



MEETING OF THE BOARD OF DIRECTORS
Knowledge Park; 5240 Knowledge Parkway; Erie, PA 16510
November 15, 2018 8:30 a.m.

AGENDA

1. CALL TO ORDER
2. ROLL CALL
3. APPROVAL OF AGENDA
4. APPROVAL OF MINUTES – October 2018
5. DIRECTOR'S COMMENTS
6. COMMENTS BY CHAIRMAN
7. PUBLIC COMMENT
8. PRESENTATION
 - a. Sisters of St. Joseph Neighborhood Network – Heather May Caspar
 - b. Flagship Niagara League – Bill Sabatini
9. COMMITTEE REPORTS
 - a. Treasurer's Report
 - b. Strategic Planning Committee
 - c. Update from County Council
 - d. Update from County Executive's Office
10. REPORT OF THE EXECUTIVE DIRECTOR
11. SOLICITOR'S REPORT
12. OLD BUSINESS
13. NEW BUSINESS
 - a. Updated Economic Impact Study
 - b. Resolution Number 28, 2018 – Resolution to direct the Erie Community Foundation to release \$454,833 to the Erie County Lead Assets

- c. Resolution Number 29, 2018 – Resolution to enter into agreements with five (5) organizations that represent the 2018-2019 Beehive Recipients for Ignite Erie Community-University Engagement Funding

14. ADJOURNMENT

Next Regularly Scheduled Board Meeting of ECGRA

Date: Thursday, December 13, 2018
Time: 8:30 a.m.
Location: Knowledge Park; 5240 Knowledge Parkway; Erie, PA 16510



Erie County Gaming Revenue Authority
Minutes of the Board of Directors' Meeting
October 18, 2018

CALL TO ORDER

The Board of Directors' Meeting of the Erie County Gaming Revenue Authority was held on October 18, 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. Bagnoni, Mr. Barney, Mr. DiPaolo, Mr. Logue, Mr. Paris, Mr. Peters, and Mr. Sample. Mr. Lee, Mr. Wachter, and Dr. Wood are also present.

APPROVAL OF THE AGENDA

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

APPROVAL OF MINUTES – September 2018

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

DIRECTOR'S COMMENTS

Mr. Logue: Mr. Chairman, I do. Obviously, during our finance meeting it was brought up by Mr. DiPaolo with respect to the GECAC dinner or the sponsorships of different organizations. I know Miss Tammi repeatedly comes to Board members asking if they wish to attend these gatherings and that free tickets are available. I'm sure our Solicitor understands, with respect to our Financial Interest Form – I forget what Block Number if it's 9 or 10 – indicated that gifts, and I believe that tickets are a gift; once you get \$250, you need to report this. You do that, so be it; that's fine but there is a limit.

However, I think, I'm assuming and maybe one should never assume but I imagine everybody on this Board could probably afford to buy their own tickets without the benefit of getting a free ticket. What I suggest, and I'm not asking anybody to vote on this today, this is just a thought, I would just say that with all these tickets that are floating around free, why don't we donate those tickets to different organizations and different centers around town. We have those students who worked through that job process – why don't we reward some of those students that did a good job and had

their employers talk highly about them, give them a ticket. Maybe some of them will see how a government works and they might want to get further involved; let's give the tickets away.

Coming to these Board members who, again hopefully can afford their own tickets, I don't think we need to keep those tickets. I think the presumption under the view and the narrative that some people might have out there; I know one gentleman who goes through the financial statements of ECGRA who has called me a couple of times and I have not called him back, but I know that he looks at this type of thing. So, I think it would maybe be in our best interest to maybe give these tickets away. That's all. Thank you.

COMMENTS BY THE CHAIR

Mr. Paris: I have nothing to say this morning.

PUBLIC COMMENT

There is no public comment.

PRESENTATIONS

There are no presentations.

COMMITTEE REPORTS

- a. Treasurer's Report – Mr. Barney: Good morning everyone; it's good to see you. I'm not going to belabor the point and want to make this as smooth as possible. Everyone has the Treasurer's Report in front of them hopefully. We'll start with the Profit & Loss Statement – under Income and Expenses, there is nothing out of the ordinary. You'll notice under Interest Income for The Progress Fund there is nothing listed there because it came in on October 1st, so it will be listed in next month's report.

If we go down to the middle of the page, and we're halfway through the year, if you notice our Year-To-Date \$197,370.81, for the budgeted we're \$35,000 under budget at that point. As we proceed farther down to Pilot Project at \$39,500, that is the funding of the Choose Erie project. Right above that under Small Business Financing, the \$3 million, I want to let you know that \$200,000 of that is for the International Institute in the form of a grant, \$2.5 million of that is to Bridgeway Capital in the form of a loan, and \$300,000 of that is to Bridgeway for a grant accelerator program. Any questions on that page?

The next page is the Balance Sheet; everything is real basic except for the one thing that I would like to bring to your attention. Under Notes Receivable, BWC 2 at \$2.5 million is new to this page but it's the Inclusive Erie program for minority-owned business. Any questions pertaining to the Balance Sheet?

Mr. Wachter: Mr. Treasurer, if I could just note that that loan has closed with Bridgeway Capital from the prior Mission Related Investments. Those are all closed at this point with the exception of Blue Highway where there have been some questions on their end. That's the last one we are waiting to close on.

Mr. Barney: Any questions on that? If not, the Statement of Cash Flows is basically the cash at the end of the period. Let's go over to Budget vs. Actual. A few things to bring to your attention as we proceed down through the month of September, the rent as we mentioned last

time was not on the sheet so now you can see that it is doubled; if you were wondering why that is high, it's because it's for two months. The other one that you may be wondering about is down at the bottom we have Outreach for \$4,690; that's broken up to two entities. \$2,200 was for the upcoming anniversary video and different things that we're preparing to do and then you have Kate Philips for public information at \$2,400. Are there any questions pertaining to those expenses?

Mr. Lee: Under Other Types of Expense, the Insurance is -\$815.33.

Ms. Michali: We prepay our insurance at the beginning of the fiscal year so we're at a point where it is a credit.

Mr. Lee: Okay, thank you.

Mr. Barney: The Schedule of Grant Reserve is just identifying who has received grants. If you see under the Pilot Programs as I had mentioned before, the \$39,500 is for the digital platform that we are taking care of.

Dr. Wood: That's the partnership with Erie County government to work with the Chamber, as Dale said, on creating a digital platform for Erie Counties business recruitment efforts.

Mr. Barney: Up above that as I had mentioned on the prior sheet, there is indication of the expense to the International Institute for \$200,000 and the \$2,800,000 to Bridgeway Capital for the accelerator. You'll also see under Youth & Education that we're paying off the Summer Jobs program by \$37,000; I think we have one more installment for them to drawdown on. Any questions?

Next is the Check Detail Report – are there any questions pertaining to the Check Detail? They are all listed there and then when we go to the next sheet there is only travel and legal indicated on Perry's card as well as phone and fax.

That concludes my report. Are there any questions pertaining to anything on any page?

Mr. Sample makes a motion to accept the Treasurer's Report. Mr. Bagnoni seconds the motion. There is no further discussion. Motion carries 7-0.

- b. Strategic Planning Committee: Mr. Paris: There was no meeting so 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 have two comments today. The first one is that I want to give everyone an update that the Summer Jobs & More wrap-up forum will be November 2nd at the Library from 9:30am – 11:00am. This will be hosted by GECAC and they will have Keystone Research present their report. Everyone is invited and that, again, is Friday, November 2nd from 9:30am – 11am. You will have an opportunity to hear first-hand some of the highlights of the program and get an update from a reporting standpoint.

Secondly, in reference to, and I was sharing this with Mr. Wood earlier this week, I was reading in the newspaper in reference to the International Institute of Erie and their Microenterprise Fund. As you know, ECGRA gave a \$200,000 grant to this organization and

then this organization makes loans. In the article, they were inter-transposing loan with grant. I am out in the region constantly and the perception from some individuals is that immigrants and refugees are receiving grants from the government to start their businesses. Well, this plays right into that, which is false information. These are loans that are given out and it is really important that everyone on the Board be aware of that in case someone asks, "Hey, are you guys making grants to small businesses for individuals that are immigrants or individuals that are refugees?" The answer is no. We give a grant to the organization, but the organization provides loans to these individuals.

It was stated in the article that none of the loans were in default, which is really good, by the International Institute and they pay them on average within three months. I think it's really important just to clarify that these are loans for individuals that would like to start a business or expand their business. Thank you.

Dr. Wood: Another talking point, if you're asked of the public, is some folks reacted to that article by asking, "How many loans are available for other businesses", or as they misguidingly asked, "for American-owned businesses?" because these refugees are new Americans. But the answer to that is there has been \$25 million worth of investment in the small business community. There are ample funds available and if you ever run into somebody who needs access to a small business loan, either direct them our way, direct them to the Ignite Erie page on our website, and we would be more than happy to put them in contact with Bridgeway Capital, The Progress Fund, Enterprise Development Fund, 1855 Capital, Ben Franklin Technology Partners, and now the International Institute. That would be the six entities in our portfolio for small business lending. Thank you for bringing that up.

Mr. DiPaolo: I have a comment. Mr. Lee, I took it the same way after I read that article and in our Check Detail Report we have it listed as a grant. That's the way you list it.

Mr. Barney: We grant to the International Institute but not to the little entities.

Mr. Sample: Then they make the loans.

Mr. Barney: The grantees that go to the International Institute, they're getting a loan.

Mr. DiPaolo: Okay, so it's a grant to them . . .

Mr. Barney: Grant to the International Institute.

Mr. Wachter: Mr. DiPaolo, it's designed similar to how we do the Ben Franklin where it's a grant and the concept is for them to loan it out and as they get it back, it goes back into the bucket to do it again. So, it's the revolving loan fund that is being created.

Mr. DiPaolo: Thanks for the clarification.

REPORT OF THE EXECUTIVE DIRECTOR

Dr. Wood: Good morning, everyone. In your Executive Director's Report, the first thing you'll see is an agenda for a Renaissance Block roundtable which took place on October 9th. Ridge Policy Group set up a meeting with Rick Villelo, the Deputy Secretary of Community Affairs

and Development through the DCED to come up and learn more about what we're doing with neighborhoods and communities. We had a roundtable discussion with him, as well as Kim Thomas, the director of the Northwest PA regional DCED office. We showcased two Renaissance Block programs in that roundtable; first was Anna Frantz presenting for Our West Bayfront and the second was Pat Gehrlein, the Borough of North East's manager presenting on his activities.

We showcased the Mission Main Street program, the Anchor Building program, as well as the Renaissance Block program. We talked extensively and then had a roundtable discussion in which all Renaissance Block recipients were able to talk with each other, as well as the Deputy Secretary, about how the program is progressing.

I think it's really important that we do these meetings, not only amongst our grant recipients so that they can learn from one another, but also with leaders at the County and State level in order to showcase the success of these programs.

I can tell you that the Deputy Secretary was very impressed with what we've done, and his reaction was a request to find a way to better align with the funding at the State level. I think that is a great request. That, in essence, is a vote of confidence that they like what we're doing and would like to be a part of their funding as well as have them be a part of our funding.

I am going to be following up with Kim Thomas to find out when the Keystone Communities grant, that would be their equivalent, comes out in 2019. They don't know exactly when it will be coming out but as soon as they know, we're going to be talking about alignment. So, I may be coming back to this Board and discuss relaunching Renaissance Block in alignment with Keystone Communities so that we can have State and County alignment on these great projects.

Mr. Peters: Perry, when you say alignment do you mean similar criteria for applicants, similar timing for when . . .

Dr. Wood: I think both of those things will be part of the discussion which would be how could we best have the programs complement each other through the guidelines but then also can we release them around the same time so that these organizations can plan on receiving funding from both sources.

Mr. Peters: I think that is a great idea as we all start talking about and learning about the capital stack for one of these projects; having it all align makes a lot of sense to me, so I applaud that effort and appreciate the State's willingness to work with us.

Mr. Wachter: Mr. Wood, as it is being contemplated, will the Renaissance Block and Anchor Building grants be able to be used as matching funds for the State Keystone and will the Keystone grant from the State be eligible to be used as matching funds for the Renaissance and the Anchor?

Dr. Wood: Short answer, yes. If I read into your question, I think the implication is, doesn't it make sense for them to act as matching funds.

Mr. Wachter: I think it's a phenomenal opportunity to be able to leverage local dollars to bring in State investment and if it didn't align, I was going to suggest that possibly you take a look at that policy to make sure that they can match each other.

Dr. Wood: That's a great point. So, when we bring back the next set of guidelines, that will be part of the discussion I have with Kim Thomas.

Mr. Peters: I spent some time in Harrisburg as an appointment of Ben Franklin Technology Partners, which Gov. Wolf just reappointed me to. One of the things I consistently hear from

DCED is that when Erie, as a community, works, moves, and walks in step with each other as well as with the Commonwealth, the funding opportunities would be greater. I think it's consistent with what you heard from the Deputy Secretary. I think this is an important effort to be able to grow the pools of capital that are available. Thanks again. It's really important.

Dr. Wood: Thanks to Ridge Policy Group for setting that up. I didn't even know there was a DCED Deputy Secretary for Community Affairs & Development so, it was great to get networked with him. He's the former Mayor of Lock Haven, PA so he is very in tune with, let's call it, local problem solving, especially at the neighborhood level.

His message to us was three-fold; focus on what you have control over, and certainly our neighborhoods and communities is one of the things our nonprofits are working toward. Next, was say yes to as many neighborhood ideas as you can, which I think is a good charge moving forward. And third is to put history in context; think long-term, think about the future. I think this Renaissance Block program could be a signature program that ECGRA is known for for many years in future and if we integrate it with what the State is doing, it will only strengthen it.

Mr. Peters: Perry, you mentioned that you anticipate probably bringing this back to the Board as we start talking about a relaunch; time frame that you are kicking around or you're not sure yet?

Dr. Wood: Not sure because the State hasn't decided on when their Keystone Communities will relaunch. We will have proactive discussions with them and when we know when it's going to launch, that will be a part of it.

Moving on, the report from Ridge Policy on their activities with the Healthy Partnerships for Children program; that's a program that the County Health Department is looking at going after in the 2019 fiscal year. We're pretty excited about that. Melissa Lyon has been part of those discussions.

Next, the announcement that one of the things we did between the last Board meeting and this one is we reignited the Erie Innovation Fund. We, of course, approved that funding and we made a public announcement that those funds were available for tech start-ups as well as the bringing of the Tech-Celerator program to Erie County for the first time. There are some things in the report on that.

There is a thank you letter from ServErie for our efforts; I like to put these thank you letters in there so that the Board can see that folks do appreciate what we're doing and the funding that we are providing in the community. We also made a concerted effort to market the fact that the Mission Main Street program has been updated and super-charged, as well. Grants are going from \$15,000 to now up to \$250,000.

There is also information in there about how the Multi-Municipal Collaboration grant between the City of Erie and Millcreek took the next step. The training program for the National Development council was executed and Tom actually participated in it to kind of audit it on our behalf. We're seeing a lot of good things there; we're seeing a lot of interest in economic development, which is obviously a good thing for an Economic Development Authority.

There is additional information about the Erie Innovation Fund and an update on the Innovation District mentioning the fact that they are taking their secure Erie Accelerator to the next level with our funding, as well as the Smart City concept that is available. There was a lot of public support for that, so we included that in here as well.

I'll end by saying that the other major announcement was the International Institute's Microenterprise Loan Program which we have talked a little bit about the funding side of it here today and the mechanics. But what is amazing is that it is a trailblazing program for us to get involved in and that we are the first local source of funding to make an investment in that program. We will be monitoring it closely as an MRI, and especially one that is brand new,

and working with Dylanna Grasinger and her team on the progress of how it is being rolled out. We announced it at one of the Mayor's Thursday Press Conferences.

Mr. Peters: I wanted to make a comment about the press conference. I wasn't able to attend in person, but I did watch it online. Going back to the funding since we are an economic development authority, it was really exciting to see the number of economic development initiatives that we have had a role in. That press conference, for anyone who didn't get the chance to see it, it's really worth taking a look at; it's all over social media but I found it on YouTube. It was really interesting. There were three of the five speakers that ECGRA had had some involvement in catalyzing their ability to move forward on some really novel approaches to funding. I'd encourage my colleagues on the Board to take a look at that press conference.

Dr. Wood: That concludes my report.

SOLICITOR'S REPORT

Mr. Wachter: I mentioned it in the prior Finance Committee meeting but in order to go on record as to the legal recommendation with respect to Ordinance 124 from the County. The ordinance proposes to set restrictions on the utilization of gaming funds by the Authority and the ultimate recipient of those restricted funds. It has been well documented regarding the consistent legal opinion of the County solicitor, the County Council solicitor, and myself that that ordinance is preempted by the Horse Racing Development Act of the Gaming Law and that it is unenforceable. I do not recommend at this time that the Gaming Authority take any preemptive action in order to challenge that ordinance because of the general agreement regarding its unenforceability and that we just let it go until such time as someone tries to enforce it and it would impact your operations.

However, while that is the legal recommendation from a policy standpoint, Mr. Wood has outlined the steps and the recommendations that the Authority should take in order to align programmatically with the wishes of the majority of County Council and may be able to achieve their goals in a manner that is enforceable that is under the direct discretion and control of this Board.

Dr. Wood: Thank you, Atty. Wachter. As he mentioned, strictly viewing this with a legal lens we have the solicitor's opinion. However, in the spirit of cooperation with ongoing communication with County Council, I want to stress that this is the absolute top priority of the staff at ECGRA. Thank you.

Mr. Wachter: I have nothing further.

OLD BUSINESS

Dr. Wood: We reviewed some language for a proposed Tax Delinquency Policy that the solicitor and I have collaborated on and we have heard some feedback from some members of the Board as to what that policy might look like. If the solicitor will read the language and then we will accept a motion from the Board.

Mr. Wachter: The intention is that this would be added as a check box to the grant guidelines for any grant issued by the Erie County Gaming Revenue Authority in the guidelines issued where the applicant would have to certify to the truth of the statement, and it will state,

"The applicant shall not be delinquent on any County, local, or school district taxes or payment on payment of any mandated worker's compensation, employment or other required employee-related insurances."

It is the expectation of the implementation of the enforcement of this policy that it would be a self-certification by the grant applicant that they are in compliance with that standard and the staff at the Erie County Gaming Revenue Authority will go the extra step to check the County tax data base, the County property tax data base, to ensure compliance that the individual entity is not delinquent in the payment of any local taxes.

Mr. Paris: Can I have a motion?

Mr. DiPaolo: I make a motion to accept what Tim just explained.

Mr. Bagnoni seconds the motion.

Mr. Paris: Is there any further discussion?

Motion carries 7-0.

Mr. Bagnoni: I have a question; it's about the Ridge Policy Group. How much have they brought in – numbers? I see all this stuff here, but I see no numbers for what they have produced in Erie County. That's what I'm interested in.

Dr. Wood: There is a packet of information in front of you of Ridge Policy Group activities. I think there are a couple of ways to look at this; there is the raw numbers so let's talk about the raw numbers of the Ridge Policy Group under its tenure. In August 2017, \$200,000 came in through an ARC grant at the time that Ridge Policy Group was marketing Erie County to the ARC Fund. In October 2017, \$1 million came in through the Economic Development Administration through their regional innovation strategies at the time that Ridge Policy was marketing Erie County and this, specifically, Ignite Erie, to the Economic Development Administration of Erie County.

Ridge Policy Group has also assisted the Millcreek Township School District in receiving tax credits through their endowment. The rest of the activity is proactive activity in researching grants available and making those grants known not only to the City but the County Departments and entities and those have been organized into five key areas:

1. Youth & Education Training – we have been working extensively with GECAC on the idea of Youth Build. A couple of weeks ago, they decided not to go through with the Youth Build program after several weeks of working with them. However, we are pursuing Summer Jobs funding in January 2019 to be supportive of the Youth & Education Training Taskforce.
2. Neighborhoods Taskforce – we have been unable to find state and federal funds until this meeting with Rick Villelo that would complement what we're doing with Renaissance Block and Anchor Building. I'm very excited to move forward with aligning our grant guidelines with the state's Keystone Communities Program as a result.
3. Blue Zones – this is work we're doing with the state Health Department; it is a work in progress because it is a multi-sector, multi-hospital collaboration program. I would say we need to be just as patient with it as we have been with Ignite Erie and the universities. Certainly, the Health Department grant that we are currently pursuing is the Healthy Partnerships concept which comes out in 2019.

4. Transportation Funding – the City is interested in pursuing federal transportation funds; there needs to be a transportation bill as a part of that. They were not prepared to go after transportation funding, formerly known as the Tiger Grant, but it has a new acronym under the Trump administration. The general idea is that they want to pursue those funds but weren't ready to do it in 2018. It is a planning problem; they are working on it and we have talked to the planning director regularly about the progress.
5. Entrepreneurship & Innovation – this is where we've had the most success with marketing to ARC and the Economic Development Administration, as well as communicating with the federal government about Opportunity Zones, which are going to be one of the most important things that Erie County can benefit from.

We have also had some discussion with the state about Broadband funding; currently the federal broadband funding flows to the state through the FCC and then the state basically has a broadband coordination office. The County Executive asked us to look into that, and we did, but what we found there since the FCC is handling it, we really need to work directly with private companies on that. So, we put that one on the back burner and supplied the County Executive and her office with that information.

Mr. Wachter: Mr. Wood, the Tiger Grant is now known as the BUILD Grant, Better Utilizing Investments to Leverage Development.

Dr. Wood: Part of the packet you have in front of you, these are activity reports since January 2018 and there is a summary report on top with submitted grant applications and grant funding that will tell you that we looked at 35 opportunities, we've had at least 20 meetings involving stakeholders, and we've built up our government relations at both the state, federal, and regional level.

Mr. Bagnoni: I guess my question is this, how many of these did Ridge Group bring forward that we did not know about and how instrumental were they in the securing of these funds? These organizations could apply for these funds by themselves.

Mr. Sample: If they are aware of them. That was Ridge's deal was to make them aware of them. That's when we met with the County Executive that hopefully through this process Ridge would give us the capability for state and federal funding that the County or the City or whoever was not aware of before.

Mr. Bagnoni: I understand that, David. My question is, how do I know that?

Dr. Wood: I can tell you one thing and that is that through the task forces that have been set up, the liaison or the communication system with both the City and the County level has improved tremendously. I can tell you that the folks running those departments are very busy running those departments and have not been able to do a lot of research into these grant areas; so, they have been very appreciative, and they believe that this is creating value for them in their departments.

Mr. Wachter: Mr. Bagnoni, would it be helpful to see some review of grants received prior to their involvement in the City and County with these programs versus grants received after their involvement? Would that be some kind of corollary you could look at?

Mr. Bagnoni: It would be. I still don't see us investing in this and what it's doing for the community. We're investing a lot of money in Ridge Policy Group; probably more than we do for any other thing. My question is, how many dollars are we getting for it?

Mr. Wachter: Mr. Wood reported \$1.2 million worth of grant funding that came in.

Mr. Bagnoni: It didn't say that Ridge was instrumental in getting it, that's my point.

Mr. Wachter: Unfortunately, in that world, the reality is that the money doesn't get tied with an asterisk that states "due to the work of . . ."

Mr. Bagnoni: I understand. It might be better if you were to say to me, "Here is a project, we took it to Ridge, Ridge went to bat for us, and now we got the money. We didn't have it before, but now we have it." But that's not what we're saying; we're just throwing these things up saying, "Ok, Ridge Policy Group was involved, and they got the money."

Mr. Wachter: Given that the Erie Innovation District was the entity that ultimately was granted that money, is that something that, Perry, you could ask the question for maybe a statement from the Erie Innovation District that could qualify that question as to whether Ridge Policy Group was instrumental?

Dr. Wood: I can ask, but will that really answer your question?

Mr. DiPaolo: I think the bottom line of what David is asking is, "What did they bring to ECGRA? What did ECGRA get in your bank account from the Ridge Policy Group for \$4,000/month?"

Dr. Wood: The goal isn't to increase ECGRA's bank account; the goal is to . . .

Mr. DiPaolo: . . . help every other organization but ours, but we pay for it.

Mr. Peters: If I could, as a Board member, address this. I've said this before at multiple meetings, the goal of having a policy advisement group out there is to help us leverage our funds. So, we have our pot of money and it's not enough; we want these organizations that are doing this good work – we are a funder of funding units; we typically fund people that are out there funding activity. If we can leverage our dollars, if we can use someone like Ridge to help those dollars double or triple or quadruple because of their contacts within DC and Harrisburg, I think that's the goal. My goal, and I can't speak for anyone else, my goal was not to increase ECGRA's balance sheet. My goal was not to create more programmatic efforts for ECGRA and for ECGRA to go into the business of doing these activities. My goal was to have an organization that could help us find opportunities, and even if we know about the opportunities to David's point, help us secure them. These are all competitive; the Appalachian Regional Commission for anybody who has followed this or has worked in this world, it's competitive to get those funds. So, if we have someone out there pushing the legislators, pushing the bureaucrats within those organizations, and in some cases putting a stamp of approval on us by saying, "Look at all these innovative and great things that ECGRA is doing and the folks that they're funding," then that is accomplishing what I wanted to accomplish.

Others may have different opinions but mine was not about growing the size of ECGRA; mine was about helping those in the community that need that help. In addition, we as an economic development authority, can do this type of activity. It's very hard for the City or the County to do these types of activities directly. That was my goal and I hoped I explained that well enough.

Mr. Lee: I would like to speak on behalf of the County; I can't speak on behalf of any other organization. First of all, thank you for the report; this is very helpful because we hear about different things but it's another situation when you can go back and see what activity has transpired. This is very helpful, at least from my perspective.

From the County's perspective, our resources are extremely limited. We do not have, in many cases, the knowledge, the experience, and the expertise to carry out some of these grants, even just the research; really, we do not. The administration has been asking, since the inception of us coming into office, County Council for an individual that would just help us with grants and would help us to apply. That has not come to fruition and it doesn't appear that it will come to fruition any time soon.

Therefore, we have had the opportunity to utilize the Ridge Policy Group to do just that; to go out there, to research and identify some grant opportunities. They are working with our Health Department, as Mr. Wood mentioned, in reference to the Blue Zones which is a very important initiative for the region as well as some of the other health initiatives that we value for our citizens. That's one.

Second, in relationship to the Summer Jobs program; we have always looked at the County's money as well as ECGRA money as money that we wanted to leverage but we never had the opportunity to have someone research what types of grants are available and how we would go about leveraging that. They have brought to us two opportunities in particular that they are going to be working, as Mr. Wood said, at the beginning of 2019 to help us through that process.

I can tell you right now that in working for 13 years in state government, it is a maze to try to get through all these various programs and try to find out what's happening. Too many times in Erie County, at least in my experience, we come to the table after the fact as opposed to before the fact. From our aspect, this has been valuable as far as being proactive, letting us know what grants are available, and giving us the type of assistance we have needed to apply for these grants. We look at it as an investment; we look at it as it is going to take time to come to full fruition for the County, but we do value the relationship.

We also value that ECGRA has opened this up to the entire County; that was very important when a few months ago it came to County Council and they talked all about this and Mr. Wood said he would open up Ridge Policy for the entire County. That we see happening on our behalf. Thank you.

Mr. Bagnoni: Gary, that's very interesting and I appreciate your input because it's more enlightening than anything I've heard so far. It's like when I pay for a phone from Verizon and I pay so much a month and I know what I get; this is a little more ambiguous. I'm not seeing the product. What Gary said has more substance than anything else I've heard or seen. At least he's in a position to say how they are helping.

This is going to come up to another vote. How long did we say we were going to give them?

Mr. Wachter: I would have to go back and look.

Mr. DiPaolo: Sixty days.

Mr. Bagnoni: And that was when?

Mr. DiPaolo: Ninety days ago. Just one more thing; under Title IV of the Contents and Portions of ECGRA and Erie County, municipal grants can be used for the cost of Human Services, infrastructure improvements, facilities and emergency services, and public safety. Where would that \$4,000/month fall under? As an expense?

Mr. Wachter: When you said Title IV, that's the Horse Racing Development Act that you're reading, I believe it's Section 1503 CV iii or whatever, but what it says is that the gaming revenue is to be used for municipal grants and at such point as any money may be left over after those municipal grants at the end of the fiscal year, that money is unrestricted then for utilization by the Erie County Gaming Revenue Authority or the Economic Development Financing Authority that was created to distribute those grants.

In Erie County when this first started, there was a series of lawsuits that resulted in a settlement agreement between all the contiguous municipalities that were due those grants in which they were claiming that they weren't getting enough money and didn't like where it was going. So, the settlement agreement that came between all those parties was that there was a mandated percentage payment that comes out of the funds every quarter that the gaming authority gets money.

In this particular case, and I can pull up the settlement agreement right here, I believe it's 25% of the gross amount of the restricted gaming funds received each calendar year goes directly to those municipalities to serve as the municipal grants; 45% to Summit Township, 11% to Erie County, 11% to Greene Township, 11% to McKean Township, 11% to Millcreek Township, and 11% to Waterford Township. Those percentages are of the 25% that go out. Those checks are cut like the rent at the Gaming Authority and they are sent out with a notice to each one of the municipalities stating that these are the municipal grants, this is the manner in which it has been determined these grants would go out and that their utilization of the grant is required to follow the terms of that section of the Horse Racing and Gaming Development Act.

However, because it is mandated by virtue of the settlement agreement, the gaming authority doesn't audit whether they're using the monies that way because you're obligated to send them money. So, the remainder of those funds then, the other \$40 million that the Gaming Authority has invested over the last 10 years, you're always spending old money; you're always spending money that comes after that expires through that first fiscal year, so it is no longer required to be spent specifically on those municipal grants and the money you're spending is a year old and is now free of that restriction and then your spending is pursuant to the dictates of the Economic Development Financing Law.

Does that help explain?

Mr. DiPaolo: It explains, but the question is still, and I understand everyone's position here in voting the way you did in regards to the Ridge Policy Group – you're hoping that at some future date they're going to do something. And I believe for us, which they're not doing. I disagree with the fact that we're paying the \$4,000 for other people to benefit off of this and we're not getting anything.

I don't know where in the Horse Racing statute that economic development is even mentioned. I've never seen it. So, I don't even know if we're going in the right direction.

Mr. Wachter: I can show that to you directly, if you'd like.

Mr. Peters: Please do. I think that that's important to be on the record – that we are an economic development authority set up because of the Horse Racing Gaming Act. I think that's important that that is established so that everyone understands the basics of what we're doing here.

Mr. Wachter: So, it's the sentence immediately prior to the one that you had just read. It says, "Grants shall be administered by the County through its Economic Development or Redevelopment Authority in which the licensed facility is located." What Erie County Council had done is they created the Erie County Gaming Revenue Authority utilizing the Economic Development Financing Law as the organic statute that allows for economic development financing authorities to exist. If you continue reading through that paragraph, it says "Grants shall then be used to fund the cost of human services, infrastructure improvements, facilities, emergency services, health and public safety expenses associated with the licensed facility operations." We just covered that with the municipality settlements. "At the end of the fiscal year if uncommitted funds exist, the County shall pay the Economic Development or Redevelopment Authority the uncommitted funds."

So, that's the difference. We have four different terms in the law; we have the Restricted Funds, which we know are the gaming funds that the Erie County Gaming Revenue Authority receives, and that now the land bank receives, and we get those every quarter pursuant to the settlement agreement. Then we have the Unrestricted Funds which are the funds that the County utilizes that are spent for bond issues and whatever it is that you spend it on.

Mr. Lee: We just recently had taken the library because the library was part of that \$4 million but we just recently put them under the general fund. We have our own grant program now as well and as you mentioned, it is utilized for funding capacity.

Mr. Wachter: It is discretionary funding for the County in which the licensed facility is located. Those terms are well known. Then you have the Committed and Uncommitted Funds. The Committed Funds are the ones that are the first year that are designated for the municipal grants. After that, they are becoming Uncommitted as the Economic Development Financing Authority for the purpose of spending them pursuant to the powers and allowances of the Economic Development Financing Law.

In the Settlement agreement itself, it specifically dictates when those monies are to be sent in order to avoid any confusion moving forward. I wasn't involved in the actual development of the Settlement Agreement; it was before my time here at the Gaming Authority, but nonetheless, it specifically provides that all that money comes to the Gaming Authority quarterly, the Gaming Authority is then to send out that money to the municipalities within thirty days of receipt or whatever it may be, and then the Gaming Authority sits on that money until the end of that fiscal year which then allows it to be Uncommitted and allows it to be spent pursuant to the dictates of the Economic Development Financing Act.

So, that's kind of how the whole system was set up by virtue of County Council's creation of the Gaming Authority and the resulting lawsuits and Settlement Agreement.

Mr. DiPaolo: Thank you.

Mr. Sample: When we met with the County Executive, the State Representatives, County Council, ECGRA, and Ridge – the question that you posed, David, is what is Ridge bringing to the table and how are we going to utilize this – it was voiced by several people on Council that they thought the opportunity to work with Ridge, and at that point they said they had not had much interaction. That's when Perry and everybody went to work with the County, with the City, and with everybody to open that up. A Councilman stated that they thought that Ridge could bring, and that's going to be a question for them, could bring a lot of value to the table but it was stated that nobody there was going to ask their constituents to pay for Ridge. They appreciated the fact that we could do it, but they weren't going to go to their people.

The problem is it is very difficult to put a value on what they're bringing forward. Sometimes the knowledge may take a year or year and a half, but bringing those programs to the forefront gives us the opportunity. I think it has been important to, and I'll use the phrase track them, to make sure what we are getting. I appreciate these reports but not everything is quantifiable immediately. To the point of County Council, I forget who it was, but he said, "We need Ridge, but there is no way that I'm going to ask my constituents to pay for it." I thought, "Great. There's finally someone who came out and said it." County Executive Dahlkemper said she hadn't had much interaction but she found out later the organizations below her had but they hadn't vocalized it.

Is Ridge a good value? I believe it is but then there's the question of how long does it take? I don't know.

Mr. Peters: Procedurally I have a question because whenever one of my colleagues on the Authority Board says we were supposed to do something within 60 days and now it's 90 days and we haven't, I would just ask Mr. DiPaolo if this is something under Old Business that you would prefer we take action on in some way?

Mr. DiPaolo: I think what the understanding was when we had the vote originally, they said, "Let's agree upon giving it 60 days and see what happens and if anything transpires within the 60 days and then we'll look at it again." The 60 days has gone and as far as I'm concerned, and I think a couple of other people are concerned, there was nothing there that was actually anything they did for us as opposed to somebody else but we're paying for. So, that's the contention that I have; I thought that we were supposed to revisit it, have another vote in 60 days, and then go from there.

Mr. Sample: To the point of "did for us or did for someone else", and I appreciate that, but it's the question of, when we give a grant out, it's not coming back to us; it's for the benefit of the entire County. Maybe that's the way I viewed the whole thing. I never expected them to bring money to us; I just wanted them to bring opportunities to Erie County.

Mr. DiPaolo: The thing of it is is that should have been explained when we went to County Council.

Mr. Paris: I think it was.

Mr. DiPaolo: I don't ever remember that ever being explained.

Mr. Peters: I was there, and I did say that. I don't know if I used the exact same words that I used today but that was absolutely stated by me in public settings, including then. I don't remember who all was at that big meeting in Council chambers, but I was there. There was a

bunch of legislators, and County Council people, and I said that. I said, "I don't look at this as something to benefit ECGRA as an organization; I look at this as something that we're bringing to the table to help the entire community."

For example, the City who in my memory has not had a planning department, but they hired Kathy Wyrosdick who we all served with on this Board for a brief period of time; she is a one person planning department in a city with nearly 100,000 people. Oftentimes, funds come into communities because of governments other than the community, whether it's the state or the fed. Within the state and the fed, there is just massive bureaucracy and the point of Ridge, in my opinion, is to help us cut through that bureaucracy.

I don't disagree – how do you quantify? It is difficult. I think one of the ways we can is that we see they're getting us meetings, we see that we're having some success with the ARC and the EDA which are really, truly competitive, these I-6 grants and the other things that you see the universities go after and you see communities go after, every other community is going for them and so to have someone help us cut through that is helpful.

It is really important to me that we take the concerns of all members seriously. If we were supposed to take action 60 days after, maybe we need to take action today. I would make a motion that we continue with Ridge Policy Group for 90 days and that we allow them to continue forward. As part of that we should continue to monitor activity on a monthly basis and we continue to address it as long as members are concerned. That's my motion.

Mr. Sample: I would second that motion.

Mr. Wachter: Mr. Chair, if I may just make one comment on the motion. Just so the members are aware, the contract with the Ridge Policy Group was negotiated as a month-to-month with a 30-day out clause.

Mr. Peters: That's where we came up with the 60 days?

Mr. Wachter: I'm just saying that 90 days is fine, or however you want to do it. But the reason you are able to do it is because when you entered into the contract with them, it was just a 30-day notice that you were out. This isn't some extension of some existing year-long or two year-long contract; it's every 30 days so you have that option.

Mr. Sample: So, at 90 days we'd have an additional 30 so the maximum exposure would be 120 days.

Mr. Wachter: Yes. I just wanted to make sure everyone was aware of how the contract works.

Mr. Bagnoni: I understand, and Gary gave me probably the best quantifiable information yet about the Ridge Group. My question is still, we're paying \$4,000/month which comes out to about \$50,000/year; what does that give us? How much work do they give us for \$50,000? Are they charging us more if they have to do additional work to get along? I don't understand the fee schedule here. What exactly are we getting for that amount of money that we're paying? That's what I'm asking.

If Gary says they're going to fight for a grant for the County, I'm all for that. But when do they start, when do they stop, and how much are they charging us? What point do they say, "You got your \$4,000 worth; we're done"? I don't see a work schedule here; if you hire somebody, you say, "You're going to be here from 8 – 5 and this is what you're going to do."

Here we're paying \$50,000/year and I don't know what they're going to do, or when they're going to do it, or how they're going to do it.

Mr. Paris: I don't see how you can have a schedule because there are always going to be new opportunities and new grants.

Mr. Bagnoni: That's my point right there.

Mr. Paris: But that's just it – you just don't know. They're working at it. We're given reports every month, they're meeting with different organizations every month, and they're working at it. As far as the fee goes, they're not going to charge us any more; it's \$4,000/month.

Mr. Bagnoni: Okay. Let's say there's a grant over here for ECGRA. They say, "Here's the grant and you can apply for that." And that's it? They're done then?

Mr. Paris: You've got to remember that these people are down in Harrisburg and they are with these people every day. They're working with them every day and they're in their ear and they're working for us and Erie County down there. That's what they're doing.

Dr. Wood: I think I understand your question which is, you're asking what are the scope of services for a specific grant. It begins with the research process. They identify the grant and they let us know about it. On our end, we communicate it to the proper entities; if we need to we do a conference call. They then market ECGRA and Erie County in general to the agency that receives the grant application. In many cases, they help write the grant application; they actually have grant-writing services. So, we can send them a draft copy.

They will also set up meetings with the bureaucracy so there is a period of time when that's possible before the door closes on communicating with those folks. A lot of times, these agencies have no idea who to call.

Mr. Bagnoni: This is my point right there, Perry. That's what I want to see. I don't want to see that they brought this to us. This is what we did, this is what they did.

Dr. Wood: Sir, I would argue that those specifics are in these monthly activity reports. I would argue that they are and if you go through them, and we've given you since January, you'll see, "set up a meeting with such-and-such", "identified the following opportunities", and then you'll see where the targets are and some of the results we shared here today.

Mr. Paris: We have a motion and a second. Is there any further discussion?

Mr. DiPaolo: I just have one further question. Mr. Peters, what do we do in 90 days if we are right in the same place we are today?

Mr. Peters: We continue these conversations. I'm never opposed to having these conversations; I think they're good.

Mr. Bagnoni: There's one other thing that I would like to see; I would like to see some input from some of the people getting these grants; a letter from them saying, "We got this with help from the Ridge Policy Group and this is how they helped us and we appreciate it."

Dr. Wood: I think that's a great idea.

Several Board members agree to that.

Mr. Sample: And in the case of City Planning, maybe Kathy Wyrosdick can come in and tell us if they were beneficial to her and what they did.

Roll call is taken. Motion carries 6-0.

Mr. Paris: I think that we should state for the record that both Gary Lee and Tony Logue had to leave before the meeting was over.

NEW BUSINESS

There is no new business.

ADJOURNMENT

Mr. Sample moves to adjourn.



Erie County Gaming Revenue Authority
Profit & Loss
 October 2018

	<u>October</u>	<u>YTD</u>	<u>Budget YTD</u>	<u>2017-18 Budget</u>
Ordinary Income/Expense				
Income				
44800 · Gaming Revenue		1,693,697.73		
46400 · Other Types of Income				
46410 · Interest Income - Savings	6,330.73	57,754.98		
46422 · Interest Income - BWC		15,250.00		
46424 · Interest Income - Progress Fund	4,970.00	9,970.00		
46425 · Interest Income - EDF Restruct	3,252.71	7,588.42		
46430 · Miscellaneous Revenue				
Total Income	<u>14,553.44</u>	<u>1,784,261.13</u>		
Expense				
62100 · Contracted Services	8,376.65	65,212.80	80,033.31	137,200.00
62800 · Facilities & Equipment	1,452.31	8,970.94	13,416.62	23,000.00
65000 · Office Administration	1,847.94	11,141.60	15,633.31	26,800.00
65100 · Other Types of Expenses	2,362.20	24,093.55	34,883.31	59,800.00
66000 · Payroll Expenses	18,509.56	120,500.58	130,185.44	223,175.00
66900 · Reconciliation Discrepancies	22,470.00	22,470.00		
Total Expense	<u>55,018.66</u>	<u>252,389.47</u>	<u>274,151.99</u>	<u>469,975.00</u>
Net Ordinary Income	(40,465.22)	1,531,871.66		
Other Income/Expense				
70000 · Grants / Settlements				
70030 · Community Assets	795,585.98	795,585.98		
70050 · Municipal Settlements		423,424.44		
70060 · Human Services				
70070 · Special Events		172,736.71		
70090 · Multi-Municipal Collaboration		445,550.00		
70100 · Mission Main Street				
70120 · Summer Jobs Program		108,624.23		
70130 · Small Business Financing		3,000,000.00		
70136 · Ignite Erie Industry+University	1,300,000.00	1,550,000.00		
70140 · Pilot Projects		84,500.00		
70150 · Shaping Tomorrow		100,000.00		
70170 · Renaissance Block		270,670.00		
70180 · Anchor Building		63,850.00		
Total 70000 · Grants / Settlements	<u>2,095,585.98</u>	<u>7,014,941.36</u>		
Net Other Income	<u>(2,095,585.98)</u>	<u>(7,014,941.36)</u>		
Net Income	<u>(2,136,051.20)</u>	<u>(5,483,069.70)</u>		



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

	October
ASSETS	
Current Assets	
Checking/Savings	
10000 · ErieBank - Checking	46,490.38
10100 · ErieBank - Savings	
10100 · ErieBank - Savings - Other	1,616,555.72
10101 · Committed Funds	2,268,113.75
10102 · Restricted Funds	5,013,816.12
Total 10100 · ErieBank - Savings	8,898,485.59
Total Checking/Savings	8,944,975.97
Other Current Assets	
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
12060 · Notes Receivable - BWC 2	2,500,000.00
12900 · Reserve for Uncollectable Notes	(760,000.00)
Total 12000 · Notes Receivable	5,558,846.25
14500 · Prepaid Insurance	(2,915.98)
Total Other Current Assets	5,555,930.27
Total Current Assets	14,500,906.24
 TOTAL ASSETS	 14,500,906.24
 LIABILITIES & EQUITY	
Equity	
30000 · Opening Balance Equity	5,427,064.18
32000 · Unrestricted Net Assets	14,556,911.76
Net Income	(5,483,069.70)
Total Equity	14,500,906.24
 TOTAL LIABILITIES & EQUITY	 14,500,906.24



Erie County Gaming Revenue Authority
Statement of Cash Flows
October 2018

	<u>October</u>
OPERATING ACTIVITIES	
Net Income	(2,136,051.20)
Adjustments to reconcile Net Income to net cash provided by operations:	
14500 · Prepaid Insurance	815.33
Net cash provided by Operating Activities	<u>(2,135,235.87)</u>
Net cash increase for period	(2,135,235.87)
Cash at beginning of period	<u>11,080,211.84</u>
Cash at end of period	<u><u>8,944,975.97</u></u>



Erie County Gaming Revenue Authority
Budget vs. Actual
October 2018

Expense	October	YTD	Budget	Over/(Under) Budget	% of Budget
62100 · Contracted Services					
62110 · Accounting Fees	0.00	6,538.00	11,000.00	(4,462.00)	59.44%
62120 · Government Relations Services	4,000.00	31,061.43	50,000.00	(18,938.57)	62.12%
62130 · Professional Services	3,105.60	10,832.17	36,000.00	(25,167.83)	30.09%
62140 · Legal Services	1,190.00	15,518.50	35,000.00	(19,481.50)	44.34%
62145 · Website Design	0.00	660.00	4,000.00	(3,340.00)	16.50%
62150 · Payroll Services	81.05	602.70	1,200.00	(597.30)	50.23%
Total 62100 · Contracted Services	8,376.65	65,212.80	137,200.00	(71,987.20)	47.53%
62800 · Facilities & Equipment					
62840 · Office Equipment	0.00	291.99	5,000.00	(4,708.01)	5.84%
62890 · Rent	1,452.31	8,678.95	18,000.00	(9,321.05)	48.22%
Total 62800 · Facilities & Equipment	1,452.31	8,970.94	23,000.00	(14,029.06)	39.00%
65000 · Office Administration					
65010 · Books, Subscriptions, Dues	59.38	2,197.16	4,000.00	(1,802.84)	54.93%
65020 · Postage	15.99	211.93	600.00	(388.07)	35.32%
65030 · Printing	369.25	369.25	1,200.00	(830.75)	30.77%
65040 · Office Supplies	62.67	1,175.26	2,800.00	(1,624.74)	41.97%
65050 · Cell Phone	0.00	993.64	2,200.00	(1,206.36)	45.17%
65060 · Copier Lease	182.00	1,414.13	2,200.00	(785.87)	64.28%
65070 · Copier Printing Costs	150.00	1,443.51	3,500.00	(2,056.49)	41.24%
65080 · Bank Fees	0.00	127.47	50.00	77.47	254.94%
65085 · Professional Development	920.00	920.00	5,000.00	(4,080.00)	18.40%
65090 · Meeting Expenses	88.65	2,289.25	5,000.00	(2,710.75)	45.79%
65095 · Miscellaneous Expense	0.00	0.00	250.00	(250.00)	0.00%
Total 65000 · Office Administration	1,847.94	11,141.60	26,800.00	(15,658.40)	41.57%
65100 · Other Types of Expenses					
65105 · Outreach	0.00	8,438.41	12,000.00	(3,561.59)	70.32%
65110 · Advertising	0.00	911.60	12,000.00	(11,088.40)	7.60%
65115 · Phone/IT/Fax	1,166.62	8,665.18	18,000.00	(9,334.82)	48.14%
65120 · Insurance	815.33	4,076.65	9,800.00	(5,723.35)	41.60%
65150 · Travel	380.25	2,001.71	8,000.00	(5,998.29)	25.02%
Total 65100 · Other Types of Expenses	2,362.20	24,093.55	59,800.00	(35,706.45)	40.29%
66000 · Payroll Expenses					
66005 · Salaries & Wages	16,596.79	107,470.85	200,000.00	(92,529.15)	53.74%
66010 · FITW Tax	1,287.69	8,358.37	15,000.00	(6,641.63)	55.72%
66015 · FUTA Tax	0.00	0.00	175.00	(175.00)	0.00%
66020 · PASUI Tax	0.00	33.26	2,000.00	(1,966.74)	1.66%
66500 · Retirement	625.08	4,638.10	6,000.00	(1,361.90)	77.30%
Total 66000 · Payroll Expenses	18,509.56	120,500.58	223,175.00	(102,674.42)	53.99%
66900 · Reconciliation Discrepancies	22,470.00	22,470.00			
Total Expense	55,018.66	252,389.47	469,975.00	(217,585.53)	53.70%



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

	<u>October</u>	<u>YTD</u>	<u>Totals/Subtotals</u>
Uncommitted Funds	1,616,555.72		
Committed Funds	2,268,113.77		
2018 Restricted Funds:			
First Quarter Gaming Revenue		375,769.51	
Second Quarter Gaming Revenue		1,317,928.22	
Third Quarter Gaming Revenue		0.00	
Fourth Quarter Gaming Revenue		0.00	1,693,697.73
Disbursements:			
First Quarter Disbursements		711,429.09	
Second Quarter Disbursements		4,182,926.29	
Third Quarter Disbursements	2,095,585.98	2,095,585.98	
Fourth Quarter Disbursements		0.00	6,989,941.36

Disbursements Detail

Grants/Settlements

Community Assets

AmeriMasala	10,000.00	10,000.00
Booker T. Washington Center	25,000.00	25,000.00
Borough of Union City	50,000.00	50,000.00
Boys & Girls Club of Erie	25,000.00	25,000.00
CAFE	7,840.00	7,840.00
City of Corry	21,404.89	21,404.89
City of Erie	50,000.00	50,000.00
Community Access Television	7,470.00	7,470.00
Eagle's Nest Leadership Corporation	25,000.00	25,000.00
Edinboro Arts & Music Fest	10,000.00	10,000.00
Edinboro Highland Games	10,000.00	10,000.00
Edinboro University Foundation	15,000.00	15,000.00
Erie Center on Health & Aging	20,000.00	20,000.00
Erie Downtown Partnership	15,000.00	15,000.00
Bayfront Maritime Center	50,000.00	50,000.00
Erie PAL	15,000.00	15,000.00
Erie Yesterday	15,000.00	15,000.00
Friends of the Erie County Library	10,000.00	10,000.00
Girard Township	6,470.00	6,470.00
Greenfield Township	18,284.75	18,284.75
Harborcreek Township	15,000.00	15,000.00
Headwaters Natural Resource Center Trust	26,751.50	26,751.50
Inner-City Neighborhood Art House	25,000.00	25,000.00
Lake Erie Fanfare, Inc.	10,000.00	10,000.00
Martin Luther King Center	25,000.00	25,000.00
Mead Park Association	49,188.00	49,188.00

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

	<u>October</u>	<u>YTD</u>	<u>Totals/Subtotals</u>
Mental Health Association of NWPA	4,000.00	4,000.00	
Mercy Center for Women	20,000.00	20,000.00	
Our West Bayfront	50,000.00	50,000.00	
Performing Artists Collective Alliance	11,000.00	11,000.00	
Presque Isle Light Station	15,000.00	15,000.00	
Presque Isle Partnership	11,000.00	11,000.00	
Sisters of Mercy	4,991.44	4,991.44	
SSJ Neighborhood Network	20,000.00	20,000.00	
Stairways Behavioral Health	9,000.00	9,000.00	
St. Martin Center	17,741.00	17,741.00	
Goodell Gardens & Homestead	6,464.40	6,464.40	
Young People's Chorus of Erie	12,480.00	12,480.00	
Veterans Miracle Center Erie	12,500.00	12,500.00	
Waterford Community Fair Association	14,000.00	14,000.00	
WQLN Public Media	15,000.00	15,000.00	
Young Artists Debut Orchestra	15,000.00	15,000.00	
			795,585.98

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 October 31, 2018

	<u>October</u>	<u>YTD</u>	<u>Totals/Subtotals</u>
Impact Corry		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	
		<hr/>	<hr/>
			172,736.71
 Municipalities			
Erie County		46,576.69	
Greene Township		46,576.69	
McKean Township		46,576.69	
Millcreek Township		46,576.69	
Summit Township		190,540.99	
Waterford Township		46,576.69	
		<hr/>	<hr/>
			423,424.44
 Multi-Municipal Collaboration			
Borough of North East		100,000.00	
City of Corry		30,000.00	
City of Erie		28,000.00	
Corry Industrial Benefit Association		35,000.00	
Erie Area Council of Governments		50,000.00	
Erie Area Council of Governments		47,450.00	
Erie Area Council of Governments		30,000.00	
Girard Township		16,600.00	
Jefferson Educational Society of Erie		100,000.00	
West Erie County EMA		8,500.00	
		<hr/>	<hr/>
			445,550.00

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

	<u>October</u>	<u>YTD</u>	<u>Totals/Subtotals</u>
Neighborhoods & Communities			
Renaissance Block			
Academy Neighborhood Association		11,250.00	
Borough of Union City		25,000.00	
Our West Bayfront		50,000.00	
Robbins Blass Neighborhood Watch		6,000.00	
Sisters of Mercy		12,500.00	
SSJ Neighborhood Network		35,000.00	
Borough of North East		25,000.00	
Bayfront Eastside Taskforce		25,000.00	
Preservation Erie		26,920.00	
ServErie		29,000.00	
		<u>245,670.00</u>	245,670.00
Anchor Building			
City of Cory		5,225.00	
Emmaus Ministries Inc		20,000.00	
Our West Bayfront		20,000.00	
Performing Artists Collective Alliance		18,625.00	
		<u>63,850.00</u>	63,850.00
Small Business Financing			
PSU - Ignite Erie Industry+University		250,000.00	
Mercyhurst - Innovation District		100,000.00	
International Institute of Erie - MicroEnterprise Fund		200,000.00	
Bridgeway Capital - Inclusive Erie/Accelerator		2,800,000.00	
Ben Franklin TP - Innovation Fund &TECHcellerator	1,300,000.00	1,300,000.00	
		<u>4,650,000.00</u>	4,650,000.00
Youth & Education			
GECAC - Summer Jobs		108,624.23	
		<u>108,624.23</u>	108,624.23
Pilot Programs			
Erie's Public Schools - Master Plan		30,000.00	
BEST/OWB - Summer Youth Service Pilot		15,000.00	
Erie Regional Chamber - Choose Erie		39,500.00	
		<u>84,500.00</u>	84,500.00
Total Funds Disbursements	<u>2,095,585.98</u>	<u>6,989,941.36</u>	<u>6,989,941.36</u>

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

Committed Funds:	<u>October</u>	<u>Amount Remaining</u>	<u>Original Commitment</u>
Renaissance Block			
Academy Neighborhood Association		11,250.00	22,500.00
Borough of North East		25,000.00	50,000.00
Borough of Union City		25,000.00	50,000.00
Our West Bayfront		50,000.00	100,000.00
Robbins Blass Neighborhood Watch		0.00	6,000.00
Sisters of Mercy		12,500.00	25,000.00
SSJ Neighborhood Network		35,000.00	70,000.00
Bayfront Eastside Taskforce		25,000.00	50,000.00
Preservation Erie		26,920.00	53,840.00
ServErie		29,000.00	58,000.00
Anchor Building			
City of Corry		20,900.00	26,125.00
Emmaus Ministries, Inc.		80,000.00	100,000.00
Grace Church		100,000.00	100,000.00
Our West Bayfront		80,000.00	100,000.00
Performing Artists Collective Alliance		74,501.50	93,126.50
GECAC - Summer Jobs Program		41,375.77	150,000.00
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		195,000.00	400,000.00
Total Committed Funds	<u>0.00</u>	<u>2,268,113.77</u>	<u>3,054,591.50</u>



Erie County Gaming Revenue Authority
Check Detail Report
October 2018

<u>Date</u>	<u>Num</u>	<u>Name</u>	<u>Memo</u>	<u>Amount</u>
10/02/2018	EFT	ECCA, Inc.	09/15/18 to 09/28/18 Payroll	-6,718.27
10/02/2018	EFT	Fidelity Investments	09/15/18 to 09/28/18 Retirement	-507.36
10/02/2018	2505	Parker Philips	2018 September Strategic Communications	-2,490.00
10/02/2018	2506	Velocity Network, Inc.	Phone/IT/Fax	-809.76
10/03/2018	EFT	VISA	September 2018 Visa - Perry	-1,549.86
10/03/2018	EFT	VISA	September 2018 Visa - Tammi	-568.28
10/03/2018	EFT	VISA	September 2018 Visa - Tom	-28.06
10/03/2018	2507	Tom M. Maggio	PA Historic Preservation Awards Ceremony	-401.85
10/10/2018	2508	Amanda Burlingham	2018 May Strategic Communications	-615.60
10/10/2018	2509	Foundant Technologies, Inc.	Grant System Training	-895.00
10/10/2018	2510	Ridge Policy Group	2018 September Government Relations	-4,000.00
10/10/2018	2511	AmeriMasala	2018 Community Assets	-10,000.00
10/10/2018	2512	Bayfront Maritime Center	2018 Community Assets	-50,000.00
10/10/2018	2513	Booker T. Washington Center	2018 Community Assets	-25,000.00
10/10/2018	2514	Borough of Union City	2018 Community Assets	-50,000.00
10/10/2018	2515	Boys & Girls Club of Erie	2018 Community Assets	-25,000.00
10/10/2018	2516	CAFE	2018 Community Assets	-7,840.00
10/10/2018	2517	City of Corry	2018 Community Assets	-21,404.89
10/10/2018	2518	City of Erie	2018 Community Assets	-50,000.00
10/10/2018	2519	Community Access Television	2018 Community Assets	-7,470.00
10/10/2018	2520	Eagle's Nest Leadership Corporation	2018 Community Assets	-25,000.00
10/10/2018	2521	Edinboro Arts & Music Fest	2018 Community Assets	-10,000.00
10/10/2018	2522	Edinboro Highland Games	2018 Community Assets	-10,000.00
10/10/2018	2523	Edinboro University Foundation	2018 Community Assets	-15,000.00
10/10/2018	2524	Erie Center on Health & Aging	2018 Community Assets	-20,000.00
10/10/2018	2525	Erie Downtown Partnership	2018 Community Assets	-15,000.00
10/10/2018	2526	Erie PAL	2018 Community Assets	-15,000.00
10/10/2018	2527	Erie Yesterday	2018 Community Assets	-15,000.00
10/10/2018	2528	Friends of the Erie County Library	2018 Community Assets	-10,000.00
10/10/2018	2529	Girard Township	2018 Community Assets	-6,470.00
10/10/2018	2530	Goodell Gardens & Homestead	2018 Community Assets	-6,464.40
10/10/2018	2531	Greenfield Township	2018 Community Assets	-18,284.75
10/10/2018	2532	Harborcreek Township	2018 Community Assets	-15,000.00
10/10/2018	2533	Headwaters Natural Resource Center Trust	2018 Community Assets	-26,751.50
10/10/2018	2534	Inner-City Neighborhood Art House	2018 Community Assets	-25,000.00
10/10/2018	2535	Lake Erie Fanfare, Inc.	2018 Community Assets	-10,000.00
10/10/2018	2536	Martin Luther King Center	2018 Community Assets	-25,000.00
10/10/2018	2537	Mead Park Association	2018 Community Assets	-49,188.00
10/10/2018	2538	Mental Health Association of NWPA	2018 Community Assets	-4,000.00
10/10/2018	2539	Mercy Center for Women	2018 Community Assets	-20,000.00
10/10/2018	2540	Our West Bayfront	2018 Community Assets	-50,000.00

Erie County Gaming Revenue Authority
Check Detail Report
October 2018

<u>Date</u>	<u>Num</u>	<u>Name</u>	<u>Memo</u>	<u>Amount</u>
10/10/2018	2541	Performing Artists Collective Alliance	2018 Community Assets	-11,000.00
10/10/2018	2542	Presque Isle Light Station	2018 Community ASsets	-15,000.00
10/10/2018	2543	Presque Isle Partnership	2018 Community Assets	-11,000.00
10/10/2018	2544	Sisters of Mercy	2018 Community Assets	-4,991.44
10/10/2018	2545	SSJ Neighborhood Network	2018 Community Assets	-20,000.00
10/10/2018	2546	St Martin Center	2018 Community Assets	-17,741.00
10/10/2018	2547	Stairways Behavioral Health	2018 Community Assets	-9,000.00
10/10/2018	2548	Veterans M-racle Center Erie	2018 Community Assets	-12,500.00
10/10/2018	2549	Waterford Community Fair Association	2018 Community Assets	-14,000.00
10/10/2018	2550	WQLN Public Media	2018 Community Assets	-15,000.00
10/10/2018	2551	Young Artists Debut Orchestra	2018 Community Assets	-15,000.00
10/10/2018	2552	Young People's Chorus of Erie	2018 Community Assets	-12,480.00
10/12/2018	2553	Great Amenca Financial Services	2018 October Copier Lease	-332.00
10/12/2018	2554	Penn State University	2018 October Rent	-1,452.31
10/15/2018	2555	Ben Frankl.n Technology Partners CNP	2018 Ignite Erie Loan/Grant	-1,300,000.00
10/16/2018	EFT	ECCA, Inc	09/29/18 to 10/12/18 Payroll	-10,857.94
10/16/2018	EFT	Fidelity Investments	09/29/18 to 10/12/18 Retirement	-507.04



CASHBACK CURRENT BALANCE \$33.98
CASHBACK PAYOUT DATE 05/15/19
SCORECARD

Account Summary

Billing Cycle		09/09/18
Days In Billing Cycle		30
Previous Balance		\$1,709.36
Purchases	+	1,549.86
Cash	+	0.00
Special	+	\$0.00
Balance Transfers	+	\$0.00
Credits	-	\$0.00
Payments	-	\$1,709.36
Other Charges	+	\$0.00
Finance Charges	+	0.00
NEW BALANCE		\$1,549.86

Credit Summary

Total Credit Line	\$25,000.00
Available Credit Line	\$23,450.00
Available Cash	\$23,450.00
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

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PO BOX 30495 TAMPA, FL 33630-3495

Payment Summary

NEW BALANCE	\$1,549.86
MINIMUM PAYMENT	\$1549.86
PAYMENT DUE DATE	10/04/18

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

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Cardholder Account Summary

Trans Date	Post Date	MCC Code	Reference Number	Description	Amount
08/09/18	08/12/18	8111	24767898222785001484326	KNOX MCLAUGHING GORNALL A 800-4498012 PA	\$1,190.00 legal
08/25/18	08/26/18	4814	24493988237083056979041	AT&T BILL PAYMENT 800-331-0500 TX	\$356.86 phone/int/fax

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

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
09/09/18	\$1,549.86	\$1549.86	10/04/18



ERIE COUNTY GAMING
PERRY N WOOD
5340 FRYLING ROAD
SUITE 201
ERIE PA 16510-4672



MAKE CHECK PAYABLE TO:

VISA
PO BOX 4512
CAROL STREAM IL 60197-4512

ERIEBANK

ERIE COUNTY GAMING
PERRY N WOOD



Account Number #### #### #### 6829
Closing Date 09/09/18
Credit Limit \$25,000.00 Available Credit \$23,450.00

Cardholder Account Summary Continued

Trans Date	Post Date	MCC Code	Reference Number	Description	Amount
08/28/18	08/30/18	7523	24473018241900018354381	ERIE PARKING AUTHORITY ERIE PA	\$3.00 <i>travel</i>
09/03/18	09/03/18	0000	74335268246001156998003	ACH PMT THANK YOU	\$1,709.38 -

25719

Additional Information About Your Account

ScoreCard CashBack Earnings as of 08/08/18

SCORECARD	Beginning Balance	Current Earned	CashBack Adjusted	Ending Balance	CashBack Payout Date
	\$26.23	\$7.75	\$0.00	\$33.98	06/15/19

Interest Charge Calculation/Plan Level Information

Plan Description	ICM ¹	Balance Subject to Interest Rate	Periodic Rate	Annual Percentage Rate (APR) ²	Interest Charge	Ending Balance
CURRENT						
PURCHASES	E	\$ 0.00	0.7292%	8.75% (V)	\$ 0.00	
CASH	F	\$ 0.00	0.7292%	8.75% (V)	\$ 0.00	
FEES/INTEREST CHARGE					\$ 0.00	
TOTAL				0.00%	\$ 0.00	\$ 1,549.86

¹ ICM Interest Charge Method. See reverse side of Page 1 for explanation.

² 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.



SCORECARD **CASHBACK CURRENT BALANCE** **CASHBACK PAYOUT DATE**
\$19.31 05/15/19

Account Summary

Billing Cycle		09/09/18
Days In Billing Cycle		30
Previous Balance		\$685.24
Purchases	+	568.28
Cash	+	0.00
Special	+	\$0.00
Balance Transfers	+	\$0.00
Credits	-	\$0.00
Payments	-	\$685.24
Other Charges	+	\$0.00
Finance Charges	+	0.00
NEW BALANCE		\$568.28

Credit Summary

Total Credit Line	\$10,000.00
Available Credit Line	\$9,431.00
Available Cash	\$9,431.00
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

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Payment Summary

NEW BALANCE	\$568.28
MINIMUM PAYMENT	\$15.00
PAYMENT DUE DATE	10/04/18

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

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Cardholder Account Summary

Trans Date	Post Date	MCC Code	Reference Number	Description	Amount
08/10/18	08/12/18	2741	24692168223100240210713	IN *KIMKOPY ERIE PA	\$60.00
08/12/18	08/13/18	5942	24431068224083713681635	AMZN MKTP US AMZN COM/BIL	\$35.64
				AMZN COM/BILL WA	\$1.99
08/13/18	08/14/18	5541	24299108225002706982036	COUNTRY FA R #48 ERIE PA	\$1.99

Printing 21.65 books

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ERIE BANK
PO BOX 42
CLEARF ELD PA 16830 - 0042

Account Number
8023

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AMOUNT OF PAYMENT ENCLOSED

Closing Date	New Balance	Total Minimum Payment Due	Payment Due Date
09/09/18	\$568.28	\$15.00	10/04/18

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

ERIEBANK

ERIE COUNTY GAMING
TAMMI MICHALI

Account Number #### #### #### 8023
Closing Date 09/09/18

Credit Limit \$10,000.00 Available Credit \$9,431.00



Cardholder Account Summary Continued

Trans Date	Post Date	MCC Code	Reference Number	Description	Amount
08/13/18	08/15/18	5968	24789308226807701822413	ERIE TIMES NEWS CIRCULATI 814-8701600 PA	\$34.67 <i>subs</i>
08/14/18	08/15/18	5999	24435658226207643700031	U FRAME IT & THE POSTER ERIE PA	\$309.25 <i>printing</i>
08/16/18	08/17/18	5300	24445008229400095039437	SAMS CLUB #6675 ERIE PA	\$11.49 <i>O.S.</i>
08/20/18	08/21/18	5541	24299108232004387129235	COUNTRY FAIR #48 ERIE PA	\$1.99 <i>O.S.</i>
08/20/18	08/21/18	5999	24492158232717502337520	CURRENT CATALOG 800-828-2120 CO	\$16.48 <i>O.S.</i>
08/21/18	08/22/18	7399	24692168233100206237328	STAMPS COM 855-608-2677 CA	\$15.99 <i>postage</i>
08/27/18	08/28/18	5541	24299108239005870595538	COUNTRY FAIR #48 ERIE PA	\$1.99 <i>O.S.</i>
08/31/18	09/02/18	5199	24224438244101021047950	KOLDROCK WATER 814-452-0200 PA	\$12.75 <i>O.S.</i>
09/03/18	09/03/18	0000	74335268246001156998003	ACH PMT THANK YOU	\$685.24 -
09/04/18	09/05/18	5541	24299108247000699982959	COUNTRY FAIR #48 ERIE PA	\$1.99
09/06/18	09/07/18	5812	24224438250104024197112	NUNZI'S PLACE ERIE PA	\$18.55 <i>O.S.</i>
09/06/18	09/07/18	5812	24269798250001088030408	JOHNS WILDWOOD PIZZERIA I ERIE PA	\$45.50 <i>mtg</i>

25774

Additional Information About Your Account

ScoreCard CashBack Earnings as of 09/08/18					
SCORECARD	Beginning Balance	Current Earned	CashBack Adjusted	Ending Balance	CashBack Payout Date
	\$16.06	\$3.26	\$0.00	\$19.31	05/15/19

Interest Charge Calculation/Plan Level Information						
Plan Description	ICM ¹	Balance Subject to Interest Rate	Periodic Rate	Annual Percentage Rate (APR) ²	Interest Charge	Ending Balance
CURRENT						
PURCHASES	E	\$ 0.00	0.7292%	8.75% (V)	\$ 0.00	
CASH	F	\$ 0.00	0.7292%	8.75% (V)	\$ 0.00	
FEES/INTEREST CHARGE					\$ 0.00	
TOTAL				0.00%	\$ 0.00	\$ 568.28

¹ICM Interest Charge Method See reverse side of Page 1 for explanation
²Your 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



CASHBACK CURRENT CASHBACK
SCORECARD BALANCE PAYOUT DATE
\$0.18 05/15/19

Account Summary

Billing Cycle		09/09/18
Days In Billing Cycle		30
Previous Balance		\$(5.94)
Purchases	+	34.00
Cash	+	0.00
Special	+	\$0.00
Balance Transfers	+	\$0.00
Credits	-	\$0.00
Payments	-	\$0.00
Other Charges	+	\$0.00
Finance Charges	+	0.00

NEW BALANCE \$28.06

Credit Summary

Total Credit Line	\$5,000.00
Available Credit Line	\$4,971.00
Available Cash	\$4,971.00
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

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Payment Summary

NEW BALANCE	\$28.06
MINIMUM PAYMENT	\$28.06
PAYMENT DUE DATE	10/04/18

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

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Cardholder Account Summary

Trans Date	Post Date	MCC Code	Reference Number	Description	Amount
08/17/18	08/19/18	5192	24492158229637013504241	SAVEYOUR TOWN	\$25.00 training
09/06/18	09/07/18	5192	24492158249637884979262	SAVEYOUR TOWN IA	\$9.00 back
				SAVEYOUR TOWN	
				SAVEYOUR TOWN IA	

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

ERIEBANK
PO BOX 42
CLEARFIELD PA 16830-0042

Account Number
7397

Check box to indicate
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AMOUNT OF PAYMENT ENCLOSED

Closing Date	New Balance	Total Minimum Payment Due	Payment Due Date
09/09/18	\$28.06	\$28.06	10/04/18

\$

ERIE COUNTY GAMING
TOM MAGGIO
5340 FRYLING ROAD
SUITE 201
ERIE PA 16510-4672



MAKE CHECK PAYABLE TO:

VISA
PO BOX 4512
CAROL STREAM IL 60197-4512





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

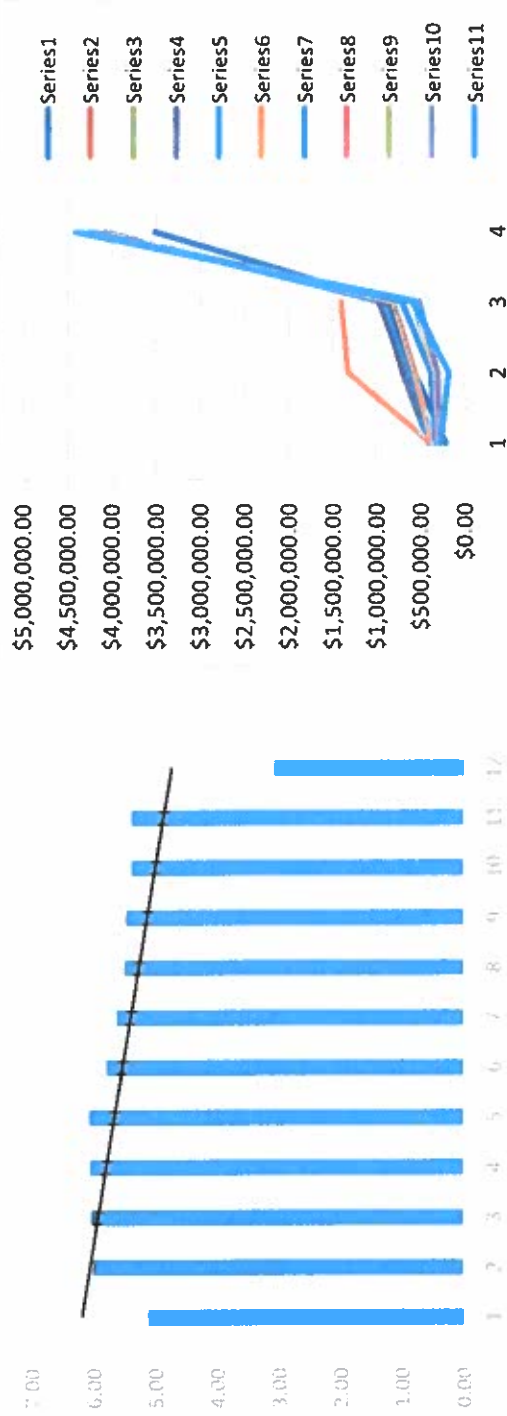
**EXECUTIVE
DIRECTOR'S
REPORT
FOR
NOVEMBER
2018**



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



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







October 25, 2018

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

Dear Mr. Sparber:

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

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

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

Sincerely,

Shawn Barnes, Director
Bureau of Fiscal Management

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



11/01/2018

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

Dear Dr. Wood,

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

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

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

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

Sincerely,



Patrick Fisher

Executive Director, Erie Arts & Culture

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



Erie Arts & Culture
The collective voice for a vibrant region

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



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

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

vs

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

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





Strategic Planning Committee Meeting

BEEHIVE PRESENTATIONS

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

AGENDA

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

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

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

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



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

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

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

Project Cost: \$400,000

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

2. Applicant: Edinboro University

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

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

Project Cost: \$499,254.00

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

3. Applicant: Gannon University

Project Name: Sustaining the Gannon Business Beehive Through Curriculum Integration

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

Project Cost: \$500,000

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

4. Applicant: Mercyhurst University

Project Name: Mercyhurst University Innovation Ententes Laboratory

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

Project Cost: \$2,453,868.48

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

5. Applicant: Penn State - Behrend

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

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

Project Cost: \$500,000

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



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

COUNTY OF ERIE, PA

Erie County Council

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

November 7, 2018

Anthony Logue, Esquire
2618 Parade Street
Erie, PA 16504

Dear Tony,

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

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

Wishing you good luck in your new endeavor.

Regards,

Dr. Kyle Foust, Chairman
Erie County Council

Enc.

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

Telephone: (814) 451-6303

Douglas R. Smith, County Clerk

Fax: (814) 451-6350

*** ORDINANCE NUMBER 93, 2016**

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

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

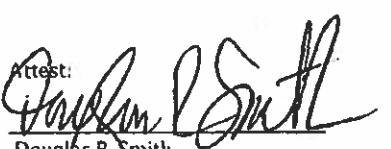
"17. Employees of Erie County may not serve as official appointees to authorities, boards, commissions and other organizations of County government, except where required by state or federal regulation, or County Charter or statute."

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

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

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

This ordinance shall be effective immediately upon adoption.

Attest:

Douglas R. Smith
County Clerk
Date: September 20, 2016

COUNTY COUNCIL OF THE
COUNTY OF ERIE, PENNSYLVANIA


André R. Horton, Chairman

 Voted No
Jay Breneman, Vice Chairman

Voted No
Edward T. DiMattio


Kathy Fatica

Approved by:

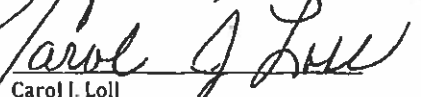
Kathy Dahlkemper,
County Executive

Date: _____
County Executive returned
Ordinance unsigned 9/23/16

*Amended by Ord. 96, 2016

Voted No
Dr. Kyle Foust


Fiore Leone


Carol J. Loll



ECGRA: October 15 – November 15, 2018 Activity Report

Meetings, Phone Calls, Emails, and Other Work

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

Potential Grant Opportunities Discussed and Provided

Big Data Regional Innovation Hubs Program

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

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

Deadline: Dec. 18, 2018

More Info:

https://www.nsf.gov/pubs/2018/nsf18598/nsf18598.htm?WT.mc_id=USNSF_25&WT.mc_ev=click

Teacher in the Workplace

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



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

Funding Available: \$2,500,000

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

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

Deadline: December 21, 2018

More info:

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

2019 PA Environmental Education Grants

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

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

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

Deadline: January 11, 2019

More info:

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

Opportunity Zones: Creation and Regulation

Basis of Opportunity Zones

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

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

Regulations Summary

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

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

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

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

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

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

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

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

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



OBJECTIVE

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

SCOPE OF WORK

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

ECONOMIC ANALYSIS

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

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

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

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ECGRA 2018 ECONOMIC IMPACT UPDATE PROPOSAL

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

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

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

TIMELINE

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

Proposed Timeline for ECGRA

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

PROFESSIONAL FEES

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

Parker Philips
ANALYTICAL CONSULTANTS

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PROJECT TEAM

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

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

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

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

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

Parker Philips
ORIGIN. ANALYZE. ASSIST.

PP

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

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

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

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

Parker Philips
strategy • creative • design



ECGRA GRANT DISBURSEMENT DASHBOARD 2019 - 2021

IMPACT Category	Category	2019	2020	2021
Quality of Place	Special Events	\$150,000	\$150,000	\$150,000
	Community Assets			
	A. Arts, Culture, & Heritage	\$150,000	\$150,000	\$150,000
	B. Parks, Fields, & Trails	\$150,000	\$150,000	\$150,000
	C. Community Centers	\$100,000	\$100,000	\$100,000
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Youth & Education	Summer Jobs	\$150,000	\$150,000	\$150,000
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Neighborhoods & Communities	Mission Main Street	\$415,000	\$415,000	\$415,000
	Anchor Building	\$400,000	\$350,000	\$300,000
	Renaissance Block	\$400,000	\$400,000	\$400,000
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Municipal Development	Multi-Municipal Collaboration	\$300,000	\$300,000	\$300,000
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Small Business Development	Beehive Network	\$350,000	\$350,000	\$350,000
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Miscellaneous	Pilot Programs	\$150,000	\$150,000	\$150,000
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		\$2,715,000	\$2,665,000	\$2,615,000



ERIE COUNTY GAMING REVENUE AUTHORITY

2019 GRANT CYCLES

JANUARY

Special Events -
Open

FEBRUARY

Special Events -
Due

Multi-Municipal
Collaboration -
Open

Mission Main Street -
Round 2 - Due

MARCH

Special Events -
Awarded

Multi-Municipal
Collaboration -
Due

Mission Main Street -
Round 2 - Awarded

Renaissance Block -
Open

APRIL

Multi-Municipal
Collaboration - Awarded

Renaissance Block -
Due

MAY

Renaissance Block -
Awarded

JUNE

JULY	AUGUST	SEPTEMBER
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Arts, Culture, & Heritage
(C.A.) - Open

Arts, Culture, & Heritage
(C.A.) - Due

Arts, Culture, & Heritage
(C.A.) - Awarded

Mission Main Street -
Round 3 - Due

Anchor Building -
Open

Anchor Building -
Due

Mission Main Street -
Round 3 - Awarded

OCTOBER	NOVEMBER	DECEMBER
---------	----------	----------

Anchor Building -
Awarded

Community Centers
(C.A.) - Due

Community Centers
(C.A.) - Awarded

Community Centers
(C.A.) - Open

Grant Category	Amount Allotted	# of Cycles
Special Events	150K	8th Cycle
Multi-Municipal Collaboration	300K	6th Cycle
Renaissance Block	400K	2nd Cycle
Anchor Building	400K	2nd Cycle
Community Assets**	400K	8th Cycle
Arts, Culture & Heritage	150K	2nd Cycle
Parks, Fields & Trails	150K	2nd Cycle
Community Centers	100K	2nd Cycle
Mission Main Street	415K	7th Cycle
Pilot Projects	150K	2nd Cycle
Summer Jobs	150K	3rd Cycle
Lead Assets		8th Cycle

October 14, 2018

ECGRA
5340 Fryling Rd Suite 201
Erie, PA 16510



Attn: Perry Wood

Dear Perry:

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

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

Once again, thank you!

Sincerely,

A handwritten signature in blue ink that reads "John Burawa". The signature is written in a cursive style with a large, looping initial "J".

John Burawa
President
Waterford Community Fair





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

October 16, 2018

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

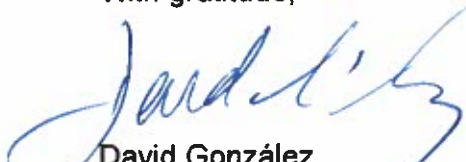
Dear Mr.  Wood and ECGRA,

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

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

Thank you for being a part of this work.

With gratitude,


David González
Chief Executive Officer

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





Inner-City Neighborhood Art House

A Ministry of the Benedictine Sisters of Erie

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

... to enable children to experience beauty, grow in positive self-expression and self-discipline, and develop into full and productive human beings.
Mission Statement of the Inner-City Neighborhood Art House



October 17, 2018



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

Dear Friends of the Arts,



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

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



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



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

In peace,

Sister Annette Marshall, OSB
Executive Director

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







EDINBORO UNIVERSITY

MICHAEL J. HANNAN, Ph.D.
INTERIM PRESIDENT

October 29, 2018

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

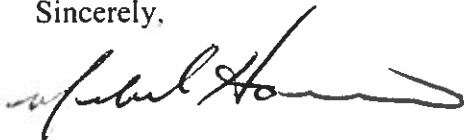
Dear Mr. Wood:

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

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

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

Sincerely,



Michael J. Hannan, Ph.D.
Interim President



OUR VIEW

Newcomers to Erie boost our economy

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

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

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

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

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

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

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

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

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

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

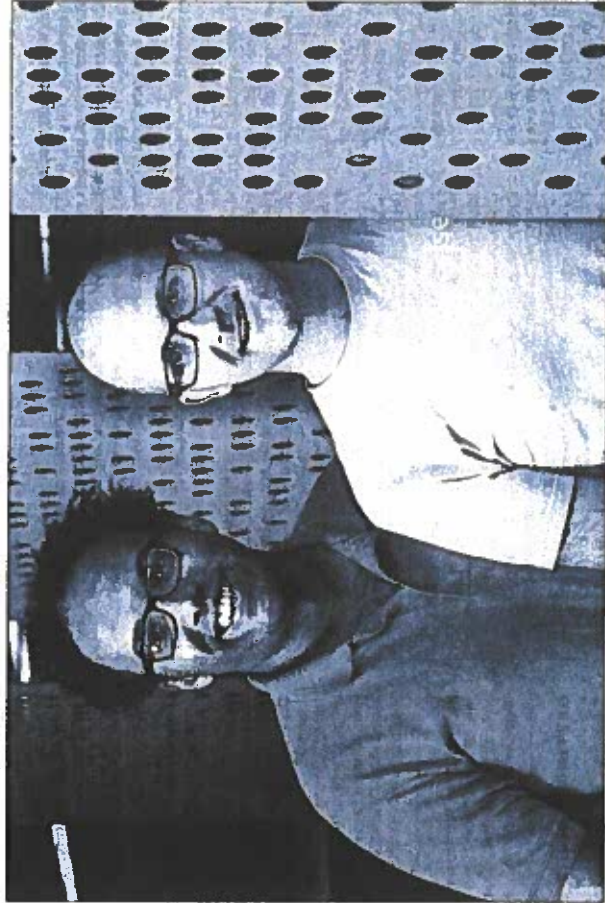
Trump's views are not in keeping with the nation's recent welcoming stance toward new Americans. And it runs counter to Erie's heritage and needs — a city built by immigrant communities and lately sustained by the influx of refugees from war-torn regions of the world.

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

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



Community-building



Entrepreneurs **Jim Martin**, 31, left, and **Eric Kanagy**, 37, are shown at the Erie Innovation District in Erie on Wednesday. (GREG WOHLFORD)

High-tech startups say Erie is something special

By **Jim Martin**
jim.martin@timesnews.com

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

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

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

He admits, though, to making a daily pass through the basement offices of 717 State St., where the Erie Innovation District shares space with the Erie Insurance Innovation Center.

"They do have free bananas down here," Kanagy said. "I always grab one."

That's a nutritious

ERIE NEXT

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

The bigger piece of good news, however, is that

Mercyhurst looks forward

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

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

"It's our child," he said. "But at some point, we are going to say, 'You're on your own.'"

See **INNOVATION**, A5

INNOVATION

From Page A1

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

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

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

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

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

At this point, however, they see something unique in Erie. "To be able to come into a community and have that level of engagement, that is really unique. That is hard to get," he said.

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



Examples of **Kwema** personal safety devices, developed by entrepreneur **All Jabry**, are displayed at the Erie Innovation District. (GREG WOHLFORD/ERIE TIMES-NEWS)

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

"What it spoke to is that people here want this to succeed," he said.

All Jabry, chief operating officer and co-founder of Kwema, another of the startups that elected to stay in Erie, echoed that sentiment. The company, which was founded in Mexico City, embeds GPS and other technology into jewelry, allowing the wearer to discreetly push a button to alert friends and family or the authorities if they are abducted or in danger.

"Our north star is safety," said Jabry, who explains the company was inspired by a friend's kidnapping.

While company headquarters have been established in Erie, Kwema is a small company with outposts in Mexico City and Tel Aviv.

"I am from Kenya, East Africa," Jabry said. "I have lived on four continents, speak five languages. I am an outsider everywhere I go."

But it never felt that way in Erie, where a substantial segment of the business community be a problem. We have

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

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

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

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

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

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

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

"They say, 'Great, you're going to make our money last longer,'" Kanagy said.

Jim Martin can be reached at 870-1668 or by email. Follow him on Twitter at www.twitter.com/ETNMartin.



RESOLUTION NUMBER 28, 2018

**Resolution to direct
the Erie Community Foundation to release \$454,833
to the Erie County Lead Assets**

Whereas, ECGRA has executed on its financial commitment to the Lead Assets through grant funding and creation of an endowment in accordance with the Strategic Plan aka the Framework for Distribution of Uncommitted Funds and the Settlement Agreement of December 13, 2010 (the "Settlement"),

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 that the ECF is to be directed to release funds from the Erie County Lead Asset Endowment in the amount of \$454,833 to the extent outline in Exhibit "A", in order to grow and sustain nonprofits that contribute significantly to Erie County's economy, quality of place, and sense of civic pride.

On the motion of Mr. Sample, seconded by Mr. Barney

This resolution was passed on 15th day of November, 2018 by a vote of 4 - 0.

ERIE COUNTY GAMING REVENUE AUTHORITY

Michael J. Peck

Chairman, Erie County Gaming Revenue Authority

November 15, 2018

ATTEST:

[Signature]
Secretary, ECGRA



11/01/2018

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

Dear Dr. Wood,

The Lead Asset Advisory Committee has reviewed and approved the attached distribution formula for the annual transfer of funds from the Lead Asset Endowment totaling \$454.833. All Lead Assets were represented in this review and I am authorized to submit this request with the unanimous support of all.

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

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

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

Sincerely,



Patrick Fisher

Executive Director, Erie Arts & Culture

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



Erie Arts & Culture
The collective voice for a vibrant region

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



Form 990 AVG Total Expenses (three years)

2018 Lead Asset Endowment Distributions

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

vs

Form 990 AVG Total Expenses (three years)

2017 Lead Asset Endowment Distributions

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



RESOLUTION NUMBER 29, 2018

Resolution to enter into agreements with five (5) groups that represent the 2018-2019 Beehive Recipients for Ignite Erie Community-University Engagement Funding

Whereas, ECGRA has established the Ignite Erie Initiative as a funding stream to make both grants and mission-related investments within Erie County that support job creation through entrepreneurship, small business, and industrial development; and,

Whereas, Beehives are a dedicated space at an institution such as a university where institutional resources such as research and development may be accessed for the purposes of assisting entrepreneurs, small businesses, and the industrial sector with technology transfer, business development, student engagement, and/or adoption of existing technologies; and,

Whereas, ECGRA's mission of economic and community development recognizes the importance of accelerating the development of intellectual property-based products and technology transfer to companies through Industry-University and Community-University engagement models to strengthen the economy; and

Whereas, the Economic Development Financing Law states that "economic insecurity due to unemployment is at any time a serious menace to health, safety, morals and general welfare of the people of the Commonwealth and that a high level of unemployment and lack of business opportunity particularly in areas of urban and rural blight are threats to the strength and permanence of American political and economic institutions"; and,

Whereas, the legislature found that one purpose of the Act was to "promote centers for research and development and for the use and transfer of new or existing technologies;" and,

Whereas, the Economic Development Financing Law expressly states that entities like ECGRA have as a purpose to "promote industrial, commercial and other economic development"; and,

Whereas, ECGRA's Strategic Plan calls for an economic development approach that targets small business financing that creates jobs, bridges gaps in the current ecosystem, supports demographic groups underrepresented in business ownership, leverages other sources of funding, both public and private, and develops entrepreneurial services in the form of technical assistance; and,

Whereas, ECGRA's economic development approach recognizes the importance of entities such as universities that have as their mission the dual purpose of making calculated investments in small businesses and providing a double-bottom line benefit to the community and the region's economy;

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 ECGRA Bylaws, resolves to enter into agreement with the specified Beehive Recipients funding in the amount of \$1,000,000 for Erie County, Pennsylvania. Organizations and the amounts awarded are outlined in the attached Exhibit "A".

On the motion of M. Pannoy, seconded by M. (Grace)

This resolution was passed on 15th day of November, 2018 by a vote of 4 - 0.

ERIE COUNTY GAMING REVENUE AUTHORITY

Michael J. Davis

Chairman, Erie County Gaming Revenue Authority

November 15, 2018

ATTEST:

[Signature]

Secretary ECGRA



2018 BEEHIVES

COLLABORATION OF THE UNIVERSITIES AND ERIE
PUBLIC LIBRARY



Organization	Project Title	Amount Awarded		
		Payment 1	Payment 2	Payment 3
Edinboro University Foundation	Innovation Beehive University Collaborative, Center for Branding & Strategic Communication	\$200,000.00		
Erie Regional Library Foundation	Idea Lab as a Connection to the Beehive Network	\$200,000.00		
Gannon University	Sustaining the Gannon Business Beehive through Integration into the Curriculum	\$200,000.00		
Mercyhurst University	Mercyhurst University Innovation Ententes Laboratory	\$200,000.00		
The Pennsylvania State University	Matchbox at Penn State Behrend: Industry-University Collaboration and Collocation	\$200,000.00		

Total

\$1,000,000.00

