



MEETING OF THE BOARD OF DIRECTORS  
Knowledge Park; 5240 Knowledge Parkway; Erie, PA 16510  
January 17, 2019

AGENDA

1. CALL TO ORDER
2. ROLL CALL
3. APPROVAL OF AGENDA
4. APPROVAL OF MINUTES – December 2018
5. DIRECTOR'S COMMENTS
6. COMMENTS BY CHAIRMAN
7. PUBLIC COMMENT
8. PRESENTATION
  - a. Melissa Lyon, Director – Erie County Health Department
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. Resolution Number 1, 2019 – Resolution to enter into agreements with four (4) applicants to the Mission Main Street Program – Round 1.
14. ADJOURNMENT

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**Next Regularly Scheduled Board Meeting of ECGRA**

**Date:** Thursday, February 21, 2019  
**Time:** 8:30 a.m.  
**Location:** Knowledge Park; 5240 Knowledge Parkway; Erie, PA 16510



**Erie County Gaming Revenue Authority**  
Minutes of the Board of Directors' Meeting  
December 13, 2018

**CALL TO ORDER**

The Board of Directors' Meeting of the Erie County Gaming Revenue Authority was held on December 13, 2018 in the Board 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 (via phone – late), Mr. Barney, Mr. Cleaver, Mr. DiPaolo, Mr. Paris, Mr. Peters (arrives late), and Mr. Sample (via phone). Mr. Lee, Mr. Wachter, and Dr. Wood are also present.

**APPROVAL OF THE AGENDA**

Mr. DiPaolo makes a motion to approve the agenda as presented. Mr. Barney seconds the motion. Motion carries 5-0.

**APPROVAL OF MINUTES** – November 2018

Mr. Cleaver makes a motion to approve the minutes as presented. Mr. Barney seconds the motion. Motion carries 5-0.

**COMMENTS BY THE CHAIR**

**Mr. Paris:** So far, we have had an exciting week. We had the Lead Assets that we gave money to already; we've worked hard to keep them working. I think we're going to have something else going on today; Perry do have any comments on that?

**Dr. Wood:** The Beehive announcement is tonight.

**Mr. Paris:** Things are moving along well then.

**Dr. Wood:** Let the record reflect that Councilman Rastetter has joined us as a guest.

**Mr. Paris:** Right, thank you. I guess I kind of jumped ahead and made my comments before I asked if there were any Director's comments.

### DIRECTOR'S COMMENTS

Mr. Cleaver: Mr. Chair, I would just like to take the opportunity to thank Mr. Wood and his staff for taking me under their wing and giving me a quick run down of what makes the wheels spin. I appreciate their time and effort and we'll see what happens from there.

Mr. Paris: Whitey, I appreciate that.

### PUBLIC COMMENT

There is no public comment.

### PRESENTATIONS

There are no presentations.

Dr. Wood: If I can just let you know why we don't have any presentations today – Mr. Lee just stepped out, but we expected to have a short Board meeting because we were going to get a briefing on the community college at 9:45am, but that has been postponed. I'm not sure why but we will find out later today why that was postponed.

Mr. Cleaver: Wasn't there a big article in the paper today that the Senator wants to go a different route or something?

Dr. Wood: Yes, there is. Maybe that's why it was postponed.

Mr. Peters: Sorry I'm late.

Mr. Paris: Let the record show that Mr. Peters has arrived.

### COMMITTEE REPORTS

- a. Treasurer's Report – Mr. Barney: Hello everyone. First of all, does everyone have a copy of the Treasurer's Report? We will start with the Profit & Loss page and on it there is a big indicator that we did receive our third quarter amount of \$1.394; we got it in the month of November. We have one more installment to come. They give it to us quarterly and that will come and be reflected in the records probably in February. When we go down to Expenses, you will see the municipality settlements; once we get the funds, we disburse it as we are committed to do.

On the Balance Sheet, there is nothing out of the ordinary. Does anyone have any questions on the Balance Sheet? Statement of Cash Flow is the next page. I don't know who has copies or who has had the opportunity to look, but I can go down and read everything.

Dr. Wood: Just for the record, everybody has copies. If when they view them electronically and choose to print them out is another matter.

Mr. Barney: Okay. Then we'll go to the Budget vs. Actual statement; you may look down and see legal services is a large amount, but that should be noted that it is for three monthly billings. We changed over from how we did it on Visa credit to checks so things got congested

there. The only other thing that you see is Professional Development – we did pay for a Planning Conference for Tom that was local.

Next is the Schedule of Grant Reserve and there is a reflection of that quarterly installment that we received of \$1,394. On the next page you can see that we did pay the Mercyhurst Innovation District \$195,000 as well as we did another installment on the GECAC Summer Jobs.

Dr. Wood: I would just add that that is the final Innovation District payment; Summer Jobs, we still have at least one more payment.

Mr. Barney: The Check Detail Report – everything is just a reflection of what has been written. Then you have the copy of the Visa statements; the first one is Perry that shows the last payment of the legal on there and phone/IT. Then on Tammi's card, most of her payments are on Office Supplies, meeting expenses, Times News subscription.

Dr. Wood: Tom went to Harrisburg to accept that Historical Award on our behalf, and keep in mind that this particular Visa bill is going back to September.

Mr. Barney: The only thing on Tom's is \$25.00 that is a training thing that is on his computer. Are there any questions?

Mr. DiPaolo: I just have one. What is the total amount that we give for Summer Jobs?

Mr. Lee: \$150,000.

Mr. DiPaolo: That's our portion, right? And then the County matches that?

Mr. Lee: Correct. Excuse me, Mr. Chairman. May I?

Mr. Paris: Of course.

Mr. Lee: So, the breakdown is \$150,000 from the County of Erie, \$150,000 from ECGRA which is \$300,000. The Erie Community Foundation invested \$60,000 this past year which brought it up to \$360,000. Erie Insurance does pay for their individual employees which is \$2,200 per student. They had a total of six students so that's \$13,200.

Mr. DiPaolo: Very good. Thank you.

Mr. Lee: You're welcome.

Dr. Wood: Here are all our finances for you to take a look at and we can chat after the meeting. (handing his financial reports to Councilman Rastetter).

Mr. Barney: Are there any other questions?

Mr. Cleaver: How long do they expect that project to last? Did it go complete last year?

Mr. Lee: May I?

Mr. Paris: Go ahead.

Mr. Lee: The way the program works is this is a summer program that runs from June to August. The recruiting for the program begins as early as April. The administrator of the program is GECAC and that was done through a Request for Proposal. That was a two-year contract that we put out with the option of two additional years. We are going into our final year of that, so we will be putting that out for bid here shortly in the new year.

It is a program that is specifically for the summer. GECAC has contracted with Keystone Research to provide reports and a report will be coming very shortly and is made available to Mr. Wood and Mr. Batchelor and it will be open to the public as it will be on our website since we do believe in transparency.

We just completed our fifth year; we have nearly 800 students who have gone through the program; the investment has been over \$1.5 million investment with the partnerships with the organizations that I mentioned. What is very telling about the program is that 92% of the students that enroll in the program complete the program. So, we have definitely identified a winning formula to get students into the program and have the students successfully complete the program.

Mr. Cleaver: Thank you.

Dr. Wood: Can I just pause for a moment? Dave Bagnoni is asking for the call-in information if that can be made available to him.

Mr. Paris: Thanks, Gary.

Dr. Wood: If I could just add to that. We've had a tremendous partnership with the County on this and I think it's really a model for how to work with the County; it's matching funds, Mr. Lee is the administrator and we talk regularly about the program. What is nice about the program is there is a fiduciary side, a programmatic side, and then there's the outcomes tracking side. It's like all three components wrapped into one which is what makes it, I think, such a prolific program.

On the outcome side, you mentioned that Keystone Research does the outcomes research. They put together a great report every year that gives us a good trend line. What I like about it is they are measuring it from certainly objective outcomes like participation rates, completion rates, how many employers, how many students, what's the demographics of the students (rural vs city) – it's a very good report that way. But it is also like a customer service feedback because the students rate what they think of the program, the employers rate what they think of the program, and the staff and administrators rate where they think the program is headed.

There is a component to it that is formative, which means what are the things we can improve every year, but also summative which is what was done with our funds and how were the funds spent. We'll make sure we give you a copy of that. The final report is not done yet, but we did have the debrief. Every year we have a debrief at the library of how things went, and partners ask questions and sometimes the students come in and give a little speech about what their experience was like. It's pretty nice.

Thank you.

Mr. Peters: Mr. Chairman, I make a motion to accept the Treasurer's Report as presented. Mr. Cleaver seconds the motion. There is no further discussion. Motion carries 6 – 0.

- b. Strategic Planning Committee: Mr. Paris: We did not meet so there is nothing to report there.

Dr. Wood: Can I just make a comment? We did receive four applications for Mission Main Street. If you remember, what we did differently this year is we have three acceptance periods, the next one being in February. For this first round we received four applications. From what I can tell so far, they are four really good applications from the City of Erie, the Downtown Partnership, from Union City, and the fourth was from North East.

We are in the process of vetting what is going on there. Remember that those organizations can apply for up to \$250,000 for implementation funds and up to \$10,000 for planning funds. We did make those available to everyone online, so everyone can take a look at them. The staff is doing vetting; we'll be following up with those guys on what their budget forms look like and make sure we get any unanswered questions. If you have any questions after you read those applications, don't hesitate to ask.

Then we'll ask the Strategic Planning Committee to convene in January and we will start taking a look at those applications at that time.

Mr. Paris: Did Dave Bagnoni call in?

Dr. Wood: No. Let me call him right now just to make sure.

Mr. Bagnoni joins via phone call.

Mr. Paris: We're about halfway through, Dave and David.

- c. Update from County Council: Dr. Foust is not present but if Mr. Rastetter has any comments.

Mr. Rastetter: No, I do not.

- d. Update from County Executive's Office: Mr. Lee: Thank you, Mr. Chairman. Let me take just a few moments to give everyone an update of the community college initiative which is a big initiative for the entire County. I will do this as expeditiously as possible because there is a lot to cover.

As many of you know, the feasibility study that was done by Empower Erie was reviewed and from that came an application for a community college; a plan was put together. County Council adopted and accepted that last June 2017 and asked that the administration submit the application on behalf of the County. Not only did they ask to have it submitted on their behalf, the County also became a local sponsor for the community college.

That application was submitted June 30, 2017 to the State Board of Education who is responsible for overseeing the process. The State Board of Education did develop and set aside a special review committee for this particular purpose to review the plan and to provide feedback to the full Board. We were told at the time that it was going to take anywhere between 12 and 18 months; we were hoping for the former at the beginning part of 12 months. But it has not taken that; we're at 18 months as we speak today.

In that process, they had a public hearing back on October 10<sup>th</sup> here in Erie that was well attended. There were more pros than cons and it was a good discussion. The special

review committee hosted that particular meeting at the Blasco Library. From that, a request came for additional information came from the County and we provided that information in December 2017. We provided a response to their questions on February 14, 2018. The special review committee and the Department of Education was reviewing the supplemental information. We received a request for additional information and the second time was to look at our performance, our financial statements, and the number of students. They thought we were a little ambitious because in the original plan we had 769 students, so they asked us to go back and look at that and curtail that down to between 400 and 500 students; we have done that.

The supplemental plan that we are submitting by the end of next week deals with the performance as far as the financial statements and the number of students projected to be enrolled in the first five years. It also deals with the roll out of the programs. They asked us to take a look at the curriculum and how we were rolling out the programs; there was a total of 40 programs that we had years one through five with half of those programs being rolled out in year one. They asked us to maybe roll out ten programs in the first year and then maybe roll out the rest in years two through five. We have done that.

We're still very optimistic; we still believe that a stand-alone community college is really needed in Erie. I think the shortsightedness of some people is that we have these four institutions, and they are great institutions, but they are geared for bachelor's degrees and for master's degrees. We're still missing that infrastructure for the two-year programs. Edinboro has made it known, and we have been in contact with Edinboro, they're still continuing on their path forward which is really concentrating on four-year degrees and really getting out of the technical degree area.

The Porreco Center was developed to meet a need of a community college, but they have decided that is not where they wanted to be. So, that creates an opening and a void. With Fortis going out of business, that creates another opening and a need. We remain very optimistic.

There has been some talk in the paper today about the Northern Pennsylvania Regional College; we have met with them and will continue to meet with them. The administration's position is that we have always been open to partnering and collaborating with the Northern Pennsylvania Regional College where it makes sense. We still feel that way today but at the end of the day we have to be sure that we are meeting the needs and the demands of the employers and the employers have told us that in order for them to not only maintain but to thrive, they need an infrastructure that provides technical training. They have been in the forefront.

We are, again, optimistic about the process. We hope that it will be favorable as we move forward. I know I covered a lot there. Are there any questions?

Dr. Wood: If I could just put a fine point on this for some of the new Board members. Our role in the community college has been to support the County in their decision-making process. We did about \$30,000 in funding for the research phase of the community college and we basically have followed the County's lead to date with Mr. Lee at the point. Whenever we have questions about the community college we go to Mr. Lee who is handling it on our behalf at this point.

Mr. Lee: Thank you, Mr. Wood. Let me add and go back a step for the new Board members. Empower Erie, which is a 501c3, they have been engaged from the inception and they have done a really good job. They led the efforts with the feasibility study as well as with the college application. It wasn't until it was voted on by council that the administration got involved and



took the lead on it. If I can say, we continue to have a great working partnership with Empower Erie. Because we were so pleased with the work that they had done and no one at the County has the expertise that they were able to put together through consultants and through the Board that they had comprised, we went into a Memorandum of Understanding with Empower Erie where they would be the project manager and we, as the County administration, would be project administration. So, we would lead it but we rely heavily on them keeping their consultants engaged. Mr. Maloney has handled the financials of the community college along with our team at the County led by Mr. Sparber, and for the actual narrative we engaged with Dr. Roy Church who was Empower Erie's consultant on the feasibility study and the curriculum review. So, we didn't lose any continuity and I think that was very important.

Again, we remain excited about the whole initiative. We can say that politics has played a much higher role in this than any of us had anticipated down in Harrisburg but from our position, this is not about politics. It's about doing the right thing and what is needed for Erie County. Thank you.

Mr. Wachter: Perry, that grant that was given towards the planning, wasn't that a two-phase grant where there was some for planning and some was for implementation or was that just at the Community Foundation's side?

Dr. Wood: The grant that was awarded was in conjunction with the Community Foundation and the Hagen Fund for Philanthropy a couple of years ago. It was for implementation, but those funds have not been drawn down. We have held those funds until there is a community college. And just to clarify, those were awarded to Empower Erie.

Mr. Wachter: So, I was just wondering if there were still monies in grant reserve identified for further community college efforts.

Dr. Wood: Yes, both at the Community Foundation and here.

Mr. Lee: And the total right now is \$3.7 million available; it was \$4 million that was approved and \$300,000 has been utilized to date.

Dr. Wood: Correct. And we would be 10% of that.

Mr. Paris: Has the Ridge Group been a part of any of these talks and negotiating things?

Mr. Lee: With this part, not at this particular time. The County and Empower Erie is currently working with a lobbying firm down in Harrisburg. But again, this is still a long process, so I think that at the right time there will be an opportunity to engage the Ridge Policy Group.

Mr. Paris: Thanks, Mr. Lee.

#### REPORT OF THE EXECUTIVE DIRECTOR

Dr. Wood: A couple of year-end issues, not our fiscal year end but the calendar year end. We are in the process of working on that updated economic impact study. We have engaged effectively with the County on that; we got some great data thanks to Mr. Lee and the finance department. We are going to measure both the effect of ECGRA's funds as well as the

County's funds. We expect that to be completed in the January time frame, so I will come back to you with a copy of that report.

Now begins the time of year that we begin to compile the annual report which we will bring to you in April for you to take a look at. That, of course, is the major report that we put on our website, send out to the public electronically, and of course submit to County Council. Then there's the budget. We begin working on that in January; I've had some talks with Mr. Barney about that. We'll probably come up with a draft copy of that in the January/February time frame. January is a finance meeting, so we will have the opportunity to talk about it.

There are two things I would like to discuss at that finance meeting. First, we will take a look at the draft budget for 2019 – 2020 and second, we can take a look at MaherDuessel and where they are at with auditing our quarterly finances.

There are two things on your agenda today that we're asking you to vote on. First is the 2019 meeting schedule; we're of course asking you to vote on it and approve it so that we can advertise it in the newspaper. Someone asked me the other day if the November 21<sup>st</sup> meeting butted up against Thanksgiving – Thanksgiving is November 28<sup>th</sup> so that is an entire week before Thanksgiving and should not interfere. And, as always, we have the December meeting on the second Thursday rather than the third so that we stay away from Christmas. If everyone is amenable to this schedule, we're going to ask you to approve it under new business and then we will advertise it and have it available.

Mr. Wachter: Mr. Wood, if you could. I'm not sure if Mr. Cleaver was here when the discussion took place of why we're doing quarterly audits of financials through MaherDuessel. It may be helpful for Mr. Rastetter to understand that as well; kind of what the process behind that was. Mr. DiPaolo, I believe you were here when we made that determination. I didn't know if you wanted to explain that a little bit.

Dr. Wood: Does the former Treasurer want to talk about it?

Mr. Peters: I would be glad to. The idea was that we do our books internally here with the staff. There has been discussion in the past over how we report, and we thought that it might be a good idea just as a sort of checks and balances to have our annual auditing firm on the schedule to do quarterly reviews of those financials and make sure that we are presenting.

There were a couple of specific items that had come up over the year where Tammi needed some assistance from an accounting firm. We're not a big enough authority to have a big accounting staff, so by putting MaherDuessel on quarterly process of looking at the numbers, it also gives Tammi a resource should she have a question about categorizing, should something belong here, and various kinds of questions that come up that you really need a CPA. I don't think that anyone on the Board is an accountant or a CPA and we just thought the extra expense was worth it to have a second set of eyes on the books on a more frequent basis.

Mr. Wachter: So, because of the small size of the staff, you needed to have adequate checks and balances internally and the public scrutiny of the dollars spent as well as the need for a heightened level of transparency and confidence in the numbers, you hired them to come in and do it on a quarterly basis rather than just an annual basis so if there is an issue, you catch it sooner.

Mr. Cleaver: That's very similar to the parking authority. We do the same thing. If you don't have a CPA in house, then naturally you can pick up the phone and call the CPA about all the changes in the State and Federal. It's the best way to go.

Mr. Peters: And of course, we did put it out and solicited other local firms. We are unique as a municipal authority and there's not a lot of folks that really understand municipal authority

accounting. MaherDuessel has been great so far; they are really easy to work with. When I was the Treasurer, and I'm sure Mr. Barney will find this, when it comes time for budget and audit, speaking with them they really know how to break it down so a non-accountant can understand what they're saying.

Mr. Wachter: Aren't they also the external auditing firm for the County?

Mr. Lee: They are.

Mr. Peters: We had used Felix & Gloecker for years and then the County had made a move away from Felix & Gloeckler, so that's when we made the move over to MaherDuessel.

Dr. Wood: Moving along, we're also going to ask you to vote on Resolution Number 30, which will be the final resolution of the year. It basically lays out the grant management plan for the 2019 calendar year. The staff has reviewed it, we've taken a look at projected financials based upon the fact that we have \$1 million less to work with because of the land bank legislation, and we've laid out there in the attachment to Resolution Number 30 the programs that we see coming up. Of course, Special Events opens in January and that will be structured the same with 5% cash expenditures as eligibility.

Mission Main Street of course \$2.5 million over the next three years – that figure is an estimation of what we think we will spend on that. That multi-year process has already been approved but we wanted to put it on the schedule for you.

Renaissance Block which has already been through its first round of about \$350,000 – we're budgeting about \$400,000 over the next two years to continue with that program and to expand it in to other neighborhoods and build off of where it is currently targeted. Multi-Municipal Collaboration funding - \$300,000.

Community Assets funding – we had a little trouble processing the number of applications that we did this year in the short amount of time that we had to do it. We had over 40 applications, so what we talked about as a staff was breaking out the three subcategories into separate application periods. It's still the same program, still targeting the same folks. Parks, Fields, & Trails \$150,000; Arts, Culture, & Heritage \$150,000; and Community Centers \$100,000 – these will be broken out into different monthly segments as opposed to having them all come in in one fell swoop.

Anchor Building – we did the first five Anchor Building projects this year and we had very good success with those; we're preserving historical structures with commercial value. Another \$400,000 to take that to the next level.

Then there's Pilot Project funding and we normally put about \$150,000 into that. It's hard to say whether or not we will expend the full amount. We're at about \$80,000 right now but of course we still have another three months to go. That is the attachment to Resolution Number 30. I would be more than happy to answer any questions.

I do want to apologize because normally I would have a more formal presentation, but we thought we were headed off to a community college meeting that got cancelled late yesterday.

Mr. Paris: I do have a question about the calendar. Should we talk about it now?

Dr. Wood: Sure.

Mr. Paris: The April 18<sup>th</sup> meeting, I just want everybody to be aware that Easter is that following Sunday the 21<sup>st</sup>. I know it's a busy time of year and if people are taking off, maybe we should move that meeting.

Mr. Peters: And that's an important meeting, too because it's the annual reorganization.

Dr. Wood: We can move it to April 11<sup>th</sup>.

Mr. Paris: That might not be a bad idea.

Dr. Wood: Is everyone in agreement? We will put this document out in email to the Board as a reminder, so you can update your calendars.

### SOLICITOR'S REPORT

Mr. Wachter: I have said enough today.

### OLD BUSINESS

Mr. DiPaolo: I have one question. In September I had submitted the different office spaces. Has anybody done anything with that? Are we going to do anything with that?

Dr. Wood: We did look at office space, several spaces all across Erie County. Comparing apples to apples has been kind of interesting. Our lease is up in April or May and as we get closer we will continue to compile options.

Mr. DiPaolo: Okay. And then you'll bring that back to the Board?

Dr. Wood: We can bring it back to the Board or the staff can make a recommendation where we can narrow it down to a couple of options; it depends what the Board wants to do.

Mr. DiPaolo: Okay.

Mr. Cleaver: May I ask, what are we paying for rent here?

Dr. Wood: About \$1,400/month.

Mr. Paris: There is a lot of stuff we get for that like conference rooms and things. Even the use of this building is something we might not normally have.

### NEW BUSINESS

#### a. Calendar for the 2019 Board meetings

Mr. Cleaver makes a motion to accept the calendar of meetings. Mr. Barney seconds the motion.

Mr. Peters: Moving based on that one recommendation of moving it to April 11<sup>th</sup>. Just to clarify.

Several Board members agree.

Motion carries 6 – 0. (Mr. Sample was not present via phone for the vote).

- b. Resolution Number 30, 2018 – Resolution to accept the 2019 ECGRA Grant Programs for the following: Special Events; Mission Main Street 2019-2021; Renaissance Block Program; Multi-Municipal Collaboration; Community Assets – Parks, Fields, & Trails; Community Assets – Arts, Culture, & Heritage; Community Assets – Community Centers; Anchor Building Program; and Pilot Programs that will take place during the 2019 calendar year.

Dr. Wood reads the Resolution.

Mr. Barney makes a motion to accept Resolution Number 30. Mr. Cleaver seconds the motion.

There is no further discussion.

Motion carries 7 – 0. (Mr. Sample has returned via phone).

#### ADJOURNMENT

Mr. Peters moves to adjourn.



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

	<u>December</u>	<u>YTD</u>	<u>Budget YTD</u>	<u>2017-18 Budget</u>
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
44800 · Gaming Revenue		3,088,478.06		
46400 · Other Types of Income				
46410 · Interest Income - Savings	5,782.83	69,180.17		
46422 · Interest Income - BWC	7,666.67	22,916.67		
46424 · Interest Income - Progress Fund	5,000.00	14,970.00		
46425 · Interest Income - EDF Restruct		7,588.42		
46426 · Int. Income - BWC - Inclusive	5,277.78	5,277.78		
46430 · Miscellaneous Revenue				
<b>Total Income</b>	<u>23,727.28</u>	<u>3,208,411.10</u>		
<b>Expense</b>				
62100 · Contracted Services	10,543.29	90,454.34	114,222.30	137,200.00
62800 · Facilities & Equipment	1,452.31	11,875.56	19,166.60	23,000.00
65000 · Office Administration	834.91	14,068.58	22,333.30	26,800.00
65100 · Other Types of Expenses	343.20	27,606.37	49,833.30	59,800.00
66000 · Payroll Expenses	15,091.67	157,854.47	185,979.20	223,175.00
<b>Total Expense</b>	<u>28,265.38</u>	<u>301,859.32</u>	<u>391,534.70</u>	<u>469,975.00</u>
<b>Net Ordinary Income</b>	(4,538.10)	2,906,551.78		
<b>Other Income/Expense</b>				
70000 · Grants / Settlements				
70030 · Community Assets		795,585.98		
70050 · Municipal Settlements		772,119.52		
70070 · Special Events		172,736.71		
70090 · Multi-Municipal Collaboration		445,550.00		
70100 · Mission Main Street				
70120 · Summer Jobs Program	801.75	135,383.85		
70130 · Small Business Financing		3,000,000.00		
70136 · Ignite Erie Industry+University	364,500.00	1,914,500.00		
70140 · Pilot Projects		84,500.00		
70150 · Shaping Tomorrow		295,000.00		
70170 · Renaissance Block	12,500.00	270,670.00		
70180 · Anchor Building	75,000.00	63,850.00		
<b>Total 70000 · Grants / Settlements</b>	<u>452,801.75</u>	<u>7,949,896.06</u>		
<b>Net Other Income</b>	<u>(452,801.75)</u>	<u>(7,949,896.06)</u>		
<b>Net Income</b>	<u>(457,339.85)</u>	<u>(5,043,344.28)</u>		





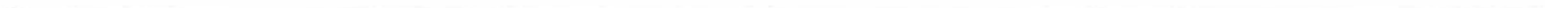
**Erie County Gaming Revenue Authority**  
**Balance Sheet**  
As of December 31, 2018

	<b>December</b>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
10000 · ErieBank - Checking	25,053.72
10100 · ErieBank - Savings	
10100 · ErieBank - Savings - Other	345,422.15
10101 · Committed Funds	2,844,354.15
10102 · Restricted Funds	6,059,901.37
<b>Total 10100 · ErieBank - Savings</b>	<b>9,249,677.67</b>
<b>Total Checking/Savings</b>	9,274,731.39
<b>Other Current Assets</b>	
12000 · Notes Receivable	
12003 · Note Receivable - CIBA	18,846.25
12004 · Note Receivable - BWC	1,000,000.00
12005 · Note Receivable - Progress	1,000,000.00
12010 · Note Receivable - 1855 Capital	500,000.00
12050 · Note Receivable - EDF Restruct	1,300,000.00
12060 · Notes Receivable - BWC 2	2,500,000.00
12900 · Reserve for Uncollectable Notes	(760,000.00)
<b>Total 12000 · Notes Receivable</b>	<b>5,558,846.25</b>
14500 · Prepaid Insurance	4,082.02
<b>Total Other Current Assets</b>	<b>5,562,928.27</b>
<b>Total Current Assets</b>	<b>14,837,659.66</b>
<b>TOTAL ASSETS</b>	<b>14,837,659.66</b>
 <b>LIABILITIES &amp; EQUITY</b>	
<b>Equity</b>	
30000 · Opening Balance Equity	5,427,064.18
32000 · Unrestricted Net Assets	14,563,909.76
Net Income	(5,153,314.28)
<b>Total Equity</b>	<b>14,837,659.66</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>14,837,659.66</b>



**Erie County Gaming Revenue Authority**  
**Statement of Cash Flow**  
December 2018

	<u>December</u>
<b>OPERATING ACTIVITIES</b>	
<b>Net Income</b>	(457,339.85)
<b>Adjustments to reconcile Net Income</b> <b>to net cash provided by operations:</b>	
<b>14500 · Prepaid Insurance</b>	<u>(815.33)</u>
<b>Net cash provided by Operating Activities</b>	<u>(458,155.18)</u>
<b>Net cash increase for period</b>	(458,155.18)
<b>Cash at beginning of period</b>	<u>9,732,886.57</u>
<b>Cash at end of period</b>	<u><u>9,274,731.39</u></u>



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

Expense	December	YTD	Budget	Over/(Under) Budget	% of Budget
<b>62100 · Contracted Services</b>					
62110 · Accounting Fees	0.00	6,538.00	11,000.00	(4,462.00)	59.44%
62120 · Government Relations Services	4,133.15	39,931.63	50,000.00	(10,068.37)	79.86%
62130 · Professional Services	5,052.74	15,884.91	36,000.00	(20,115.09)	44.12%
62140 · Legal Services	1,277.50	26,526.00	35,000.00	(8,474.00)	75.79%
62145 · Website Design	0.00	771.35	4,000.00	(3,228.65)	19.28%
62150 · Payroll Services	79.90	802.45	1,200.00	(397.55)	66.87%
<b>Total 62100 · Contracted Services</b>	<b>10,543.29</b>	<b>90,454.34</b>	<b>137,200.00</b>	<b>(46,745.66)</b>	<b>65.93%</b>
<b>62800 · Facilities &amp; Equipment</b>					
62840 · Office Equipment	0.00	291.99	5,000.00	(4,708.01)	5.84%
62890 · Rent	1,452.31	11,583.57	18,000.00	(6,416.43)	64.35%
<b>Total 62800 · Facilities &amp; Equipment</b>	<b>1,452.31</b>	<b>11,875.56</b>	<b>23,000.00</b>	<b>(11,124.44)</b>	<b>51.63%</b>
<b>65000 · Office Administration</b>					
65010 · Books, Subscriptions, Dues	34.67	2,301.17	4,000.00	(1,698.83)	57.53%
65020 · Postage	15.99	297.86	600.00	(302.14)	49.64%
65030 · Printing	0.00	369.25	1,200.00	(830.75)	30.77%
65040 · Office Supplies	7.25	1,383.98	2,800.00	(1,416.02)	49.43%
65050 · Cell Phone	0.00	993.64	2,200.00	(1,206.36)	45.17%
65060 · Copier Lease	345.95	2,451.98	2,200.00	251.98	111.45%
65070 · Copier Printing Costs	417.48	1,860.99	3,500.00	(1,639.01)	53.17%
65080 · Bank Fees	0.00	127.47	50.00	77.47	254.94%
65085 · Professional Development	25.00	1,505.00	5,000.00	(3,495.00)	30.10%
65090 · Meeting Expenses	(11.43)	2,777.24	5,000.00	(2,222.76)	55.54%
65095 · Miscellaneous Expense	0.00	0.00	250.00	(250.00)	0.00%
<b>Total 65000 · Office Administration</b>	<b>834.91</b>	<b>14,068.58</b>	<b>26,800.00</b>	<b>(12,731.42)</b>	<b>52.49%</b>
<b>65100 · Other Types of Expenses</b>					
65105 · Outreach	15.00	8,543.41	12,000.00	(3,456.59)	71.20%
65110 · Advertising	0.00	992.40	12,000.00	(11,007.60)	8.27%
65115 · Phone/IT/Fax	1,143.53	11,989.20	18,000.00	(6,010.80)	66.61%
65120 · Insurance	(815.33)	4,076.65	9,800.00	(5,723.35)	41.60%
65150 · Travel	0.00	2,004.71	8,000.00	(5,995.29)	25.06%
<b>Total 65100 · Other Types of Expenses</b>	<b>343.20</b>	<b>27,606.37</b>	<b>59,800.00</b>	<b>(32,193.63)</b>	<b>46.16%</b>
<b>66000 · Payroll Expenses</b>					
66005 · Salaries & Wages	13,421.79	140,676.69	200,000.00	(59,323.31)	70.34%
66010 · FITW Tax	1,044.80	10,943.72	15,000.00	(4,056.28)	72.96%
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	6,200.80	6,000.00	200.80	103.35%
<b>Total 66000 · Payroll Expenses</b>	<b>15,091.67</b>	<b>157,854.47</b>	<b>223,175.00</b>	<b>(65,320.53)</b>	<b>70.73%</b>
<b>Total Expense</b>	<b>28,265.38</b>	<b>301,859.32</b>	<b>469,975.00</b>	<b>(168,115.68)</b>	<b>64.23%</b>



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

	<u>December</u>	<u>YTD</u>	<u>Totals/Subtotals</u>
<b>Uncommitted Funds</b>	345,422.15		
<b>Committed Funds</b>	2,844,354.15		
<b>2018 Restricted Funds:</b>			
First Quarter Gaming Revenue		375,769.51	
Second Quarter Gaming Revenue		1,317,928.22	
Third Quarter Gaming Revenue		1,394,780.33	
Fourth Quarter Gaming Revenue		0.00	
			<b>3,088,478.06</b>
<b>Disbursements:</b>			
First Quarter Disbursements		711,429.09	
Second Quarter Disbursements		4,182,926.29	
Third Quarter Disbursements	452,801.75	3,118,040.68	
Fourth Quarter Disbursements		0.00	
			<b>8,012,396.06</b>

**Disbursements Detail**

**Grants/Settlements**

**Community Assets**

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

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

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

**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 December 31, 2018**

	<u>December</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	
		<u>172,736.71</u>	<u>172,736.71</u>
<b>Municipalities</b>			
Erie County		84,933.15	
Greene Township		84,933.15	
McKean Township		84,933.15	
Millcreek Township		84,933.15	
Summit Township		347,453.77	
Waterford Township		84,933.15	
		<u>772,119.52</u>	<u>772,119.52</u>
<b>Multi-Municipal Collaboration</b>			
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	
		<u>445,550.00</u>	<u>445,550.00</u>

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

	<u>December</u>	<u>YTD</u>	<u>Totals/Subtotals</u>
<b>Neighborhoods &amp; Communities</b>			
<b>Renaissance Block</b>			
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	25,000.00	
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	
			<b>258,170.00</b>
<b>Anchor Building</b>			
City of Corry		5,225.00	
Emmaus Ministries Inc	75,000.00	95,000.00	
Our West Bayfront		20,000.00	
Performing Artists Collective Alliance		18,625.00	
			<b>138,850.00</b>
<b>Small Business Financing</b>			
PSU - Ignite Erie Industry+University		250,000.00	
Ignite Erie - Beehive Networks	364,500.00	364,500.00	
Mercyhurst - Innovation District		295,000.00	
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	
			<b>5,209,500.00</b>
<b>Youth &amp; Education</b>			
GECAC - Summer Jobs	801.75	135,383.85	
			<b>135,383.85</b>
<b>Pilot Programs</b>			
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	
			<b>84,500.00</b>
<b>Total Funds Disbursements</b>	<b>452,801.75</b>	<b>8,012,396.06</b>	<b>8,012,396.06</b>

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

<b>Committed Funds:</b>	<u>December</u>	<u>Amount Remaining</u>	<u>Original Commitment</u>
<b>Renaissance Block</b>			
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	0.00	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
<b>Anchor Building</b>			
City of Corry		20,900.00	26,125.00
Emmaus Ministries, Inc.	75,000.00	5,000.00	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
<b>GECAC - Summer Jobs Program</b>	<b>801.75</b>	<b>14,616.15</b>	<b>150,000.00</b>
<b>PennVenture Partners</b>		<b>1,000,000.00</b>	<b>1,000,000.00</b>
<b>Blue Highway Capital</b>		<b>250,000.00</b>	<b>250,000.00</b>
<b>Shaping Tomorrow</b>			
Empower Erie - Community College		370,000.00	400,000.00
Erie's Public Schools - Tech After Hours		66,666.50	200,000.00
<b>Ignite Erie Beehive Network</b>			
Edinboro University Foundation	57,000.00	143,000.00	200,000.00
Erie Regional Library Foundation	85,000.00	115,000.00	200,000.00
Gannon University	25,000.00	175,000.00	200,000.00
Mercyhurst University	97,500.00	102,500.00	200,000.00
Penn State University (Behrend)	100,000.00	100,000.00	200,000.00
<b>Total Committed Funds</b>	<b>452,801.75</b>	<b>2,844,354.15</b>	<b>3,904,591.50</b>



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

<u>Date</u>	<u>Num</u>	<u>Name</u>	<u>December 2018</u>	<u>Memo</u>	<u>Amount</u>
12/03/2018	EFT	VISA		2018 October Visa - Tom	-25.00
12/03/2018	EFT	VISA		2018 October Visa - Perry	-356.86
12/03/2018	EFT	VISA		2018 October Visa - Tammi	-58.51
12/06/2018	2574	Emmaus Ministries Inc		Anchor Building - 2nd Payment	-75,000.00
12/06/2018	2575	Ridge Policy Group		2018 December Government Relations	-4,133.15
12/06/2018	2576	Sisters of Mercy		Renaissance Block - Final payment	-12,500.00
12/06/2018	2577	Velocity Network, Inc		Phone/IT/Fax	-786.07
12/10/2018	2578	Parker Philips		2018 November Professional Services	-2,490.00
12/12/2018	EFT	ECCA, Inc.		11/24/18 to 12/7/18 Payroll	-6,706.88
12/12/2018	EFT	Fidelity Investments		11/24/18 to 12/7/18 Reirement	-507.04
12/12/2018	2579	Greater Erie Community Action Committee		2018 Summer Jobs	-801.75
12/12/2018	2580	Parker Philips		Professional Services	-2,562.74
12/12/2018	2581	Penn State University		2018 December Rent	-1,452.31
12/17/2018	2582	ComDoc, Inc.		Copier Printing Costs	-417.48
12/18/2018	2583	Knox McLaughlin Gornal & Sennett		2018 Nov/Dec. Legal	-1,277.50
12/20/2018	2584	KimKopy Printing		Name Plate	-15.00
12/21/2018	2585	Edinboro University Foundation		2018 Beehives - 1st Installment	-57,000.00
12/21/2018	2586	Erie Regional Library Foundation		2018 Beehives - 1st Installment	-85,000.00
12/21/2018	2587	Gannon University		2018 Beehives - 1st Installment	-25,000.00
12/21/2018	2588	Mercyhurst University		2018 Beehives - 1st Installment	-97,500.00
12/21/2018	2589	Penn State Erie, The Behrend College		2018 Beehives - 1st Installment	-100,000.00
12/28/2018	EFT	ECCA, Inc.		12/8/18 to 12/21/18 Payroll	-7,450.29
12/28/2018	EFT	Fidelity Investments		12/8/18 to 12/21/18 Retirement	-507.36
12/28/2018	2590	Wells Fargo Financial Leasing		2019 January Copier Lease	-345.95

ERIEBANK

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



SCORECARD	CASHBACK CURRENT BALANCE	CASHBACK PAYOUT DATE
	\$54.74	05/15/19

**Account Summary**

Billing Cycle		11/09/18
Days In Billing Cycle		30
Previous Balance		\$3,794.86
Purchases	+	356.86
Cash	+	0.00
Special	+	\$0.00
Balance Transfers	+	\$0.00
Credits	-	\$0.00
Payments	-	\$3,794.86
Other Charges	+	\$0.00
Finance Charges	+	0.00
<b>NEW BALANCE</b>		<b>\$356.86</b>

**Credit Summary**

Total Credit Line	\$25,000.00
Available Credit Line	\$24,643.00
Available Cash	\$24,643.00
Amount Over Credit Line	\$0.00
Amount Past Due	\$0.00
Disputed Amount	\$0.00

**Account Inquiries**

- Customer Service: (800) 423-7503  
Report Lost or Stolen Card: (727) 570-4881
- Visit us on the web at:  
www.MyCardStatement.com
- Please send Billing Inquiries and Correspondence to:  
PO BOX 30495 TAMPA, FL 33630-3495

**Payment Summary**

NEW BALANCE	\$356.86
MINIMUM PAYMENT	\$356.86
PAYMENT DUE DATE	12/04/18

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

**Important Information About Your Account**

MANAGE YOUR CARD ACCOUNT ONLINE. IT'S FREE! IT'S EASY! SIMPLY GO TO WWW.MYCARDSTATEMENT.COM AND ENROLL IN OUR ONLINE SERVICE. YOU CAN REVIEW ACCOUNT INFORMATION, TRACK SPENDING, SET ALERT SERVICE, NOTIFICATIONS, DOWNLOAD FILES, AND MUCH MORE. MANAGING YOUR ACCOUNT IS FAST, SECURE AND EASY WITH MYCARDSTATEMENT.COM. ENROLL TODAY!  
PAY ONLINE OR VIEW YOUR ACCOUNT AT:  
IT'S THE SEASON TO BE SPENDING, SCORE CASHBACK WITH SCORECARD.

**Cardholder Account Summary**

Trans Date	Post Date	MCC Code	Reference Number	Description	Amount
10/24/18	10/25/18	4814	24493988297083004869432	AT&T*BILL PAYMENT 800-331-0500 TX	\$356.86 <i>phone/r/fax</i>
11/02/18	11/02/18	0000	74335268308001157178057	ACH PMT THANK YOU	\$3,794.86 -

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
11/09/18	\$356.86	\$356.86	12/04/18

\$

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

12 #### #### #### 6829 00035686 00035686

ERIEBANK

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



SCORECARD	CASHBACK CURRENT BALANCE	CASHBACK PAYOUT DATE
	\$27.33	05/15/19

**Account Summary**

Billing Cycle	11/09/18
Days in Billing Cycle	30
Previous Balance	\$1,543.50
Purchases	+ 58.51
Cash	+ 0.00
Special	+ \$0.00
Balance Transfers	+ \$0.00
Credits	- \$0.00
Payments	- \$1,543.50
Other Charges	+ \$0.00
Finance Charges	+ 0.00

**NEW BALANCE \$58.51**

**Credit Summary**

Total Credit Line	\$10,000.00
Available Credit Line	\$9,941.00
Available Cash	\$9,941.00
Amount Over Credit Line	\$0.00
Amount Past Due	\$0.00
Disputed Amount	\$0.00

**Account Inquiries**

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

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

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

**Payment Summary**

NEW BALANCE	\$58.51
MINIMUM PAYMENT	\$15.00
PAYMENT DUE DATE	12/04/18

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

**Important Information About Your Account**

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

PAY ONLINE OR VIEW YOUR ACCOUNT AT:

IT'S THE SEASON TO BE SPENDING, SCORE CASHBACK WITH SCORECARD.

**Cardholder Account Summary**

Trans Date	Post Date	MCC Code	Reference Number	Description	Amount
10/18/18	10/19/18	5045	24430998291400815164756	MSFT * E05006W93V 800-642-7676 WA	\$0.80 <i>phone/r/fax</i>
10/21/18	10/22/18	7399	24692168294100326995314	STAMPS.COM 855-608-2677 CA	\$15.99 <i>postage</i>

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

#### #### #### 8023

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

AMOUNT OF PAYMENT ENCLOSED

Closing Date			
11/09/18	\$58.51	\$15.00	12/04/18

\$

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

e-Statement

MAKE CHECK PAYABLE TO:

VISA  
PO BOX 4512  
CAROL STREAM IL 60197-4512

12 #### #### #### 8023 00001500 00005851

ERIEBANK

ERIE COUNTY GAMING  
TAMMI MICHALI

Account Number: #### #### #### 8023  
Closing Date: 11/09/18  
Credit Limit: \$10,000.00 Available Credit: \$9,941.00



15030

Cardholder Account Summary Continued

Trans Date	Post Date	MCC Code	Reference Number	Description	Amount
10/30/18	10/31/18	5199	24224438304101016197908	KOLDROCK WATER 814-452-0200 PA	\$7.25 off supp
11/02/18	11/02/18	0000	74335268306001157178057	ACH PMT THANK YOU	\$1,543.50 -
11/05/18	11/07/18	5968	24789308310334502866918	ERIE TIMES NEWS CIRCULATI 814-8701600 PA	\$34.67 subs

Additional Information About Your Account

ScoreCard CashBack Earnings as of 11/08/18

SCORECARD	Beginning Balance	Current Earned	CashBack Adjusted	Ending Balance	CashBack Payout Date
	\$26.70	\$0.63	\$0.00	\$27.33	08/16/19

Interest Charge Calculation/Plan Level Information

Plan Description	ICM <sup>1</sup>	Balance Subject to Interest Rate	Periodic Rate	Annual Percentage Rate (APR) <sup>2</sup>	Interest Charge	Ending Balance
<b>CURRENT</b>						
PURCHASES	E	\$ 0.00	0.7500%	9.00% (V)	\$ 0.00	
CASH	F	\$ 0.00	0.7500%	9.00% (V)	\$ 0.00	
<b>FEES/INTEREST CHARGE</b>					\$ 0.00	
<b>TOTAL</b>				0.00%	\$ 0.00	\$ 58.51

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



ERIEBANK

ERIE COUNTY GAMING  
TOM MAGGIO  
Account Number: #### #### #### 7397  
Page 1 of 4



SCORECARD CASHBACK CURRENT BALANCE CASHBACK PAYOUT DATE  
\$0.44 05/15/19

Account Summary

Billing Cycle		11/09/18
Days In Billing Cycle		30
Previous Balance		\$25.00
Purchases	+	25.00
Cash	+	0.00
Special	+	\$0.00
Balance Transfers	+	\$0.00
Credits	-	\$0.00
Payments	-	\$25.00
Other Charges	+	\$0.00
Finance Charges	+	0.00

NEW BALANCE \$25.00

Credit Summary

Total Credit Line	\$5,000.00
Available Credit Line	\$4,975.00
Available Cash	\$4,975.00
Amount Over Credit Line	\$0.00
Amount Past Due	\$0.00
Disputed Amount	\$0.00

Account Inquiries

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

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

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

Payment Summary

NEW BALANCE	\$25.00
MINIMUM PAYMENT	\$25.00
PAYMENT DUE DATE	12/04/18

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

Important Information About Your Account

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

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Cardholder Account Summary

Trans Date	Post Date	MCC Code	Reference Number	Description	Amount
10/18/18	10/17/18	5192	24492158289637711660557	SAVEYOUR.TOWN SAVEYOUR.TOWN IA	\$25.00 training
11/02/18	11/02/18	0000	74335268306001157178065	ACH PMT THANK YOU	\$25.00 -

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

#### #### #### 7397

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

AMOUNT OF PAYMENT ENCLOSED

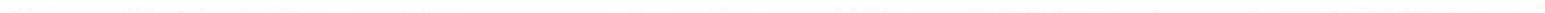
Closing Date	Total Minimum Payment Due	Payment Due Date
11/09/18	\$25.00	12/04/18



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

e-Statement  
MAKE CHECK PAYABLE TO:  
VISA  
PO BOX 4512  
CAROL STREAM IL 60197-4512

12 #### #### #### 7397 00002500 00002500





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

**EXECUTIVE  
DIRECTOR'S  
REPORT  
FOR  
JANUARY  
2019**



## ECGRA Investments with Bridgeway Capital (BWC)

### Summary

- ECGRA's funding is targeted to Erie County. This means that contractually any investment in BWC must be spent on businesses or nonprofits in Erie County, PA.
- ECGRA requires a minimum of 1-1 match for all dollars granted and loaned. Often, leverage is higher.
  - Match must be spent in Erie County.
  - BWC matching funds to date have been 9-1 (2015-2018).
- ECGRA has made four investments in BWC totaling \$3,900,000:
  - \$100,000 Urban Erie Entrepreneur Program (pilot project grant in Mar 2015)
  - \$1,000,000 Erie Growth Fund (loan in Jan 2016)
  - \$300,000 Minority Business Accelerator Program (grant in Oct 2018)
  - \$2,500,000 Erie Inclusive Fund (loan in Oct 2018)
- BWC has wisely invested ECGRA dollars and its own dollars in 35 businesses since 2015. 33 of those businesses are still in operation.
  - Between the Erie Growth Fund and the Urban Entrepreneur program there have been 40 loans made. Of the loans granted, 99.88% are in good standing.
  - 13 minority-owned businesses have been funded for a total of \$900,249.
  - 13 woman-owned businesses have been funded for a total of \$955,104.
  - 30 new full-time jobs have been created thus far. These funds are projected to create 80 full-time jobs.
- These figures represent ECGRA/BWC funding partnerships. The actual investment in Erie County by BWC funds is over \$11.4 million (2012-2018).

## Grants & Loans to BWC, Terms, Chronology

The ECGRA Board of Directors has made four tranches of funding to BWC.

The first was a \$100,000 grant in a pilot project called the **Urban Erie Entrepreneur Program**. This grant was entered **March 2015**. This pilot project called for investment of microloans in minority owned businesses in Erie County with a focus on inner-city businesses.

### *Tranche #1 Urban Erie Entrepreneurs Program*

ECGRA Grant	\$100,000
BWC Match	Targeted Match: \$100,000 Actual Match: \$103,520
Terms	5 years
Activities	A) Micro Loans of \$50,000 or less B) Community development loans targeted disadvantaged entrepreneurs C) In-house technical assistance provided to loan prospects and recipients
Geography	All loans will be made in Erie County-based businesses
Target	Inner-city entrepreneurs, low-income census tracts, credit scores below acceptable bank threshold
Metrics	At least 10 businesses will receive loans and technical assistance

The second was a \$1,000,000 mission-related investment (MRI) in a new fund known as the **Erie Growth Fund**. This MRI was entered **January 2016**. The Erie Growth Fund allows for investments in both startups and existing businesses that are expanding employment, services, and markets.

*Tranche #2 Erie Growth Fund*

ECGRA Loan	\$1,000,000
BWC Match	Targeted Match: \$4,000,000 Actual Match to date: \$6,092,845
Terms	10 years; 3% interest rate
Activities	A) Micro Loans aka entrepreneur loans of \$100,000 or less B) Growth Loans of \$100,000 or more C) Community development loans D) In-house technical assistance provided to loan recipients
Geography	A minimum of \$2,000,000 will be invested in Erie County-based businesses. To date, over \$6 million has been invested in Erie County-based businesses.
Target	At minimum 60% will be invested in distressed census tracts/neighborhoods/commercial districts. For profit & nonprofit.
Metrics	At least 40 jobs will be created or retained

The third and fourth tranches were approved simultaneously by the board in **October 2018**: a \$300,000 grant to continue and ramp up technical assistance in the form of a **minority-owned business accelerator** and a \$2,500,000 MRI to create the **Erie Inclusive Fund**. The accelerator is designed to provide intensive coaching services developed by BWC's Director of Entrepreneur Education, ongoing monitoring of the business development process, and revenue projections to track progress and stability. The Fund will deploy at least half its capital with minority-owned businesses in Erie County. The other half will also go to Erie County-based businesses less the restriction.

*Tranche #3 Minority-owned Business Accelerator*

ECGRA Grant	\$300,000
BWC Match	\$300,000
Terms	3 years
Activities	<ul style="list-style-type: none"> <li>A) 18-month intensive accelerator model</li> <li>B) Growth Wheel, a cloud-based business planning and revenue projection platform</li> <li>C) 20-point business review (concept, organization, customer relations, operations)</li> <li>D) Additional training based on need</li> <li>E) Entrepreneur support network</li> </ul>
Geography	Minimum of 18 minority entrepreneurs based in Erie County
Target	Minority owned businesses (African American, Asian, Hispanic, Women-owned)
Metrics	18 minority entrepreneurs



**Tranche #4 Erie Inclusive Fund**

<b>ECGRA Loan</b>	<b>\$2,500,000</b>
<b>BWC Match</b>	<b>\$2,500,000</b>
<b>Terms</b>	<b>10 years; 1% interest rate</b>
<b>Activities</b>	A) Micro Loans aka entrepreneur loans of \$100,000 or less B) Growth Loans of \$100,000 or more C) Community development loans D) In-house technical assistance provided to loan recipients
<b>Geography</b>	<b>All businesses will be Erie County-based.</b>
<b>Target</b>	<b>At least half the fund will be targeted to minority-owned business in Erie County</b>
<b>Metrics</b>	At least 20 minority entrepreneurs provided growth or startup capital. At least 40 jobs shall be created or retained at Erie County-based businesses. Credit scores improved at minority-owned businesses Reactivated storefronts in distressed commercial corridors and neighborhoods



Customer	Loan Amount	Fund	Source	In busi	Ful Writt	Minor	Woman	Owned
North East Dairy Queen	\$182,600	Erie Growth	Match	Yes	3	No	No	
Erie Ale Works	\$148,000	Erie Growth	ECGRA	Yes	2	No	No	
Learning Ladder Early Child Care Center	\$150,000	Erie Growth	Match	Yes	6	Yes	No	
The Juice Jar	\$32,975	Erie Growth	Match	Yes	0	No	Yes	
A R Landscape and Outdoor Services	\$50,000	Erie Growth	Match	Yes		No	No	
Water Sprout Farm	\$50,000	Erie Growth	Match	No	0	No	No	
French Maids LLC	\$115,000	Erie Growth	Match	Yes	0	No	Yes	
Dominick's Diner LLC	\$176,000	Erie Growth	Match	Yes		No	No	
Dominick's Diner LLC	\$139,000	Erie Growth	Match	Yes		No	No	
World of Care	\$46,547	Erie Growth	ECGRA	Yes	0	Yes	Yes	
FW Millworks	\$188,020	Erie Growth	Match	Yes	2	No	No	
Monica's Child Care Center	\$86,000	Erie Growth	Match	Yes	0	Yes	Yes	
Rapid Mold Solutions	\$525,000	Erie Growth	Match	Yes	0	No	No	
Jack Frost Donuts	\$30,000	Erie Growth	Match	Yes	1	No	Yes	
Presque Isle Brass	\$180,000	Erie Growth	Match	Yes	0	No	No	
Ember + Forge - split	\$55,500	Erie Growth	ECGRA	Yes		No	Yes	
Ember + Forge - split	\$55,500	Erie Growth	Match	Yes		No	Yes	
Griswold Enterprises	\$2,300,000	Erie Growth	Match	Yes	0	No	No	
Verify Services	\$50,000	Erie Growth	Match	Yes	6	No	Yes	
Autumn's Beauty Supplies - split	\$39,000	Erie Growth	ECGRA	Yes	3	Yes	Yes	
Autumn's Beauty Supplies - split	\$39,000	Erie Growth	Match	Yes	0	Yes	Yes	
Johnson Real Estate Properties	\$120,000	Erie Growth	ECGRA	Yes	0	Yes	No	
AJS Property LLC & Accurate Performance	\$58,750	Erie Growth	Match	Yes	0	No	No	
Handled With Care Childcare Facility	\$130,000	Erie Growth	Match	Yes		Yes	Yes	
Lake Erie K-9 Concepts LLC	\$130,000	Erie Growth	Match	Yes	0	No	Yes	
Just Say Yes Workforce Solutions	\$60,000	Erie Growth	ECGRA	Yes	0	No	No	
Hoffman West Group LLC	\$1,000,000	Erie Growth	Match	Yes	0	No	No	
ReliantMolding	425,000.00	Erie Growth	Match	Yes		No	No	
MonicasChildCare	100,882.00	Erie Growth	ECGRA	Yes	0	Yes	Yes	
	<b>6,662,774.00</b>							
DLish	15,000.00	Urban Entrep	ECGRA	Yes	0	Yes	No	
DLish	13,820.40	Urban Entrep	ECGRA	Yes	0	Yes	No	
MasterBarbers	15,000.00	Urban Entrep	ECGRA	Yes	1	Yes	No	
DapperDonsStyling	15,000.00	Urban Entrep	ECGRA	Yes	1	Yes	No	
HERPowerInc	15,000.00	Urban Entrep	ECGRA	Yes	1	Yes	Yes	
ElusiveFox - split	11,180.00	Urban Entrep	ECGRA	Yes	1	No	Yes	
ElusiveFox - split	3,520.00	Urban Entrep	Match	Yes	0	No	Yes	
CrenshawBrothersCon	50,000.00	Urban Entrep	Match	Yes	0	Yes	No	
BlueRockConstruction	50,000.00	Urban Entrep	Match	Yes	3	Yes	No	
AMICChildCare	15,000.00	Urban Entrep	ECGRA	No	0 15k	Yes	Yes	
	<b>203,520.40</b>							





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

**Erie Lead Asset Award**

**AGENDA**

**Perry Wood**  
**Kim Thomas**  
**Gary Lee**  
**Mike Paris**

**Background/Emcee**  
**DCED Northwest Regional Dir.**  
**Erie County Executive's Office**  
**ECGRA Board Chairman**

**CHECK PRESENTATION:**

**Individual Presentations (amounts attached)**

**MEMO: Lead Community Asset**

**Media Q & A**





## ECGRA Extends Impact of Gaming Funds through Long-Term Investment in Lead Assets

*8<sup>th</sup> Year Investing in Erie County's Nine Lead Place-Making Organizations*

**ERIE, PA (December 11, 2018)** Erie County Gaming Revenue Authority (ECGRA) awarded \$454,833 today to the nine Lead Asset organizations, further extending the long-term impact of gaming revenue in Erie County. Since 2011, ECGRA has made eight major cash investments in each of the nine organizations totaling \$5,113,105.

"By design, our continued investment in Erie County's Lead Assets is an investment in the future of our community and its attractiveness to young people, business owners, and visitors," said **Perry Wood, Executive Director, ECGRA**. "Erie's vitality depends on the sustainability of these core organizations, each of them anchoring and elevating our quality of place. These Lead Assets help enhance economic development efforts, and they need to be sustained for our community to thrive."

In 2011, ECGRA designated and made its first investment in the Erie County Lead Assets. These nine place-shaping culture-, heritage-, and entertainment-based nonprofits, essential to the continued vitality of the region, are: **Erie Art Museum, Erie Arts & Culture, Erie County Historical Society, Erie Philharmonic, Erie Playhouse, Erie Zoological Society, experience Children's Museum, Flagship Niagara League, and the Mercyhurst Institute for Arts & Culture.**

"ECGRA is making a lasting impact by investing in an endowment that will benefit our community in perpetuity," said **The Erie Community Foundation President Mike Batchelor**. "Grants to anchor community institutions from this endowment fuel our economy and help strengthen the capacity of the fund, which will benefit Erie County for generations to come."

In 2012, ECGRA committed to sustain Lead Assets in perpetuity and created the Erie County Lead Assets Endowment, now valued at \$13.2 million, held in trust at The Erie Community Foundation.

In grant and endowment funding, ECGRA has invested a total of \$16,313,896 in the Erie County Lead Assets representing more than 29% of the more than \$50 million ECGRA has distributed since 2009.

ECGRA invested the following in each of the nine organizations below:

<b>LEAD ASSET</b>	<b>AWARD</b>
Erie Art Museum	\$47,037.54
Erie Arts & Culture	\$37,969.39
Erie County Historical Society	\$28,047.09
Erie Philharmonic	\$49,074.38
Erie Playhouse	\$48,163.51
Erie Zoological Society	\$141,600.97
expERIEence Children's Museum	\$17,366.17
The Flagship Niagara League	\$52,519.43
Mercyhurst Institute for Arts & Culture	\$33,054.53
<b>TOTAL</b>	<b>\$454,833.00</b>

####





## ECGRA Invests \$1 million in Northwest PA Beehives

*Local Colleges, Universities and Entrepreneurs are Buzzing About Erie County Beehives*

**ERIE, PA (December 13, 2018)** Local colleges and universities, and local entrepreneurs are buzzing about Erie's new Beehives. At the Erie Regional Chamber and Growth Partnership Business After Hours, hosted by Gannon University's Beehive on Thursday, the **Erie County Gaming Revenue Authority (ECGRA)** announced its \$1 million investment in the Northwest Pennsylvania Innovation Beehive Network.

The funding will support the Northwest PA Beehive Network, a new collaborative initiative between Edinboro University, Penn State Behrend College, Gannon University, Mercyhurst University, and the Idea Lab at Blasco Library to provide free assistance to regional entrepreneurs and organizations in areas such as public relations, advertising, graphic design, web design, market intelligence, business planning, prototyping, and social media management.

"If ever there was an optimal time to start a new business in Erie County, it is right now," said Perry Wood, Executive Director, ECGRA. "These beehives are the most exciting community engagement initiative involving our colleges and universities, and Erie County entrepreneurs, ever. Fresh, inclusive, accessible, and the breadth and scope of the services that are going to be providing to help new and existing business in Erie County is something that everyone should be talking about."

Beehives are physical, innovation spaces on a university campus or publicly accessible facility. They provide equipment, talent, and opportunities for collaboration between institutions and entrepreneurs. The substance of a Beehive is the student-driven interactions that take place between the entrepreneur and university or other institution. Students must be properly matched with the entrepreneur to solve the problem at hand. Those problems include prototype and product development, branding and communications, business intelligence and modeling, market analysis, cybersecurity, engineering, and information technology.

## ABOUT BEEHIVES

The Beehive concept grew out of the Ignite Erie Industry+University initiative, which provides a communications platform built, central to Beehive success. Beehives may exist at separate institutions, but they are required to communicate with the Ignite Erie collaborative. Civic-minded collaboration among institutions, on behalf of the entrepreneur, is central to the model developed by those participating stakeholders.

A distinguishing feature of the Beehive approach is the focus on an area of strength. Each institution has a niche strength that can be aggregated into one network in order to transform the region's economic development system. Beehives have the potential to do that, if they offer a product or service that the entrepreneur wants and needs.

## PURPOSE OF FUNDING

ECGRA's strategic plan calls on investment in small business development as a key strategy in community revitalization. Beehive funding is designed to catalyze 501c3, nonprofit organizations such as universities to participate in the economic development system of Erie County. Beehive grants provide vital matching funds to encourage the development of entrepreneurial support services at local institutions that have this purpose in their mission. Beehives leverage their institutional size and scale to provide entrepreneurs with products and services that are needed to grow the Erie County economy.

## BEEHIVE DESIGN

- **Accessibility.** The entrepreneur needs to feel welcome in accessing the space. This does not mean that the public should have unfettered access to a Beehive. Each institution will need to develop a process around access that ensures safety and security for both the entrepreneur and the institution as well as a matchmaking process to connect entrepreneurs with institutional resources that make sense. A description of that process should be publicly accessible. An example would be an intake form on a public facing website.
- **Student & community engagement.** Beehives should be considered labs for open innovation. Accessing student talent and community mentoring recognizes that entrepreneurs need resources, students need real world experience, and local mentors are available for guidance. The "open lab" concept recognizes that the research is user/entrepreneur-oriented, not driven by the university/institution. This requires institutions like universities to engage those that are interested in helping entrepreneurs solve problems. It also requires entrepreneurs capable of being assisted by institutional resources.
- **Mission-driven nonprofit.** The institution applying for the Beehive grant should be accessing these funds to help fulfill its mission of regional economic development. Beehives are not intended to compete with the services offered by the private sector. They are led by mission-driven nonprofits that have discovered a gap in the current system of offerings to entrepreneurs.

## BEEHIVE GRANT GOALS

- Create and retain jobs by supporting local entrepreneurs/industry through innovation.
- Provide institutions like universities the seed funding to launch and/or expand the services, equipment, and talent necessary to establish a Beehive on their respective campus.

- Continue the industry-university engagement that was started by the Ignite Erie collaborative in 2015.
- Further engage the universities of Erie County and other institutions in providing services necessary to assist entrepreneurs/industry in starting new businesses and expanding existing businesses.

#### **GRANT GUIDELINES**

- A funding bucket of \$1,000,000 is available for the 2018 grant cycle
- A maximum of \$250,000 per application
- One application can be submitted per applicant
- Grant contracts will run three (3) years with the option to extend one (1) year

####





## ECGRA: December 15 – January 15, 2018 Activity Report

### Meetings, Phone Calls, Emails, and Other Work

12/19/2018	Meeting with Craig Buerstatte, head of the Office of Innovation at the Economic Development Administration, about ensuring innovation investment in Erie
1/7/2019	Flagged ARC POWER Grant
1/10/2019	Phone call with Perry to discuss four main priority focus areas for ECGRA in 2019 and assign points of contact to those priorities
1/10/2019	Provided information on Healthy Partnerships for Children Program
1/10/2019	Followed-up on potential dates for meeting with Congressman Kelly and local leaders on infrastructure priorities
Throughout December and January	Continued to monitor opportunity zone regulations to ensure they promote innovation and entrepreneurship

### Potential Opportunities Discussed and Provided

#### **POWER 2019**

The Request for Proposals for POWER 2019 is now available. ARC will begin accepting applications for funding on February 1, 2019, and are due April 10, 2019, 5:00pm (EDT). Approximately \$45 million will be awarded through a competitive granting process.

In Fiscal Year 2019, ARC's POWER Initiative will continue focusing on investments that are regional, strategic, transformational, and maximize economic revitalization in Appalachia's coal-impacted communities.

POWER investment priorities include:

- Building a competitive workforce;
- Enhancing access to and use of broadband services;
- Fostering entrepreneurial activities; and
- Developing industry clusters in communities; and
- Strengthening substance abuse response.

Eligible funding applicants include:

- Local development districts;
- Indian Tribes or a consortium of Indian Tribes;
- States, counties, cities, or other political subdivision of a state, including a special purpose unit of a state or local government engaged in economic or infrastructure development activities, or a consortium of political subdivisions;
- Institutions of higher education or a consortium of institutions of higher education; and
- Public or private nonprofit organizations or associations.

Before submitting a funding proposal, potential applicants must contact the appropriate ARC state program manager for specific guidance pertaining to the eligible use of POWER funds in their state.



Deadline: April 10, 2019, 5:00pm (EDT).

More information: <https://www.arc.gov/funding/power.asp>

**The Healthy Tomorrows Partnership for Children Program (HTPCP)**

The purpose of this program is to support community-based services aimed at improving the health status of children, adolescents, and families in rural and other underserved communities by increasing their access to health services. This program supports the Health Resources and Services' (HRSA's) goals to improve access to quality health care and services, build healthy communities, and improve health equity. Community-based programs and evidence-based models of care that build on existing community resources will be implemented and evaluated to demonstrate program impact. This program supports collaboration between local pediatric providers and community leaders in an effort to provide quality health care and preventive health services to children, adolescents, and families in rural and other underserved communities. HTPCP funding supports projects that provide clinical or public health services, and does not support research projects. HTPCP applications **MUST** represent either a new initiative (i.e., project that was not previously in existence) within the community or an innovative new component that builds upon an existing community-based program or initiative.

## MISSION MAIN STREET

2019 – 2021

### PROJECT SUMMARIES

#### ROUND 1 OF 3

**Project Sponsor:** Borough of North East

**Project Name:** Clinton Street Business District – North East’s “Original” Main Street

**Project Summary:** The Borough of North East will address blight on the Clinton Street commercial district which is located between I-90 and downtown North East. The area had been the borough’s original commercial area serving railroad passengers and railroad commerce. The project is comprised of three major elements: 1.) façade and building improvements, 2.) streetscape improvements, and 3.) aesthetic improvements along Route 89 - specifically the two railroad underpasses.

**Request:** \$250,000 over three years

**Match:** \$839,500. (Required match: \$250,000)

**Match Summary:** Matching funds have not been secured. North East estimates that \$406,000 in private investment will match façade and energy efficiency improvement grants, and \$433,500 will come from PennDOT and/or DCED for gateway and streetscape improvements.

**Need:** Through public meetings, the borough has determined that there is interest in the program. There is also supporting information about the condition of the buildings and the underpass which demonstrates a need for improvements.

**Comments:** Prior to this application, the borough did not apply for Mission Main Street funding. Downtown North East had been the driver of efforts to initiate façade improvements, marketing, and promotions for the traditional downtown center and achieved success doing so.

The borough has already programmed all its initial Renaissance Block Program funds and the borough manager has displayed an ability to deliver a successful program. He has the support of the council, chamber of commerce, and Downtown North East for the current proposal.

The façade and energy efficiency improvements will be a centerpiece of the program lasting three years. Matching funds should not be a problem as property owners will contribute those.

**Recommendation:** Provide funding for the façade program and release additional funding as matching funds are received. \$140,000 for 2019, \$100,000 for 2020, and \$10,000 for 2021.





**Project Sponsor:** Borough of Union City

**Project Name:** Preservation Plan for the Borough of Union City

**Project Summary:** The Borough of Union City will undertake a preservation strategy to preserve the architectural heritage of its downtown historic district including architectural drawings and cost estimates for 19 storefront renovations which will serve as the basis for its next Mission Main Street façade program.

**Request:** \$10,000 for 2019

**Match:** \$40,000

**Match Summary:** \$25,000 in matching funds have been secured by a state grant from the Pennsylvania Historic and Museum Commission (PHMC) and the borough.

**Need:** Through public meetings, the borough has determined that there is interest in continuing the program. The Borough's demand for façade restorations exceeded available funding in the last round of Mission Main Street. The property owners needed assistance from design professionals before contracting renovation work. The project will provide that resource.

**Comments:** The project is ready to go, and Union City has the match in hand. Completion of the project will enable Union City property owners to take on storefront and other building restoration projects with confidence and some certainty about costs. Cindy Wells, the borough manager, has been able to bring the community together to complete numerous projects and has managed all ECGRA-funded projects in a timely manner.

**Recommendation:** Fully fund the project.



**Project Sponsor:** City of Erie

**Project Name:** Erie Downtown Streetscape Masterplan

**Project Summary:** The city of Erie will undertake a major investment in its State Street corridor between West 12<sup>th</sup> Street and West 3<sup>rd</sup> Street including streetlights, benches, sidewalk improvements, street trees, and functional improvements to the roadway.

**Request:** \$250,000 for 2019

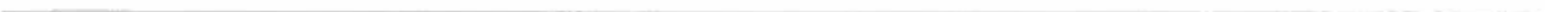
**Match:** \$1,250,000

**Match Summary:** Matching funds have been secured through PennDOT (\$250,000) and the state's Redevelopment Assistance Capital Program (RACP) in the amount of \$1,000,000. Total project cost is \$1,500,000.

**Need:** There have been several vetted public plans that call for the investment of funds in streetscape projects along the city of Erie's State Street: Erie Refocused, the Erie Downtown Master Plan, and the Urban Land Institute's (ULI) recent analysis of the city. The city did perform a downtown streetscape masterplan in 2010 highlighting specific actions.

**Comments:** The streetscape project compliments the recent façade improvements made with Mission Main Street funds in downtown Erie over the past four years. Matching funds are in hand and the project is ready to begin in the summer of 2019. ECGRA staff did ask for a more detailed scope of work and cost estimates which the city is in the process of preparing.

**Recommendation:** Fund the project at the requested amount.



**Project Sponsor:** Erie Downtown Partnership (EDP)

**Project Name:** Designing a Better Downtown Experience through Placemaking and Elevation of Built Environment

**Project Summary:** Erie Downtown has proposed a multi-faceted, 3-year main street program designed to improve the downtown's streetscapes, storefronts, public spaces, and security. In addition, it will create design guidelines for downtown property owners, add security cameras, engage in promotions and placemaking, and install gateways between districts.

**Request:** \$250,000 for 2019-2020

**Match:** \$250,000

**Match Summary:** Matching funds have been secured through grants, tax credit funds, property owner contributions, and the organization's cash.

**Need:** The Downtown Partnership has participated in the Mission Main Street program for several years and has documented interest in continuing its storefront improvement projects. Working in conjunction with the new city of Erie administration, the Partnership will focus on State Street and support new development around Erie Insurance.

**Comments:** The proposed program address current needs and various public plans. The partnership was asked to alter its budget to have ECGRA fund more façade projects and have non-ECGRA funds be committed to gateway and art projects. EDP has successfully programmed and completed its previous Mission Main Street projects and has the staff capability to complete a larger project.

**Recommendation:** Fund fully in three one-year increments as described in applicant's budget: \$70,000 year 1, \$145,000 year 2, and \$35,000 year 3.





COUNTY OF ERIE, PA

**Fiore Leone, District 3**  
**Erie County Council**

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

December 14, 2018


Mr. Dominick DiPaolo  
1563 West 38<sup>th</sup> Street  
Erie, PA 16508

Dear Dom:

I am pleased to inform you that your reappointment to the Erie County Gaming Revenue Authority was approved on Tuesday, December 11, 2018, by unanimous vote. Your term will expire on December 31, 2023.

I would like to thank you for your continued willingness to serve on this Board. Your input and experience is extremely valuable to the Erie County Gaming Revenue Authority.

Sincerely,

  
Fiore Leone,  
Erie County Council, District 3

cc: ✓ Perry Wood, Executive Director  
File







January 4, 2019

Erie County Gaming Revenue Authority  
5340 Fryling Rd, Ste 201  
Erie, PA 16510-4672

Dear Friends:

Your donation to House of Mercy, a ministry of the Sisters of Mercy, is most graciously appreciated. Your gift of \$12,500.00, received 12/20/2018, ensures House of Mercy's presence to the people in a developing, ethnically and economically diverse neighborhood.

Catherine McAuley, Foundress of the Sisters of Mercy, left us with the following as noted in the Cork Manuscript:

*Our charity is to be cordial. Now cordial signifies something that renews, invigorates and warms. Such should be the effect of our love for each other.*

Should you have any questions, or would like our sisters to remember your special intentions, please do not hesitate to contact our Director of Development, Linda Sroka. She may be reached at (716) 821-0838.

Again, thank you for your support! May God's blessings and peace be with you.

Most sincerely,

*Sister Nancy Hoff, RSM*

Sister Nancy Hoff, RSM  
Coordinator

Sisters of Mercy – New York, Pennsylvania, Pacific West Community

*We so appreciate your support of this much needed ministry.*

NH: wsh

The Sisters of Mercy of the Americas – New York, Pennsylvania, Pacific West Community certifies that you received no material goods or services from us in connection with your donation.

Your contribution should be fully tax deductible as allowed by law.

**Please retain this letter as it serves as your receipt for tax purposes.**

*Please remember us in your Estate and Will planning.*



## City budgets \$20,000 for summer jobs program

Program has never received city-provided funding

By Kevin Flowers  
kevin.flowers@timesnews.com

The city of Erie for the first time could be poised to financially support a county jobs program for low- and middle-income young people.

Mayor Joe Schember's proposed \$81.9 million budget for 2019 earmarks \$20,000 for Erie County government's Summer Jobs and More program, which provides young people with critical workplace experience that includes hands-on training and soft-skills development.

Nearly 600 young people have participated in the program and worked for dozens of local employers since the program was launched in 2014.

Former Mayor Joe Sinnott's administration had declined to contribute financially to the program.

See PROGRAM, A3

## PROGRAM

From Page A1

Sinnott told the Erie Times-News that the city's limited resources were focused on fighting crime, summer recreation programs and other priorities.

He also noted that the city provides summer jobs to young people independent of the county program, such as in its parks operations.

It's unclear whether Schember's proposal will remain in the city's budget.

Erie City Council, which is wrestling with an \$11 million deficit, has the power to change the budget proposal.

City Councilwoman Kathy Schaaf said that although \$20,000 is a small part of the budget, and she likes the county program, "I wish another organization would pick that up. We're really struggling right now."

Councilman Jim Winarski said he's neutral on the issue. Winarski said he expects council members to talk about the summer jobs program at a planned budget session Saturday morning at City Hall.

"It's not a lot of money, and it's a good program," Winarski said, "but it's something we need to talk about."

Councilman Mel

Witherspoon said he supports the allocation "only if it's not hurting some other area" of the budget.

"We haven't talked about it much," Witherspoon said. "If it's affecting something else, maybe we have to get rid of it and try to do it (in 2020)"

Schember said he hopes the \$20,000 contribution is the start of annual city support for the program, "and as our financial situation improves, I hope to see our contribution increase."

Schember also said he expects the city to serve as one of the program's 50-plus employers in 2019.

"I think it's a very good program that's helping our youth create better lives for themselves, particularly our low- and moderate-income youth," Schember said. "And a lot of the young adults helped in this program are city residents. It's appropriate."

Gary Lee, the county's director of administration, said he was thrilled by the city's decision. Lee said he met with Schember about the program earlier this year.

Lee said that "68 percent to 70 percent" of the job program's participants live in the city.

"Mayor Schember sees the value of the program," Lee said.

Summer JAM started as a

collaboration between Erie County government, the Erie County Gaming Revenue Authority and the Erie Community Foundation. The Greater Erie Community Action Committee administers the program.

In 2018, the county and Gaming Revenue Authority each invested \$150,000 into the program, and the Community Foundation provided \$60,000. Other financial contributors have included Erie Insurance, Gannon University, National Fuel and Highmark.

Lee said the program expects similar contributions from the county, gaming revenue authority and Erie Community Foundation in 2019.

The money pays for administrative costs, training and the wages of the employees, who receive \$7.25 per hour for up to 180 hours of work. There is no cost to participating businesses.

The program is open to county residents between the ages of 16 and 21 who come from families with income equal to or below 250 percent of the federal poverty line, which for a family of four is \$62,750.

Kevin Flowers can be reached at 870-1864 or by email. Follow him on Twitter at [www.twitter.com/ETNflowers](http://www.twitter.com/ETNflowers).

## ECGRA sweetens pot, adds \$1 million to beehives' budgets

By Matthew Rink  
matthew.rink@timesnews.com

The Erie County Gaming Revenue Authority is adding a little more honey to the beehives.

ECGRA officials on Thursday announced that they will infuse \$1 million into the Northwest Pennsylvania Innovation Beehive Network, an initiative between Edinboro, Penn State Behrend, Gannon and Mercyhurst universities and the Erie County District Library to spur small business development and entrepreneurship.

The announcement comes a little more than a year after the universities unveiled the partnership in which the four schools and library specialize in a different aspect of business development at so-called "beehive" labs. Each of the five labs will receive \$200,000.

"It's been a busy year for the network," said Steven Mauro, vice president of academic administration for Gannon.

Over the last year, the Northwest Pennsylvania Innovation Beehive Network has seen more than 100 clients; employed 50 students; helped with the formation of two businesses; developed 15 business plans, seven intelligence studies and 21 marketing concepts; and designed three prototypes, Mauro said. It has also leveraged more than \$4 million of financial support.

Perry Wood, executive director of ECGRA, said the

Michael Victor said his school's \$200,000 will be used to develop aspects of its liberal arts curriculum around its risk management, cybersecurity and intelligence studies initiatives.

Each university has brought their own expertise and funding to the table. Last year, Behrend received a \$200,000 grant from the Appalachian Regional Commission and another \$200,000 of matching funds provided by Ignite Erie Industry+University Business Acceleration Collaborative for the initiative.

Gannon received a \$1 million grant from the U.S. Economic Development Administration. ECGRA's \$1 million is in addition to the \$750,000 it seeded for the beehive concept in 2015. That money was distributed over three years and led to the Ignite Erie Industry+University Business Acceleration Collaborative, a partnership of ECGRA, Behrend and Mercyhurst, Gannon and Edinboro.

Behrend brought aboard later in an advisory capacity. Those efforts resulted in the official formation of the Northwest Pennsylvania Innovation Beehive Network last year.

"We're very excited about what's to come," Gannon President Keith Taylor said.

Matthew Rink can be reached at 870-1864 or by email. Follow him on Twitter at [www.twitter.com/ETNRink](http://www.twitter.com/ETNRink).

universities have always been involved in economic development, but often those efforts have been undertaken in isolation. Not now.

"That began to change about three years ago," Wood said, "when they came together in this consortium called Ignite Erie. In 2015, the universities began to discuss how they could sustain an ongoing process to collaborate on behalf of business and industry in Erie County."

Wood said the initial results show that the concept is working and that it can be sustained long-term.

Each university plans to use the funding differently.

For example, Gannon will use its share to develop its beehive space at its Center for Business Ingenuity, 900 State St., where Thursday's announcement was made as part of an Erie Regional Chamber and Growth Partnership "business after hours" event. It will also use the funding to align its curriculum with the beehive model.

Behrend will use the funding to build a "matchbox" space to complement its Innovation Commons, a site where ideas are transformed into rapid 3D-printed prototypes. The "matchbox" space will be a space where businesses can interact and even temporarily locate during beehive projects, said Amy Bridger, senior director of corporate strategy and external engagement at Behrend.

Mercyhurst President



# VIEWPOINT

OUR VIEW

## Schools join to boost innovation

The Issue: 'Beehives' get \$1 million grant  
Our view: Collaboration yielding results

If any one thing fuels Erie's burgeoning resurgence, it is this: Those with a stake in the region's survival have stepped out of their silos, identified common challenges and goals, and seized ownership of their respective pieces of the struggle to act with intention to reverse Erie's fortunes.

Given the competitive challenges facing institutions of higher learning in this era of declining enrollment, the region's schools could have retreated to respective bunkers to jealously guard turf. Instead, they were among the first to recognize what they could contribute to re-creating the region's economy by coordinating and applying their respective strengths collaboratively.

It began in 2015 with the Ignite Erie Industry + University Collaborative, initially involving Penn State Behrend and Mercyhurst University and funded by the Erie County Gaming Revenue Authority, and gained added strength in 2017 with the creation of the Northwest Pennsylvania Innovation Beehive Network, which added Gannon University, Edinboro University of Pennsylvania and the Erie County Public Library to the effort.

Through the beehive network, each institution offers its expertise and assets to different facets of business development. It is a model, pairing entrepreneurs with local academic expertise, proven to succeed in other Rust Belt communities.

And now we know, as reporter Matthew Rink detailed, the collaboration is yielding results. In the year since the beehive partnership was announced, it has served more than 100 clients, drafted 15 business plans, seven intelligence studies and 21 marketing concepts. Three prototypes have been designed and two businesses formed. Perry Wood, ECGRA executive director, said the network has also leveraged \$4 million of financial support.

ECGRA seeded the effort with another \$1 million on Thursday to fund the development of labs and curriculum at the respective schools.

This work aligns with the Erie Innovation District's mission to create a community of companies focused on cybersecurity and smart city technology.

It gains added significance in light of the prospect of development of Erie's newly designated Opportunity Zones. Enabled by the Tax Cuts and Jobs Act signed by President Donald Trump a year ago, the program offers lucrative capital gains tax breaks to those who invest in low-income census tracts that have been designated as Opportunity Zones. Gov. Tom Wolf approved eight in Erie at two industrial sites and key swaths of downtown. Observers say Erie is among the top contenders in the nation to attract investment because of the level of coordination and local investment taking place already.

The beehives are another resource to tout to those interested in investing in Erie startups.

For too long, Erie leaders and stakeholders failed to act in concert and speak with one voice. Early wins by the beehives are more evidence of how much that has changed.

The Corry Journal, Wednesday, December 26, 2018

## City Manager expects 'complete picture' in 2019 for North Hills

BY WILLIAM STEVENS  
williamstevens  
@thecorryjournal.com

Now that Corry City Council has completed the budget for 2019, the financial picture for North Hills Municipal Golf Course has yet to be reconciled for this year.

The word from City Manager Jason Biondi is that the financial picture has not been completed and that Council will be ready to present total income and expenses for 2018 at its first meeting in January.

"Overall 2018 was a better year than 2017 financially for the golf course," Biondi said.

According to the 2019 appropriation ordinance, income is set at \$470,320 and expenditures are equal to that amount.

Income is expected to be used for golf operation and maintenance, payroll, benefit and insurance and capital and reserve.

This amounts to a \$40,000 increase in the

budget for the golf course. The 2018 appropriation ordinance set anticipated income for the course at \$431,700 and expenses were at the same amount.

The exact income and expenditures for 2018 will be presented at the first meeting in January and those numbers will be fully reconciled by February, Biondi said.

Back in July, Steve Bailey, the golf course superintendent, provided Council with a list of upgrades that he wanted to see at the golf course.

One of the items included on the list was a new irrigation system at the golf course. Corry City Council applied for a community asset grant in the amount of \$21,405 through Erie County Gaming Revenue Authority to cover the cost of the irrigation system.

However, the largest item on Bailey's list of upgrades was golf cart paths.

◀ See North Hills, P.2

## North Hills

(Continued from front page)

In a previous article in The Corry Journal, Bailey spoke to the necessity of updating the cart path by highlighting that it would help North Hills remain competitive in the region.

The cost of a new golf cart path was not included in the 2019 budget.

"We still have to go through the financials, but we'll have a more complete picture in early January," Biondi said.



**RESOLUTION NUMBER 1, 2019**

**Resolution to enter into agreements with four (4) applicants to the  
Mission Main Street Grant Program – Round 1**

Whereas, the Regional Assets Committee recommended to the Board of Directors and subsequently did pass a set of guidelines, an online application, match requirements, and eligibility requirements to provide funding support for Erie County’s main streets; and

Whereas, there were four (4) applicants for funding, and the Board of Directors affirms that four (4) applicants have met the funding eligibility; and

Whereas, the four (4) Mission Main Street applicants are identified as Borough of North East, Borough of Union City, City of Erie, and Erie Downtown Partnership; and

Whereas, the eligible applicants for Round 1 are awarded grants totaling \$760,000 to be disbursed over the next three years to the extent outlined in the attached Exhibit “A”;

NOW, THEREFORE, BE IT RESOLVED that the Board of Directors of the Erie County Gaming Revenue Authority, pursuant to the Economic Development Financing Law, and the Erie County Gaming Revenue Authority Bylaws, enters into agreements with four (4) Erie County Mission Main Street applicants so they may flourish, create an economic impact on the region through tourism, and continue to enrich the quality of place we all call home: Erie County, Pennsylvania.

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

This resolution was passed on the 17<sup>th</sup> day of January, 2019 by a vote of \_\_\_\_ - \_\_\_\_.

**ERIE COUNTY GAMING REVENUE AUTHORITY**

-----  
Chairman  
Erie County Gaming Revenue Authority

January 17, 2019

ATTEST:

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







Mission Main Street 2018-2020  
ROUND 1

Organization	Project	Contact	Email	Amount Awarded
Borough of North East	Clinton Street Business District	Pat Gehrlein	<a href="mailto:manager@northeastborough.com">manager@northeastborough.com</a>	\$250,000.00
Borough of Union City	Preservation Plan	Cindy Wells	<a href="mailto:secretary@UCBorough.us">secretary@UCBorough.us</a>	\$10,000.00
City of Erie	Erie Downtown Streetscape Master Plan	Brett Wiler	<a href="mailto:bwiler@erie.pa.us">bwiler@erie.pa.us</a>	\$250,000.00
Erie Downtown Partnership	Placemaking & Elevation of Built Environment	Christina Katen	<a href="mailto:christina.katen@eriedowntown.com">christina.katen@eriedowntown.com</a>	\$250,000.00
<b>Total Requested</b>				<b>\$760,000.00</b>

