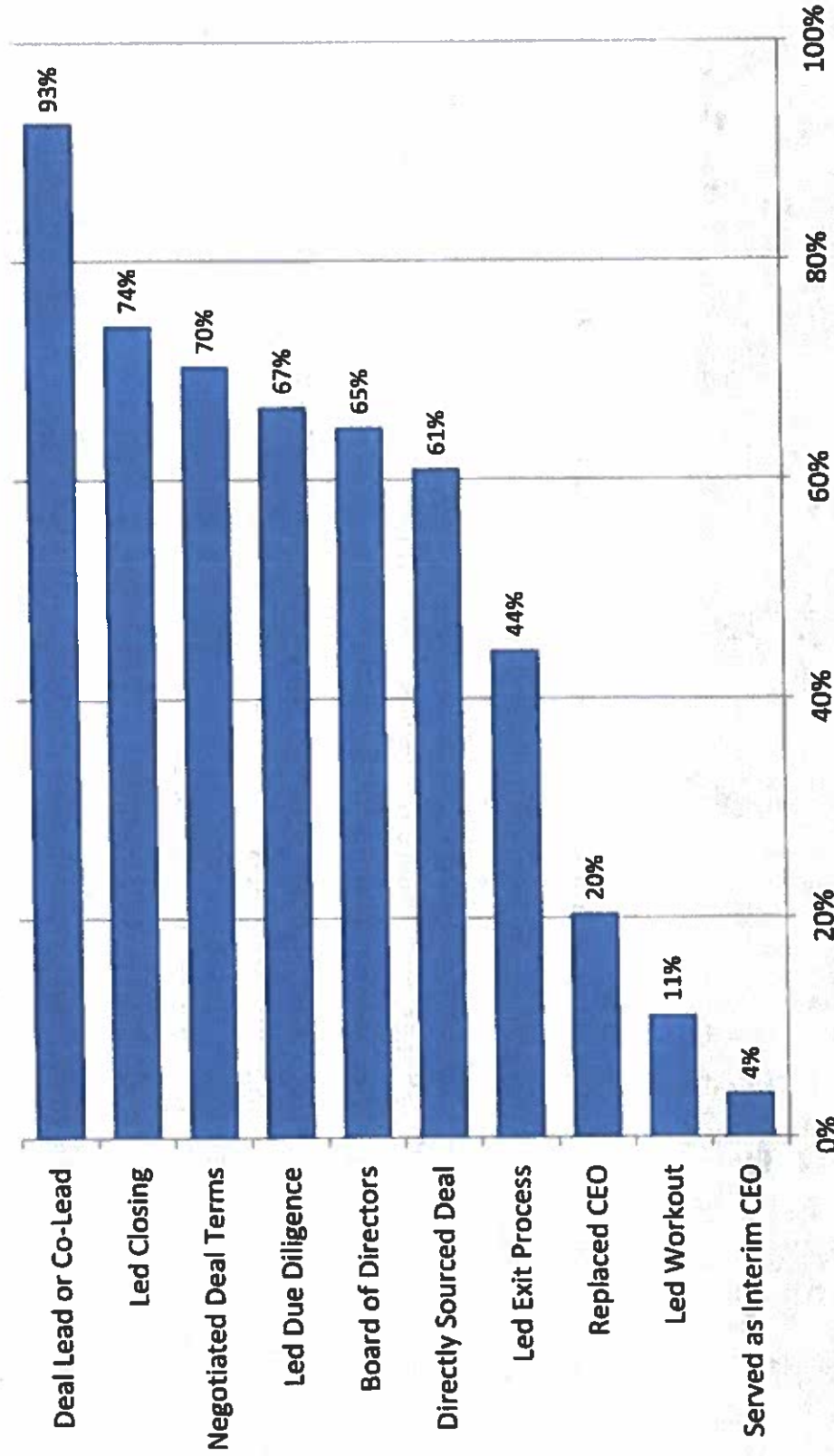
- 17 years of private equity investing experience (co-managed and invested \$50MM evergreen fund)
- Mass Ventures; Dover Medical; Kimberly Clark Ventures, Maine Ventures, Coastal Enterprises
- 20 years experience providing strategy, finance and legal advice to startups and growth companies
- Founder & Managing General Partner, FGD Law
- Wells College B.A.; Boston University M.P.H.; UNH School of Law J.D.

## **Alex Moot, General Partner**

- 16 years of private equity investing experience (raised and invested three funds totaling \$64MM)
- Seaflower Ventures
- 9 years in operating roles
- CAS; Abbott Labs; Colex Pharmaceuticals; Methane Harvest
- Harvard B.A.; Kellogg M.B.A.



# Active Investment Management



Frequency of Partner Roles in 54 Prior Portfolio Companies

# Fund Overview

<b>Investment Strategy</b>	Invest in small middle market companies located in underserved rural areas
<b>Investment Structure</b>	Growth equity, acquisitions and recapitalizations
<b>Industry Focus</b>	Specialty Manufacturing; Distribution & Logistics; Business & Technology Services; Healthcare & Medical Products; Natural Resources & Products; Energy & Environmental Services
<b>Geographic Focus</b>	Northeast and Mid-Atlantic states with ability to invest nationally on an opportunistic basis
<b>Company Size</b>	Revenues of \$5 million to \$50 million and profitable
<b>Investment Size</b>	\$2 million to \$7.5 million
<b>Board Seats</b>	Board representation with active participation
<b>Attorneys</b>	Gunderson Dettmer Stough Villeneuve Franklin & Hachigian, LLP
<b>Accountants</b>	RSM International
<b>Fund Administration</b>	VMS Fund Administration



# Key Fund Terms

<b>Target Fund Size</b>	\$75 million maximum
<b>Investment Period</b>	5 years from final fund close
<b>Fund Term</b>	10 years with option for two two-year extensions
<b>General Partner Investment</b>	1.5% fund commitment
<b>Management Fee</b>	2.5% per annum during Investment Period (thereafter reducing by 0.25% per year to 1.5%)
<b>Carried Interest</b>	20% of cumulative net returns (increases to 25% after LP distributions exceed 3x of aggregate capital contributions)
<b>Preferred Return</b>	6% annualized return on committed capital before GP catch up
<b>Investment Guidelines</b>	No more than 10% of committed capital may be invested in any one company. At least 75% of investments to be made in rural companies.

# Conclusion

- Large market opportunity
- Outsized return potential
- Positive social impact
- Differentiated and experienced team
- Held 1<sup>st</sup> close in December 2017 with eight institutional investors



# Contact Information



## **Blue Highway Capital**

Four 13th Street  
Boston, MA 02129

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

**Christine C. Jones**  
Founder & Managing Partner  
617.710.7885 mobile  
[cjones@bluehighwaycapital.com](mailto:cjones@bluehighwaycapital.com)

**Karin A. Gregory, JD, MPH**  
Founder & General Partner  
617.797.1050 mobile  
[kgregory@bluehighwaycapital.com](mailto:kgregory@bluehighwaycapital.com)

**Alexander W. Moot**  
Founder & General Partner  
781.526.1572 mobile  
[amoot@bluehighwaycapital.com](mailto:amoot@bluehighwaycapital.com)

# Performance Data – Disclosures

All performance data and projections contained in this presentation are qualified by the following explanations:

- Past performance is not necessarily indicative of future results, and there can be no assurance that the Fund will achieve comparable results or that the Fund will be able to implement its investment strategy or achieve its investment objectives.
- There can be no assurance that unrealized investments will be realized at the valuations shown.
- All performance data reported herein represents the gross returns. Management fees, carried interest, taxes, transaction costs and other expenses associated with the investments are not included in the performance data reported herein, and such amount in the aggregate are expected to be substantial and would reduce the returns of fund investors. Net returns for performance data reported herein are not available since the investments included herein are a subset of funds managed by the Principals' prior firms.
- Amounts shown herein are determined in accordance with generally accepted accounting principles and are as of June 30, 2016 (unless otherwise indicated).
- All performance data reported herein relate to attributable investments made by the Principals at their prior firms.
- Certain of the Principals' investments are not attributable. Performance of such non-attributable investments is therefore not included in the gross returns reported herein, and the performance of such non-attributable investments may be higher or lower than the performance data reported herein.
- The projected outcomes, proceeds and performance (the "Projections") included in this presentation represent a range of potential outcomes and are estimated by the Principals. These Projections are for illustration purposes only and prospective investors are cautioned not to rely upon the Projections. The Projections do not reflect any actual outcomes, proceeds and performance. Actual outcomes, proceeds and performance will be materially higher or lower than the Projections presented in this presentation and there can be no assurance that the Projections will be attained. The Projections in this presentation are "forward-looking statements" that involve risks and uncertainties. The Fund assumes no obligation to provide any updates to any of the Projections contained in this presentation to reflect the realization of investments and/or any changes in the assumptions underlying the Projections.

# Performance Data – Definitions

Throughout this Presentation, various terms and calculations are employed. Following are explanations of the basis of calculation of performance numbers included in this Presentation:

- **Gross IRR (Internal Rate of Return) %** is annualized and is calculated based on the timing of the amount invested and employs the mid-month convention for the timing of the amount invested and the proceeds received. For individual investments, Gross IRR is also calculated based on the amount invested in that investment and the proceeds received from that investment. Aggregate portfolio Gross IRRs are calculated using the timing of the aggregate amount invested and employs the mid-month convention for the timing of the amount invested and the proceeds received. Proceeds received are the aggregate of realized cash proceeds, carrying values of outstanding escrows and earnouts, and the value of unrealized investments. All unrealized values are treated as realized and realized as of June 30, 2016 and are determined consistent with U.S. generally accepted accounting principles. Gross IRR figures do not reflect management fees, carried interest, taxes, transaction costs, or other expenses, which in the aggregate are expected to be substantial and reduce returns to investors.
- **Multiple of Invested Capital (MOIC)** is the ratio of Total Value to invested capital, and is based upon carrying values including carrying values of outstanding escrows and earn-outs and realized values inclusive of the receipt of any items that offset fund management fees divided by total capital invested as of June 30, 2016. Carrying values are determined consistent with U.S. generally accepted accounting principles. MOIC figures do not reflect management fees, carried interest, taxes, transaction costs, or other expenses, which in the aggregate are expected to be substantial and reduce returns to investors.
- **Total Realized Proceeds** reflects the total proceeds realized from the disposition of securities and payment of dividends.
- **Market Value** reflects the estimated fair market value of investments remaining in the portfolio. Securities are carried at fair value in accordance with generally accepted accounting principles. Publicly traded securities are valued based on the most recent sale price or official closing price reported on the exchange or over-the-counter market on which they trade. In the case of investments in non-publicly traded securities, fair market values are based on factors that may include, but are not limited to, recent financings, the existence of any contractual or legal restrictions, financial information for public comparable companies, specific information obtained from the portfolio company, the financial condition and operating results of the portfolio company, and other relevant factors.
- **Total Value** is the sum of Total Realized Proceeds and Market Value.



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The limited partner interests in the Fund have not been registered under the United States Securities Act of 1933, as amended, or under any applicable state securities laws, nor have such limited partner interests been approved or disapproved by the United States Securities and Exchange Commission (the "SEC") or the securities regulatory authority of any state or other jurisdiction. Neither the SEC nor any commissioner of any such state authority or other jurisdiction has passed upon the accuracy or adequacy of this presentation, and any representation to the contrary is unlawful. This presentation does not constitute an offer to sell or a solicitation of interest to purchase any securities or investment advisory services in any state or in any other jurisdiction in which such offer or solicitation is not authorized.

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This presentation speaks as of the date hereof and neither the general partner of the Fund nor any affiliate or representative thereof assumes any obligation to provide any recipient of this presentation with subsequent revisions or updates to any historical or forward-looking information contained in this presentation to reflect the occurrence of events and/or changes in circumstances after the date hereof.



## Historic East Bayfront Renaissance

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*Renaissance Block Program Grant Application*

### ***Bayfront East Side Taskforce***

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Mr. Jeremy Daniel Bloeser  
420 Parade Street  
Erie, PA 16507

[jbloeser@besterie.org](mailto:jbloeser@besterie.org)  
O: 814-456-7062  
M: 814-566-1720



### ***Mr. Jeremy Daniel Bloeser***

---

420 Parade Street  
Erie, PA 16507

[jbloeser@besterie.org](mailto:jbloeser@besterie.org)  
O: 814-456-7062  
M: 814-566-1720

# Application Form

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## I. Project Information

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**Applicant Name\***

Bayfront East Side Taskforce

**Project Name\***

Historic East Bayfront Renaissance

**Project Summary\***

Please provide a brief project summary

The Bayfront East Side Taskforce seeks funding to provide matching grants that will incentivize property owners to make exterior improvements and create a sense of momentum toward neighborhood revitalization. We will seek to work with property owners whose residences are along East Sixth Street on the North side and along Parade Streets. These corridors are the most traveled streets within our neighborhood and the impact of these exterior improvements will impact the broadest audience. We will seek applicants owning properties within close proximity to each other and ask them to apply for funds which will alleviate some of the financial burden with renovations and deferred maintenance of their properties. This project is in agreement with recommendations of the Erie Refocused plan and in alignment with the BEST Strategic Plan which calls for physical revitalization of properties.

**Amount Requested from ECGRA\***

\$150,000 maximum

\$50,000.00

## II. Eligibility Criteria

---

**All must apply in order to be eligible.\***

Check all that apply

- A 501 (c)(3), a municipal authority, or a municipality.
- Headquartered in Erie County, PA
- In good standing with ECGRA's reporting requirements to date
- In good standing with the IRS and state and local taxing bodies



## Bayfront Neighborhood NCCC Pilot Project

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*Pilot Project Grant Program*

### ***Bayfront East Side Taskforce***

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Mr. Jeremy Daniel Bloeser  
420 Parade Street  
Erie, PA 16507

[jbloeser@besterie.org](mailto:jbloeser@besterie.org)  
O: 814-456-7062  
M: 814-566-1720



### ***Mr. Jeremy Daniel Bloeser***

---

420 Parade Street  
Erie, PA 16507

[jbloeser@besterie.org](mailto:jbloeser@besterie.org)  
O: 814-456-7062  
M: 814-566-1720



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# Application Form

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## Eligibility

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### Qualifiers\*

All must apply in order to be eligible.

- Applicant is in good standing with ECGRA's reporting requirements to date
- Applicant is in good standing with the IRS and state and local taxing bodies
- Applicant's headquarters is located in Erie County
- Applicant is 501(c)(3), a municipal authority, or a school district

### Disqualifiers

If any apply, your organization is not eligible.

## Project Information

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### Project Name\*

Bayfront Neighborhood NCCC Pilot Project

### Brief Project Summary\*

We plan to utilize the NCCC team to work on projects within the East and West Bayfront neighborhoods including: LandCare, Pocket Parks, and light interior demolition of projects that will subsequently be rehabilitated. The NCCC team will also work closely with community members to put on community events such as National Night Out, West BayFit, beach and neighborhood cleanups, and a ServeErie Community Service Project.

### Goals (broad) and Objectives (specific) of the project\*

Specific anticipated goals include:

#### 5 – 20 Landcare Projects Completed

- The LandCare program transforms vacant lots using a "Clean and Green" treatment that includes removing all debris and weedy vegetation, grading the site, adding compost-enriched topsoil, planting trees, sowing grass seed, building benches, creating pathways, mounting equipment, and installing a wooden post-and-rail fence around the perimeter of designated vacant lots.

#### Creation of two Pocket Parks (one on East Side and one on West Side)

- A pocket park is a small park accessible to the general public. Pocket parks are frequently created on single vacant building lots or on small, irregular pieces of land. We will be creating two pocket parks, one on the East Side at 331 Parade State, and one in the West Side at 663 West 4th Street.

Over 100 residents attend West BayFit events on the West Side



- West BayFit is a weekly series of events held in the West Bayfront throughout the summer that incorporates recreational activities and promotes healthy living. The NCCC team will work with event organizers (Our West Bayfront, the Erie County Department of Health, and Gannon University) to coordinate activities at these weekly events that attract dozens of children and their families.

Over 500 residents attend National Night Out in each (East & West) neighborhood

- National Night Out is a community-police awareness-raising event in the United States, held the first Tuesday of August. Half of the NCCC team will assist with overseeing event in the West Side neighborhood, and the other half of team will assist in the East Side.

Over 500 volunteers unit to renovate low-income elementary school

- ServErie is a community renewal program that adopts a local school each year, and renovates the building over a period of four days.

25 – 50 Youth and Teens receive mentoring for NCCC Member

- Members will have opportunities for to speak at the ServeErie school renovation event and various youth/teen programming events.

50 pounds of trash removed from Presque Isle State Park and beach

- The team will also participate in a Beach Clean Up at the end of their project to promote environmental awareness and enjoy the sites at Presque Isle State Park, and may participate in neighborhood cleanups as time permits.

## Project Narrative

Describe your project in detail including the problem you are addressing and what you will do to solve that problem.

The Comprehensive Plan states that creating attractive green space and inner connected parks will combat blight and Erie's changing city demographics. With the involvement of the NCCC team, OWB and BEST will successfully implement a vacant lot improvement project to promote community pride and decrease crime.

We plan to utilize the NCCC team to work on projects within the East and West Bayfront neighborhoods including: LandCare, Pocket Parks, and light interior demolition of projects that will subsequently be rehabilitated. The NCCC team will also work closely with community members to put on community events such as National Night Out, West BayFit, beach and neighborhood cleanups, and a ServeErie Community Service Project.

- LandCare is a nationally recognized model for an interim landscape treatment that addresses the widespread challenge of land vacancy plaguing city neighborhoods. The LandCare program transforms vacant lots using a "Clean and Green" treatment that includes removing all debris and weedy vegetation, grading the site, adding compost-enriched topsoil, planting trees, sowing grass seed, building benches, creating pathways, mounting equipment, and installing a wooden post-and-rail fence around the perimeter of designated vacant lots.

- A pocket park is a small park accessible to the general public. Pocket parks are frequently created on single vacant building lots or on small, irregular pieces of land. We will be creating two pocket parks, one on the East Side at 331 Parade State, and one in the West Side at 663 West 4th Street.

- West BayFit is a weekly series of events held in the West Bayfront throughout the summer that incorporates recreational activities and promotes healthy living. The NCCC team will work with event

organizers (Our West Bayfront, the Erie County Department of Health, and Gannon University) to coordinate activities at these weekly events that attract dozens of children and their families.

- National Night Out is a community-police awareness-raising event in the United States, held the first Tuesday of August. Half of the NCCC team will assist with overseeing event in the West Side neighborhood, and the other half of team will assist in the East Side.

- ServErie is a community renewal program that adopts a local school each year, and renovates the building over a period of four days.

- The team will also participate in a Beach Clean Up at the end of their project to promote environmental awareness and enjoy the sites at Presque Isle State Park, and may participate in neighborhood cleanups as time permits.

In addition to the primary projects listed above, opportunities to recruit and promote NCCC will be available throughout the six weeks during various mentoring programs with youth and teens. Inclement weather plans included the following projects: Light interior home deconstruction, interior residential painting, summer camp mentoring, teen job mentoring, pre-building garden beds, and interior deconstruction of elementary school building.

The goals and outcomes of this project are in line with our agencies' missions of improving the quality of life for neighborhood residents and overall community. The team will work on multiple work sites including public parks, vacant lots owned by OWB and BEST, public schools, privately owned homes, and a state park.

### **Project Justification\***

Describe why the pilot project is important and necessary (short and long term) to Erie County. Please provide evidence, research, and surveys documenting the problems. Standalone documents may be uploaded.

The City of Erie has experienced high population losses for over four decades. A 1960 high of 140,000 residents has, unfortunately, dwindled to 99,475 today resulting in an imbalance of supply and demand of housing stock. Erie Refocused, the city's Comprehensive Plan adopted in 2016, outlines Erie's substantial problem of an oversupply of housing that has led to blight. About 11% of homes are vacant, 10% of properties are tax delinquent, and 14% of residential properties have code violations. In Bayfront neighborhoods near downtown, 78% of homes are ranked as severely or moderately distressed. These neighborhoods, which flank the City's downtown, are critical to the City's future and to downtown redevelopment efforts. The Comprehensive Plan: Erie Refocused states that creating attractive green space and inner connected parks will combat blight and Erie's changing city demographics. With the involvement of the NCCC team, OWB and BEST will successfully implement a vacant lot improvement project to promote community pride and decrease crime.

In addition, this will be the first NCCC AmeriCorps stationed in Erie, PA. Successful implementation of this project will lead to future NCCC opportunities and project within the Erie Area.

### **Do you anticipate other funding sources?\***

Please discuss your matching fund sources and financing partners.

We plan to use multiple funds sources to launch this pilot project such as: BEST unrestricted funds, Our West Bayfront unrestricted funds, Erie Community Foundation, Neighborhood Partnership Program, Environment Erie, and Gannon.

## Project Benefits\*

Please describe who will benefit and how. Will specific groups be targeted or served?

The NCCC team will work with community members on projects that enhance the quality of life in both neighborhoods. Our West Bayfront and Bayfront East Side Task Force are two neighborhoods that are rich in historical context and cultural diversity. Within these two neighborhoods, the NCCC will come face-to-face with social issues including poverty, food deserts and blight.

Members will contribute to the goals of the project by performing activities such as vacant lot improvements, creating pocket parks, preparing homes and structures for rehabilitation, helping to coordinate community activities, and participating in community service activities and mentorship opportunities. The project is expected to benefit the primarily low-income residents in the Bayfront neighborhoods, who will have the opportunity to engage with the NCCC team in these activities, which will help to stabilize properties and create community partnerships.

We anticipate that the NCCC team will provide a variety of tangible and immediate benefits within the neighborhoods and to the community at large.

## Amount Requested from ECGRA\*

\$15,000.00

## Project Budget\*

Please click here to download a budget form

[ECGRA NCCC Pilot Budget.xlsx](#)

## Long term plans\*

Is there a plan to continue the project? How will you sustain the project financially and administratively?

Bayfront East Side Taskforce and Our West Bayfront organizations will use existing and new volunteers and staff to maintain the projects that the NCCC team works on. BEST will utilize our Summer Teen Employees on weekends throughout the school year to upkeep fenced lots. We will also continue to seek grant funding and opportunities that target landscaping and urban revitalization. OWB plans to fully rehabilitate the building at which the NCCC team will do light demolition, helping to reduce construction costs and expedite redevelopment of a blighted property. OWB will work with resident and student volunteers to develop a monthly maintenance plan for the pocket park the team develops in the West Side.

## Project Partners\*

Describe project partners and how they will be involved.

Corporation for National and Community Service - Providing NCCC team and member needs during project duration.

Gannon University - Discounted housing and accommodations for NCCC team.

Environment Erie - Grant funding for pocket park equipment and signage.

ServErie - Community Service for NCCC team to participation.  
Erie Community Foundation - Funding for fencing as outlined in LandCare project.

## Project Support\*

Provide evidence of project support within the community. (Letters of support, resolutions, memoranda of understanding, etc. can be uploaded at the end of the application.)

BEST and OWB are developing a MOU pertaining to each agencies duties under this grant agreement. OWB is the lead agency with the Americorps NCCC as they are housing the visiting team and BEST is the lead applicant on this funding request. All funds awarded will be split equally between both agencies. We also have the support of ServErie who will be benefiting from the teams efforts as leaders on their Summer Renovation Project at Pfeiffer Burliegh later in July. We did not attach letters of support at this time but can have them developed quickly if ECGRA desires to see these supports documented.

## Qualifications and Experience\*

Description of the qualifications and experience of the project administrators and project leaders.

Our West Bayfront, in partnership with the Bayfront East Side Task Force, is well positioned to support the NCCC team and help it achieve its goal of having a significant and tangible impact on a community. The work that the NCCC team will take on is directly aligned with the neighborhood improvement initiatives that both organizations currently run. Both OWB and BEST provide direct support to homeowners to improve their properties through grants and by working to directly make repairs and improvements. BEST has a sizable portfolio of buildings that it owns, rehabilitates and makes available on a sale or rental basis. As a newer organization, OWB is learning from BEST and working to develop a similar portfolio. Both groups work with residents to clean up and make permanent improvements to vacant lots. And both groups support activities and events that foster a sense of community and create activities for youth and families. Both OWB and BEST utilize multiple funding sources to implement these activities, including state, federal and private contributions, and have the administrative capacity to manage not only these types of grants but the activities that they support.

The Bayfront East Side Taskforce (BEST) is celebrating its 40th year anniversary of working to revitalize the Historic East Bayfront Neighborhood in Erie, PA. As the longest operational neighborhood revitalization organization in Erie it seeks to mentor and support the other organizations that have begun working in other Erie neighborhoods such as the Our West Bayfront Group. All of the groups in Erie working on neighborhood issues are lean on staff and thus rely heavily on volunteer recruitment and utilization. BEST annually hosts over 300 volunteers and plans, organizes and provides tools to these projects to ensure the volunteers accomplish our goals and leave with a positive experience.

WB and BEST are small organizations that are able to have a large impact on their neighborhoods thanks to the work of committed volunteers. With a staff of 3, including a director, Americorps VISTA member, and part time project manager, BEST works with over 300 volunteers who carry out the numerous initiatives described above. OWB has a current staff of 1 that is expected to grow to 2 with the addition of an Americorps VISTA member this summer, we rely on the involvement of volunteers on a more ad hoc basis. As the organization builds capacity, one goal is to expand the role of volunteers, particularly those that provide regular, structured volunteer time to projects such as community garden maintenance and youth activities. Both groups have utilized volunteers to support housing repairs and improvements, vacant property enhancements, and to organize activities and events in the community.

OWB and BEST will invite neighborhood volunteers to work alongside the NCCC team on the hands-on property improvement projects (including the Land Care program, the pocket park development, and the

light demolition and landscaping project), but the NCCC volunteers will be the primary team responsible for accomplishing these projects. The events that NCCC will support, including National Night Out and West BayFit, are led by coordinated teams consisting of multiple community organizations, and Corps members will serve alongside volunteers who have been involved with these events before. It is also anticipated that the visible nature of these projects will attract the interest and involvement of new volunteers. NCCC team members will have the opportunity to share information about the projects and to recruit community volunteers to assist in their long-term maintenance.

In both neighborhoods, the NCCC team will serve alongside an Americorps VISTA member. Both OWB and OWB are anticipated to host an Americorps VISTA member starting in late July, and though the nature of their individual projects differ somewhat, each VISTA member will work closely to support the NCCC team. The VISTA members will serve as liaisons to their host communities and as assistant project managers, helping to provide logistical support for the NCCC team as they move from project to project.

### Ability to Complete the Project\*

Describe your ability to complete the project within the allotted time.

Project will begin July 16th and completed by August 29th, as outline in the National Civilian Community Corps North Central team term of service agreement and Project Workplan. See Calendar/Workplan attached.

### Timeline\*

Please provide a project timeline with key milestones (12-month schedule).

We developed a work plan that will utilize all 8-10 members for 8 hour per day (including a 1 hour lunch break) Monday through Friday. A brief task list is below:

TASK	HOURS	NUMBER OF MEMBERS
East Side LandCare Project	160 Hours	8 -12 Members
West Side Pocket Park	50 Hours	8 -12 Members
East Side Pocket Park	50 Hours	8 -12 Members
WestBay Fit Events	26 Hours	8 -12 Members
Teen Summer Jobs Mentoring	24 Hours	8 -12 Members
Renovate Elementary School	60 Hours	8 -12 Members
National Night Out Events	8 Hours	8 -12 Members
Beach Clean Up	32 Hours	8 -12 Members
<b>(INDOOR PROJECTS)</b>		
Interior Residential Painting	20 Hours	8 -12 Members
Youth Summer Camp Mentoring	60 Hours	8 -12 Members
Light Interior Deconstruction	30 Hours	8 -12 Members
Teen Summer Job Mentoring	40 Hours	8 -12 Members
Pre-Build Garden Beds	8 Hours	8 -12 Members
Interior Deconstruction of School	60 Hours	8 -12 Members

Calendar/Workplan attached

## Outcome Measurement\*

Please describe how you will analyze the outcomes and gauge success of the project.

The anticipated outcomes that we expect will be produced from this work include:

- Successful stabilization of vacant lots to help return them to productive use
- Increased number of outdoor recreational areas in the East and West Bayfront area
- Improvement of a vacant mixed-use property and reduction of signs of blight
- Increased access to healthy living and recreational choices within walking distance of homes in low-income neighborhood
- Residents engaged in positive community-police awareness
- Increased awareness of AmeriCorps, National Service, and NCCC to youth and young adults in city
- Cleaner public spaces and parks

## Organizational Information

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### Name of Organization\*

Bayfront East Side Taskforce

### Organization Mission Statement\*

The Mission of B.E.S.T. is to improve the quality of life for neighborhood residents and assure a stable, desirable working environment for businesses and their employees. Our central themes have been to organize the community to build a positive neighborhood image, increase neighborhood pride and beautify the neighborhood.

### Year Organization Was Established\*

1978

### Municipality in which headquarters is located\*

Erie City

### County Council District in which headquarters is located\*

[Click here to see a County Council District map](#)

County Council District #2

### Website Address

<http://www.besterie.org/>

### **Staff/Volunteer Leadership\***

List or upload a list of the names, email addresses, titles, and job descriptions of the organization's leadership.

Jeremy Bloeser, jbloeser@besterie.org, Executive Director of Bayfront East Side Taskforce  
Anna Franz, anna@ourwestbayfront.org, Executive Director of Our West Bayfront

### **Board of Directors\***

List or upload a list of the names, email addresses, and occupations of the organization's board members.

Board List 2018.docx

### **Annual Summary Statistics\***

Please click here to download the Annual Summary Statistics form

ECGRA Annual Summary Stats.xlsx

## ***Additional Documents***

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### **501 (c)(3) Designation Letter**

### **Most Recent Annual Report or Year End Review\***

BEST Audit Report 2016 final 060717.pdf

### **Current General Liability Insurance Certificate**

### **Organization Logo**

bayfront east side task force.jpg

### **Letters of Support**

### **Other Supporting Material**

NCCC Work Plan Updated 6-11.docx

## Other Supporting Material

### Links

Upload a link




## File Attachment Summary

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### ***Applicant File Uploads***

- ECGRA NCCC Pilot Budget.xlsx
- Board List 2018.docx
- ECGRA Annual Summary Stats.xlsx
- BEST Audit Report 2016 final 060717.pdf
- bayfront east side task force.jpg
- NCCC Work Plan Updated 6-11.docx

**Budget (Do not include in-kind)**



Category	Amount Requested from ECGRA	Amount Contributed by Agency	Amount(s) Contributed from Other Sources	Breakdown of Other-Source Contributions	Narrative (include a breakdown of what is entailed in each expense category)	Total
Personnel (15% maximum of the requested amount from ECGRA)						\$0.00
Marketing	\$1,000.00					\$1,000.00
Facility Expense						\$0.00
Project/Programming Insurance						\$0.00
Equipment & Supplies	\$6,500.00	\$42,500.00	\$9,600.00			\$58,600.00
Contracted Services	\$6,000.00	\$3,600.00				\$9,600.00
Construction						\$0.00
Outcomes Measurement & Impact Tracking						\$0.00
Other						\$0.00
Housing	\$1,500.00					\$1,500.00
<b>Totals</b>	<b>\$15,000.00</b>	<b>\$46,100.00</b>	<b>\$9,600.00</b>			<b>\$70,700.00</b>

Our project will bring over \$70,000 worth of free labor to bear, but this is in-kind and thus not listed in the above budget.

**AmeriCorps NCCC Work Plan**  
**July 13, 2018 – August 30, 2018**

Sun	Mon	Tue	Wed	Thu	Fri	Sat
15	16 ORIENTATION DAY Work Time: 8AM – 5PM Location: 457 West 4th Street Supervisor: Jeremy Bloeser Tasks/Members Needed <ul style="list-style-type: none"> <li>• Welcome</li> <li>• Work Plans</li> <li>• Safety</li> <li>• Neighborhood Tour</li> </ul>	17 Work Time: 8AM – 5PM Location: 301 Parade Street Supervisor: Jeremy Bloeser Tasks/Members Needed <ul style="list-style-type: none"> <li>• Dig Post Hole</li> <li>• Install post</li> <li>• Pour Cement</li> <li>• Attach Fencing</li> <li>• Check Leveling</li> </ul>	18 Work Time: 12PM – 8PM Location: Bayview Park Supervisor: Anna Frantz Tasks/Members Needed <ul style="list-style-type: none"> <li>• Healthy Habits</li> <li>• Recreational Activities</li> <li>• Resident Engagement</li> </ul>	19 Work Time: 8AM – 5PM Location: 420 Parade Street Supervisor: Jeremy Bloeser Tasks/Members Needed <ul style="list-style-type: none"> <li>• Mayor @ 10am</li> <li>• Public Recognition</li> <li>• NCCC Promotion</li> <li>• BEST Teen Summer</li> <li>• Job Mentoring</li> </ul>	20 Work Time: 8AM – 5PM Location: 421 Parade Street Supervisor: Jeremy Bloeser Tasks/Members Needed <ul style="list-style-type: none"> <li>• Dig Post Hole</li> <li>• Install post</li> <li>• Pour Cement</li> <li>• Attach Fencing</li> <li>• Check Leveling</li> <li>• BEST Debriefing</li> </ul>	21
22	23 Work Time: 8AM – 5PM Location: 109 Univ. Square Supervisor: Anna Frantz Tasks/Members Needed <ul style="list-style-type: none"> <li>• Welcome</li> <li>• OWB Work Plans</li> <li>• Safety</li> <li>• Neighborhood Tour</li> </ul>	24 Work Time: 8AM – 5PM Location: 309 Parade Street Supervisor: Jeremy Bloeser Tasks/Members Needed <ul style="list-style-type: none"> <li>• Dig Post Hole</li> <li>• Install post</li> <li>• Pour Cement</li> <li>• Attach Fencing</li> <li>• Check Leveling</li> </ul>	25 Work Time: 12PM – 8PM Location: Bayview Park Supervisor: Anna Frantz Tasks/Members Needed <ul style="list-style-type: none"> <li>• Healthy Habits</li> <li>• Recreational Activities</li> <li>• Resident Engagement</li> </ul>	26 Work Time: 8AM – 5PM Location: 404 West 8th Street Supervisor: Anna Frantz Tasks/Members Needed <ul style="list-style-type: none"> <li>• Light Indoor Demo</li> <li>• Indoor Cleaning</li> <li>• Landscaping</li> </ul>	27 Work Time: 8AM – 5PM Location: 404 West 8th Street Supervisor: Anna Frantz Tasks/Members Needed <ul style="list-style-type: none"> <li>• Light Indoor Demo</li> <li>• Indoor Cleaning</li> <li>• Landscaping</li> <li>• OWB Debriefing</li> </ul>	28
29	30 Work Time: 8AM – 5PM Location: 310 German Street Supervisor: Jeremy Bloeser Tasks/Members Needed <ul style="list-style-type: none"> <li>• Dig Post Hole</li> <li>• Install post</li> <li>• Pour Cement</li> <li>• Attach Fencing</li> <li>• Check Leveling</li> </ul>	31 Work Time: 8AM – 5PM Location: 312 German Street Supervisor: Jeremy Bloeser Tasks/Members Needed <ul style="list-style-type: none"> <li>• Dig Post Hole</li> <li>• Install post</li> <li>• Pour Cement</li> <li>• Attach Fencing</li> <li>• Check Leveling</li> </ul>	1 Work Time: 12PM – 8PM Location: Bayview Park Supervisor: Anna Frantz Tasks/Members Needed <ul style="list-style-type: none"> <li>• Healthy Habits</li> <li>• Recreational Activities</li> <li>• Resident Engagement</li> </ul>	2 Work Time: 8AM – 5PM Location: Elementary School Supervisor: ServeEric Tasks/Members Needed <ul style="list-style-type: none"> <li>• Volunteer Orientation</li> <li>• Rehab Elementary School</li> <li>• Paint, Clean, Dry Wall, Install Fixtures</li> </ul>	3 Work Time: 8AM – 5PM Location: Elementary School Supervisor: ServeEric Tasks/Members Needed <ul style="list-style-type: none"> <li>• Rehab Elementary School</li> <li>• Paint, Clean, Dry Wall, Install Fixtures</li> <li>• BEST Debriefing</li> </ul>	4
	27	28			13 ARRIVAL DAY Arrival Time: TBD Supervisor: Anna Frantz Tasks/Members Needed <ul style="list-style-type: none"> <li>• Welcome</li> <li>• Housing Tour</li> <li>• Safety</li> <li>• Week Overview</li> </ul>	14

**AmeriCorps NCCC Work Plan**  
**July 13, 2018 – August 30, 2018**

Sun	Mon	Tue	Wed	Thu	Fri	St
5	6 <u>Work Time: 8AM – 5PM</u> <u>Location: 331 Parade Street</u> <u>Supervisor: Jeremy Bloeser</u> <u>Tasks/Members Needed</u> <ul style="list-style-type: none"> <li>Remove old Garden Beds</li> <li>Clean &amp; Landscape Area</li> </ul>	7 <u>Work Time: 12PM – 8PM</u> <u>Location: 2 Neighborhood Parks</u> <u>Supervisor: Jeremy &amp; Anna</u> <u>Tasks/Members Needed</u> <ul style="list-style-type: none"> <li>Team will be divided into two groups and support the National Night Out Programming in both neighborhoods</li> </ul>	8 <u>Work Time: 12PM – 8PM</u> <u>Location: Bayview Park</u> <u>Supervisor: Anna Frantz</u> <u>Tasks/Members Needed</u> <ul style="list-style-type: none"> <li>Healthy Habits</li> <li>Recreational Activities</li> <li>Resident Engagement</li> </ul>	9 <u>Work Time: 8AM – 5PM</u> <u>Location: 331 Parade Street</u> <u>Supervisor: Jeremy Bloeser</u> <u>Tasks/Members Needed</u> <ul style="list-style-type: none"> <li>Install Recreational Equipment</li> <li>Install New Rainwater System</li> <li>Attach Fencing</li> </ul>	10 <u>Work Time: 8AM – 5PM</u> <u>Location: 331 Parade Street</u> <u>Supervisor: Jeremy Bloeser</u> <u>Tasks/Members Needed</u> <ul style="list-style-type: none"> <li>Install Recreational Equipment</li> <li>Install New Rainwater System</li> <li>Attach Fencing</li> <li>BEST Debriefing</li> </ul>	11
12	13 <u>Work Time: 8AM – 5PM</u> <u>Location: 109 Univ. Square</u> <u>Supervisor: Anna Frantz</u> <u>Tasks/Members Needed</u> <ul style="list-style-type: none"> <li>Public Outreach</li> <li>NCCC Promotion</li> <li>Teen Summer Job Mentoring (JAM)</li> </ul>	14 <u>Work Time: 8AM – 5PM</u> <u>Location: 331 East 3<sup>rd</sup> Street</u> <u>Supervisor: Jeremy Bloeser</u> <u>Tasks/Members Needed</u> <ul style="list-style-type: none"> <li>Install Recreational Equipment</li> <li>Install New Rainwater System</li> <li>Attach Fencing</li> </ul>	15 <u>Work Time: 12PM – 8PM</u> <u>Location: Bayview Park</u> <u>Supervisor: Anna Frantz</u> <u>Tasks/Members Needed</u> <ul style="list-style-type: none"> <li>Healthy Habits</li> <li>Recreational Activities</li> <li>Resident Engagement</li> </ul>	16 <u>Work Time: 8AM – 5PM</u> <u>Location: 663 West 4<sup>th</sup> Street</u> <u>Supervisor: Anna Frantz</u> <u>Tasks/Members Needed</u> <ul style="list-style-type: none"> <li>Plant Bushes &amp; Trees</li> <li>Install Rain Garden</li> <li>Fencing &amp; Pathways</li> </ul>	17 <u>Work Time: 8AM – 5PM</u> <u>Location: 663 West 4<sup>th</sup> Street</u> <u>Supervisor: Anna Frantz</u> <u>Tasks/Members Needed</u> <ul style="list-style-type: none"> <li>Plant Bushes &amp; Trees</li> <li>Install Rain Garden</li> <li>Fencing &amp; Pathways</li> <li>OWB Debriefing</li> </ul>	18
19	20 <u>Work Time: 8AM – 5PM</u> <u>Location: 109 Univ. Square</u> <u>Supervisor: Anna Frantz</u> <u>Tasks/Members Needed</u> <ul style="list-style-type: none"> <li>Public Outreach</li> <li>NCCC Promotion</li> <li>Teen Summer Job Mentoring (JAM)</li> </ul>	21 <u>Work Time: 8AM – 5PM</u> <u>Location: 329 East 3<sup>rd</sup> Street</u> <u>Supervisor: Jeremy Bloeser</u> <u>Tasks/Members Needed</u> <ul style="list-style-type: none"> <li>Dig Post Hole</li> <li>Install post</li> <li>Pour Cement</li> <li>Attach Fencing</li> <li>Check Leveling</li> </ul>	22 <u>Work Time: 12PM – 8PM</u> <u>Location: Bayview Park</u> <u>Supervisor: Anna Frantz</u> <u>Tasks/Members Needed</u> <ul style="list-style-type: none"> <li>Healthy Habits</li> <li>Recreational Activities</li> <li>Resident Engagement</li> </ul>	23 <u>Work Time: 8AM – 5PM</u> <u>Location: 663 West 4<sup>th</sup> Street</u> <u>Supervisor: Anna Frantz</u> <u>Tasks/Members Needed</u> <ul style="list-style-type: none"> <li>Plant Bushes &amp; Trees</li> <li>Install Rain Garden</li> <li>Fencing &amp; Pathways</li> </ul>	24 <u>Work Time: 8AM – 5PM</u> <u>Location: 663 West 4<sup>th</sup> Street</u> <u>Supervisor: Anna Frantz</u> <u>Tasks/Members Needed</u> <ul style="list-style-type: none"> <li>Plant Bushes &amp; Trees</li> <li>Install Rain Garden</li> <li>Fencing &amp; Pathways</li> <li>OWB Debriefing</li> </ul>	25
26	27 <u>Work Time: 8AM – 5PM</u> <u>Location: 408 East 6<sup>th</sup> Street</u> <u>Supervisor: Jeremy</u> <u>Tasks/Members Needed</u> <ul style="list-style-type: none"> <li>Fencing &amp; LandCare</li> </ul>	28 <u>Work Time: 8AM – 5PM</u> <u>Location: 410 East 6<sup>th</sup> Street</u> <u>Supervisor: Jeremy &amp; Anna</u> <u>Tasks/Members Needed</u> <ul style="list-style-type: none"> <li>BEST Neighborhood</li> <li>Beach Clean Up</li> <li>Resident Engagement</li> </ul>	29 <u>Work Time: 8AM – 5PM</u> <u>Location: Beach/Park</u> <u>Supervisor: Jeremy &amp; Anna</u> <u>Tasks/Members Needed</u> <ul style="list-style-type: none"> <li>Beach Clean Up</li> <li>Resident Engagement</li> </ul>	30	31	

\*\*\*Please set tentative times for Weekly Team Debriefs

**AmeriCorps NCCC Work Plan  
July 13, 2018 – August 30, 2018**

\*\*\*Note special holidays, events or days off

<p><b><u>Supervisors</u></b> Anna Frantz Jeremy Bloeser</p>	<p><b><u>Work Locations</u></b> 420 Parade Street (East Bayfront) 109 Univ. Square (West Bayfront) 309 Parade Street (East Bayfront) Bayview Park (West Bayfront) 421 Parade Street (East Bayfront) 663 West 4<sup>th</sup> Street (West Bayfront) 310 German Street (East Bayfront) 312 German Street (East Bayfront) 327 E. 3<sup>rd</sup> Street (East Bayfront) 329 E. 3<sup>rd</sup> Street (East Bayfront) 408 E. 6<sup>th</sup> Street (East Bayfront) 410 E. 6<sup>th</sup> Street (East Bayfront) 235 East 11<sup>th</sup> Street (East Bayfront) 331 Parade Street (East Bayfront) Wallace Park (West Bayfront) 404 West 8<sup>th</sup> Street (West Bayfront) Presque Isle State Park, Peninsula Dr</p>	<p><b><u>Lunch and/or Breaks</u></b> 1 Hour Daily</p>	<p><b><u>Increment Weather Plan (Tasks listed in Priority Order)</u></b> OWB &amp; BEST- Interior Residential Painting in Neighborhood (indoor) Booker T Center- Summer Youth Program Mentor/ Volunteer (indoor) MLK Center- Summer Youth Program Mentor/ Volunteer (indoor) OWB- 312 Walnut Light Deconstruction (indoor) BEST- Teen Summer Job Program Mentor/Speaker (indoor) BEST- Pre-Build Garden Beds (indoor) BEST- 20+ Additional LandCare Fencing Projects (outdoor) ServeEric- Interior Deconstruction/Prep Elementary School (indoor)</p>	<p><b><u>Additional Notes:</u></b></p>
<p><b><u>Housing Supervisor</u></b> Anna Frantz</p>				





## ECGRA: May 15 – June 15, 2018 Activity Report

### Meetings and Phone Calls

5/21/2018	Zaida emailed information on Neighborhood Choice Grant
5/24/2018	Zaida emailed Amanda Sissem information on the National Endowment for the Arts -- OUR TOWN: Place-Based Projects Grant
5/24/2018	Zaida emailed Street Outreach Program to Perry
5/21/2018	Phone call between Becky W, Zaida, and Perry on Broadband in Erie
5/23/2018	Britte spoke to Perry about Broadband in Erie
5/23/2018	Britte spoke with Howard Pollman, PHMC regarding Keystone Grants
5/24/2018	Conference call w/ Perry, VelocityNet and Mark Smith, PA Broadband Initiative Office
6/1/2018	Zaida emailed Kathy/Gary information on EDA RIS
6/6/2018	Call with Karen Molchanow, executive Director of the State Board of Education regarding the proposed Erie Community College
6/13/2018	Catch-up call with Perry
Throughout May/June	Becky W had various communications with GECAC, Perry, and DOL on YouthBuild Solicitation

### Potential Grant Opportunities Discussed and Provided

Below is information on all of the grant opportunities we provided this month.

#### **Choice Neighborhood Grants**

- Planning Grant:** Choice Neighborhoods Planning Grants support the development of comprehensive neighborhood revitalization plans which focus on directing resources to address three core goals: Housing, People and Neighborhood. To achieve these core goals, communities must develop and implement a comprehensive neighborhood revitalization strategy, or Transformation Plan. The Transformation Plan will become the guiding document for the revitalization of the public and/or assisted housing units while simultaneously directing the transformation of the surrounding neighborhood and positive outcomes for families. Current funding is available up to \$5 million for Planning Grant awards.

**Eligible Applicants:** Public Housing Authorities (PHAs), local governments, tribal entities, nonprofits

**Application Due Date:** June 12, 2018

**Grant Occurrence:** Yearly

- Implementation Grant:** Choice Neighborhoods Implementation Grants support those communities that have undergone a comprehensive local planning process and are ready to implement their plan to redevelop the distressed public and/or assisted housing and neighborhood.





**Eligible Applicants:** Public Housing Authorities (PHAs), local governments, tribal entities, nonprofits

**Application Dates:** The implementation grant was released May 22. It is due September 17, 2018. Here is the information: [https://www.hud.gov/sites/dfiles/PIH/documents/FR-6200N34cn\\_Implementation.pdf](https://www.hud.gov/sites/dfiles/PIH/documents/FR-6200N34cn_Implementation.pdf)

**Grant Occurrence:** Yearly

### **National Endowment for the Arts -- OUR TOWN: Place-Based Projects**

**Background:** Successful Our Town projects ultimately lay the groundwork for systemic changes that sustain the integration of arts, culture, and design into strategies for strengthening communities. We encourage applications for artistically excellent projects that:

- Bring new attention to or elevate key community assets and issues, voices of residents, local history, or cultural infrastructure.
- Inject new or additional energy, resources, activity, people, or enthusiasm into a place, community issue, or local economy.
- Envision new possibilities for a community or place - a new future, a new way of overcoming a challenge, or approaching problem-solving.
- Connect communities, people, places, and economic opportunity via physical spaces or new relationships.

**Eligible Applicants:** These projects require a partnership between a local government entity and nonprofit organization, one of which must be a cultural organization; and should engage in partnership with other sectors (such as agriculture and food, economic development, education and youth, environment and energy, health, housing, public safety, transportation, and workforce development).

**Deadline:** August 9, 2018

**Grant Occurrence:** Normally yearly

### **Street Outreach Program**

**Background:** The Street Outreach Program works to increase young people's personal safety, social and emotional well-being, self-sufficiency, and to help them build permanent connections with families, communities, schools, and other positive social networks. These services, which are provided in areas where street youth congregate, are designed to assist such youth in making healthy choices and to provide them access to shelter and services which include: outreach, gateway services, screening and assessment, harm reduction, access to emergency shelter, crisis stabilization, drop-in centers, which can be optional, and linkages/referrals to services. The award process for FY2018 SOP allows for annual awards over a three-year project period, as funds are available.

**Eligible Applicants:** Independent school districts; Native American tribal governments (Federally recognized); Nonprofits that do not have a 501(c)(3) status with the IRS, other than institutions of higher education; County governments; Nonprofits having a 501(c)(3) status with the IRS, other than institutions of higher education; City or township governments; State governments; Public and State controlled institutions of higher education; Private institutions of higher education; Special district governments; Public housing authorities/Indian housing authorities;

Native American tribal organizations (other than Federally recognized tribal governments)



**Deadline:** June 20, 2018

**Grant Occurrence:** As funds are available

**Regional Innovation Strategies (RIS) Program**

**Summary:** Under the RIS Program, EDA currently awards grants that build regional capacity to translate innovations into jobs (1) through proof-of-concept and commercialization assistance to innovators and entrepreneurs and (2) through operational support for organizations that provide essential early-stage risk capital to innovators and entrepreneurs.

The RIS Program consists of two separate competitions: the i6 Challenge and Seed Fund Support (SFS) Grants competition. The i6 Challenge is a leading national initiative designed to support the creation of centers for innovation and entrepreneurship that increase the rate at which innovations, ideas, intellectual property, and research are translated into products, services, viable companies, and, ultimately, jobs. Through the SFS Grants competition, EDA provides funding for technical assistance to support the creation, launch, or expansion of equity-based, cluster-focused seed funds that invest regionally-managed risk capital in regionally-based startups with a potential for high growth.

**Solicitation:** There are no current solicitations for this project. Last year's solicitation was posted in May and awarded in September, and we expect a similar timeline this year. We will keep you posted as to when the grant is available for application.

**Examples of Previous Awardees:**

- The **Ben Franklin Technology Partners of Central and Northern PA**, 1855 Capital Partners LLC and Penn State University will support a venture fund that will provide seed investments and management support to technology-focused entrepreneurs in a large region of Central PA.
- **JumpStart** will create a \$30-\$35M JS MedTech Fund focused on biomedical devices, diagnostics and healthcare IT startups in the Northeast Ohio region in an effort to fill an early-stage capital gap estimated to be as large as \$392M in 2014. JumpStart anticipates making 20-25 seed stage investments ranging from \$100K to \$2M and estimates five-year impacts to include \$125m in follow-on investment capital, 25 new business starts, and 210 direct jobs.
- This EDA investment funds the **California Sustainable Energy Entrepreneur Development (CalSEED)** initiative, that in collaboration with four existing Regional Innovation Clusters, will work on generating new innovations, new businesses, jobs and economic enhancements in California's Disadvantaged Area Community (DAC) regions. With EDA's support, CalSEED will scale-up its capacity to inspire, engage and support start-ups from underrepresented communities economically disadvantaged, rural, women, and veteran entrepreneurs from throughout the region.
- The **Pittsburgh Life Sciences Greenhouse** will implement a regional innovation strategy to grow and elevate the stature of the nascent health information technology (HIT) cluster in Western Pennsylvania. The project will focus on job creation through company growth in the forms of both producers and users of advanced software, related data collection deployment and analysis platforms for delivering healthcare and maintaining health.

**SBA Growth Accelerator Competition**

**Summary:** The Growth Accelerator Fund competition is for accelerators, incubators, and other entrepreneurial ecosystem models that help support small businesses and startups to compete for monetary prizes of \$50,000 each (20 in total). Several panels containing expert judges from the private and public sector with collective experience in early stage investing, entrepreneurship, academia, start-ups and economic development will select the winners. Applicants may include accelerators, incubators, co-working startup



communities, shared tinker-spaces or other models. The panel will give particular attention to applicants that fill geographic gaps in the accelerator and entrepreneurial ecosystem space.

**Solicitation:** There are no current solicitations for this project. The SBA typically opens this competition up in June – July. We will keep you updated.

**Examples of Previous Awardees:**

- **Hera Labs**, San Diego – Hera Labs, a business accelerator for women by women, provides proven intensive business training to launch, grow and sustain profitable businesses.
- **MORTAR**, Cincinnati—MORTAR enables under-served entrepreneurs and businesses to succeed; creating opportunities to build communities through entrepreneurship.
- **The Rosie Network's Military Entrepreneur Center**, San Diego—Rosie Network helps men and women of the Armed Forces and their spouses with small business ownership.

The FY18 EDA Regional Innovations Strategies (RIS) grant was announced and applications are due August 29 (<https://www.grants.gov/web/grants/view-opportunity.html?oppId=305799>).

**YouthBuild**

There are two ways that a local non-profit or public entity can obtain the right to use the YouthBuild name. It can win a competitive YouthBuild grant directly from DOL; or it can be licensed by YouthBuild USA as a YouthBuild program through the YouthBuild USA Affiliated Network. All local non-profit and public entities are eligible to apply to DOL and/or to apply for affiliation with YouthBuild USA.

The DOL requires all YouthBuild grantees to raise a minimum of 25% in matching non-federal funds. Individual program grants range from \$700,000 to \$1.1 million and cover two years of programming with nine months of follow up support for about 40 students.

**Eligible Participants:** A non-profit or public entity

**Application Dates:** 2018 FOA: <https://www.dol.gov/newsroom/releases/eta/eta20180518>.

Grants.gov site has the detailed FOA, including contact information for questions while the competition is open: <https://www.grants.gov/web/grants/search-grants.html?keywords=youthbuild>

They also post this information: [https://doleta.gov/grants/Application\\_FAQs.cfm](https://doleta.gov/grants/Application_FAQs.cfm)

**Grants Occurrence:** Normally yearly

**PA Broadband Investment Incentive Program**

**Summary:** This program offers \$35 million of financial incentives to internet service providers who are bidding on Pennsylvania service areas in the Federal Communications Commission's (FCC) upcoming Connect America Fund II Auction (CAF-II), which will award nearly \$1.98 billion in subsidies for broadband in rural areas nationwide. Pennsylvania's incentives will be targeted to applicants who are willing to bid in the CAF-II auction with proposals to provide download speeds of 100 Mbps or more, with the highest priority for those projects proposing 1 Gbps or greater speeds.

**Eligible Participants:** Internet Service Providers

# RIDGE POLICY GROUP

**Solicitation:** The last day to apply to the program was June 8, 2018 with the Commonwealth informing qualified applicants of incentive amounts by July 10, 2018. More info may be found here: <https://www.governor.pa.gov/broadband/>





## Interest in Girard's façade program gains traction

By Sandy Rhodes  
Editor

Girard Borough's Façade Improvement Grant Program is asking property owners to look to the past to create something in the near future.

An informational meeting was held Thursday, May 10, in the Girard Borough Social Hall where Jeff Kidder of Kidder Wachter Architecture & Design in Erie and Dave Skellie, a board member of Erie Preservation,

spoke to interested business owners and business renters about the program, the first of its kind for Girard Borough.

See Traction, P. 3

## Traction

Continued from Page 1

The program is available for commercial buildings along Main Street from Church Street to Old Ridge Road.

The grant is a 60/40 match, meaning the borough will pay 60 percent and the property owners are responsible for 40 percent.

"You can do a lot with that," Kidder said. "What is nice about Girard and North East is it's a pretty common, typical downtown building type."

Applicants are encouraged to look at the history of their building and improve upon what is already there.

The program guidelines are to help property owners "maintain and retain" the historical aspect of the building.

"Preserve the original design of the building," Kidder said.

The purpose of the façade Improvement Grant Program is

- to preserve the architectural heritage of the downtown,
- to foster an attractive and safe environment,
- to stimulate private investment in the form of new development, redevelopment and renovation that is consistent with the historic integrity of the downtown,
- to foster civic pride and sense of place,
- to create a compelling image to increase commerce and profits, attract new businesses, retain existing businesses, attract all age groups and encourage long-term commitments to the community.

A design consultation workshop will be held from noon to 2:30 p.m. Monday, May 21, at the Girard Borough Building.

Local architect and Preservation Erie board member Dave Brennan will be available during this two-hour window to talk with property/business owners about possible façade projects.

Those who plan to attend the workshop are asked to bring the following materials with them:

- Historic and current photographs of building façades (If you don't have a historic photograph of your building, contact Caroline Veith, a representative from the West County Historical Association, at 814-774-4168).
- Façade project ideas, drawings, cost estimates.

Brennan will use these materials to talk about people's potential façade projects.

Photographs and façade project ideas and cost estimates can be sent to Brennan at [brennan@bostwickdesign.com](mailto:brennan@bostwickdesign.com) beforehand.

To reserve a 15-20 minute time slot, email either Borough Manager Rob Stubenbort at [rstubenbort@girardboroughpa.us](mailto:rstubenbort@girardboroughpa.us) or Melinda Meyer of Preservation Erie at [info@preservationerie.org](mailto:info@preservationerie.org).

Funds are available for the following façade components — architectural elements, windows and doors; exterior painting and restoration; signs and awnings and design assistance.

The Borough, which received \$15,000 from the Erie County Gaming Revenue Authority, has kicked in another \$7,000 for the first year of the project.

The maximum grant awarded will be \$10,000; the minimum is \$200.

Applications are due by June 1. Priority will be given to projects that meet all of the criteria and will have the greatest overall impact of downtown Girard.

Grants will be made on a reimbursement basis. Applicants will receive funds after completion of the approved façade improvement project and submission of project photographs, copies of invoices, receipts and proof of payments.

Applications are available at the Girard Borough office, 34 Main St. West.

For more information, contact Stubenbort via office phone at 774-9683 ext. 203,

The Corry Journal, Friday, May 25, 2018

## Union City receives \$50,000 ECGRA grant

BY ALEX TOPOR  
[alex@thecorryjournal.com](mailto:alex@thecorryjournal.com)

**UNION CITY** — Union City Borough was awarded a \$50,000 grant from the Erie County Gaming Revenue Authority (ECGRA) to fight blight, block by block.

The grant is from the Erie County Renaissance Block grant program. The program will help finance eligible exterior repairs, permanent improvements and streetscapes. Funds can also be used to

improve publicly owned property that is targeted to improve the block's visual appearance.

"The program is designed to work with groups to empower them with resources to proactively fight blight," said ECGRA Executive Director Perry Wood. "They select a block or group of houses in order to give homeowners a matching incentive grant to make improvements to their home."

See Grant, P.2

## Grant

(Continued from front page)

Union City will receive \$25,000 this year, \$20,000 next year and \$5,000 the following year to fight blight. The grant requires a 1-to-1 cash match from property owners that want to participate in the program. Anyone applying can receive up to \$5,000.

Areas in Union City eligible for the program include East and West High streets, South Street and First through Sixth avenues. The first year's worth of money should be available within the next three weeks.

Money is awarded per property, not property owner. This means if a landlord owns several properties in the eligible area, each property could receive up to \$5,000, as opposed to splitting up \$5,000 among all owned properties.

Union City Borough has received several ECGRA grants in the past, including Mission Main Street and special event grants.

"We were hopeful to get something when we applied," Union City Secretary Cindy Wells said. "We are definitely excited to get it."





# New book paints hopeful picture of Erie

By Matthew Rink  
matthew.rink@timesnews.com

The story of Erie's rebirth has made its way into yet another book, James and Deborah Fallows' "Our Towns: A 100,000-Mile Journey into the Heart of America."

Like Bruce Katz's and Jeremy Nowak's "The New Localism: How Cities Can Thrive in the Age of Populism,"

which was released in January, "Our Towns" portrays Erie as rust belt city pushing back against decades of decline with renewed optimism, especially among a "next-generation of Erieites." Published by Pantheon, "Our Towns" is a travel journal of sorts that details the more than 30 American cities that the Fallows ventured to in their single-engine prop plane over the course of nearly five years. James Fallows, a national correspondent for The Atlantic, has written extensively about his travels to Erie for that publication.

The couple dedicates one of the final chapters of "Our Towns" entirely to Erie. Their initial visual impression of Erie serves as a template for two contrasting narratives.

Upon their approach, they describe the picturesque landscape of Lake Erie and Presque Isle Bay.

"I caught sight of the peninsula and the city of Erie — and then began to wonder, as I often did at

## FALLOWS

From Page B1

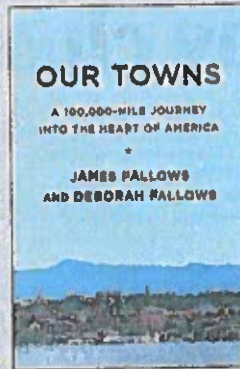
new destinations whose location was defined by coastline or mountain, why the place we were about to see was not more famous," James Fallows wrote.

Their second impression of Erie is of "one abandoned hundred-year-old red-brick factory after another," as they drive from Erie International Airport to the center city.

The Fallows detail the plight of the city, from years of job losses to the city school district's recent financial woes, which they say stems from a school funding system that is "uniquely unfair." But their portrait of Erie is mostly a hopeful one.

"Our Towns" cites Joel

Erie Times-News | GoErie.com | Saturday, May 19, 2018 B3



"Our Towns: A 100,000-Mile Journey into the Heart of America" by James Fallows and Deborah Fallows was released May 8, 2018 by Pantheon. The book features a chapter on Erie. (CONTRIBUTED PHOTO)

move his Velocity Network headquarters downtown; the emergence of start-ups, namely Radius CoWork that "you would

expect to find in Brooklyn or San Francisco"; the "youthful vigor" of Tom Hagen, the 82-year-old chairman of the board of Erie Insurance; and an abundance of "post-secondary opportunities" that have "brought youthful drive and intellect to Erie."

"These advances in Erie are fighting the currents of some serious traditional structural obstacles," they write.

"Our Towns" also features the work of the Erie County Gaming Revenue Authority and delves into the important role immigrants and refugees play here.

The 432-page book was released May 8 and is available in hardcover, e-book and audio book formats.

Matthew Rink can be reached at 870-1884 or by email. Follow him on Twitter at [www.Twitter.com/ETNrink](http://www.Twitter.com/ETNrink).

ERIE  
NEXT





# Corry historical survey set to begin

From staff reports

Capitalizing on Corry's history is the goal behind a survey of the community's historical assets, and a public meeting, taking place next week.

In 2017, local nonprofit organization Impact Corry was awarded a \$12,000 grant from the Pennsylvania Historical & Museum Commission to conduct an intensive level survey of Corry's downtown business district, adjoining residential areas and Mead Park.

That funding was matched by a \$9,530 grant from the Erie County Gaming Revenue Authority to the Corry Area Historical Society and a \$2,470 grant from the Arlene H. Smith Charitable Foundation.

The project will create an inventory of the community's physical assets, and pair those assets with a narrative about Corry's role in the nation's 1860s oil boom and its overall history, to help determine whether Corry might qualify for a federal National Register of Historic Places designation.

If the consultants undertaking the \$24,000 project believe a National Register designa-

tion is achievable, Impact Corry will pursue the additional funding that would be required for that separate application process.

"The inventory by itself will be beneficial to the community, to better understand our assets," said Debbie Dearborn, Impact Corry's president. "If we are ultimately successful in seeking the National Register designation, it could be used to boost the local economy through additional tourism, and help us preserve our history, while increasing local residents' appreciation for their community."

Impact Corry has contracted with The Markosky Engineering Group, Inc. of Ligonier, Pa., southeast of Pittsburgh, to conduct the survey. Laura Ricketts, senior architectural historian for the company, and colleague Elizabeth Williams, will arrive in Corry Tuesday to begin the data collection.

On Wednesday at 6 p.m., the pair will host a public information session at the Corry Higher Education Council.

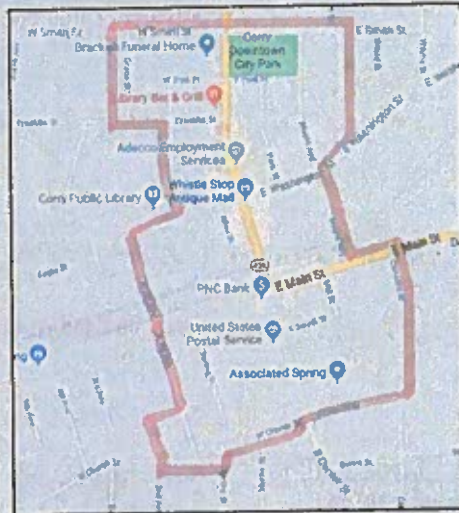
"We invite anyone who is interested in the project to attend, to learn more about

why we are conducting these surveys and how our first impressions of the city have compared to our expectations," said Ricketts. "We also hope that you'll contribute stories to help shape our understanding of Corry and its history."

Ricketts and Williams will be in Corry from Tuesday to Friday. Their survey work entails detailed note-taking and the photographing of more than 300 building exteriors and features, which will only be taken from the public right-of-way. They will also evaluate and photograph Mead Park.

To prepare for the survey and the eventual eligibility forms, the historians have been compiling background information, mapping, and photographs, and said they're looking forward to talking to local historians to supplement their understanding of the community's development.

"This effort should provide immediate benefits to the community by documenting the historical built environment and providing both quantitative and qualitative information to support future planning and preservation activities," said Ricketts.



This graphic of downtown Corry outlines the area that will be surveyed by an engineering company in an effort to have the city qualify for a National Register of Historic Places designation.

"It is also a necessary first step toward listing the Corry Historic District and Mead Park on the National Register," she added, "which provides not only honorific recognition with potential

tourism and marketing benefits, but also can provide historic tax credits for the sensitive rehabilitation of historic properties."

◀ See Survey, P2

## Survey

(Continued from front page)

No restrictions are placed on a property owner's use of a building from a National Register designation.

The intensive level survey will also help determine what the boundaries of a proposed historic district should be. A preliminary district was outlined last year following a driving tour by Pennsylvania Historical & Museum

Commission employees and members of the Impact Corry board of directors, but the building-by-building survey will better define what should be included.

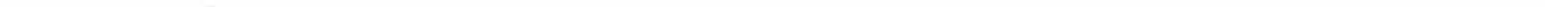
The initial area to be explored by the consultants is bounded by Smith Street on the north, Church Street on the south, Wright Street, Maple Avenue and Concord

Street on the east, and Grace Street, Mott Street, First Avenue, and Second Avenue on the west.

Ricketts said they are interested in hearing everyone's thoughts about Corry's history.

"If you see us while we're out surveying with our cameras and clipboards, please stop, say hello, and

tell us what you think is most worth preserving about Corry," she said.





# Making Erie smarter

Wednesday, May 30, 2018 | Erie Times-News

## City looks into using electronic data collection to manage assets

By Kevin Flowers  
kevin.flowers@timesnews.com

This is what getting smarter could mean for the city of Erie.

Free high-speed public Wi-Fi might be used to alert citizens in the event of an emergency such as a major snowstorm.

State-of-the-art video surveillance equipment can alert law enforcement to potential threats could be used to enhance security at city parks, outside schools and near entertainment venues.

New light poles, equipped with energy-efficient LED bulbs, might help significantly reduce city



government's energy costs. And data gleaned from modern traffic signal controls, coupled with information from new parking meter kiosks, could help officials determine the most efficient traffic routes and identify abundant parking during a major city festival or similar large event.

That is the beginning of the

potential of what's known as smart-city technology, which the city will test downtown this summer in conjunction with the Erie Innovation District.

Local officials are also confident the project can help forge a new, high-tech industry in Erie that is focused on safety and security.

Mayor Joe Schember and Karl Sanchack, the Innovation District's chief executive, announced a smart city pilot project in April focused on downtown and Perry Square and funded by \$300,000 in Erie Innovation District funds.

See CITY, A4



Officials from the Erie Innovation District and the city of Erie have a plan to install 66 high-efficiency LED streetlights, similar to this one, around downtown Erie. (FILE PHOTO/ERIE TIMES-NEWS)

## CITY

From Page A1

Smart cities are urban areas that use different forms of electronic data collection, including sensors, to supply information that is then used to efficiently manage assets and resources.

Erie's plan aims to drive economic growth while also encouraging partnerships between academia and industry to grow, sustain and attract safety and security businesses.

U.S. cities including Boston, San Francisco, New York, Chicago and Washington, D.C., have employed smart technology. Copenhagen, Denmark; Singapore; and Stockholm, Sweden, are among the world's leading smart cities, according to EasyPark's 2017 Smart Cities Index, which ranks the top 100 smart cities around the world.

"What we're talking about is a smart combination of services," Sanchack said. "That's what we would be trying to get to, more intelligent outcomes that help people and give people a better quality of life."

"There is potential to create an industry and an ecosystem out of this," Sanchack said. "Erie's good for this. We have multiple universities looking to develop cyber capabilities, we have interest, and we have an engaged and highly supportive city administration working with us."

Schember said the plan will help Erie keep pace with cities worldwide that are applying modern technology to fighting crime, traffic congestion, economic development promotion and other areas.

"Everyone is working together to make this happen, and it's really exciting," Schember said.

### Smart technology

The Innovation District is overseen by Mercyhurst University and is funded by a \$4 million grant provided by the Erie Community Foundation in partnership with the Susan Hirt Hagen Fund for Transformatory Philanthropy

### Common components of smart cities

**Energy:** Residential and commercial buildings in smart cities are more efficient, and the energy used is analyzed and data collected.

**Transportation:** A smart city supports multi-modal transportation, smart traffic lights and smart parking. For example, traffic lights can be prioritized based on mass transit schedules so traffic flows more freely during high traffic periods, or Internet-based technology can help people locate parking spaces, so they spend less time circling city blocks looking for a space.

**Data analysis:** The information collected via different types of smart city technology is put to use to better serve municipalities and its citizens. Traffic data captured by streetlights could help developers find a prime location for a new restaurant in a revitalized neighborhood, for example.

**Infrastructure:** Cities use data to better plan the maintenance of public spaces, determine future demand for roads and bridges, and perform environmental testing on public water systems to prevent public health issues.

**Mobility:** Data seamlessly moves between municipal and private systems for easy analysis.

**Devices:** Sensors, visibility devices, cameras and other equipment collect data so it can be usefully shared.

**Source:** [www.techrepublic.com](http://www.techrepublic.com)

**Online Extras:** See video of Erie Innovation District chief executive Karl Sanchack talking about tech initiatives for Erie's downtown: [GoErie.com/Videos](http://GoErie.com/Videos)

and the Erie County Gaming Revenue Authority.

Quantela Inc., a global data analytics company that has worked on similar projects worldwide, is helping to implement the project.

Erie's plan focuses on the area encompassing State Street, between Sixth and 12th streets. Sanchack said the effort should be running by Aug. 1.

The LED lights are planned for 66 existing utility poles downtown. The security/surveillance system would be installed on two poles in Perry Square, which was chosen because it's a high-traffic area that hosts numerous community events, and it can relay real-time information to authorities, such as a suspicious package.

The Wi-Fi system will be put in place at the same time, Sanchack said.

"We're in the process of ordering the equipment now," he said. "We will run the pilot through the end of the year, then evaluate how this looks and what benefit it provided us."

Erie Police Chief Dan Spizarny said additional security cameras in a busy area like Perry Square "as a concept seems to be great. It's a great idea to keep the citizens safe and secure."

"In general, cameras like

this greatly assist in the identification and prosecution of criminals," Spizarny said. "They are a valuable investigative tool."

Ray Massing, the Erie Parking Authority's executive director, also embraces the smart-city concept.

The Parking Authority plans to install new parking-meter technology as part of widespread upgrades, primarily downtown.

The improvements would include parking kiosks that could accept payments from coins, cash, credit cards or prepaid cards, and one kiosk would cover a number of parking spaces. The improvements also include technology that can send a text message to a person's cellphone if their meter time is running out and more time needs to be purchased.

"I think what we're trying to do and what the Innovation District is trying to do has some definite overlaps," Massing said.

"The combination of systems can give us access to much more useful data than we have now. We could use it to do demand-based pricing, or go to certain parking configurations for special events," Massing said. "Unless we go out and physically count cars, we can't really do that right now."

This gives us much more sophisticated data to use for our operations."

Sanchack said any "wider rollout" of smart-city technology would depend on funding and extensive discussions with the community about whether expansion makes sense.

### 'Actionable intelligence'

Krishna Prasad is a senior director at Quantela. He attended the city's April 19 news conference at which the smart-city program was announced.

Prasad said his company wants to help Erie prepare for "the next evolution of the Internet, (which) is the industrial Internet."

"That is largely about creating industries that deal with the development, adoption, and widespread use of interconnected machines and devices."

"Data by itself is useless unless you extract actionable intelligence from data," Prasad said. "That is going to be one of the prime drivers for us in this project."

Sanchack said Quantela will work with entrepreneurs applying to be part of the Innovation District's Secure Erie Accelerator, which is open to start-ups around the world and focuses on data science, safety and cybersecurity. A total of 10 firms will be chosen for the accelerator, and they will participate in a 10-week program in Erie this coming summer.

Asked how he expects the smart city program evolve, Sanchack said: "Someday, can we develop local apps and services for smart features that would be attractive? Could we build some of the hardware for this in Erie? We want to work towards the physical development of a workforce."

Chris Groner, the city's economic development director, would like to see that happen.

"This could be the start of a new industry," Groner said, "and it could be located right here in Erie."

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







Jordan Schrecongol/The Corry Journal

Impact Corry obtained grants to bring Markosky Engineering Group into the city of Corry to conduct a survey to determine if a National Register of Historic Places designation is achievable. From left, Elizabeth Williams, an architectural historian for the company, and colleague Laura Rickerts, senior architectural historian, led a presentation during a public meeting Wednesday night.

## Consultants present ongoing Corry historical survey to public

BY JORDAN SCHRECONGOL  
jschrecongol@theorryjournal.com

Two historians contracted to conduct a detailed survey of the Corry Historic District and Mead Park presented their preliminary findings to members of the public during an informational meeting Wednesday evening at the Corry Higher Education Council.

Local nonprofit organization Impact Corry has contracted Laura Rickerts, senior architectural historian, and Elizabeth Williams architectural historian, from The Markosky Engineering Group Inc. of Ligonier, Pa., to perform the survey of Corry's downtown business district, adjoining residential

areas and Mead Park.

Both women are part of the cultural resources group at Markosky Engineering, located in Washington County and have conducted similar surveys and inventories in and around Pheasant.

"I've worked on a number of different historic districts, surveys and inventories, and it's always one of the best things that we do," said Rickerts, who has been working in cultural resources management for 14 years.

The public presentation regarding the survey of the Corry Historic District and Mead Park began with an introduction by Steve Bishop, executive director of Corry HI-Ed Council and former

president of Impact Corry.

"This meeting is part of a journey we're taking to learn about the history of the community and what kind of assets we have," Bishop said. "This inventory being built by these two folks can be used in a lot of ways to benefit the community."

The ongoing survey was made possible by a \$12,000 Historic Preservation Grant from the Pennsylvania Historical & Museum Commission that was matched by a \$9,530 grant from the Erie County Gaming Revenue Authority

regarding the survey of the Corry Area Historical Society and a \$2,470 grant from the Arlene H. Smith Charitable Foundation.

◀ See Survey P.3

# CITY & REGION

## Grants benefit 6 businesses

ECGRA funding will be used on facades around Edinboro

By David Bruce  
dbruce@geternews.com

EDINBORO — Grants from the Erie County Gaming Revenue Authority and Borough of Edinboro helped convince Scott Loop to spend about \$55,000 this

summer renovating the exteriors of his two downtown buildings.

The amount of the grants, \$3,000, only pays a small portion of the total cost, but it demonstrated to Loop that the borough is supporting its downtown businesses.

"The ECGRA grant pushed us over the edge," said Loop, who owns Dobber Auto Supply at 116 Erie St. and

awarded to downtown businesses in Erie County since 2013. They are funded by the local share of gaming revenue.

"We needed a Main Street champion in the borough who would help organize the local businesses and that's what (Edinboro Borough Manager) Kevin Opple did," said Perry Wood, the authority's executive director.

Opple, who was hired in April 2017, said he worked with business owners for months on ways to revitalize the downtown area. They agreed many of the historic buildings needed a facelift.

"The last time anything had been done to the facades was at least 10 years ago," Opple said. "Improvements are a long overdue." Five of the business owners are making relatively minor changes, including window replacement, new awnings and improved

Online extra

Watch an Edinboro business owner describe improvements to his building: [geterie.com/video](http://geterie.com/video).

an adjoining building at 114 Erie St. "I love off the street exterior last October and it was time to do something

more. Then the borough said this spring that maybe they could come up with some grant money." Authority officials announced Friday they awarded grants totaling \$6,550 to six downtown Edinboro business owners for facade improvements. The borough matched the grants with an additional \$3,227.50.

See GRANTS, B3



Scott Loop, shown Friday standing in front of two downtown Edinboro buildings he owns, is one of six borough business owners receiving money from the Erie County Gaming Revenue Authority and the borough to help pay for facade work. (DAVID BRUCE/ERIE TIMES-NEWS)

Lighting.

Loop is undertaking a more dramatic renovation. He is replacing bricks on the front of both buildings and installing new windows, a new doorway and a lighted transom.

"A new business, Peter's Chocolate Shoppe, will move into the adjacent building later this summer," Loop

said. "We had a store in there but they moved in March."

By the time work on all six businesses is completed at the end of 2018, the look of downtown Edinboro will change significantly, Opple said. The buildings, which were built in different eras ranging from the mid-1800s to the 1930s, won't all look the same but they will look more like each one did when they were new.

"We hope this acts as a springboard to get even more businesses involved," Opple said. "It's a great way to start."

David Bruce can be reached at 870-1736 or by email. Follow him on Twitter at [www.twitter.com/ETNBruce](http://www.twitter.com/ETNBruce).





## Corry partners with Jefferson Society on ECGRA grant

BY ALEX TOPOR  
alex@thecorryjournal.com

Members of Corry City Council recently agreed to partner with the Jefferson Educational Society of Erie on a grant at a meeting in Corry.

The city of Corry partnered with JES, 3207 State St., Erie, a nonprofit institution founded to promote civic enlightenment, and community progress for the Erie Region, on a Multi-Municipal Collaboration grant through the Erie County Gaming Revenue Authority.

"Funding from the Multi-Municipal Collaboration Grant by the Erie County Gaming Revenue helps support the three key initiatives of the Jefferson's Alliance for Community Progress, which facilitates the Jefferson's Civic Leadership Academy; hosts the Jefferson Dinner Series; and publishes the Jefferson

Essay Series," said Program Director Ben Spreggen.

The partnership requires zero financial commitment from the city. Partnering with the JES allows the city to have a voice in the JCLA, the Dinner Series and the Essay Series.

"The Jefferson Society has brought a level of vision and sophistication to Erie County. I am more than happy to work with Ben and the crew up there," Mayor Dave Mitchell said. "In fact, I would like to invite you and your group to a City Council meeting. We could have a session to talk about issues in a rural city, which is much different than issues in Erie."

Spreggen accepted Mitchell's offer and hopes to bring students in the JCLA to Corry for a tour of the city and to experience a Council meeting.

This is the fourth year of the partnership between Corry and the JES. In the

past, the partnership began through former Councilman Alex Gernovich. Now, Mitchell is continuing the relationship.

"We are incredibly excited and honored to have a strong collaborator in the city of Corry again. Corry has significant things to teach the county, and we believe that engaging Corry in a strong dialogue provides an ideal platform to broadcast Corry's message," Spreggen said. "Conversely, it's also a great opportunity for Corry to connect meaningfully with other municipalities in the county. This program provides a great back-and-forth for those involved in terms of both what they can contribute and what they stand to gain."

The JCLA program was launched in 2015 for Erie professionals between the ages of 25 to 45. The goal is to prepare the students for meaningful, fulfilling and

impactful engagement in their community by providing a dynamic and unique environment that encourages teamwork, growth and learning. Students will examine local governments to emerge as civic leaders capable of positively impacting Erie County and his or her community.

"The sense of community is applicable to both one's home municipality, as well as the entire county. Someone from Corry would be able to be an ambassador for their home, but also gain a deeper perspective of the history, challenges and futures of other municipalities throughout the county," Spreggen said. "Because some of those challenges may be similar, folks together can work on creative solutions to propose meaningful ideas for change through a strong spirit of collaboration."

The program lasts seven months and has graduated

about 80 students since its inception. Tuition costs \$1,500 and covers a retreat to Harrisburg and lunches during sessions.

The 2018 program has already begun, so it is too late to enroll. However, Corry residents have participated in the program in the past, as well as other JES events, according to Spreggen.

"We look forward to working with a diverse group of dynamic individuals in the Civic Leadership Academy, who are eager to learn more about Corry - some, perhaps, visiting the city for the first time because of this program," Spreggen said. "Likewise, we're excited to continue our Dinner Series to explore critical issues facing the region. Corry's input through collaboration is vital to that process, as it, too, is vital to our conversations around the Jefferson Essays."

Covering Corry, Columbus, Concord, Clymer, Elgin, Findley Lake, Spartansburg, Spring Creek, Union City & Wayne Township

Corry, Pennsylvania | [www.thecorryjournal.com](http://www.thecorryjournal.com)

Monday, June 11, 2018

## Union City accepts downtown improvement grant applications

BY ALEX TOPOR  
alex@thecorryjournal.com

**UNION CITY** — Union City Borough is accepting applications for a grant that would improve downtown storefronts.

The Mission Main Street Grant is from the Erie County Gaming Revenue Authority. The grant's purpose is to provide funding for busi-

nesses to overhaul and restore façades. Grant money can also be used for improvements to windows, doors, painting and restoration, signs and awnings.

A one-to-one cash match is required from applicants to receive funding. Grant recipients will receive reimbursement when the project is completed. The money is for façade improvements for proper-

ties on Main Street and a portion of West High Street.

The first round of applications has ended, and the borough has received eight applications totaling \$48,692.40 in improvements. Applications are being accepted for the second round of applications until June 15. Applications are available at the Union City Borough office, 13 S. Main St., Union City, and should be

completed and turned in at the office by before the deadline.

Mission Main Street Grants improve Erie County's primary commercial corridors - geographically distinct 'main streets' that serve to incubate and host small businesses, events, historic structures and the community's central parks, according to ECGRA grant guidelines.





## Grassroots action

### Eastside Grassroots Coalition pushes for community improvements



By Kevin Flowers  
kflowers@timesnews.com

Loretta Hansbrow likes what she sees in her neighborhood these days.

Hansbrow, 67, has lived in the 2000 block of Buffalo Road for more than 20 years. Her home is in the heart of an area plagued by blight, crime and neglect, where deep poverty and scant job

opportunities affect thousands of residents.

Those realities are being confronted aggressively by a hands-on neighborhood collaborative that Hansbrow said is already galvanizing residents and spearheading upgrades.

That group is the Eastside Grassroots Coalition, which has removed blight and launched a

home-improvement grant program for local homeowners.

The coalition has organized resident-led neighborhood cleanups of trash and debris, helped create youth video projects addressing racism, and is working on a plan to gain control of the dormant Savocchio Business Park to develop additional

Learn more

The Eastside Grassroots Coalition will host a meeting Thursday at the John F. Kennedy Center's Kid's Cafe, 2021 E. 20th St., starting at 6:30 p.m. The public is invited.

See EASTSIDE, A4

A4 Thursday, June 14, 2018

### EASTSIDE

From Page A1

green space and job training for residents.

Created in 2016, the coalition is a partnership between the Urban Erie Community Development Corporation, the Sisters of Mercy at the House of Mercy and the Burton-Diehl Neighborhood Organization.

With the help of consultants Emily Miller Cook and Amy Cuzzola, the coalition developed a five-year strategic plan to help guide and focus its revitalization efforts.

"They are doing a beautiful job. They are taking action," said Hansbrow, who has attended a few of the coalition's informational meetings for residents at the John F. Kennedy Center, located in the same block as her Buffalo Road home.

"They are rallying people who live around here, getting them involved," Hansbrow said. "What they're doing is pushing people to get out to their meetings and the gatherings and events they do. I'm at the meetings because I want to be actively involved where I live."

The coalition focuses on an area of the city bordered by East 12th Street to the north, Bird Drive to the east and the Bayfront Connector to the west and south.

Buffalo Road is one of the major traffic corridors in the area, which includes nearly 7,000 residents, a 50 percent minority population and an overall poverty rate of 35 percent, according to U.S. Census Bureau data.

**'We can make a difference'**



From left, Loretta Hansbrow, Art Leopold, Malinda Bostick and Linda Stephens listen during a meeting of the Eastside Grassroots Coalition in May. (GREG WOHLFORD/ERIE TIMES-NEWS)

#### About the Eastside Grassroots Coalition

The neighborhood development group is led by the Urban Erie Community Development Corp., the Sisters of Mercy at the House of Mercy, and the Burton-Diehl Neighborhood Organization. It aims to make improvements in an area dubbed the "East End Big 3" — referring to Bird Drive, Buffalo Road, and the Bayfront Connector — and is bounded on the west and south by the Bayfront Connector, on the north by East 12th Street, and on the east by Bird Drive.

The group seeks to attract investment; address employment training, job and educational needs; improve safety; pursue the cleanup and removal of blighted properties, and improve pedestrian and bicycle access.

Gary Horton, director of the UECD and the president of the Erie branch of the NAACP, is a member of the coalition's core team guiding its direction. The UECD is located within the Rev. E.F. Smith Quality of Life Learning Center, 2046 E. 19th St.

Horton said the coalition wants to restore hope in the area and help residents create a safe, thriving community.

"The biggest, most significant thing we've seen is the unity in the community," Horton said.

"We started out just hearing a lot of complaints. But with the sidewalk improvements, the neighborhood cleanups, people saw us take care of some of the low-hanging fruit that makes a difference."

"People believe we can make a difference," Horton said, "and that they can be a part of that."

Horton said the coalition is modeling its efforts, in part,

after other successful Erie neighborhood organizations like Our West Bayfront and the Bayfront East Side Taskforce, which have helped improve the city's east and west bayfront neighborhoods.

However, the coalition does not have the significant financial backing of large private-sector entities located within their footprints — such as Gannon University, UPMC Hamot, Erie Insurance and Marquette Savings Bank — that Our West Bayfront and B.E.S.T. enjoy.

Those two neighborhood organizations have generated more than \$1.7 million in revitalization funding commitments from those four entities.

"We're trying to develop the resources, applying for grants and working to build our capacity," Horton said, noting that the Erie County Gaming Revenue Authority and the Erie Community Foundation have

provided some funding.

"These other groups did it," Horton said. "We can do it. We just want to keep people engaged."

The Eastside Grassroots Coalition is also being assisted by two AmeriCorps Vista volunteers, Alva Cluassen and Megan Wolfe. AmeriCorps Vista is a national service program whose members work on projects designed to alleviate poverty.

Sister Michele Schroeck, of the Sisters of Mercy, is another core team member working on the coalition's long-term plans.

The House of Mercy, a nonprofit that provides a variety of assistance to area residents including English-as-a-second-language tutoring, homework help for youth computer assistance and neighborhood beautification programs, is at 2005 Woodlawn Ave.

Schroeck said the group seeks to attract investment, job and educational needs; employment training; enhanced safety; the cleanup and removal of blight; improve pedestrian and bicycle access, and promote "pro-social" development of the area's youth, more than 60 percent of whom live in poverty.

An early focus is revitalizing Buffalo Road with improved lighting, including additional surveillance cameras at businesses along the corridor. The coalition would also like to see more sidewalks, curbs and green space along Buffalo Road.

"At the beginning, we really didn't have priorities," Schroeck said. "We have our priorities and guiding principles now."

#### Community involvement

Mayor Joe Schember said he's impressed by the coalition's efforts.

"It's another area of the city we need help in, and I like the fact that people living over there are stepping up and helping out," Schember said.

Kathy Wyrosdick, the city's planning director, and Schember have each attended the coalition's planning meetings.

"They seem to be going in a good direction, and we'll encourage them and do all we can to support them," Schember said.

Wyrosdick, the city's planning director, added, "It's a good start for them, aligning their mission, setting priorities. It's a pretty ambitious plan at this point, and the next logical step is to take it and refine it."

"What I appreciate is organizations are coming together more and more, working together more than they ever have before," Wyrosdick said. "This is another example of that."

Schroeck said the ongoing controversy over demolition of the McBride Viaduct on East Avenue underscores how badly many east Erie residents want to have a say in the future of their neighborhoods.

The coalition's efforts are another example, she said.

"People have heard that the eastside doesn't want to just let things happen. We want to be involved," Schroeck said.

Hansbrow, the Buffalo Road resident, believes the momentum that the Eastside Grassroots Coalition has created will continue.

"You're not going to get to know your neighbors or help improve things by sitting in the house," Hansbrow said. "People are getting on board."

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



**RESOLUTION NUMBER 14, 2018**

**Resolution to enter into agreements with  
five (5) entities that comprise the recipients of the  
2018 Anchor Building Grant Program**

Whereas, ECGRA's mission of economic and community development recognizes the importance of investing in neighborhoods and communities by working with citizen groups organized as nonprofits, authorities established to promote economic development and municipal governments;

Whereas, the Economic Development Financing Law finds that a) "the elimination or prevention of blight can best be provided by the promotion, attraction, stimulation, rehabilitation and revitalization of industry, commerce and other economic activities" and b) "that by reason of the unavailability of private credit sources, redevelopment areas in cities of this Commonwealth have remained unimproved";

Whereas, the Economic Development Financing Law states that entities like ECGRA may have as its purposes the promotion of "new or improved residential facilities or other activities deemed appropriate to eliminate blight", and the promotion of "urban and commercial centers"; and

Whereas, ECGRA has determined to address blight and redevelopment through the creation of the 2018 Neighborhoods and Communities Programs, which are to include the Anchor Building Grant Program, the Renaissance Block Grant Program and the Mission Main Street Grant Program; and

Whereas, the five (5) recipients are identified as the following primary applicants: the City of Corry, Emmaus Ministries, Grace Church, Our West Bayfront, and Performing Artist Collective Alliance;

Whereas, the eligible applicants are awarded grants totaling \$419,251.50 to the extent outlined in the attached Exhibit "A";

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 enter into agreements with five (5) recipients of the Anchor Building Grant Program so that they may flourish and create an economic impact on the region.

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

This resolution was passed on the 21<sup>st</sup> day of June 2018 by a vote of \_\_\_\_-\_\_\_\_.

**ERIE COUNTY GAMING REVENUE AUTHORITY**

-----  
Chairman, Erie County Gaming Revenue Authority  
June 21, 2018

ATTEST:

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







## ANCHOR BUILDING RECIPIENTS

AL	Organization	Representative	Project Title	Amount Requested	Amount Awarded	C/O
	Borough of North East	Patrick Gehrlein	Shorts Hotel 1877	\$100,000.00	\$0.00	
	City of Corry	Jason Biondi	Corry City Hall Improvements	\$26,125.00	\$26,125.00	
	Emmaus Ministries, Inc.	Mary Miller	St. Mary's School Building Renovations	\$100,000.00	\$100,000.00	
	Grace Church	Meghan Waskiewicz	Grace Church Leadership Development Center	\$100,000.00	\$100,000.00	
	Housing and Neighborhood Development Service	Tim Althof	Villa Chapel Preservation	\$78,000.00	\$0.00	
	Our West Bayfront	Anna Frantz	404-06 West 8th Street Rehabilitation	\$100,000.00	\$100,000.00	
	Performing Artists Collective Alliance	Mark Tanenbaum	PACA Building Expansion & Innovative Repurposing	\$93,126.50	\$93,126.50	
	Robbins Blass Neighborhood Watch	Breanna Adams	Elmwood Avenue Presbyterian Church - Community Hub	\$74,900.00	\$0.00	
	SafeNet	Geri Cicchetti	Enhancing the International Corridor	\$100,000.00	\$0.00	
			<b>Totals</b>	<b>\$772,151.50</b>	<b>\$419,251.50</b>	



**RESOLUTION NUMBER 15, 2018**

**Resolution to enter into agreements with  
eight (8) entities that comprise the recipients of the  
2018 Multi-Municipal Collaboration Grants**

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

Whereas, ECGRA's mission of economic and community development recognizes the importance of local government in developing a strong economy and community; and

Whereas, ECGRA seeks to use gaming funds as a catalyst for municipalities to coordinate and cooperate with one another in the provisioning of services to achieve efficiencies, economies of scale, and innovation of modern governmental processes;

Whereas, ECGRA believes that active collaboration through councils of governments, authorities, intergovernmental associations and nonprofits coordinating such activities are key strategies in community building; and

Whereas, the eight (8) recipients are identified as the following primary applicants: the Borough of North East, City of Corry, City of Erie, Corry Industrial Benefit Association, Erie Area Council of Governments, Girard Township, the Jefferson Educational Society, and West Erie County Emergency Management Agency;

Whereas, the eligible applicants are awarded grants totaling \$445,550 to the extent outlined in the attached Exhibit "A";

**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 enter into agreements with eight (8) recipients of the Multi-Municipal

Collaboration Grant so they may flourish, create an economic impact on the region and continue to improve upon local government on behalf of the people of Erie County.

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

This resolution was passed on the 21<sup>st</sup> day of June, 2018 by a vote of \_\_\_-\_\_\_.

ERIE COUNTY GAMING REVENUE AUTHORITY

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Chairman, Erie County Gaming Revenue Authority

June 21, 2018

ATTEST:

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

# Multi-Municipal Collaboration



	Lead Organization	Collaborators	Amount Requested	Amount Recommended	Project Description
1	Borough of North East	North East Borough and North East Township	\$ 100,000	\$ 100,000	Merging Water and Sewer Authorities
2	City of Corry	City of Corry and Wayne Township	\$ 30,000	\$ 30,000	Bucket Truck Acquisition for NW PA Tri-County COG
3	City of Erie	City of Erie and Millcreek Township	\$ 28,000	\$ 28,000	Economic Development Training
4	Corry Industrial Benefit Association	City of Corry and Concord Township	\$ 100,000	\$ -	Property Acquisition and Demolition
5	Corry Industrial Benefit Association	Corry and Union City Borough	\$ 35,000	\$ 35,000	Asphalt Recycling Machine
6	EACOG	City of Erie, Millcreek Township, and other EACOG members	\$ 50,000	\$ 50,000	Tree Planting
7	EACOG	Millcreek Township and Summit Township	\$ 47,450	\$ 47,450	Traffic Signal Pre-emption System Installation
8	EACOG	Millcreek, Harborcreek, Summit, and Girard Townships, and Lake City and Girard Boroughs, and the City of Erie	\$ 30,000	\$ 30,000	Stormwater Education and System Digital Mapping
9	Girard Township	Elk Creek, Franklin, Girard, McKean, and Springfield Townships, and Albion and Cranesville Boroughs	\$ 16,600	\$ 16,600	West County Joint Recycling Day
10	Jefferson Educational Society	Millcreek Township, Harborcreek Township, City of Corry	\$ 100,000	\$ 100,000	Jefferson Civic Alliance
11	West County Emergency Management Agency	Conneaut, Elk Creek, Franklin, Girard, McKean, Washington, and Springfield Townships, and Albion, Edinboro, Girard, McKean, Platea, and Cranesville Boroughs	\$ 8,500	\$ 8,500	Traffic Control Signs
			<b>Total Requested</b>	<b>Total Recommended</b>	
			\$ 545,550	\$ 445,550	





**RESOLUTION NUMBER 16, 2018**

**Resolution to enter into an agreement with the Bayfront Eastside Task Force (BEST) in partnership with Our West Bayfront (OWB) to fund a 2018 summer youth service pilot project.**

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

Whereas, ECGRA's mission of economic and community development recognizes the importance of reinvigorating neighborhoods and combatting blight; and

Whereas, ECGRA created a Pilot Program to explore programs, concepts, and potential solutions which address documented problems and deficiencies within the Erie County community.

Whereas, volunteers from AmeriCorps will provide the equivalent of over \$70,000 in uncompensated labor for projects in the east and west Bayfront neighborhoods between July 13<sup>th</sup> and August 30<sup>th</sup>, 2018; and

Whereas, the eligible applicant, BEST, has indicated they will provide a cash match of \$55,700 for a total project cost of \$70,700 and the grant request of \$15,000 amounts to 20% of the project total; and

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 enter into agreement with the Bayfront Eastside Taskforce so the neighborhoods served may flourish, create an economic impact on the region and continue to improve upon the local community on behalf of the people of Erie County.

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

This resolution was passed on the 21<sup>st</sup> day of June 2018 by a vote of \_\_\_\_-\_\_\_\_.

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ERIE COUNTY GAMING REVENUE AUTHORITY

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Chairman, Erie County Gaming Revenue Authority

June 21, 2018

ATTEST:

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

 <b>Budget (Do not include in-kind)</b>						
Category	Amount Requested from ECGRA	Amount Contributed by Agency	Amount(s) Contributed from Other Sources	Breakdown of Other-Source Contributions	Narrative (include a breakdown of what is entailed in each expense category)	Total
Personnel (15% maximum of the requested amount from ECGRA)						\$0.00
Marketing	\$1,000.00					\$1,000.00
Facility Expense						\$0.00
Project/Programming Insurance						\$0.00
Equipment & Supplies	\$6,500.00	\$42,500.00	\$9,600.00			\$58,600.00
Contracted Services	\$6,000.00	\$3,600.00				\$9,600.00
Construction						\$0.00
Outcomes Measurement & Impact						\$0.00
Tracking						\$0.00
Other						\$0.00
Housing	\$1,500.00					\$1,500.00
Totals	\$15,000.00	\$46,300.00	\$9,600.00			\$70,700.00

Our project will bring over \$70,000 worth of free labor to bear, but this is In-Kind and thus not listed in the above budget.



**RESOLUTION NUMBER 17, 2018**

**Resolution to Adopt the 2018 ECGRA Community Assets Guidelines,  
now comprised of three categories:**

- 1) Arts, Culture & Heritage, 2) Parks, Fields & Trails, and 3) Community Centers**

Whereas, the Strategic Planning Committee has discussed the composition of, and made policy adjustments to, the grant known as Community Assets several times since its inception in 2011;

Whereas, the desire to expand the definition of Community Assets has been studied by the ECGRA staff at the direction of the board of directors;

Whereas, the Strategic Planning Committee is recommending the expansion of the Community Asset grant to include the following categories and amounts of funding for the 2018-2019 fiscal year:

Category	Max Per Application	Total Funding Available
1. Arts, Culture, Heritage	\$15,000	\$200,000
2. Parks, Fields, & Trails	\$50,000	\$500,000
3. Community Centers	\$15,000	\$300,000

Whereas, the Economic Development Financing Law finds:

a) “that. . .the elimination or prevention of blight can best be provided by the promotion, attraction, stimulation, rehabilitation and revitalization of industry, commerce and other economic activities” and

b) “that by reason of the unavailability of private credit sources, redevelopment areas in cities of this Commonwealth have remained unimproved and the residents of core areas of cities of this Commonwealth and in particular minority groups are denied the benefits of balanced industrial, commercial and residential environment and a balance of employment, cultural and business opportunities” and



c) "that the provisions of the Constitution guaranteeing the residents of this Commonwealth clean air and water and the preservation of the environment. . . have resulted in the need for additional needs of financing" means to comply with such guarantees; and

d) "that to protect the health, safety, and general welfare of the people of this Commonwealth and to further encourage economic development and efficiency within this Commonwealth by providing basic service and facilities" alternative means of financing projects is required.

Whereas, the 2018 ECGRA Community Asset grant program and Guidelines are designed to meet the needs of Erie County, as identified above.

NOW THEREFORE, BE IT RESOLVED that the Board of Directors of the Erie County Gaming Revenue Authority, pursuant to the Economic Development Financing Law and the Erie County Gaming Revenue Authority Bylaws, resolves to adopt guidelines for Community Assets funding in the amount of \$1,000,000 broken down by categories listed above so that Erie County, Pennsylvania may flourish. Organizations that are eligible to apply will follow the guidelines outlined in the attached Exhibit "A".

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

This resolution was passed on the 21<sup>th</sup> day of June 2018 by a vote of \_\_\_\_ - \_\_\_\_

**ERIE COUNTY GAMING REVENUE AUTHORITY**

-----  
Chairman  
Erie County Gaming Revenue Authority

June 21, 2018

ATTEST:

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



# Community Assets Grant

Grant Guidelines | July 2018



**IMPACT**  
QUALITY  
OF PLACE

## **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, and park and public space organizations and projects.

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## **Section I. Introduction & Purpose**

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### **About ECGRA**

An impact investor, ECGRA's mission is to elevate Erie County by galvanizing nonprofits and small business toward economic and community development. Since February 2008, ECGRA has invested more than \$47 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**

The expanded 2018 Community Assets Grant Program supports capital improvements and programming which provide social, educational, cultural, health, recreation, and/or economic benefits to residents of Erie County. The three areas of funding under the program are:

- 1.) Arts, Culture, and Heritage**
- 2.) Parks, Fields, and Trails**
- 3.) Community Centers**

Erie County is fortunate to possess many dynamic arts and cultural organizations, a wealth of legacy assets such as historic buildings and main streets, and a rich economic heritage including manufacturing, agriculture, railroads, and maritime sectors. In addition, the county enjoys natural landscapes and features as well as a green infrastructure that enables residents and visitors to enjoy abundant four-season outdoor recreation opportunities. Underlying these assets, the county also benefits from a strong social fabric that nurtures, comforts, and guides residents of all ages.

Several recent county-wide planning efforts, such as the Erie County Greenways Plan (2009), Erie County Cultural Heritage Plan (2017), and Emerge 2040 (2015), call for the protection of these assets and an investment in the development of new ones. ECGRA recognizes the need to invest in the organizations that make Erie County unique and in creating a sense of satisfaction that strengthens the economy and social network of the community.



### **Arts, Culture, and Heritage**

**Purpose:** To provide capital and program funding for arts, culture, and heritage organizations. Programs and projects must serve the general public and be open and accessible to the public.

Arts, culture, and heritage organizations enrich the lives of residents, protect resources, and add a dimension to quality of life through performances, interpretation, preservation, and creation of new works. ECGRA's investment in arts, culture, and heritage encourages entrepreneurs and innovation, enables communities to engage in creative placemaking, plays an integral role in attracting new residents and businesses by elevating the quality of life, and protects what is unique to Erie County.

*A maximum of \$15,000 per application; overall \$200,000 per grant cycle*



## **Parks, Fields & Trails**

**Purpose:** To provide funding for capital projects to create, protect, or improve publicly accessible parks, athletic fields, and trails throughout Erie County. Funding can also be used to increase or improve access to recreational facilities.

Erie County health assessments continue to show a decline in physical activity and an increase in preventable illnesses such as heart disease and diabetes. Investment in parks, fields, and trails can encourage healthy lifestyles, move towards equitable distribution of park opportunities, and even attract athletic competitions which enhance local tourism. Additionally, an investment in parks can help rejuvenate neighborhoods and Main Streets throughout Erie County.

- Athletic fields owned by school districts or universities are not eligible for funding.
- Purchase of maintenance equipment and vehicles are not eligible for funding.
- Projects exceeding \$25,000 are subject to Pennsylvania's Prevailing Wage Law.
- Construction of trails for motorized uses are not eligible.
- Project sponsors should discuss construction requirements such as the Americans with Disabilities Act (ADA) with their local authorities. More information about the ADA can be found here: ([www.access-board.gov/guidelines-and-standards/recreation-facilities](http://www.access-board.gov/guidelines-and-standards/recreation-facilities))

*A maximum of \$50,000 per application; overall \$500,000 per grant cycle*



## **Community Centers**

**Purpose:** To provide funding for capital improvements, programming, and equipment for publicly accessible community centers. ECGRA considers community center as a neighborhood or community hub whose primary focus is social, educational, cultural, and/or recreational activities serving a particular segment of the community such as children or senior citizens.

Community centers in Erie County have provided residents with basic health and well-being needs, job training, mentoring, education, nutrition, and other benefits to a large cross-section of the community. Strategically located, community centers are vital to rural and urban areas alike.

*A maximum of \$25,000 per application; overall \$300,000 per grant cycle*

## Section II. Eligibility

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### Eligibility Criteria

- 🔑 Applicant is an IRS-designated 501(c)(3), municipal authority, or a municipality.
- 🔑 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.
- 🔑 Applicant will be the recipient of the grant. Pass through grants are not permissible.
- 🔑 Only one application per entity, per project, per funding cycle will be accepted.
- 🔑 Applicant must either own or lease property to be improved.

### Ineligible Organizations

- 🔑 A state or federal park
- 🔑 An airport or transportation facility
- 🔑 A public safety organization/facility or volunteer fire department
- 🔑 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 related to the project
- 🔑 Equipment and supplies
- 🔑 Contracted services
- 🔑 Construction – see Appendix for policy on Prevailing Wage
- 🔑 Outcomes measurement

### Ineligible Uses of Funds

- 🔑 Advocacy
- 🔑 Conference attendance
- 🔑 Debt service
- 🔑 Travel
- 🔑 Golf/sports tournaments
- 🔑 Walks
- 🔑 Memberships/subscriptions



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## Section III. Budget Form & Cash Match

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

- 🌱 Requested amount from ECGRA
- 🌱 Your agency contribution in the form of cash (do not list in-kind)
- 🌱 Other agency or funder contribution – include source; cash only
- 🌱 Total project or programming 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

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### Application Assistance

Application for ECGRA Community Assets Grants shall be completed online at [bitly.com/ECGRAgrants](https://bitly.com/ECGRAgrants).

Program inquiries should be directed to:

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

### Pre-approval Process

**Receipt:** Upon submission of the application and required supporting material, ECGRA staff, working with the 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](https://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](https://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. 2018 Grant Schedule

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- 🌳 Thursday, June 29, 2018 – ECGRA releases the Community Assets Grant Application and Guidelines and posts to [bitly.com/ECGRAgrants](https://bitly.com/ECGRAgrants).
- 🌳 Program Workshop – Tuesday, July 9, 2018. Location to be announced.
- 🌳 Friday, August 31, 2018 – Applications must be submitted by midnight.
- 🌳 Thursday, September 14, 2017 – ECGRA’s board of directors will make the final review and approve funding recommendations.
- 🌳 Grant reception - To be determined
- 🌳 Monday, October 15, 2018, last day to submit signed agreement letter.
- 🌳 Wednesday, October 31, 2019, last day to submit a closeout report online at [bitly.com/ECGRAgrants](https://bitly.com/ECGRAgrants).

DRAFT

*Revised June 14, 2018*

## Appendix

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### 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 \$25,000.

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 18, 2018**

**Resolution to enter into agreements with  
three (3) entities that comprise the recipients of the  
2018 Renaissance Block Program**

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

Whereas, ECGRA's mission of economic and community development recognizes the importance of reinvigorating neighborhoods and main corridors, combatting blight, and maintaining a strong housing market; and

Whereas, ECGRA seeks to use gaming funds as a catalyst to address and reverse housing blight in Erie County;

Whereas, ECGRA believes that community efforts to remove housing blight and reverse deterioration will incentivize and spur private investment, make neighborhoods and communities more walkable, safe and attractive, increase market values of homes, and improve the municipal tax base; and

Whereas, the three (3) recipients are identified as the following primary applicants: Bayfront East Side Taskforce, Preservation Erie, and ServErie;

Whereas, the eligible applicants are awarded grants totaling \$161,840 to the extent outlined in the attached Exhibit "A";

**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 enter into agreements with three (3) recipients of the Renaissance Block Program so the communities served may flourish, create an economic impact on the region and continue to improve upon local neighborhoods on behalf of the people of Erie County.

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

This resolution was passed on the 21<sup>st</sup> day of June 2018 by a vote of \_\_\_\_-\_\_\_\_.

**ERIE COUNTY GAMING REVENUE AUTHORITY**

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Chairman, Erie County Gaming Revenue Authority

June 21, 2018

**ATTEST:**

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



## 2018 Renaissance Block Program - Round 2

<i>Priority</i>	<i>Organization</i>	<i>Representative</i>	<i>Project Title</i>	<i>Amount Requested</i>	<i>Committee Recommendation</i>
YES	2. Bayfront East Side Taskforce	Jeremy Bloeser	Historic East Bayfront Renaissance	\$50,000.00	\$ 50,000.00
YES	7. Preservation Erie	Melinda Meyer	W. 21st Street Historic District	\$91,000.00	\$ 53,840.00
YES	9. ServErie	Jill Mintsivertis	East Erie Core Neighborhood Renewal	\$58,000.00	\$ 58,000.00
<b>Total Requested</b>				<b>\$199,000.00</b>	<b>\$ 161,840.00</b>

