



MEETING OF THE BOARD OF DIRECTORS

Via Zoom/In Person

Knowledge Park

5240 Knowledge Parkway; Erie, PA 16510

December 12, 2024

ZOOM Meeting Information:

Meeting Link: <https://us02web.zoom.us/j/89053632598>

Password: not required

AGENDA

1. CALL TO ORDER
2. ROLL CALL
3. APPROVAL OF AGENDA
4. APPROVAL OF MINUTES – November 2024
5. DIRECTOR’S COMMENTS
6. COMMENTS BY CHAIRMAN
7. PUBLIC COMMENT
8. PRESENTATION
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

- a. Erie Bank Money Market funds

13. NEW BUSINESS

- a. Resolution Number 27, 2024 – Resolution to direct the Erie Community Foundation to Release Funds to the Erie County Lead Assets

ADJOURNMENT

Next Regularly Scheduled Board Meeting of ECGRA

Date: Thursday, January 16, 2025
Time: 8:30 a.m. – BOARD Meeting
Location: 5240 Knowledge Parkway
ZOOM meeting – details to follow



Erie County Gaming Revenue Authority

Minutes of the Board of Directors' Meeting

November 21, 2024

CALL TO ORDER

The Board of Directors' Meeting of the Erie County Gaming Revenue Authority was held on November 21, 2024 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 at 8:38 am.

ROLL CALL

Mr. Cleaver, Mr. Barney, Ms. Hess, Mr. Louis, Mr. Oberlander, and Mr. Winschel are present in person. Mr. Wachter and Dr. Wood are present in person.

APPROVAL OF THE AGENDA

Mr. Barney makes a motion to approve the agenda. Mr. Winschel seconds the motion. There is no discussion of the agenda. Motion carries 6-0.

APPROVAL OF MINUTES – October 2024

Mr. Winschel makes a motion to approve the minutes. Mr. Oberlander seconds the motion. There is no discussion on the minutes. Motion carries 6-0.

DIRECTOR'S COMMENTS

Mr. Barney: Well, real brief, as brief as I can be, I just want to thank everybody for giving me the opportunity to serve with you. I was going over with Perry and Gary about the number of people and relationships that are formed and built. And you know, you agree on some things, you don't agree on some things, but whatever your position is, it's for the best in your own mind at that time. And sometimes we go back, and we change, we say, "Hey, I see a different perspective." Ain't no harm in that. And I've learned to grow as far as just being a part of the team and trying to serve to the best of my ability. And the only way I could do that is be present. And so, when I was on a cruise or I've been out of town, I got on zoom. If I'm in town, I find a reason to make it, rather than just not make it.

Because we're all busy, we've all got lives, and we all do other things, and say, "Oh, I gotta do this." But when you told the individual who appointed you, "Yeah, I'll serve," take it to heart. And I believe that's what we're supposed to do. So, I commend those of you who have raised your hand and said, "Yeah, I'll do that." Now I just want to encourage you to do that. It's been truly an honor, and thank you for allowing me to be a part of this. It's always better to be a part of than apart from. That's all I've got.

COMMENTS BY THE CHAIR

Mr. Cleaver has no comment at this time.

PUBLIC COMMENT

There is no one from the public present.

PRESENTATIONS

a. Infinite Erie – Kim Thomas

Ms. Thomas: Good morning, everyone. First of all, thank you so much to Dr. Wood and to all of you for having me here this morning. Dale, congratulations to you. This is not easy work. So, the fact that your leadership has really excelled and provided such expertise and such a critical element of our community, I just commend you for your service, and thank you for that.

And thank you for your support of Infinite Erie, which we're going to give you an update on here this morning, which I'm really excited about. We rolled out the Investment Playbook about two and a half years ago. You may recall the day at the Jefferson Educational Society with Bruce Katz and a number of stakeholders and elected officials. And here we are, two and a half years later, and I can say that we've evolved in our work significantly over the course of these two and a half years.

So just as a bit of a refresher, a couple of things that infinite Erie does. One, we have taken the Investment Playbook and we've broken it down into manageable project portfolios. So, a significant component of our role is to activate those project portfolios. You'll see there that those four portfolios are Industry Clusters and Infrastructure, Anchor Investments in the Greater Core, Neighborhoods and Main Streets, and Inclusive Entrepreneurship. So, we are working to empower the practitioners who are working to progress projects within each of these four portfolios. And secondly, and what I would argue may be the most important component of the work that we do, it's the programmatic piece, and that is boosting the capacity to advance these projects toward investment ready.

And this is how we do that - we're putting plans into action. We've said from the very beginning, the Investment Playbook is not another plan; it's a compilation of a number of strategic plans that have been developed over the years, and now it's time to put those plans into action and do what we can to assist those practitioners and those project leads in order to advance those projects towards securing that investment and being able to implement and realize those projects. And this is how we do that. We do it through supporting projects through every stage of the project development pipeline, and that's what you're looking at here. So, beginning with Discovery and Problem Solving, we facilitate meaningful collaborative conversations with the members of each of

the portfolio groups, the practitioners who are leading these projects, who are saying amongst themselves, "These are our collective goals. These are the challenges that we're facing. These are the complex challenges we're facing as a community. Let's work to solve those problems. Let's identify solutions of excellence so that we can overcome these challenges and ultimately reverse the trajectory, really, of decline that we're seeing in this community."

From there, we help assist through project development. Through this as one of our very keystone components of the work that we're doing, I would say, is where we're really helping through project development technical assistance. We know, without having a solid plan in place, you're not going to be able to get to the point where you're able to secure investment, which comes next. It requires a very competitive, compelling project. A vision and idea is wonderful, but without that pre-development, project development activity happening where you're putting together strategic plans, where you're doing architectural and engineering work, where you are doing community outreach, putting together significant budgets and capital stacks and project Proformas.

So, moving into Securing the Investment to helping these organizations, whether that be through grant writing opportunities or advocating for some of the resources that they're looking to secure. And finally, once they've secured those investments and they've moved into Implementation and finalized their implementation, we're there alongside them to celebrate those successes of these project leads, and ultimately to measure those successes and evaluate those over time, to ensure that they are having the impact on this community that we had seen they were going to have.

I mentioned about investment readiness, and again, this is one of the most complex components of the work that we do with infinite Erie. A little over a year ago, we were very fortunate with support from ECGRA and a number of other partners to secure just a little over a million dollars in ARC power resources. And we use those ARC power resources in collaboration with other partners such as PennTAP and Erie's Black Wall Street, but for the infinite Erie component of those resources, we're utilizing those to implement a technical assistance and capacity building program. So, what you're seeing here is that in order to get to investment readiness, you have a project concept, you have that vision, you have that idea. But again, it takes all of that significant, really complex skill set and expertise to be able to get to the point where you're investment ready for that project. So, what we have done is we have created a program to provide technical assistance to project leads that need it, and they may need varying levels of technical assistance.

We've engaged with subject matter experts such as Altair Consulting Services as one of our lead consultants working on this project. We also have engaged with Delta Development Group, which helps significantly with identifying funding resources, as well as assisting with grant writing and grant administration activities and advocacy for securing those investments. We've engaged previously with Parker Phillips to help develop economic impact analyses of the Investment Playbook projects. Again, that's adding capacity to these groups, because they can then take those economic impact reports and utilize those in a competitive nature to put forth applications to local, state and federal partners.

So, what you see here is some of the information that is in the inaugural report that you have in front of you, but these are the most updated numbers that we have. A lot of what we're seeing happening is, again, through our partners such as Altair, they're sitting down with these project leads such as Eastside Renaissance or some of the neighborhood groups, and really help to develop these projects. They're providing development finance coaching, Proforma development activities, they're really helping to develop those complex capital stacks that are oftentimes required for these projects, they're helping with grant prep. Ultimately, the goal is to coach them and to help build that internal capacity within those organizations, within our community, so when

their next project comes about, they're able to do it on their own. We've had a number of organizations that have been able to progress their projects through the stages of the project development pipeline via this technical assistance program.

How are we measuring our success? First and foremost, we are measuring success by the total investment that's being made into the Investment Playbook projects. As you can see there, nearly \$42 million since the launch of the Investment Playbook has been invested into Investment Playbook projects. Now that's this can be local funding, state funding, federal funding, philanthropic funding. It is a whole compilation of sources of funding that's come into these projects. You also see that we are measuring our successes by the number of projects that are continuing to advance through that project development pipeline. We want to ensure that they are receiving the support that they need through each step of that project development pipeline. And so far, as you can see, 19 projects out of the 36 that we have in the Investment Playbook and within the project portfolios have been able to advance at least one step toward project implementation.

And finally, we are Erie's inclusive Investment Playbook. We are coordinating inclusive growth strategies. So, a significant part of our work, and as we're prioritizing projects, is to identify not only the impact that a project is going to have from a monetary standpoint, but also the impact that it's going to have on our more disinvested communities throughout Erie County. So, we are taking a look at each of these projects and identifying whether or not they are in an ARC economically distressed portion of our community, and/or if they're in a Justice 40 Census Tract. And that is both strategic and the right thing to do, to ensure that there is equitable investment happening throughout the community, but also in terms of securing additional dollars, specifically at the federal level. There is a mandate currently from the executive level at the White House, that 40% of the allocations of certain federal resources are being allocated to these census tracts, and we have a significant number of them, specifically within the city of Erie, but also in some of the more rural areas as well.

So just to break down again those numbers for you that you saw in terms of the investment that has been secured over time, just about five and a half million of that investment has been local. And that's coming from partners such as yourselves here at ECGRA, it's coming from the Community Foundation, Erie Insurance and other local investment partners. But what we're seeing is success around the collaborative nature of bringing these partners to the table, understanding the impact of the projects and the return on investment that's going to happen, and ultimately, these partners coming together and investing in these projects. So again, just about five and a half million being invested at the local level

From the state level, it's been able to leverage nearly \$26 million and I will say this is up to date with the most recent Redevelopment Assistance Capital Program (RACP) awards that Governor Shapiro announced just a couple of weeks ago. And then finally, at the federal level, we're seeing about \$12.6 million invested into these projects.

Let's talk about some of the success stories and what this collaboration actually looks like in real life. Certainly, some projects that you're familiar with, Grow Erie at the Savocchio Opportunity Park. We actually have another exciting announcement coming up this afternoon, where jobs are moving to Erie at Savocchio Opportunity Park. So it's another really exciting development there. But again, you have an impactful project, a project that has been analyzed to have a significant impact on this portion of the community, a traditionally, historically disinvested portion of our community, where we're seeing actual growth - no pun intended - but actual growth that's happening and jobs that are being created, and individuals who are receiving benefits from those jobs being created. That would not have happened without partners such as ECGRA and the Community Foundation and others literally coming together and having those conversations and

talking through what that impact and what this project means to the community and collaboratively investing in this project.

Another great example, one of my favorites is the Construction Trades Training Program expansion at eCAT and BUILD, which many of you may remember just a month or two ago, we had an announcement in the Bayfront Eastside Task Force, where again, ECGRA, Erie Community Foundation, and Erie Insurance came together in a collaborative manner in order to invest over a million dollars to expand that Construction Trades Training Program. And to give you a sense of what infinite Erie's role was in all of this, one of our very first project portfolio meetings with the Neighborhoods and Main Streets portfolio, we have all of the neighborhood organization leaders. We have the practitioners and real estate development and all of those who are working to revitalize these neighborhoods that they live and work in, we have them sitting around the table, and we're talking about leveraging resources and bringing in more resources and everything that's available. And everyone said, "That's great if we're able to bring in millions and millions of dollars to do home repairs and acquisitions and rehabilitations. We cannot today find the construction workers and the contractors to actually physically do this work so that money will sit there. We won't be able to find that." So, we have eCAT at the table and Daria Devlin says, "We have the Construction Trades Training Program, the adult education program at Erie High through eCAT right now, what if we were able to expand that to provide on the job training?" So not only are you bringing these adult learners into the classroom, now you're taking them into the field to get that hands on experience, and walk away with a skill set that may lead them to an apprenticeship program, it may lead them to an actual job with a contractor firm in our community, it may ultimately lead them to opening up their own small business and creating their own contracting firm.

But on the other side of that coin, it's allowing these neighborhood organizations to have boots on the ground and skilled individuals who are actually working to rehab these homes. So it helps in a number of different ways from that program, but again, having those practitioners come to the table and say, "This is a challenge. How do we overcome this challenge?" and then taking that to local funders, explaining the impact that it's going to have, and ultimately it results in collaborative investment into a very significant project in the community.

We're currently working with UECD and other partners on the Burton School revitalization. Again, our partners, through our Technical Assistance Program, are providing coaching expertise and Proforma development and working to identify potential tenant opportunities to ensure that that project is a success moving forward. We talk about Infinite Erie and the Investment Playbook, and ultimately, in the very beginning of this, it was, "How do we secure our portion, Erie's portion, of the state and federal investment; all this money that's coming down the pike, how do we get our fair share?" So, this was all about leveraging resources and securing more than we normally do. We recognize that you can't do that again without having a competitive project in hand. And to that end, we recognize that not every single organization that has an impactful vision or project has the skill set or the expertise and knowledge in house. A lot of these organizations are nonprofit, perhaps 1, 2, 3 member led organizations, and they are serving the clientele that they serve, day in and day out. They might not know how to do multi-million-dollar real estate development projects but that doesn't mean it's not a good project and it's not worthy of the investment. We are providing that intermediary work to help ensure that they can get that project to where it is investment ready. So that's what's happening with the Burton School revitalization project currently.

One of the instances where collaboration came into play, and our Erie Action Team stepped into action to help empower that Burton School revitalization project was in the beginning, Gary Horton, UECD, said, "Okay, we're ready to move forward with the feasibility study. We don't have the resources to secure a feasibility study for this project," so Hamot Health Foundation,

ECGRA, and the Erie Community Foundation - \$15,000 is what was needed so they said, "Okay, \$5,000 a piece; let's go in together, and let's keep this project moving along."

So that's what the Erie Action Team and this collaboration of funders and leaders is all about. It's about understanding what the challenges are that these project leads are facing, understanding what their needs are to continuing to progress these projects, and helping to empower them in that work and helping them overcome those challenges.

I will say that one project that we're very excited that will be upcoming here in the very short term, it's actually underway already, is really focusing on the Early Childhood Development Initiative. Many of you may be familiar with this. There was a report that came out of the Jefferson Educational Society that really highlighted some staggering statistics about access to early childhood development opportunities for youth. Specifically, this report hit on the city, but we look forward to working with Dr. Wood and all of ECGRA and other partners, certainly County Council and the county government, to identify what those numbers, what those deficiencies look like countywide, and how can we overcome those. Again, what are the complex challenges that we're facing as a community and let's identify those solutions of excellence to overcome those challenges.

So, what's next? There's a lot of work still yet to be done. There's always work in this space to be done. From my perspective as the Executive Director of Infinite Erie, again, it's been two and a half years since we had Bruce Katz was on that stage rolling out an 86-slide investment playbook document that we have managed to focus it into those four portfolio groups. But I think it's important that we refocus it at this point. So, while recognizing that this is intended to be opportunistic in nature, so as challenges arise, we're able to be flexible and pivot to help address those challenges, we also think it's important to reconvene the stakeholders to ensure that the priorities that we are focused on are indeed the priorities we should be focused on, and that there's not something out there that may be more pressing that we need to have on our radar. And after we can reconvene those stakeholders and get that feedback and that input and do some data collection and things of that nature, it will allow us at Infinite Erie, with our partners, to really set those priorities and goals that we will specifically focus on for the next couple of years.

I really want to formalize, again, we have our technical assistance and capacity building program. We've had some really great successes, as you've heard today, through some of our processes that we've sort of piloted, I'd say, over the past year, year and a half. For example, many of you joined us at the Erie Club and at Marquette Savings Bank for a couple of different presentations, collaboratively, again, boards of ECGRA and Erie Community Foundation, leadership from Erie Insurance and from the public sector as well, to hear some of the presentations and the impacts of these projects and the needs of these projects. I think that that is a process in terms of bringing the funders and the boards of the funding entities together collaboratively to identify ways in which they can work together to invest even more into some of these projects moving forward. So, I want to really formalize some of those processes.

Finally Build Capacity of Infinite Erie. And when I talk about building capacity, we are building our capacity by working with our external partners such as Chuck and Amy and Tom Hardy at Altair and many others, but we need to build our internal capacity because right now you're looking at Infinite Erie in terms of Human Resources in internal capacity. We are very fortunate to have partners, Dr. Wood steps up frequently, we certainly have partners at Erie Insurance and the Community Foundation and others that step up frequently to provide their own internal resources where we need them as well.

As we move into 2025, we'll be looking into adding hopefully add at least one additional staff member, we're currently in conversations to add an intern that can help with some of the tracking that you're seeing here – the results that you see here today and the results of what we're doing on these projects. So, that's my hope for 2025.

How can you help? I'm so grateful, me personally, for the relationship that we have with each of you, with ECGRA. I would not be standing here talking to you about Infinite Erie and the Investment Playbook and these successes without your continued support over these past two and a half years and I am very hopeful that we will be able to continue that partnership moving into the future.

From an operations standpoint, we did have an initial two-year engagement with ECGRA, a two-year contract, for funding operations which has been incredibly successful and incredibly appreciated. That two years has come to an end and I hope that we can work together with each of you to identify what might work moving forward. I'm hopeful that you will be able to at least match the Erie Community Foundation's commitment – they have committed over the next two years that total of \$300,000; \$150,000 in 2025 as well as in 2026 to assist with the operations of Infinite Erie.

In addition to that, we need additional governance support. I have an incredible board of managers, but I have a very small board of managers. As you can see that is made up of Karen Bilowith, the President of the Erie Community Foundation, as well as Tim NeCastro and Christine Blashock from Erie Insurance, and we do have representation from the Erie Regional Chamber and Growth Partnership but since its former president's departure, we have not had the opportunity to fill that vacancy. So, what my ask is here is today that we can discuss is that we're able to add a very strong partner and a very strong leader in Dr. Wood to our board of managers as we move into 2025. You all know him and the expertise he brings to the table from a strategic standpoint, from a programmatic standpoint, he's seeing and working with all of these project leads that we're all working with. It really takes a leader on our Erie Action Team, which is really a steering committee which would be a better way for describing the Erie Action Team, that elevates ECGRA's role to a fiduciary responsibility and a much more leadership role around the activities of Infinite Erie.

I just want to thank you all so much for all your support and I'm very hopeful that we will be able to continue this partnership together. Great things are in fact happening, it has taken a little while to get to where we are today, but I think that the momentum we have now is only going to continue and really increase as we move into 2025 and beyond. Again, thank you so much.

Dr. Wood: Are there any questions for Kim?

Mr. Louis: I'm curious - I was at the Jefferson when Bruce Katz did the presentation. Is his group still engaged in any manner or was that kind of a one and done, we paid him for that, and you're working on what you're doing?

Ms. Thomas: That's a great question. He is not currently engaged in the work that we're doing. He certainly is still a friend of Erie and a partner of Infinite Erie and a number of partner organizations with ours. He was engaged through the Investment Playbook rollout and then additionally I want to say, another six months or so to really help us ramp this activity up. But, no, he is not currently engaged.

Thank you all so much. I really appreciate it.

Dr. Wood: I think what we'll do is we'll take this presentation as the first step and get everyone on board with the request and what that gets us and then we'll kick it to Strategic Planning for further discussion. If the board has any further questions, then we'll call you in again, but it will be an internal discussion. It will be up to the board. Thanks, Kim. We appreciate it.

b. Beehive Update

Mr. Lantinen: Hello everybody. My name is Chris Lantinen and I'm the Director of the Edinboro Beehive. Thank you for having us today. As you know, the Beehive is a collaboration between the five regional universities and the Erie County Public Library. Each of us takes on a portion of business development and assistance process so that the regional entrepreneurs that we help, wherever they are at in their process, we have something for them. Usually, they have multiple things so multiple sites can assist them.

We're going to have all the Directors come up today to present their part and then Jake will round us out at the end and talk a little bit more about the Beehives' overall mission. We will start with the Erie County Public Library and Business Librarian, Rachel Stevenson.

Ms. Stevenson: Good morning, everyone. I'm the Business Librarian at the Erie County Public Library, as Chris said. I'm going to talk about some statistics that the ECGRA money has funded over the past year. A lot of the ECGRA money goes into funding the Idea Lab as well as what we call our pre-entrepreneur programs. This year we've held over 170 Idea Lab classes, we've held 22 entrepreneur programs, or pre-entrepreneur programs, and of those, that means there has been over 147 entrepreneurs served through these programs, and we have had 306 unique visits to the Idea lab.

Some of what we've done with the ECGRA money is purchase what we call an Aura, which is a smaller version of the Glowforge which is a laser cutter and engraver. You can see here one of patrons, Debbie, she is a big user of the Idea Lab, and she is holding one of the garden stakes that she created. Aura and Glowforge use has been up in 2024 since we purchased the Aura and the reason we did that is because there has been so much need for a laser cutter and engraver in the library that we decided to purchase something to go along with it. We purchased the Aura because it has a self-contained ventilation unit, unlike the Glowforge which needs to be ventilated separately.

One of our really big success stories is a gentleman by the name of Brandon Borgia who came in and learned how to use the Glowforge and now he has his own business making, maybe you've seen them at craft shows if you have been to craft shows or something, he does these beautiful layouts of Lake Erie as well as other laser engraved items and he sells them in his business. He not only creates beautiful artwork, but this is kind of a testament to what you can learn at the Erie County Library and what you can learn in the Idea Lab by doing things for yourself.

We held our third Erie Makes this year and had 33 programs, which is up from 22 programs in 2023. Some of those classes were a woodcarving class, a soapmaking class, a make-a-website class, and acrylic painting which was also taught by Brandon. We partnered with CAM, Lake Erie Woodworks, the Inner-City Neighborhood Art House, and we had 295 people participate in Erie Makes this year. That was really exciting for us.

Some of the things that are coming up are we are going to focus on our unrealized entrepreneur programs and that's what I like to call the people (inaudible) and they didn't grow up talking about business at the dinner table. They're those people that want to start a business but don't know how to start a business; they don't know the language. So, the Erie County Public Library is teaching them that language, we're teaching them how to start a business, we are offering classes like the social media marketing boot camp, which is taught by Chris, our partner at the Beehive. We are teaching classes like before you start a business from idea to prototype – these are all classes that we have created in house to get people to think how to be a businessperson and how they should get ready to start their own businesses.

Next year we will be working on a series of programs I like to call the Business Campus and it will be a series of business campuses who will take you before you start a business all the way to

pivoting your business when it starts to fail, and it will be an eleven-month program that will teach you about HR, it will teach you about prototyping, it will teach you about creating a budget, it will teach you all those basic informational things that you need to know to get ready to move onto another level of the Beehive. The Library is the great equalizer and we are the easy place to come to get in and know where to go for us to show you other parts of the Beehive. So, we fill that gap for unrealized entrepreneurs.

We went from 18 programs to 22 programs and next year we hope to go to even more. We also did our second year of the Small Business Symposium, which is a combination of partnership between the Erie County Public Library, the Beehive, and the Redevelopment Authority of Erie County. We teach classes like what the Beehive can do for you, intellectual property, small business law, e-commerce, and more. We were able to double capacity last year; the first year we were able to have about 20 people and the second year we were able to move that up to 40 people that we could help small business owners and those unrealized entrepreneurs. So, we are very excited about that.

We're also looking into an Entrepreneur-in-Residence program so that we can have an entrepreneur in residence come in and do office hours and programming and to help people and small business owners realize what they can do. That is for those people who are still in the ideation phase, which is where the Erie County Public Library really excels in helping small business owners.

This is my contact information if you have any questions. I also have a business card that I can hand out to you. Now I will turn it over to Kathy Jones from the Gannon Beehive.

Dr. Wood: Are there any questions for Rachel from the Library? I think having the maker space as part of the overall Beehive system is fantastic because, you're right, it's like a lower barrier to entry for folks who are intimidated by involvement with the university. I think it's been great how you're feeding into the system by working with the universities. Thank you.

Ms. Jones: Good morning everybody. I can attest to all the great things at the Idea Lab at the Library because I got sucked into the vortex by doing a project for one of our Beehive clients who was there for six times. And what people were creating on that Glowforge utilizing during the maker space week, it was just incredible. Talking to people about what they do for their small business, their craft fairs, very successful people. So, it's great what the Library is actually doing for local entrepreneurs.

Without further ado, I am from the Gannon Beehive. We offer the early business insights, where you can get money to fund your business. And because we also wear the Erie Technology Incubator hat, we also assist companies through connections that you might not think of, how can you add technology to your idea, think about making yourself more unique.

Just from January to November we have been insanely busy with all kinds of people coming in wanting to start a business and needing our assistance. After the Library, they come to us to get that early business insight - kind of getting them to where they can take the next step to being referred. We had 121 businesses; 81 that were established businesses and 40 that just came in with ideas and not sure where they were going. Most of those had three projects each that we did for them so I would say about 15-20% only wanted one or two of our products, but mainly they wanted all three of our products. So, we have been extremely busy.

Over the past year, we have had over 25 students working for us and we're excited to be starting a pilot project that is actually working out fantastically where we are hiring high school students from the rural areas. We started off with two students from Corry and unfortunately, they graduated and moved on with their lives but then we received another two from Corry and one right now from Union City. We're working on a grant with Corry Higher Ed to go to the other five

rural schools that are extremely interested in doing the project. What the high school students do, because we are so busy, is they do the crowdfunding analysis. They do the analysis on Kickstarter. Through training, they do come up and help brief the client and they're extremely excited to be part of this. Not only do they have a job, it's a job that's not flipping burgers; it's actually learning how to do research and how to do public speaking, how to work as a team, and helping entrepreneurs in the area. We are really excited that that is working out for us.

Thank you so much for having us speak today because it is Global Entrepreneurship Week and the Beehive, since 2020, has put on all kinds of events for this week. What we heard from the Beehive clients that we have, and what part of the grant money that you gave us, was for doing financial literacy for start-ups. As Rachel mentioned, working with minority clients, they really didn't have the speak at the dinner table about what did you do today from the parents and the jobs and they don't have that initial knowledge of what they need to do; it's all foreign to them. So, we have really seen a lot and we did a financial literacy camp for them this week starting out with how do you get banking for your business – you can't just walk in.

We're also doing a digital marketing boot camp because another thing we heard is, "I'm scared of social media. I don't have time for social media. How can I use social media for my business because it's free?"

Financial Literacy all week – 7:30 – 8:30 – we had roughly 13 participants each of the days and for our marketing bootcamp we had 16 – that went yesterday, today and Tuesday. And then tomorrow is the best part - Roadmap to Success. We also hear that people don't know the Beehive is out there, or that the Small Business Development Center is out there, or that Erie's Black Wall Street is out there. So, we bring together all those organizations in and people can go and based on a colored flag, they follow and can talk to people right now who can help them on their journey. That's what we're doing with that.

This is just a picture of our high school students that are working with us; we're super excited as are the students themselves. They are just really excited that they are able to help small businesses.

We are also running Kickstarter campaigns through our Crowd Drive program that we got funded from the Erie Community Foundation, so helping to use another avenue to help get seed money. We just wrapped up, these two lovely ladies, their campaign yesterday and Kickstarter has a new rule that if you make your goal you can keep on going, so they're going to keep on going. This is also showing the fact that we have a lot more women who are coming into our facility for assistance, which is awesome. We went from 16 when Brad and I took over in 2019-20 to 53% of our clients are now women owned. And they can also be minority as well.

And then, who doesn't know Karen, helped her with a Kickstarter campaign for her sauce and helping her with research throughout the Beehives for her new location at the old Pie in the Sky, which she is going to have a breakfast/lunch service, a place to hang out, play games, but also having a fresh food market to supplement what you might be getting at Family Dollar across the street, and then having cooking classes on how to use the fresh vegetables and fruit along with what you're getting through the food pantry or at Family Dollar.

These are some of the logos of people we've worked with and thank you. I'm sorry I took so much time.

Dr. Wood: One question. Give us the name of one for profit business that you helped and you're really excited about and that you think is just going to skyrocket.

Ms. Jones: There's a couple. I would have to say the one that we really helped, and we're really excited about was Fixed HHS. I know they were established, they were part of the Fire Accelerator program, but they were just great to work with. But what we got out of helping them

with our products was the fact that they wanted to give back. They want to give back through free seminars for homeowners, they want to work with other contractors who are coming up that we see that we link to, and part of their offerings when they go out to do a two or four hour construction build for somebody. So, it's really nice to see the fact that, yes, we're helping them, but they immediately saw the value and wanted to give back.

The other one is petseat. We're currently working with them. They are very big into rescuing dogs, cats, and whatnot, but they are making a product that attaches to a chair so your pet can sit next to you and not on your keyboard or around your neck. For them, it's great to know that they listen because some people say thank you and then just move on; they don't want to hear what you have to say because sometimes it's that they have to take a step back and they don't want to take a step back. He heard about getting customer approval and customer review, so he started out with cardboard and asked, "What do you think of this? What should be changed?" and now he's gone to wood and doing more customer discovery. So, it's great that he listened to us and is taking that pause to get more information from Because You Care and the shelters and getting responses from them on what they like and what they don't like before he goes and does a steel version. It's great to see and hear that they listen to us.

Dr. Wood: Thank you very much.

Ms. Jones: Sorry for going over my time; I'm very passionate about what we do in the Beehives. And we also refer, so we're at 68% that are still going after a year as opposed to nine out of ten that fail. That's an awesome statistic, thanks to you guys.

Dr. Wood: 68%?

Ms. Jones: Yes, 68% are still in business after the first year, or along their journey to become a business and that's through the referrals to the other Beehives as well, checking in on them, seeing if they need anything or what barriers they are encountering. Thank you very much.

Ms. Stevenson: We are also working now with Fixed HHS and we are looking to get some critical investment seed from the governor's office. It's been really good working with them.

Mr. Fuller: I'm Brain Fuller, I'm the Executive Director for the Center for Intelligence Research Analysis and Training at Mercyhurst University. That is the center in which our Beehive node, the Innovation Entente Lab, falls under. I'm here to quickly give you an update on some of the great things that the support from ECGRA has provided us over the last twelve months.

As you can see, we have served 26 businesses, now when we say we have served 26 business, those are small businesses that were already in existence that were looking for the competitive business intelligence needed and data needed to understand either moving into a new market, targeting a new clientele, shifting to a much larger facility, or altogether pivoting on their business model and moving into a fully new market. So, they come to us through the Beehive, usually through Gannon, and then we help provide them the meat on the bone for their business plan and model to be able to successfully do that pivot.

We have also served 30 new entrepreneurs; these are non-business owners who are looking to either start a business or develop a prototype for a widget that they will market or try to sell the intellectual property. They come through the Gannon Beehive after going through all the bootcamps and learned everything, then they come to us at the Innovation Entente Lab and we provide them the same type of competitive business intelligence support that they need, whether it's e-commerce or brick and mortar.

We have over 50 students that we have engaged in our Beehive that are directly working on these projects with the clients. They do the Terms of Reference meetings with the clients; they understand what the clients' needs are and then they take the expertise that they have learned through both their education and their applied experiences working in our center in building these products.

We now have two directors in there. Thanks to the expansion that I'll talk a little bit about in a minute, but thanks to the expansion within the Innovation Entente Lab, we now have our Competitive Business Intelligence professor from our Intelligence Studies program who is now Nimalan Paul – sitting in the back, he is now the director of the Innovation Entente Lab, working directly with the students and clients. And then we have a student director who is one of our grad students, Mr. Zachary Prisk. So, we now have a grad student who is also working as a director in there.

We have attended over 15 events as you have heard from everybody that there are all these great events going on. We tend to go out to events that are held by the Chamber of Commerce or Small Business Development within Erie so we can get out to not only those who need our services but also we can get out to those who may have an interest in working with our clients or building that network for their specific type of business.

Some new initiatives that we've been able to do over the last year thanks to the support of ECGRA, we've incorporated a cybersecurity program as part of our services in educating entrepreneurs and small business owners on the cybersecurity needs that they will have, especially if they are doing any type of e-commerce, as well as helping connect them to those in the community who provide these services. Velocity Net is great if you're a large business, but small businesses need more of that direct approach from other small businesses that provide cybersecurity. So, it's a great match to bring those two together, but we want to educate our clients to know what to ask, to know what they need, and to make sure they are getting the services.

We've been able to add a Geospatial capability, meaning we've been able to take business information data and put it into data visualization so they can put it on maps to better see and map out areas where there might be the best clients or customers for their business - where areas might be oversaturated and we don't want to recommend they put a business in. With this we've been able to afford two new tools, Policy Map and Maptive, and you can see the write up on there of what they do, but basically, they provide a lot of census data, give us a lot of data on business information that we can use. They build the maps for us, they build the overlays for us so we can use that data visualization to help our clients to better understand the information that we're putting in front of them. That way they can make more informed decisions.

We're working with a Generative AI program so we have incorporated it, we've taught a large language model how to do competitive business intelligence so now the speed at which we can collect data, the amount of data, and the processing of the data is a matter of seconds instead of weeks or months on these projects - which has increased the ability for us to do work with more clients and for the ability for our students to be able to spend more time analyzing the products instead of having to actually spend most of their time on the research and collection.

As I said, we've created a lot of jobs in providing real-world experience for our students. Our students are in paid positions; these are part-time jobs for them working out of our lab. This way they don't have to compete with getting a part-time job somewhere and losing the opportunity to get this applied experience. We also wanted to make this a priority because these clients are real-world people; this has an impact on their lives and we want our students to put forth that full effort in those paid positions and understand what it's like being in an actual job doing competitive intelligence.

As I talked about, there's the executive director and the director breakdown per semester; that's the average personnel we have in our labs per semester. To finish up, two of our clients that we have recently helped that we want to highlight is one, CoinArk. CoinArk is very unique. They are into Bitcoin, and they came up with the idea because there are no ATMs for Bitcoin. How do you get Bitcoin and how do you deposit Bitcoin without having these large networks that you're able to do this with blockchain. So, they came to us, and we did a project for them on starting to put in Bitcoin ATMs throughout Erie. It's a really unique thing and it's very tech related; it's very cutting edge. As you are able to see, we were able to, using geospatial data, we were able to find hotspots where most Bitcoin users are, where the type of market is for Bitcoin users, and where they would be highly trafficked and that would be the best place to put the ATM. We continue to work with them to identify other areas.

The Savory Truffle is an artesian chocolate business. They came to us because they were looking to do a co-op; they weren't sure who they should co-op with or who would be interested in co-oping with them, or where they should even start with doing this as a business model. We worked with them, we identified businesses that might want to co-op with them, the types of businesses that would want to co-op with them. And then, using Policy Map, identified where these businesses typically are so they would know where to potentially put that co-op or where to go out to ask for these partners to co-op.

With that, I will leave you all with thanking you for the support of ECGRA. You have been and continue to be instrumental in our ability to help the entrepreneurial and small business development networks throughout the Erie region. We're not just working here inside Erie – we're doing this throughout the whole county. So, the services we provide, you can't go anywhere right now without finding a small business, without finding some type of product or seeing some type of e-commerce that the Beehive hasn't helped and that is because of the support of ECGRA. So, it is working, and we are continuing to grow year after year. Thank you all for your time.

Mr. Marsh: Thank you very much, Brian. My name is Jacob Marsh. I represent the Beehive site at Behrend. Our grant was a little bit different from the others; we focused on a slightly different set of goals. The site at Behrend has been running for about nine years and we have been growing over time and this grant in particular has been focused on reaching a number of different communities that we feel we need to reach at a higher level and using what we've gained here to amplify Project Resolve and elements of that. I'll explain in a moment how some of those pan out into practice.

When we talk about reaching new communities, Brian mentioned a couple of things that we visited that are new. But I also want to draw attention to some of the communities that we're trying to reach that are important to us right now are particularly the rural areas that surround us that might not be engaged with the same community as us. We have an entrepreneurial ecosystem in Erie that has grown substantially and is very active, but not everyone actually sees that. And every time we go to an event that is further away, with an audience we don't normally see, we meet dozens of entrepreneurs and small business owners that could use our services that otherwise would have never heard of us. A good example is, just a couple of days ago I went to the 4H Crafter Fair and there were 40 tables there – 40 small businesses – that had never heard of us. And they are all perfect candidates for what we're trying to do. I spoke to each of them individually and a number of them wanted to grow, but they didn't know how. They needed help with services that we provide like marketing. So, being able to reach out to all those new people has served us well.

On the other side, obviously Erie is a very large population of refugees, and those people bring remarkable skills with them from their home countries, and they don't always have the opportunities the rest of us have or they are not formed enough to recognize those opportunities.

So, we are trying to lower as many barriers as possible. We are in the planning process to get an event with the MCRC and USCRI and we met with them, and they expressed how needed that was. So, we're excited to get started on that.

Outside of that, we are trying to build some new collaborations even a little bit further away, so we have met with the Youngstown Business Incubator; they don't need our help but there are definitely opportunities there for collaboration. We have been receiving requests for help from Beaver County and from Chautauqua because they see our experience and that is definitely in our mission to spread what we're doing and teach them how to do it so they can build something similar to what we have in Erie in their own communities. Or be an extension of ours.

Another part of this is we are interested in really building, in Project Resolve, our workforce and preparing our region for changes in regulations, changes in policies, that we will see with sustainability efforts that the government is working on. We need our manufacturers to keep up with that and also have employees that understand those topics and can drive those businesses toward not just meeting those policy goals but growing their business in the process growing their company.

One of those elements we're working on right now is an All-Access Career Fair and I'm proud to say that with the help from your funding and our event planner that we hired who is in the room – Katie, thank you very much for joining us today – we are able to open up our career fair, which is the biggest in the region, to everyone literally. Not just degree earning students but also everyone else who doesn't have a degree. So, this is an effort to provide those jobs that manufacturers and other businesses don't necessarily need just degree earned positions, a way to get to the rest of the community. For example, we're trying to get transportation from the city to that career fair when it comes up. We think that's really important for getting our workforce in Erie filling the positions that are available, but also finding the gaps that we can train and build.

One of the major goals on this particular grant is also a legislative workshop; we're taking that very seriously. We are going to be able to do a pilot in the spring; we were expecting to have to wait until the fall, but we are going to do a pilot in the spring in conjunction with that all-access career fair. So, the goal is to get manufacturers and legislators in the room together talking about what their real needs are. There are goals going on right now that have major flaws that manufacturers would recognize immediately but that the legislators have not considered. We are going to put these folks in the same room with each other, we are going to use the career fair as the backdrop so we have the right people in the right place at the same time. We are expecting a decent turnout for that.

A few statistics here; just to be clear, our grant started a little later than the others. We got started only very recently. But we've been to three events already, and we've already reached 50 entrepreneurs that we wouldn't have otherwise reached. You may have heard that Resolve funding is finally coming together from a lot of different sources, so right now we're sitting at \$18 million and another \$4 pending. And already we're seeing interest in that project developing research funding that is related, so it's \$5 million.

What I would ask from you, if you have the chance to do so, is to get the word out. The All-Access Career Fair (inaudible) for Erie, so encourage attendance. And when it comes to the legislative workshops, I have the same request. We are starting at a regional level first in the spring, but then we're going to a higher level, and we'll be inviting a larger group of legislators so if we can get those people in the same room, it would be very helpful.

I know that that was a lot and a little bit rushed. If you have questions about this, and I imagine you do, we would gladly meet with you to talk about Resolve, in general, and more specifically about this grant and its involvement in it. Thank you very much for your time.

Dr. Wood: Are there any questions for Jake?

Mr. Marsh: Let me know if something comes up.

Mr. Lantinen: I will finish this off here. As I said before, my name is Chris Lantinen and I run the PennWest Edinboro sit of the Beehive. I'm going to run through some stats very quickly here. From the beginning of our grant which was July 1, 2023 until present day, we have served 70 businesses. Again, these are entities that already operational meaning they already have an LLC or something of that nature, and then two entrepreneurs. Now we're at the very tail end of the assistance pipeline, you could say, and so we don't get a lot of entrepreneurs who don't have an LLC because at the point that we're meeting them, we're building social media platforms for them, we're doing logos; they should have an LLC before we meet with them. If they come to us without one, we generally send them back a few steps to Gannon or the Idea Lab. We do those referrals backwards as well.

Over 40 students engaged, these are through both student employees that ECGRA helps us hire or classes that we integrate to help finish these projects. The big number there is 4,800 student workhours provided to our clients. That is nearly 5,000 person hours being provided to regional entrepreneurs that they would otherwise not have. It's a huge number and that involves graphic design, that involves marketing help, that involves just general research that we're doing for the clients. If you do the math here and multiply that by the median wage of the marketing and graphic design industries which is \$25/hour typically, you're looking at a huge amount of free labor and cost savings for these entrepreneurs.

A couple of initiatives that were detailed in our initial ECGRA proposal that I want to update you on – we had a freelancer in residence program that we started with this new ECGRA grant and Sara Garrity is the first freelancer within this program. She owns Sara Created LLC, she is earning \$4,000 through this program, and she is helping Beehive clients – at no cost to the clients. Basically the model is, we hire a regional freelancer that is building a small business, we pay them, the clients do not pay them, and it allows us to increase our client capacity and that obviously gives another small business, that being the freelancer, capital. As I have written here, Sara actually works in design branding for a local university and is building this small business as an additional revenue stream. Through this program she gets new clients, she gets new capital, and we're going to continue this program in spring of 2025 as we're hiring a new freelancer right now.

The next one I will highlight is the consulting hours. A part of our proposal is we wanted to continue these consulting hours that we were doing. Not every client that comes in is going to need a semester full of work; they might just need to meet for one or two hours, hash out what's going on on their Facebook page, figure out how to use TikTok; those little types of marketing challenges that you don't necessarily need to be an entire Beehive client to solve. So, we have been holding those consulting hours at eCAT, making sure that it is accessible to the entire city population. We have had five that have taken advantage of it in the fall of 2024 with one already being a client for spring. That's another thing that happens with these consulting hours, we meet with them and it kind of turns into a pseudo intake meeting because we realize their needs are greater than thought. So, it helps us recruit clients as well.

The last one is we do the advertising for the Beehive Network through Edinboro since that's our specialty, marketing and branding. We have been running Facebook ads, we have been running Google ads, but honestly our client loads are all pretty full and I think we're all booking out at least a semester in advance. So, we haven't had to spend as much of that advertising dollars as we expected. That just means that what we are spending is working – we are getting clients.

Just some quick client stories – I'll run through these pretty speedy here. 911 Vision Express is a shop in Edinboro at the Edinboro Mall and they received logo and branding from us in fall 2023. Now they are back this semester and we're just finishing up their website and it will be

operational pretty soon. We have also provided them with some photography as well. So, we get a lot of return clients; we typically will have them do the logo and branding first and then we'll have them move onto their digital presence and what else they might need to fill out their marketing strategy, their brand identity. So, they came back and they're a great business out in the Edinboro Mall.

Fixed HHS, which has been mentioned here multiple times, we worked on their website last semester, and we helped them rank for some new organic keywords. What I mean by that is what is showing up on Google, what they're ranking for. Things like "erie pa electricians," "plumber erie pa" and "smart home handyman" were all terms they were not ranking for prior to our intervention. You'll see a little bit of a pattern developing here because it was the same thing with Whaling Marine Services. We built them a website. I believe they were first a client in fall 2022 and they came back for some additional website work, and they now rank first for "Erie pa boat repair" and second for "erie pa de-winterize boat." So, for these services, they are ranking highly.

Before the Barel Distillery, one of our Corry clients, when we took on their website just fixing it up, they were ranked for 33 organic keywords at the start of the collaboration. They now rank for 145, which is a 339% increase. So, these are search engine optimization focus changes that we're making to sites and we are helping them compete a little bit more in probably the most important marketplace, which is the Google search engine, making sure they rank for the terms they want to rank.

The last quick client story I will tell you is that multiple Beehives, including Penn State Behrend, have worked with ProDome Seal, it's a little cap that you put on your propane tank to keep little critters out and birds from making nests. We just created some new product packaging for them as you can see there. It looks upside down, but it folds over onto a plastic sheet.

I just want to go back to our client numbers quickly and I want to say that with the 70 businesses served, we're including the re-branding of an Erie County township and some work for some very impactful community-driven nonprofits. We also worked with a large Erie County tourism initiative that will be launched in the future. And with all of these, there are small business entities worked into them. If it's a tourism initiative, it's going to have a small business directory built into it. So, all of this goes back to business in the end. In terms of the Erie city clients, beyond that we're also serving rural regions like Union City and Edinboro, 4-5 clients in Corry this year, Albion. If you look back at those initial grant guidelines, these are all the same areas that are marked in the Erie County census tracts at over that 50% poverty rate. Whether it's through meetings or other outreach like Facebook ads that are geotargeted, we are getting out to those communities that need us most.

I believe I'm the last of the group, so if you have any overarching questions, I can certainly try to answer them for you, or I'll call on one of the other directors.

Dr. Wood: What is the municipality you're working with?

Mr. Lantinen: Greene Township. That's almost done. I don't know when they're going to roll it out, but we're finishing up that work with them in the next couple weeks. Are there any other questions?

Dr. Wood: I want to make this meeting as long as possible this morning for Mr. Barney. I just want to make some summarizing comments. The Beehives are one year into a two-year contract, so we are accepting this as an interim report from them. Normally we ask for something in writing but we're going to accept these presentations as their interim reports. So, if you have any follow-up questions or you want any other information, just let me know and I'll reach out to them.

Thanks, folks.

Let the record show that Mr. Winschel had to leave the meeting early during the Beehive presentations. He left at approximately 9:40am.

COMMITTEE REPORTS

a. Treasurer's Report

Dr. Wood: You can see in the month of October there was quite a bit of activity on the Revenue side. Interest was paid from the EDF fund, eCAT, and the CDs that have come in. One of the CDs that was up for renewal was from First National Bank – we had about a million dollars in there. That's why I put the PLGIT sheet in front of you here. Angie and I talked with Gary and the three of us came together and decided to go with the 150 day CD at 4.75%. I just wanted to make you aware of where that stood.

There's not a whole lot of activity on the Profit & Loss statement. Let's go ahead and open it up to questions. Does anyone want to dial into any one of these five reports? Is there anything specific? The Balance Sheet looks good; you can see we added dates to the CDs. Cash Flow is fine. Budget – we're pretty much on track in every category. The Schedule of Grant Reserves – this is a really important document for you because it shows you what we've done this past month, what we've done year-to-date, and then the second part of the report is the funds that are remaining, which is the committed funds. So, this shows the commitments we have made and how much is remaining.

Next you see the Transaction List Detail which shows you every transaction made; every wire transfer, reimbursements, grants, all of our expenses. Let's pause there – are there any questions on any of these expenses?

Mr. Cleaver: What about the Visa?

Dr. Wood: There are two Visa statements, right Tammi?

Ms. Michali: That is correct.

Dr. Wood: That's because we didn't have last month's in on time, so there are two this time. You'll see standard office supplies, subscription to the Times News, and then you'll see the Amazon statements.

Mr. Barney makes a motion to accept the Treasurer's Report. Mr. Louis seconds the motion. There is no further discussion on the Treasurer's Report. Motion carries 5-0.

b. Strategic Planning Committee

Dr. Wood: We reviewed Parks, Fields, & Trails, Municipal Collaboration grants, and then we asked for a budget modification. You'll see the grants are in resolution form today. The budget modification for ARPA, if you weren't there at the meeting, we submitted the modification October 25th, so we're just under thirty days out. This takes the remaining dollars out of indirect costs and contracted services with the exception of \$5,500 because we'll need to do another audit and moves it into awards. That is the original budget that we had under the Dahlkemper Administration. We're asking the current Administration to modify it. We just heard back from them yesterday with a question about the Investment Playbook, but no word about the modification. This is important because it needs to be approved by the end of the

year because it is an existing contract. It's thirty days out, we'll probably give them some more leeway, and then we'll pursue other avenues of communication. Are there any other questions about Strategic Planning?

Mr. Cleaver: I noticed the airport is going to add Tampa – I can't remember the date.

Dr. Wood: Yes, I don't remember the date either. Orlando and Tampa have been added and they are considering a third; that's not public knowledge yet.

Mr. Cleaver: Is Tampa operating right now?

Mr. Barney: The airport said it would be the beginning of the year.

Mr. Cleaver: I was curious for my own thing. Okay.

Dr. Wood: Those two are solidified based on the agreement Fly Erie has with Breeze.

Mr. Cleaver: I think it's great. I we could get to one more, it should be Myrtle Beach or somewhere, which would be fantastic. It's a possibility. I don't think they're going to go any further than that. I don't think they're going to Detroit or anywhere.

c. Update from County Council

Chairman Scutella is not present to give an update.

d. Update from County Executive's Office

Mr. Sinnott is not present to give an update.

REPORT OF THE EXECUTIVE DIRECTOR

Dr. Wood: The first is our communications report – this is what we've done over the last month. The next page is the announcement of the Parks, Fields, & Trails, which was a wonderful press conference. Then you see the Strategic Planning meeting that was this month and the Anchor Building announcement that was made as well.

I want to give you an update on this next item. Thursday, November 14th we went to Council at their request and held a hearing for them. We had ten different members of the early childhood learning community come in to testify in three different areas. One – what's the state of the workforce? Two – resources and alignment, and the third - infrastructure, which is the actual physical places themselves, the buildings. It was fascinating. We kept it to an hour somehow, I don't know how we did that, but all these folks got to talk about their facilities and what they see as the key to moving forward.

What's fascinating about this topic and you heard Kim allude to it earlier, if other funders are interested, you could wrap your arms around this topic; this is not an insurmountable thing, but it could be transformative. The research shows the city requires about another 1,500 slots in order to adequately supply the workforce with high quality daycare, and the county, although there isn't an official study, we've quantified that it's about another 1,000. So, 2,500 slots to solve what people are referring to as a crisis for a reason because there is no place to take your child to high quality daycare on your way to work.

We can get our arms around this issue. I think it was fascinating that we were asked to participate in it. I've learned so much, I've read so much on the topic over the last several months and it culminated in this testimony. If this testimony is effective, it will result in some ARP dollars sent our way to address this issue, at which time we will need to work together as a Board and with these folks to create grant guidelines that can be effective and that can be implemented in the new year.

That is part of the budget process, and if you're following the budget, it is a very interesting process. I can't tell you whether or not we will be successful in getting these funds, but we are being considered. If we do get those funds, I think it would be advantageous for us to match those funds with ECGRA dollars to show leverage. We did the same thing in the last round of ARP, we did the same thing with Summer Jobs, we've done the same thing to leverage other funds. So, there's precedence for it but obviously we'll have that discussion if it happens. It would require us to have a contract with the County by December 31st.

Ms. Hess: That's a really quick turnaround.

Dr. Wood: That's an extremely quick turnaround. So, the budget is literally passed today and then the vetoes that take place will be within the next few weeks. That would leave us a matter of weeks to contract with the County. Tim and I might be pulling some late nights.

Are there any questions for me on that, because this is a really important initiative here.

Ms. Hess: I don't have any questions but this seems like something that, if we're given that opportunity, that to me whenever you talk about childcare and children especially in our community, those are the kinds of things that are transformational. That's exciting that we might get to be a part of that.

Dr. Wood: I agree. We can always talk offline if you want to call me later.

My reports wraps up with some nice articles in there and a nice letter from the Harborcreek Community Engagement Team and news coverage we got in various periodicals from across the County.

SOLICITOR'S REPORT

Mr. Wachter: I have nothing actionable for you today other than that I would like to say that Mr. Barney, I've always appreciated working with you. I've always appreciated your perspective in that you have managed to hold the community's interest as the priority during all the challenging times that we have had. I've always been impressed with that. I didn't know you were leaving us; I'm processing this information. I don't like this information, but I'm happy for you for the next phase of your life.

OLD BUSINESS

- a. First National Bank Maturity

Dr. Wood: Does anyone have any questions about PLGIT or why we're investing in PLGIT?

Mr. Barney: I think it's great. I think for Gary and those who made the suggestion. It's been the proper move because additional funding is always good.

NEW BUSINESS

a. Community Benefit Policy

Dr. Wood: In our meetings with Gannon, if you remember, in September, there was some question as to how do we make sure there is a community benefit component to these bigger construction grants because we don't really have a policy around it. So, I just grabbed this policy from the city school district – this is on big construction projects – so some of it will apply, some of it will not. I had some questions intermixed in here, I put in some highlighted areas for you to look at. I'm not asking you to vote on anything today. I just wanted to put this in front of you so you could see a draft. This is making you aware of it and I think at a future Strategic Planning meeting we should take a dive into it and look at it further.

Tim and I have briefly discussed it; it wouldn't make sense to apply it to Renaissance Block where you've got a contractor who's going to do \$10,000 worth of repairs on your front porch or your siding. But for a larger construction project, I can see where this makes sense. So, we can have further discussion on that and put it on the agenda in the future.

Mr. Barney: I don't know if this is the proper time because I don't want to prolong things, but on this one here where it says "Draft Only", Gary wanted me to bring to you attention if we could possibly include – where we've got Community College, he would rather it be Vo-Tech. Or rather if Vo-Tech could be included for consideration. He was sorry he couldn't present that himself, but I told him I would share that with you, where we have written about the eCAT program and the Community College, he wants Vo-Tech to be in there. Thank you.

Mr. Wachter: That's on the second page, number 1.

Dr. Wood: Sounds good.

b. Resolution Number 24, 2024 – Resolution to enter into agreements with seven (7) Erie County community organizations and municipalities engaged in Parks, Fields, and Trails

Dr. Wood reads the resolution.

Mr. Barney makes a motion to approve the resolution. Ms. Hess seconds the motion. There is no discussion of the resolution. Motion carries 5-0.

c. Resolution Number 25, 2024 – Resolution to enter into agreements with two (2) entities as the recipients of the Multi-Municipal Collaboration grant, Round 2

Dr. Wood reads the resolution.

Mr. Barney makes a motion to approve the resolution. Mr. Cleaver seconds the motion. There is no discussion of the resolution. Motion carries 5-0.

d. Resolution Number 26, 2024 – Resolution to approve the 2025 Board Meeting Schedule

Dr. Wood reads the resolution.

Mr. Oberlander makes a motion to accept the resolution. Mr. Louis seconds the motion. There is no discussion of the resolution. Motion carries 5-0.

Mr. Cleaver: Is there anything for the good of the order?

Mr. Barney: I will be quick. I would like to thank each and every one of you personally. It has been truly a pleasure. Perry, I didn't think I'd be around you this long. And for those of you that I've just met, it's been truly great. Tim, we talked about different things, you've given me some guidance. Same thing with Gary, as well as each of you. Some of you haven't been around that long, but I would have been tapping you as a resource because I value other people's input and a different perspective. And I want to thank you. It's been a pleasure.

And for this last meeting to take this long and for y'all to be here, it's one of the first and we got to make note of it! I just want to acknowledge your commitment. Thank you.

ADJOURNMENT

Mr. Barney moves to adjourn. Mr. Cleaver seconds the motion. Meeting is adjourned at 10:08am.

**Erie County Gaming Revenue Authority
Profit & Loss
November 2024**

	<u>November</u>	<u>YTD</u>	<u>Budget YTD</u>	<u>2024-25 Budget</u>
Ordinary Income/Expense				
Income				
44000 · ARPA Fund				
44800 · Gaming Revenue	1,337,218.94	2,774,777.92		
44801 · Interactive Gaming Revenue		1,998,846.01		
46400 · Other Types of Income				
46410 · Interest Income - Savings	4,065.81	203,613.27		
46422 · Interest Income - BWC - Erie Growth		15,250.00		
46424 · Interest Income - Progress Fund		10,000.00		
46424.5 · Interest Income - 1855 Capital				
46425 · Interest Income - EDF Restruct		9,750.00		
46426 · Interest Income - BWC - Inclusive		12,708.33		
46427 · Interest Income - Blue Highway		1,396.83		
46428 · Interest Income - eCAT		7,668.00		
46450 · Dividend Erie Bank MMKT	33,983.75	101,943.77		
46451 · Dividend Erie FCU CD	21,549.87	63,666.57		
46452 · Dividend Flagship CD	4,843.84	26,213.70		
46453 · Dividend FNB CD_3	2,443.29	13,222.54		
46454 · Dividend FNB CD_6	2,398.49	12,980.07		
46455 · Dividend FNB CD_9	2,353.64	12,737.34		
Total Income	<u>1,408,857.63</u>	<u>5,264,774.35</u>		
Expense				
62100 · Contracted Services	3,744.16	49,014.46	47,768.00	71,650.00
62800 · Facilities & Equipment	1,677.50	13,467.99	15,464.00	23,200.00
65000 · Office Administration	1,388.89	9,115.50	13,168.00	19,750.00
65100 · Other Types of Expenses	2,947.39	37,737.13	36,664.00	55,000.00
66000 · Payroll Expenses	25,276.63	212,446.89	194,632.00	291,950.00
67000 · Building a Better Future (ARPA)	0.00	539,477.29	579,608.00	869,408.00
7000 · Provision for Uncollect Notes	(361.84)	(1,809.28)		
Total Expense	<u>34,672.73</u>	<u>859,449.98</u>	<u>887,304.00</u>	<u>1,330,958.00</u>
Net Ordinary Income	1,374,184.90	4,405,324.37		

(con't)

**Erie County Gaming Revenue Authority
Profit & Loss
November 2024**

	<u>November</u>	<u>YTD</u>	<u>Budget YTD</u>	<u>2024-25 Budget</u>
Other Income/Expense				
70000 · Grants / Settlements / MRIs				
70030 · Community Assets		288,633.93		
70050 · Municipal Settlements	334,304.74	1,193,405.99		
70070 · Special Events		199,090.70		
70090 · Multi-Municipal Collaboration		100,000.00		
70100 · Mission Main Street		1,167,281.18		
70120 · Summer Jobs Program				
70125 · Neighborhoods & Communities MRI				
70130 · Small Business Financing				
70136 · Ignite Erie_Beehive				
70140 · Pilot Projects		75,000.00		
70150 · Shaping Tomorrow				
70170 · Renaissance Block		213,334.00		
70180 · Anchor Building	75,000.00	505,000.00		
70190 · COVID-19 Immediate Human Relief				
70300 · Transformational Grants	125,000.00	603,077.00		
Total 70000 · Grants / Settlements	<u>534,304.74</u>	<u>4,344,822.80</u>		
Net Other Income	<u>(534,304.74)</u>	<u>(4,344,822.80)</u>		
Net Income	<u><u>839,880.16</u></u>	<u><u>60,501.57</u></u>		

Erie County Gaming Revenue Authority
Balance Sheet
As of November 30, 2024

	November
ASSETS	
Current Assets	
Checking/Savings/Money Market	
10000 · ErieBank - Checking	36,946.03
10100 · ErieBank - Savings	
10101 · Committed Funds	1,383,235.51
10102 · Restricted Funds	4,564,029.91
10104 · ARPA Fund	329,930.61
10100 · ErieBank - Savings - Other	(2,714,358.83)
Total 10100 · ErieBank - Savings	3,562,837.20
10110 · Erie Bank Money Market 12/12/24	6,150,929.77
Other Current Assets	
10300 · Erie FCU CD 8/28/25	5,063,666.57
10400 · Flagship CD 2/21/25	2,026,213.70
10510 · FNB CD_6 2/21/25	1,012,980.07
10520 · FNB CD_9 5/21/25	1,012,737.34
Total Checking/Savings/Money Market/CDs	18,866,310.68
Other Current Assets	
12000 · Notes Receivable	
12004 · NR - BWC - Erie Growth	1,000,000.00
12005 · NR - Progress Fund	1,000,000.00
12010 · NR - 1855 Capital	500,000.00
12050 · NR - EDF Restructured	1,300,000.00
12060 · NR - BWC - Inclusive Erie	2,500,000.00
12070 · NR - Blue Highway	250,000.00
12080 · NR - BWC - Resp Fund Sm Bus	520,000.00
12085 · NR - BWC - Resp Fund Nnp Profit	100,000.00
12090 · NR - eCAT	500,000.00
12500 · NR - Youth Leadership Institute	100,315.20
12900 · Reserve for Uncollectable Notes	(1,554,243.96)
Total 12000 · Notes Receivable	6,216,071.24
14500 · Prepaid Insurance	5,653.51
Total Other Current Assets	6,221,724.75
Total Current Assets	25,088,035.43
TOTAL ASSETS	25,088,035.43

(con't.)

Erie County Gaming Revenue Authority
Balance Sheet
As of November 30, 2024

	<u>November</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
20100* - Deferred Revenue	(4,000,000.00)
20300 - Unearned Revenue	4,869,407.88
Total Current Liabilities	<u>869,407.88</u>
Total Liabilities	869,407.88
Equity	
30000 - Opening Balance Equity	2,927,064.18
32000 - Unrestricted Net Assets	21,231,061.80
Net Income	60,501.57
Total Equity	<u>24,218,627.55</u>
TOTAL LIABILITIES & EQUITY	<u><u>25,088,035.43</u></u>

Erie County Gaming Revenue Authority
Budget vs. Actual
November 2024

Expense	November	YTD	Budget	Over/(Under) Budget	% of Budget
62100 - Contracted Services					
62110 - Accounting Fees	0.00	8,150.00	8,150.00	0.00	100.00%
62130 - Professional Services	3,000.00	24,000.00	40,000.00	(16,000.00)	60.00%
62140 - Legal Services	651.00	14,400.00	20,000.00	(5,600.00)	72.00%
62145 - Website Design	0.00	1,682.56	2,000.00	(317.44)	84.13%
62150 - Payroll Services	93.16	781.90	1,500.00	(718.10)	52.13%
Total 62100 - Contracted Services	3,744.16	49,014.46	71,650.00	(22,635.54)	68.41%
62800 - Facilities & Equipment					
62840 - Office Equipment	0.00	47.99	3,000.00	(2,952.01)	1.60%
62890 - Rent	1,677.50	13,420.00	20,200.00	(6,780.00)	66.44%
Total 62800 - Facilities & Equipment	1,677.50	13,467.99	23,200.00	(9,732.01)	58.05%
65000 - Office Administration					
65010 - Books, Subscriptions, Dues	11.99	994.93	3,000.00	(2,005.07)	33.16%
65020 - Postage	0.00	38.96	100.00	(61.04)	38.96%
65040 - Office Supplies	99.14	1,078.73	2,000.00	(921.27)	53.94%
65050 - Cell Phone	516.81	1,870.01	3,000.00	(1,129.99)	62.33%
65060 - Copier Lease	345.95	2,767.60	4,200.00	(1,432.40)	65.90%
65070 - Copier Printing Costs	0.00	32.07	200.00	(167.93)	16.04%
65080 - Bank Fees	0.00	135.00	500.00	(365.00)	27.00%
65085 - Professional Development	390.00	790.00	3,000.00	(2,210.00)	26.33%
65090 - Meeting Expenses	0.00	1,382.35	3,500.00	(2,117.65)	39.50%
65095 - Miscellaneous Expense	25.00	25.85	250.00	(224.15)	10.34%
Total 65000 - Office Administration	1,388.89	9,115.50	19,750.00	(10,634.50)	46.15%
65100 - Other Types of Expenses					
65105 - Outreach	108.00	4,986.50	5,000.00	(13.50)	99.73%
65110 - Advertising	79.77	3,877.54	4,000.00	(122.46)	96.94%
65115 - Phone/IT/Fax	1,157.30	12,322.49	18,000.00	(5,677.51)	68.46%
65120 - Insurance	1,393.55	9,973.63	18,000.00	(8,026.37)	55.41%
65130 - Grant Management Software	0.00	5,562.00	6,000.00	(438.00)	92.70%
65150 - Travel	208.77	1,014.97	4,000.00	(2,985.03)	25.37%
Total 65100 - Other Types of Expenses	2,947.39	37,737.13	55,000.00	(17,262.87)	68.61%
66000 - Payroll Expenses					
66005 - Salaries & Wages	22,304.69	187,951.84	250,000.00	(62,048.16)	75.18%
66010 - FITW Tax	1,452.74	12,344.94	20,000.00	(7,655.06)	61.72%
66015 - FUTA Tax	0.00	0.00	150.00	(150.00)	0.00%
66020 - PASUI Tax	0.00	0.00	2,000.00	(2,000.00)	0.00%
66700 - PMRS	1,519.20	12,150.11	19,800.00	(7,649.89)	61.36%
Total 66000 - Payroll Expenses	25,276.63	212,446.89	291,950.00	(79,503.11)	72.77%
67000 - Building a Better Future (ARPA)					
67005 - Contracted Services - ARPA	0.00	11,999.00	11,000.00	999.00	109.08%
67010 - Subawards - ARPA	0.00	527,478.29	858,408.00	(330,929.71)	61.45%
67025 - Indirect Costs - ARPA	0.00	0.00	0.00	0.00	0.00%
67030 - Salaries & Wages - ARPA	0.00	0.00	0.00	0.00	0.00%
Total 67000 - Building a Better Future (ARPA)	0.00	539,477.29	869,408.00	(329,930.71)	170.53%
7000 - Provision for Uncollect Notes	(361.84)	(1,809.28)			
Total Expense	34,672.73	859,449.98	1,330,958.00	(471,508.02)	64.57%

Erie County Gaming Revenue Authority
Schedule of Grant Reserve
as of
November 30, 2024

	<u>November</u>	<u>YTD</u>	<u>Totals/Subtotals</u>
Restricted Uncommitted Funds	4,564,029.91		
Committed Funds	1,383,235.51		
ARPA Funds	329,930.61		
2024 Restricted Funds: (75% - after settlement payments)			
First Quarter Gaming Revenue		277,740.51	
Second Quarter Gaming Revenue		1,159,818.47	
Third Quarter Gaming Revenue	1,337,218.94	1,337,218.94	
Fourth Quarter Gaming Revenue			2,774,777.92
2024 Interactive Gaming Revenue			
FY 2023-2024		1,998,846.01	1,998,846.01
FY Disbursements:			
First Quarter Disbursements		2,202,281.44	
Second Quarter Disbursements		1,465,714.91	
Third Quarter Disbursements	534,304.74	1,029,304.74	
Fourth Quarter Disbursements			4,697,301.09

Disbursements Detail

Grants/Settlements/MRIs

	<u>November</u>	<u>YTD</u>	<u>Subtotal</u>
MUNICIPALITIES			
Settlements			
Summit Township	150,437.14	312,162.54	
Greene Township	36,773.52	76,306.39	
McKean Township	36,773.52	76,306.39	
Millcreek Township	36,773.52	76,306.39	
Waterford Township	36,773.52	76,306.39	
Erie County	36,773.52	76,306.39	
			693,694.49
Multi-Municipal Collaboration			
Jefferson Educational Society		100,000.00	
			100,000.00
AMERICAN RESCUE PLAN ACT			
Community Facilities			
Harvest 912		10,050.00	
Union Township		33,500.00	
			43,550.00

Erie County Gaming Revenue Authority
Schedule of Grant Reserve
as of
November 30, 2024

AMERICAN RESCUE PLAN ACT (cont)

	November	YTD	Subtotal
Erie County Investment Playbook			
Nonprofit Partnership		32,043.47	
			32,043.47

NEIGHBORHOODS & COMMUNITIES

Anchor Building

2019 Impact Corry		60,000.00	
2022 East Side Renaissance		50,000.00	
2024 Borough of Union City	75,000.00	75,000.00	
Explore the Possibilities		100,000.00	
Fort LeBoeuf Historical Society		70,000.00	
Greater Erie Community Action Committee		50,000.00	
Impact Corry		100,000.00	
North East Community Foundation		50,000.00	
			555,000.00

Mission Main Street

2019 Borough of Union City		125,000.00	
Borough of North East		125,000.00	
City of Erie		205,000.00	
Downtown Girard		125,000.00	
Fairview Township		175,000.00	
Impact Corry		125,000.00	
SSJ Neighborhood Network		100,000.00	
2022 Downtown North East		87,500.00	
			1,067,500.00

Renaissance Block

Bayfront Eastside Taskforce		100,000.00	
Borough of Edinboro		80,000.00	
Borough of North East		80,000.00	
Borough of Union City		100,000.00	
Downtown Girard		80,000.00	
Impact Corry		100,000.00	
			540,000.00

PILOT PROJECT

Erie City Moms		75,000.00	
			75,000.00

Erie County Gaming Revenue Authority
Schedule of Grant Reserve
as of
November 30, 2024

	November	YTD	Subtotal
QUALITY OF PLACE			
Community Assets			
Arts, Culture, & Heritage			
Albion Area Fair, Inc.		7,000.00	
AmeriMasala		10,000.00	
Community Resources for Independence		3,138.93	
Dafmark Dance Theater		10,000.00	
Downtown North East, Inc.		12,000.00	
Edinboro University Foundation		5,500.00	
Edinboro Arts & Music Fest		13,000.00	
Erie Art Company		5,000.00	
Erie Arts & Music Festival		12,000.00	
Erie Yesterday		14,000.00	
Erie's Black Wall Street		12,000.00	
Film Society of Northwestern PA		10,000.00	
Heberle's Heartstrings		1,500.00	
Hornby School Restoration Society		6,300.00	
Impact Corry		11,000.00	
Lake Erie Fanfare, Inc.		12,000.00	
Messiah Lutheran Church		5,000.00	
Springfield Township		1,445.00	
Triangle DAR		10,000.00	
Veterans Miracle Center Erie		15,000.00	
Waterford Community Fair Association		13,500.00	
Wattsburg Agricultural Society		11,000.00	
WQLN Public Media		13,000.00	
YMCA of Corry		7,000.00	
Young Artists Debut Orchestra		15,000.00	
		235,383.93	235,383.93
Community Centers			
Harvest 912		4,950.00	
Union Township		16,500.00	
		21,450.00	21,450.00
Parks, Fields, Trails			
Borough of Union City		25,000.00	
Headwaters Natural Resource Center Trust		9,500.00	
		34,500.00	34,500.00

Erie County Gaming Revenue Authority
Schedule of Grant Reserve
as of
November 30, 2024

	<u>November</u>	<u>YTD</u>	<u>Subtotal</u>
Special Events			
Albion Area Fair, Inc.		13,700.25	
Americans for Competitive Enterprise Sys		2,700.00	
AmeriMasala		1,683.00	
Asbury Woods Partnership, Inc.		3,363.73	
Barber National Institute		12,516.08	
Borough of Edinboro		1,507.50	
Borough of Girard		572.93	
Borough of Wesleyville		869.40	
Borough of Union City		207.00	
CAFE		15,000.00	
Crime Victim Center of Erie County, Inc,		3,313.85	
Downtown North East, Inc.		3,044.70	
Edinboro University Foundation		2,553.75	
Edinboro Arts & Music Fest		3,420.00	
Erie Art & Music Festival		5,130.00	
Erie County Bar Association		2,250.00	
Erie Homes for Children and Adults, Inc		3,288.60	
Erie Latino Leadership Association		1,391.18	
Erie Lions Club Save an Eye Game		1,125.00	
Erie Regional Chamber & Growth Partner.		4,500.00	
Erie Roller Derby		364.14	
Erie United Methodist Alliance		3,150.00	
Erie-Western PA Port Authority		5,652.90	
Film Society of Northwestern PA		5,458.50	
Goodell Gardens & Homestead		2,947.50	
Harborcreek Community Engagement Team		936.00	
Harborcreek Township		1,350.00	
Holy Trinity Roman Catholic Church		7,065.00	
Humane Society of NWPA		7,074.00	
Impact Corry		3,472.79	
Jefferson Educational Society of Erie		15,000.00	
Lake Erie Fanfare, Inc.		2,245.50	
Lake Erie Greek Cultural Society		7,375.50	
Mercy Center for Women		4,059.00	
Orthodox Church of the Nativity		2,700.00	
Presque Isle Light Station		1,011.15	
Presque Isle Partnership		4,990.50	
Saint Patrick Church		7,389.66	
SSJ Neighborhood Network		5,031.16	
Union City Pride		946.13	
Waterford Community Fair Association		8,685.00	
Wattsburg Agricultural Society		12,651.75	
YMCA of Greater Erie		330.75	

Erie County Gaming Revenue Authority
Schedule of Grant Reserve
as of
November 30, 2024

	November	YTD	Subtotal
Special Events (cont)			
Young Artists Debut Orchestra		4,366.80	
			196,390.70
 SMALL BUSINESS FINANCING			
 TRANSFORMATIONAL GRANTS			
Enterprise Development Fund		250,000.00	
Erie Center for Arts & Technology		103,077.00	
Fly Erie Fund LLC	125,000.00	125,000.00	
Minority Community Investment Coalition		125,000.00	
			603,077.00
 YOUTH & EDUCATION			
Summer Jobs & More			
			0.00
Total Funds Disbursements	534,304.74	4,197,589.59	4,197,589.59

Erie County Gaming Revenue Authority
Schedule of Grant Reserve
as of
November 30, 2024

		<u>November</u>	<u>Amount Remaining</u>	<u>Original Commitment</u>
Committed Funds:				
N&C	Renaissance Block 2018			
	1 Academy Neighborhood Association		11,250.00	22,500.00
	SSJ Neighborhood Network		7,000.00	70,000.00
	2 Bayfront Eastside Taskforce		25,000.00	50,000.00
	ServErie		29,000.00	58,000.00
	Renaissance Block 2022			
	Borough of Edinboro		50,000.00	100,000.00
	Renaissance Block 2023			
	Borough of Edinboro		50,000.00	100,000.00
	Borough of Union City		50,000.00	100,000.00
	Anchor Building			
	20 Borough of Union City		15,000.00	64,375.00
	Mission Main Street 2022			
	Edinboro Community & Economic Development		62,500.00	125,000.00
	Our West Bayfront		125,000.00	125,000.00
MUN	Multi-Municipal Collaboration			
	21 Borough of North East		50,000.00	100,000.00
SB	Beehive Network			
	Community Enterprise Financing Loan			
	Small Business Ecosystem			
	Impact Corry		87,500.00	175,000.00
QP	Transformational Grants			
	Erie Center for Arts & Technology		125,983.00	229,060.00
	Fly Erie Fund LLC	125,000.00	125,000.00	250,000.00
	Minority Community Investment Coalition		125,000.00	250,000.00
PP	Pilot Program			
Y&E	Shaping Tomorrow			
	Summer Jobs 2023		25,002.51	150,000.00
	Summer Jobs 2024		200,000.00	200,000.00
	Empower Erie - Community College		220,000.00	400,000.00
Total Committed Funds		125,000.00	1,383,235.51	2,568,935.00
ARPA Transformative Funds				
	Subawards	0.00	176,448.77	3,622,025.00
	Contracted Services	0.00	150,083.44	273,274.00
	Salaries & Wages	0.00	0.00	93,406.00
	Indirect Costs	0.00	3,398.40	11,295.00
Total ARPA Funds		0.00	329,930.61	4,000,000.00

Erie County Gaming Revenue Authority
Transaction List Detail
November 2024

<u>Date</u>	<u>Num</u>	<u>Name</u>	<u>Memo</u>	<u>Amount</u>
11/01/2024	EFT	VISA	2024 October Visa Statement	-634.13
11/05/2024	EFT	The Hartford	2024 November Disability	-109.39
11/05/2024	EFT	Altair Real Estate	2024 November Rent	-1,677.50
11/07/2024	EFT	ECCA, Inc.	10/19/2024 to 11/01/2024 Payroll	-9,768.03
11/11/2024	EFT	PMRS	Pay Ending 11/1/24	-759.60
11/11/2024	EFT	Velocity Network, Inc.	2024 November Phone/IT	-1,157.30
11/11/2024	EFT	Fidelity Investments	10/19/2024 to 11/01/2024 Simple IRA	-500.00
11/14/2024	EFT	Fly Erie Fund, LLC	Initial Payment	-125,000.00
11/14/2024	EFT	Kate & Co., Inc	2024 November Professional Services	-3,000.00
11/14/2024	EFT	Knox McLaughlin Gornall & Sennett	2024 November Legal	-651.00
11/14/2024	EFT	Highmark Health Insurance	2024 November Health Insurance	-3,214.53
11/14/2024	EFT	Local IQ	Meeting 10/30/24	-79.77
11/15/2024	EFT	Summit Township	2024 Q3 Settlement	-150,437.14
11/15/2024	EFT	Greene Township	2024 Q3 Settlement	-36,773.52
11/15/2024	EFT	McKean Township	2024 Q3 Settlement	-36,773.52
11/15/2024	EFT	Millcreek Township	2024 Q3 Settlement	-36,773.52
11/15/2024	EFT	Waterford Township	2024 Q3 Settlement	-36,773.52
11/15/2024	EFT	Erie County	2024 Q3 Settlement	-36,773.52
11/19/2024	EFT	Borough of Union City	2024 Anchor Building	-75,000.00
11/20/2024	EFT	ECCA, Inc.	11/02/2024 to 11/15/2024 Payroll	-9,768.03
11/20/2024	EFT	Fidelity Investments	11/02/2024 to 11/15/2024 Simple IRA	-600.00
11/20/2024	EFT	PMRS	Pay Ending 11/15/2024	-759.60
11/26/2024	EFT	Wells Fargo Financial Leasing	2024 November Copier Lease	-345.95
11/26/2024	EFT	Perry Wood	2024 Q3 Travel_Phone	-387.47
11/26/2024	EFT	Tom M. Maggio	2024 Q3 Travel_Phone	-338.11



SCORECARD	CASHBACK CURRENT BALANCE	CASHBACK PAYOUT DATE
	\$0.00	05/15/2025

Account Summary

Billing Cycle		10/10/2024
Days In Billing Cycle		31
Previous Balance		\$198.82
Purchases	+	\$653.02
Cash	+	\$0.00
Balance Transfers	+	\$0.00
Special	+	\$0.00
Credits	-	\$43.89-
Payments	-	\$198.82-
Other Charges	+	\$25.00
Finance Charges	+	\$0.00

NEW BALANCE \$634.13

Credit Summary

Total Credit Line	\$40,000.00
Available Credit Line	\$39,365.87
Available Cash	\$39,365.87
Amount Over Credit Line	\$0.00
Amount Past Due	\$0.00
Disputed Amount	\$0.00

Account Inquiries

- Call us at: (866) 317-0355
Lost or Stolen Card: (866) 317-0355
- Go to WWW MyCardStatement.com
- Write us at PO BOX 30495, TAMPA, FL 33630-3495

Payment Summary

NEW BALANCE	\$634.13
MINIMUM PAYMENT	\$634.13
PAYMENT DUE DATE	11/04/2024

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

Corporate Activity

Trans Date	Post Date	Reference Number	Transaction Description	Amount
			TOTAL CORPORATE ACTIVITY	\$173.82-
09/24	09/24	74335264268074268562001	LATE FEE	\$25.00
10/03	10/03	1637215549	INTERNET PMT-THANK YOU	\$198.82-

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
####-####-####-8643

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
10/10/24	\$634.13	\$634.13	11/04/24

\$

BL ACCT 00100029-10000000
ERIE COUNTY GAMING
5340 FRYLING ROAD
SUITE 201
ERIE PA 16510-4672



8345

MAKE CHECK PAYABLE TO:

VISA
PO BOX 4517
CAROL STREAM IL 60197-4517

Cardholder Account Summary				
TAMMI MICHALI #### ## 9468	Payments & Other Credits \$43.89-	Purchases & Other Charges \$653.02	Cash Advances \$0.00	Total Activity \$609.13

Cardholder Account Detail						
Trans Date	Post Date	Plan Name	Reference Number	Description	Amount	
09/09	09/10	PBUS01	24137464254001403007243	GIANT EAGLE #4038 ERIE PA	\$1.99	O.S.
09/11	09/12	PBUS01	24733094256015154044420	PA BCCO CORP FEE-DOS HTTPS/WWW.PA PA	\$15.00	O.S.
09/13	09/15	PBUS01	24011344257000116533604	CVENT* AMERICAN PLANNI WWW.CVENT.COM VA	\$390.00	prof devel.
09/21	09/22	PBUS01	24692164265107110210887	GANNETT MEDIA CO 888-426-0491 VA	\$11.99	subscrip
09/23	09/24	PBUS01	24137464268001390712940	GIANT EAGLE #4038 ERIE PA	\$1.99	O.S.
09/23	09/24	PBUS01	24116414267716733173630	EXECUTIVE GIFT SHOPPE 845-371-1370 NY	\$108.00	outreach
10/04	10/06	PBUS01	24692164278108679378573	AMAZON MKTPL*N543671K3 Amzn.com/bill WA	\$56.93	O.S.
10/05	10/06		74692164279109864532028	CREDIT VOUCHER	\$43.89-	O.S.
10/07	10/08	PBUS01	24692164281101873438256	AMAZON MKTPL*110NLOBH3 Amzn.com/bill WA	\$44.12	O.S.
10/08	10/10	PBUS01	24121574283000282080213	KOLDROCK WATERS, INC. 000-0000000 PA	\$23.00	O.S.

13.04 <

Additional 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 NOTIFICATIONS, DOWNLOAD FILES, AND MUCH MORE. MANAGING YOUR ACCOUNT IS FAST, SECURE AND EASY WITH MYCARDSTATEMENT. ENROLL TODAY!

ScoreCard CashBack Earnings as of 10/09/2024					
SCORECARD	Beginning Balance	Current Earned	CashBack Adjusted	Ending Balance	CashBack Payout Date
	\$0.00	\$0.00	\$0.00	\$0.00	05/15/2025

Finance Charge Summary / Plan Level Information									
Plan Name	Plan Description	FCM ¹	Average Daily Balance	Periodic Rate *	Corresponding APR	Finance Charges	Effective APR Fees **	Effective APR	Ending Balance
Purchases									
PBUS01 001	PURCHASE	E	\$0.00	0.97916%(M)	11.7500%(V)	\$0.00	\$0.00	0.0000%	\$634.13
Cash									
CBUS01 001	CASH	G	\$0.00	0.97916%(M)	11.7500%(V)	\$0.00	\$0.00	0.0000%	\$0.00
* Periodic Rate (M)=Monthly (D)=Daily							Days In Billing Cycle: 31		
** includes cash advance and foreign currency fees							APR = Annual Percentage Rate		
¹ FCM = Finance Charge Method									
(V) = Variable Rate If you have a variable rate account the periodic rate and Annual Percentage Rate (APR) may vary.									

Final Details for Order #111-2913712-9541854

[Print this page for your records.](#)

Order Placed: October 2, 2024
Amazon.com order number: 111-2913712-9541854
Order Total: \$56.93

Shipped on October 2, 2024

Items Ordered

Price

1 of: *Avery 8 Tab Dividers for 3 Ring Binders, Customizable Table of Contents, Multicolor Tabs, 6 Sets (11186)*

\$14.72

Sold by: Amazon.com Services, Inc

Supplied by: Other

Condition: New

1 of: *Method All-Purpose Cleaner Spray, French Lavender, Plant-Based and Biodegradable Formula Perfect for Most Counters, Tiles and More, 28 Fl Oz, (Pack of 1)*

\$4.18

Sold by: Amazon.com Services, Inc

Supplied by: Other

Condition: New

1 of: *Blue Summit Supplies Heavy Duty Stapler, 200 Sheet Capacity, 2000 Staples Included, Tan*

\$24.99

Sold by: Franklin Creative Solutions LLC (seller profile)

Supplied by: Franklin Creative Solutions LLC (seller profile)

Condition: New

Shipping Address:

Perry N. Wood
5340 FRYLING RD STE 201
ERIE, PA 16510-4672
United States

Shipping Speed:

FREE Prime Delivery

Shipped on October 3, 2024

Items Ordered

Price

1 of: *Amazon Basics 3 Ring Binder, 1" D-Ring, 4-Pack, White*

\$13.04

Sold by: Amazon.com Services, Inc

Supplied by: Other

Condition: New

Shipping Address:

Perry N. Wood
5340 FRYLING RD STE 201
ERIE, PA 16510-4672
United States

Shipping Speed:

FREE Prime Delivery

Payment information

Deliver to Berlin

All

Search Amazon

Subtotal
\$25.89



Rufus

Return/Refund Status

Continue

Return eligible through Nov



Details

Avery 8 Tab Dividers for 3 Ring Binders,...

Size: 8 tabs
\$14.72

Return in transit

Refund issued on Oct 5, 2024

Items you're returning



Details

Amazon Basics 3 Ring Binder, 1"...

Size: 4-Pack
\$13.04

Return in transit

Refund issued on Oct 5, 2024



Details

Method All-Purpose Cleaner Spray, 28 Fl...

Size: 28 Fl Oz (Pack of 1)
\$4.18



Details

Blue Summit Supplies Heavy Duty Stapler,...

\$24.99

Return in transit

Refund issued on Oct 5, 2024

Account & Lists

Account

Orders

Wishlist

Amazon Pay

Amazon Music

Amazon Video

Amazon Photos

Amazon Fresh

Amazon Pharmacy

Amazon Home

Amazon Kids

Amazon Business

Amazon.jobs

Amazon.com.au

Amazon.ca

Amazon.co.uk

Amazon.de

Amazon.es

Amazon.fr

Account & Lists

Account

Orders

Wishlist

Amazon Pay

Amazon Music

Amazon Video

Amazon Photos

Amazon Fresh

Amazon Pharmacy

Amazon Home

Amazon Kids

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Amazon.jobs

Amazon.com.au

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Amazon.fr

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Amazon Video

Amazon Photos

Amazon Fresh

Amazon Pharmacy

Amazon Home

Amazon Kids

Amazon Business

Amazon.jobs

Amazon.com.au

Amazon.ca

Amazon.co.uk

Amazon.de

Amazon.es

Amazon.fr

Final Details for Order #111-1572808-1502615

[Print this page for your records.](#)

Order Placed: October 7, 2024
Amazon.com order number: 111-1572808-1502615
Order Total: \$44.12

Shipped on October 7, 2024

Items Ordered

Price

1 of: *Method All-Purpose Cleaner Spray, French Lavender, Plant-Based and Biodegradable Formula Perfect for Most Counters, Tiles and More, 28 Fl Oz, (Pack of 1)* **\$4.18**

Sold by: Amazon.com Services, Inc

Supplied by: Other

Condition: New

1 of: *Avery 8 Tab Dividers for 3 Ring Binders, Customizable Table of Contents, Multicolor Tabs, 6 Sets (11186)* **\$14.95**

Sold by: Amazon.com Services, Inc

Supplied by: Other

Condition: New

1 of: *Blue Summit Supplies Heavy Duty Stapler, 200 Sheet Capacity, 2000 Staples Included, Tan* **\$24.99**

Sold by: Franklin Creative Solutions LLC (seller profile)

Supplied by: Franklin Creative Solutions LLC (seller profile)

Condition: New

Shipping Address:

Perry N. Wood
5340 FRYLING RD STE 201
ERIE, PA 16510-4672
United States

Shipping Speed:

FREE Prime Delivery

Payment information

Payment Method:

Visa ending in 9468

Item(s) Subtotal: **\$44.12**

Shipping & Handling: **\$0.00**

Total before tax: **\$44.12**

Estimated tax to be collected: **\$0.00**

Grand Total: \$44.12

Billing address

Perry N. Wood
5340 FRYLING RD STE 201
ERIE, PA 16510-4672
United States

Credit Card transactions

Visa ending in 9468: October 7, 2024: **\$44.12**

To view the status of your order, return to [Order Summary](#).



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

**EXECUTIVE
DIRECTOR'S
REPORT
FOR
DECEMBER
2024**



Board of Managers Meeting

Thursday, November 26, 2024

8:00-9:00 a.m.

Microsoft Teams

[Join the meeting now](#)

Meeting ID: 213 740 506 405

Passcode: 9Y7DqF

- 1. Call to Order – Perry Wood**
- 2. Action items – Perry Wood**
 - a. Approval of October Minutes
- 3. Treasurer’s Report – Chris Groner**
 - a. Commitments to Date
 - b. Breeze *ERI MRG Accounting Example*
 - c. Breeze *Example Invoice ERI*
- 4. FEF Talking Points Review – Jake Rouch**
- 5. Other Business – Perry Wood/Jake Rouch**
 - a. Legacy Carrier Update
 - b. Breeze expanded service opportunities
 - c. ERI/Brad DiFiore @ December Meeting
- 6. Adjournment**

▶ 1128 State Street
Suite 300
Erie, Pennsylvania 16501

▶ 814-454-7191
814-240-6207 (fax)

▶ www.EriePa.com



Talking Points

- Terms:**
- ERCGP – Erie Regional Chamber and Growth Partnership
 - ERI – Erie International Airport – Tom Ridge Field
 - ERAA – Erie Regional Airport Authority
 - CPE – Cost Per Enplaned Passenger
 - PFC – Passenger Facility Charge
 - Legacy Carriers – Delta, American, and United
 - ULCCs – Ultra Low-Cost Carriers (Spirit, Allegiant, Frontier, Jet Blue, Avelo)

What is the Fly Erie Fund?

- A public/private partnership to provide financial support directly to airlines to increase air service options in Erie. Federal regulations prohibit ERAA from having a contract with airlines involving incentives.
- The ERCGP created a single-member Fly Erie Fund, LLC. ERCGP Board of Directors will appoint the seven-member Board of Managers. ERCGP will provide all staffing/administrative support at no cost. The Fly Erie Fund LLC will be independent of ERAA and ERCGP Board of Directors in its decision-making.

Why is the Fly Erie Fund needed?

- Air service has become incredibly competitive for non-hub markets like Erie. All airlines are focused on deploying their assets (aircraft, pilots, and crews) to the markets and routes that can make them the most money. Air service is not an entitlement – every market (except the big hub markets) must fill the planes and help the airlines to meet their financial goals. To help entice airlines to provide more air service options in Erie, the Fly Erie Fund helps reduce their risk and/or operating costs.

Why have ERI's air service options diminished over the last five years?

- Staffing Shortages. Pilots, mechanics, and air traffic controllers are in short supply due to retirements which is radically impacting flight routes and air service economics.
- Increased Costs. Airlines are facing increased costs across the board (staffing, fuel, parts, new aircraft) thereby necessitating a need to operate in the markets which are most cost competitive.
- More Seats, Fewer Departures. Bigger planes are where the airlines make money and pilots/crews are prioritized to bigger planes and flying fewer routes.
- ERI Cost Structure. ERI has been one of the most expensive airports for airlines to service. The same plane, pilot, and crew can make more money operating at another airport with lower operating costs.

- Total Cost vs. Seat Utilization. In the past, if you were filling your seats, you would get more air service. Today, airports are filling every seat. So, cost is the most important variable.

What will the Fly Erie Fund be used for?

- **Minimum Revenue Guarantees (MRG).** Airlines select new markets to provide service based upon data they have regarding the home destination of the traveler. So, while they can enter a market with a good degree of confidence for success, to insure their new service, they may ask for a minimum revenue guarantee to support the start-up of that new service if it does not perform well or takes time to get on track. An MRG serves as a de-facto insurance policy for their revenues when entering a new market.
- **CPE Subsidies.** Federal regulations require that ERAA charge the same fees (landing fees, fuel flowage fees, rent, security, ect.) for all airlines. Depending on the cost containment needs of a carrier, the Fly Erie Fund may have to provide direct subsidy to a carrier to make the CPE expense in line with their business model.
- **Legal Fees.** For each agreement with an airline, the Fly Erie Fund must have legal counsel review to ensure that no clauses or requirements in the agreement are disadvantageous to the proper use of the Fly Erie Funds.

What will the Fly Erie Fund NOT be used for?

- Airport operations
- Administrative costs

What is the fundraising goal?

- A total of \$1.5 million paid over three years.

Why should I contribute?

- More flight options are important for leisure travelers.
- More flight options are good for business travelers.
- More flight options enhance the quality of life for all citizens in the region.
- More flight options are good for employee and student recruitment.
- More flight options help connect more of the world to Erie and Erie to the world.

How will the Fly Erie Funds be deployed?

A seven-member Board of Managers will review all proposals from the airlines and decide whether or not to sign an MRG or CPE agreement based upon cost, route, and service frequency.

Have you had any success?

The Fly Erie Fund was formally established in July 2024. In August 2024, Breeze Airlines announced non-stop service to Orlando, Florida twice a week starting in November, 2024. In October 2024, Breeze added season service (January-May 2025) to Tampa, Florida. Both new flight options would not have happened without an MRG in place.

What are your destination targets?

While the airlines ultimately drive the decision-making, one of our top priorities is to bring back service to a western destination (Chicago, Detroit, Minneapolis, Dallas, etc.) via a legacy carrier (American, Delta, or United). Other destinations for consideration are NYC, Newark, Washington DC, Philadelphia, Atlanta.

How common is a structure such as the Fly Erie Fund in the U.S.?

Increasingly common as air service has become more competitive. Other states match local funds, but that is not the case in Pennsylvania (presently). Ohio matches local money at a 4:1 ratio. Jackson (WY) Hole Air is one of the oldest and most well established privately funded air service incentive funds. Jackson Hole Air has two hundred businesses investing on average \$2,000 a year to ensure they maintain and grow air service.

What is the Importance of a Legacy Carrier?

“Legacy” carriers (Delta, United and American) provide daily flight frequencies as the primary connection to the nation’s largest markets and hub airports, as well an international destination. The Fly Erie fund will aggressively pursue all legacy carriers for expanded service to Erie. Daily flight frequency is critical for business travelers and these carriers have the best systems to connect Erie to the globe.

What is the Role of Ultra Low-Cost Carriers?

Any air service enhancement strategy must include the ULCC’s. These carriers are enhancing sustainability among non-hub airports, like Erie, nationwide and provide a benefit to the non-business traveler. Not only will a ULCC entering the market increase flight options, enplanement volume, and demonstrate a more robust market to legacy carriers, but ULCCs will also generate more operational revenue for ERI in the long term. This, in turn, will work to lower the CPE and make ERI more competitive and able retain current air carriers and lure additional air carriers.

Who operates ERI?

ERAA manages all operational aspects of ERI.

Is ERI efficiently run?

Yes. The total budget to run the airport is \$3.1M. ERAA has reduced their budget by \$1M over the last five years.

What operational support does the City of Erie, Erie County, Commonwealth of Pennsylvania, and Federal Government provide ERAA?

ERAA receives no operational support from the City of Erie, Erie County, Commonwealth of Pennsylvania, or Federal governments. Operationally, ERAA is self-sufficient.

What capital expenditure support does the City of Erie, Erie County, Commonwealth of Pennsylvania, and Federal Government provide ERAA?

The City of Erie and Erie County provide no capital expenditure support to ERAA. The Federal Department of Transportation (DOT) does provide capital expenditure support for approved projects and covers 90% of the cost. ERAA pays 5% and the Commonwealth of Pennsylvania pays 5% as match. ERAA match for capital projects comes from a restricted, capital expenditure account. Revenues for the restricted, capital expenditure account come from PFCs - \$4.50 per passenger that fly out of ERI. Passengers pay the PFC every time they buy a ticket – it is in the final ticket price and shows up in fees. Over the last 30 years, the only capital expenditures supported locally were through Erie County for the runway extension project (approximately \$8M in support).



ECGRA Communications Services Report

November 2024 Comms.

BiWeekly Meeting with ECGRA Executive Director

Ongoing Social Media Management

Ongoing Consulting

IMPLEMENTED

November social media posts
12 new graphics posted in Nov.
BiWeekly planning meeting with Executive Director

Anchor Buildings – grant awards
Media advisory and pitching
Press Event
Press release and distribution
Photography
Live Stream

IN PROGRESS | 2024 Grant Releases and Graphics

2023–2024 Annual Report/Newsletter graphics
Holiday Graphics
Brand guide updates - #ECGRAworks content from grant recipients
Lead Assets Event
Little Explorers Op-Ed

IN PLANNING

Event planning /scheduling (First Assent, Lead Assets, Grant Workshops)





Economic Education Today, Economic Strength Tomorrow.

**2222 Filmore Avenue • Suite 600 • Erie, PA 16506
(814) 456-7007 • info@aceserie.org • www.aceserie.org**

November 15, 2024

Ms. Tammi Michali
Erie County Gaming Revenue Authority
5340 Fryling Rd # 201
Erie, PA 16510

Dear Ms. Michali,

Pennsylvania Business Week at Fort LeBoeuf High School was a great success!

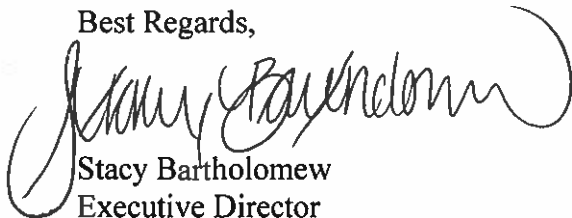
On behalf of the staff at Americans for the Competitive Enterprise System, the students at Fort LeBoeuf High School, and all those who are committed to the education of our youth, we would like to extend our gratitude. As you can see by the enclosed student letters, your support of this innovative program is greatly appreciated.

Please take a moment and look over the student evaluations. They found PA Business Week to be an ideal learning experience where teamwork, business knowledge, productivity, and financial management are all incorporated into a fun, high-spirited environment.

Your contribution not only benefited the students at Fort LeBoeuf High School, but also the business community as a whole. Your support enables students to see and understand how a business operates and how they can grow and succeed from this experience. Students who are better prepared for the work world will provide employers with better employment candidates.

We have also enclosed a Business Week program which recognizes the sponsors and volunteers. Thank you again for your support. We look forward to your continued involvement in this program!

Best Regards,



Stacy Bartholomew
Executive Director





HOLY TRINITY ROMAN CATHOLIC CHURCH

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

November 21, 2024

Dear Friends,

Let me start with a sincere **THANK YOU** for your generous contribution to this summer's 31st Annual Zabawa Program! We were very pleased to have such an outstanding group of Sponsors, advertisers, patrons and memorials! In all, the most ever!

While we normally would include a copy of this year's program book, we know many of you were with us at this year's Zabawa and already have a copy of it. But if you didn't get one and would like to receive a copy in the mail, *please email us at htzabawa@gmail.com*

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

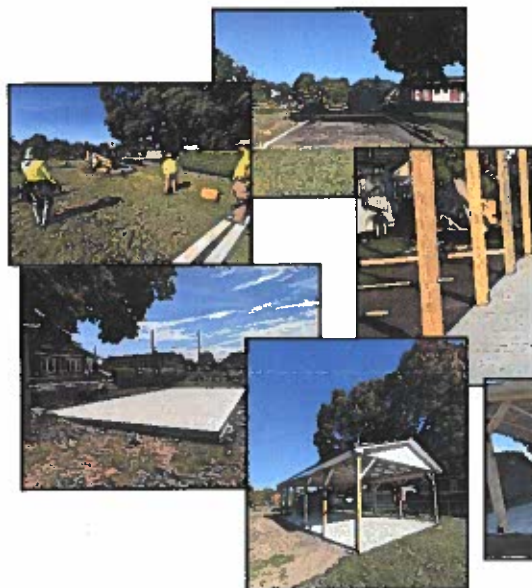
We hope you are pleased with our program and as always, if there is anything we can do for you, please do not hesitate to call us! Again we value your support and we hope you plan on staying with us as we move into next year and our 32nd Annual Festival!

Sincerely,

Edie Luniewski, Sponsorship Chair



ANNUAL UPDATE



PAVILION INSTALLED!

We saw significant growth at the BEST Community Garden with nearly 80 raised beds and a dozen tilled plots for planting along with several new gardeners. Check out the photos at the left for the progression of the pavilion project!

Through an ECGRA grant, assistance from the Master Gardeners of Penn State, and several generous donors, we were finally able to install the pavilion. Our efforts now are on securing funds to install permanent tables and seating under the pavilion for gatherings and additional Community Garden programming.

The timing of the pavilion construction did not allow for a Harvest Party this year, but we plan on a Spring unveiling and seed swap. Keep an eye out for upcoming announcements.

The pavilion will allow for expanded garden programming, including garden-to-table classes.

A SAFE AND AFFORDABLE NEIGHBORHOOD

- 100% occupancy rate of 26 safe, quality, affordable rental units
- Second Renaissance Block Grant from ECGRA to ensure that those able and interested in the targeted area are able to complete exterior repairs
- AARP Community Challenge Mini-grant to assist with home modifications for neighborhood residents aged 50+
- Landscaping projects throughout the neighborhood, including the curbside gardens at 2nd and Parade and at E. 6th and Parade Street.

- RING cameras installed throughout the neighborhood and registered with the Erie PD
- Two blighted and unsafe structures on Wallace Street set to be demolished
- Removal of a number of diseased and dying trees that threaten safety in the neighborhood
- Beautification and soft infrastructure to increase neighborhood vibrancy
- Coastal Zone Management Grantee for our Same Day Work and Pay Litter Cleanup Program

B.E.S.T. always welcomes volunteers to help with our beautification and renovation projects. For more information, please contact us at 814-456-7062 or at volunteer@besterie.org. Be sure to leave your name and contact information in the message.



Before and after photos of our beautification efforts at one of our recently-acquired properties on Ash Street.



B.E.S.T. MAKES ERIE BETTER!

I'M *lovin* GIVING LOCAL



Thank you to WJET, Super Store Joe, and the Loving Giving Local Team for selecting us as a Loving Giving Local nonprofit this summer!



THE BEST PLACE TO LIVE, WORK, AND PLAY

- National Night Out in Wallace Street Park in August
- UPMC Health Plan hosted an 814 in Nate Levy Park and a Sounds of Summer concert at the Soldiers' and Sailors' Home
- Community Garden filled to capacity with nearly 80 raised beds and a dozen tilled areas
- Beauty and the Bluffs cleanup celebrated its 30th year
- Thanks to Groundwork Erie's Green Team, the United Methodist Conference, the Mercyhurst University Physicians Assistants program, Love Your Block, Erie Insurance, and Gannon university students for their fantastic volunteerism this year



Volunteers helped with housing renovations, beautification, cleanups, and land care projects.

Creative Partnerships

In September, Infinite Erie and ECAT announced the new Construction Trades Training Program, sponsored by ECGRA, the Erie Community Foundation, and Build CDC. The program will give adult students the opportunity to learn the construction trades through both classroom work and on-the-job training, the program seeks to increase skilled labor, and BEST's building at 211 Parade will be one of their work sites.

We are partnering with the grantees of the Lots of Compassion Grant to host their 4th Street Garden and Pay as You Can Urban Farmers Market in the summer of 2025 headed by the Food Policy Advisory Council.

Additionally, we are working closely with the Erie Land Bank, Our West Bayfront, Sisters of St. Joseph Neighborhood Network, St. Martin's Center, Erie's Black Wall Street, and other area groups and agencies on the Cornerstone Land Trust to offer affordable home ownership pathways for individuals.



RENAISSANCE BLOCK IMPROVEMENTS

- ECGRA's Renaissance Block Grant program are "pass through" grants where nonprofits issue matching grants to homeowners within a designated area up to \$5,000 towards exterior home improvements, such as new windows or doors, concrete work, painting, roof repair, etc. that can be seen from the street.
- B.E.S.T. received a Renaissance Block grant from ECGRA in 2023 for the western-most section of the East Bayfront--from Front to E. 6th Street, and from Holland to Parade that helped nearly a dozen homeowners.
- Response was so overwhelming that we secured a *second* grant to help even more homeowners.
- There's room to provide more funding to property owners within the original targeted area.
- If you know of someone who lives in the current eligible area, please encourage them to contact us for an application.
- We hope to continue moving east with Renaissance Block opportunities for neighbors.

Looking ahead...

On our list for 2025:

- Identify resources for sidewalk repair to reduce trip hazards and make the Historic East Bayfront a safer and more walkable neighborhood.
- Secure match for our Same Day Work and Pay program to combat litter, increase economic stability.
- Find matching funds to begin restoration and renovation of 426 E. 6th Street for mixed use.
- Renovate four additional housing units that will eventually become safe, quality, affordable rentals for low- and middle-income tenants.



426 East 6th Street



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Advertisement

Erie County Council adopts 2025 budget

A.J. Rao

Erie Times-News USA TODAY NETWORK

Erie County Council approved the 2025 budget Thursday, raising property taxes to protect the county's reserves and overcome a bevy of clerical errors made by Erie County Executive Brenton Davis' administration.

In a 4-3 vote, council approved a 0.51 mills tax hike. The increase, which bumps the county millage rate from 6.61 to 7.12, means the owner of a property assessed at \$100,000 will pay \$51 more in taxes annually.

Davis, who delivered his budget proposal to council Oct. 1, didn't include a tax hike in his plan and relied instead on the county's reserves, or fund balance, to plug a \$3.8 million deficit.

However, additional spending requests, many of which came from the administration to correct their mistakes, helped balloon that deficit to \$6.7 million, according to council's financial advisor Kenny Bonus, of Bonus Accounting.

Bonus said the 0.51 mills increase would generate just over \$7 million, which would not only cover the \$6.7 million deficit but provide a sufficient "buffer" in the event of unforeseen expenses in 2025.

"We did a historic tax increase last year," Councilman Andre Horton told his colleagues prior to the vote. "If you don't do a tax increase this year, you'll be setting yourself up for another historically high tax increase next year."

Horton, along with council members Terry Scutella, Chris Drexel and Rock Copeland voted in favor of the tax increase. Council members Ellen Schauerman, Charlie Bayle and Jim Winarski voted against it.

The approved general fund budget came to \$139.6 million, roughly \$440,000 more than Davis' proposal.

Here are some key takeaways.

Council members, upset over errors, call for accountability

Thursday's vote capped a contentious two-month budget process, in which council members accused Davis of handing them an unbalanced budget, replete with errors, from wrong salaries and missing overtime costs to double counted revenues and misreported expenditures.

Administration officials blamed old software and insisted they didn't get an opportunity to provide corrections because council excluded them from several budget meetings.

Copeland, who held a press conference before Thursday's meeting, floated the idea that the administration's mistakes were deliberate.

"I would suggest to you that when a substantial majority of those mistakes result in a budget that looks more favorable to the executive ... I have to question whether these are mistakes," he

said. "It's politically advantageous to have a budget where revenues and expenditures are kept low."

Copeland, who was joined by Scutella and Horton, recommended a third-party audit of the new and previous budgets, and greater accountability of Davis' financial team. Last year, the council ignored the finite reality of the proposed tax increase, slashed our recommended budget, and refused to make the tough cuts required. Now, four members are repeating the same reckless behavior.

Administration signals cuts, vetoes to prevent 'back-to-back tax hikes

Erie County Public Information Officer Chris Carroll, who's criticized Copeland as a 'first-year council member with no prior budget experience,' and who's slammed council's tendency to create 'panic,' said the fund balance contains more than \$50 million.

In a statement to the Erie Times-News on Friday, he said 'these reserve funds exist 'because taxpayers have overpaid for years and we should use these funds judiciously before reaching into their pockets for more of their hard-earned money.'

He added, 'We remain committed to cutting unnecessary costs, protecting critical services such as the failing ambulance system and preventing back-to-back tax hikes. Erie County residents deserve better than this pattern of financial mismanagement.'

As per the Home Rule Charter, the budget will be delivered to Davis within three days after Thursday. Within 10 days thereafter, Davis can issue vetoes. Council can only override a veto with a supermajority of at least five votes.

Diverse Erie, Human Relations Commission restored

Council approved \$2.5 million in American Rescue Plan funds to go toward the Diverse Erie commission. Council had previously approved \$1.5 million for the commission in January on a 5-2 vote, but Davis had refused to certify the availability of those funds.

The commission, which seeks to empower and invest in historically disadvantaged — in particular, Black and brown — communities affected by the COVID-19 pandemic, has since been unsure of its fate.

Bayle, who voted against the funding, said the commission's investments are almost entirely in the city and not the rest of the county. Schauerman, who also voted against the funding, said the goals of the commission could be accomplished by other means, without paying the overhead for a commission.

The funding was approved in a 4-3 vote. Winarski was the other nay vote. The \$2.5 million was taken from the ARP municipal infrastructure GAP program.

Council also restored funding to the county Human Relations Commission, which investigates complaints of discrimination in employment, housing and public accommodations.

Davis defunded the commission in his proposal, insisting it was a duplication of services that could be handled at the state level.

Erie County Clerk Karen Chillcott, who oversees the commission, has argued the local commission recognizes a larger span of protective classes than the state office. She also said the local office is more accessible to those who don't have the means to travel to Pittsburgh.

The funding was restored in a 6-1 vote. Bayle was the sole nay vote.

EMS program, Economic Development Department nixed

Council voted 4-3 to stop \$2.5 million in gaming revenue from going toward a proposed Emergency Medical Services authority. For several months, Davis has floated the idea of getting all of Erie County's 38 municipalities to work together under an authority model that would, among other things, provide a uniform system of funding for each EMS agency at a time when agencies are dealing with higher costs and staff shortages.

Copeland said he was uncomfortable using gaming revenue to fund an idea that wasn't fleshed out. Drexel added that the idea still didn't have the endorsement of enough fire and EMS officials around the county.

Copeland, Scutella, Horton and Drexel voted to eliminate the funding. Schauerman, Bayle and Winarski voted for it.

Council also voted 4-3 to eliminate the county Economic Development Department. The majority — Scutella, Horton, Drexel and Copeland — agreed the department, which Davis created, was a duplication of other economic development entities.

Council approved an action sheet to move two positions under the department — the GIS administrator and the municipal projects coordinator — to the Planning Department.

Other notable votes

- Council approved \$2.5 million in ARP funds to bolster child care in the county. The funds would be administered by the Erie County Gaming Revenue Authority. "This is not enough money to solve the problem, but it's a very big step in that direction," Drexel said.
- Council increased the budget of the Cooperative Extension from \$150,000 to \$185,400.
- Council approved \$750,000 in ARP funds to Grow Erie, the aquaponics development and greenhouse project at Savocchio Park.
- Council voted to eliminate the county public information officer position, currently filled by Chris Carroll, insisting the position had become too political.

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RESOLUTION NUMBER 27, 2024

**Resolution to direct
the Erie Community Foundation to release \$594,154
to the Erie County Lead Assets**

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

NOW THEREFORE, BE IT RESOLVED that the Board of Directors of the Erie County Gaming Revenue Authority, pursuant to the Economic Development Financing Law and the Erie County Gaming Revenue Authority Bylaws, resolves that the ECF is to be directed to release funds from the Erie County Lead Asset Endowment in the amount of \$594,154 to the extent outline in Exhibit “A”, in order to grow and sustain nonprofits that contribute significantly to Erie County’s economy, quality of place, and sense of civic pride.

On the motion of _____, seconded by _____.

This resolution was passed on 12th day of December, 2024 by a vote of ____ - ____.

ERIE COUNTY GAMING REVENUE AUTHORITY

Chairman, Erie County Gaming Revenue Authority

December 12, 2024

ATTEST:

Secretary, ECGRA

FY21-FY23 Form 990 Total Expenses (Line 18)

Lead Asset	2020-2021	2021-2022	2022-2023	3-Year Total	3-Year Average	% of 3-Year Average	Award amount based on %	% of Annual Budget	% of Average Budget
Erie Art Museum	\$698,275	\$790,846	\$946,104	\$2,435,225	\$811,742	5.36%	\$31,858.02	3.37%	3.92%
Hagen History Center	\$1,421,317	\$1,964,170	\$1,975,311	\$5,360,798	\$1,786,933	11.80%	\$70,130.85	3.55%	3.92%
Erie Philharmonic	\$1,206,411	\$2,697,659	\$2,931,892	\$6,835,962	\$2,278,654	15.05%	\$89,429.19	3.05%	3.92%
Erie Playhouse	\$887,965	\$1,305,705	\$1,324,569	\$3,518,239	\$1,172,746	7.75%	\$46,026.19	3.47%	3.92%
expERIEnce Children's Museum	\$435,015	\$642,555	\$961,546	\$2,039,116	\$679,705	4.49%	\$26,676.06	2.77%	3.92%
Erie Arts & Culture	\$918,557	\$989,413	\$1,488,032	\$3,396,002	\$1,132,001	7.48%	\$44,427.06	2.99%	3.92%
Erie Zoo	\$3,893,092	\$4,404,721	\$5,018,978	\$13,316,791	\$4,438,930	29.32%	\$174,212.48	3.47%	3.92%
Mercyhurst Institute for Arts and	\$1,209,714	\$1,594,838	\$1,488,133	\$4,292,685	\$1,430,895	9.45%	\$56,157.62	3.77%	3.92%
Flagship Niagara League	\$836,392	\$1,705,325	\$1,680,560	\$3,385,885	\$1,407,426	9.30%	\$55,236.53	3.29%	3.92%
Total	\$11,506,738	\$16,095,232	\$17,815,125	\$45,417,095	\$15,139,032	100.00%	\$594,154.00		
Amount of 2025 Distribution	\$594,154								
Lead assets full consensus: 11/15/2024									
Submitted by Casey Corritore, Interim Director of Erie Arts and Culture									
12/6/2024									