

# 2004



## ANNUAL REPORT

*“The only constant in life is change.” This adage applied to the Buffalo - Niagara region more in 2004 than perhaps any year in recent memory. While the region has certainly absorbed significant upheaval in the past, it seemed like the double hit of the city under a control board and the county rushing headlong into a major budget crisis brought more uncertainty for a much wider part of the region than at other times. It seemed also that options became more and more limited.*

The Foundation has been acutely aware of all this, and adjusted both its grantmaking and its direct involvement with the community throughout the year. Our president, Tom Baker, chaired the Buffalo Fiscal Stability Authority (BFSA) board from July 2003 through December 2004. This was a complex engagement that required a great deal of time and energy, much more than had been anticipated when he was requested to volunteer for this leadership role. Nonetheless, both he and the Foundation’s board of directors agreed strongly that this was a critical role to the Foundation’s main goal of being “A Catalyst for Change” in the region. It was a clear demonstration of our

### **2004 Grants by Category**

Arts & Culture  
\$3,156,000

Education  
\$1,929,000

Health/Research  
\$5,254,000

Human Services  
\$2,430,000

Community  
\$946,000

**Total  
\$13,715,000**

*“Much of 2004’s grantmaking reflected our strong belief in the need to lead change in the region.”*

willingness to walk the talk, and to use our resources, financial and human, to lead. As Tom moved into his second year as chair, he realized that the combined time commitment of the BFSA and Foundation roles was too extensive to do justice to both important responsibilities. As a result, he concluded, and the Foundation Board concurred, that he would relinquish his role on the BFSA to return to a full time commitment to the Foundation as soon as a qualified replacement was identified. That accomplished, Tom resigned from the BFSA during January 2005.

The Foundation is also pleased to have played a significant role in advancing the progress of the Buffalo Niagara Cultural Tourism Initiative. More than a year of planning, through 2003, by many dozens of people and cultural organizations had gone into formulating an engaging and viable cultural tourism strategy. Unfortunately, the effort stalled in early 2004 in the initial implementation phase. With the leadership of Don Boswell and Bill McHugh (co-chairs of the Initiative), John Sheffer, executive director of UB’s Institute for Local Governance and Regional Growth, and Paul Hogan, senior program officer of the Foundation, an implementation plan was developed that gained wide support and reenergized the Initiative. As a demonstration of our commitment to the Binational nature of this regional initiative, the Foundation provided a significant grant to The Shaw Festival in Niagara-on-the-Lake to support their cross-border efforts. We expect to see more tangible results on this effort in 2005, which should be a key part of the region’s economic recovery.

In terms of the Foundation’s grantmaking in 2004, the basic facts are these: Grants were made to 71 organizations, totaling \$13.7 million in five program areas. These included Arts and Culture (11 grants; \$3.2 million or 23%); Education (11 grants, \$1.9 million or 14%); Human Services (25 grants, \$2.4 million or 18%), Medical Research and Healthcare (14 grants, \$5.3 million or 38%), and Civic and Community (10 grants, \$946,000 or 7%). The grant total in 2004 is down from approximately \$16.5 million in 2003, when the

*“We are pleased to have been the catalyst of some collaborations that are just now becoming high-functioning efforts.”*

Foundation made an extraordinary commitment of \$9 million in grants to the Life Sciences Complex on the Buffalo Niagara Medical Campus. That series of grants was the largest commitment in the Foundation’s history. Our grant level of \$13.7 million in 2004 is consistent with annual averages over the past seven years (see charts below).

Much of 2004’s grantmaking reflected our strong belief in the need to lead change in the region. Among the larger grants is one in support of the Albright-Knox Art Gallery’s “Gusto at the Gallery” initiative, which demonstrated a new way of thinking about the role of the Gallery in the community. This initiative has been showing excellent results. Similarly, we were pleased to support a comprehensive strategic planning grant to a collaborative including CEPA, Big Orbit Gallery, and Just Buffalo Literary Center which enabled them to explore structural change through shared administrative services.

An outstanding collaborative effort that has been producing tangible results has been the “Take a Loved One to the Doctor” program, initiated by the Black Leadership Forum’s East Side Healthcare Task Force. This effort brings together all the major healthcare providers along with the major insurers and a variety of community based service providers. The initiative is intended to get people checked by a doctor who are either uninsured or have other barriers to getting primary care. Several hundred people have been seen, many of whom have chronic conditions, and a few of whom had acute, emergent conditions that required immediate care. This has been a cooperative effort that had not been accomplished before with all these players at the table.

Encouraging and supporting collaborative efforts and new organizational models has now become almost second nature to us, and we are pleased to have been the catalyst of some collaborations that are just now becoming high-functioning efforts. Chief among these is the Life Sciences Complex mentioned above. Our support fueled a collaborative effort that includes Roswell Park Cancer Institute, the Hauptman-Woodward Research Institute, the Center for Excellence in Bioinformatics at UB, and Kaleida Health. This

*“It’s an enormous leap forward in technology for WNED, but it’s also a leap forward in how television is viewed and used as a tool.”*

collaborative has begun working even before the buildings are open. Although these major organizations have always been in proximity, and some cross-disciplinary research has occurred over the years, it is clear that this will be a cooperative effort of a much higher magnitude. We believe that there is tremendous potential for research breakthroughs, marketable drugs and processes that could fuel a new economic engine for the region.

Another project that is also coming to fruition is “ThinkBright Learning,” the digital television initiative recently launched on a dedicated channel by WNED under a 2002 grant from the Foundation. It is an enormous leap forward in technology for the local PBS affiliate, and also a positive step in how television is viewed and used as an educational tool for teachers, parents, students, and the community at large. It is not only a step forward in lifelong learning, but also one that can include many people traditionally left out because of the cost of technology. This has the potential to expand educational opportunities to our entire community.

Also worthy of mention is the Coalition of Arts Providers for Children (CAPC), which includes over two dozen cultural organizations all seeking better ways of providing arts instruction services to schools and others. As the result of a grant from the Foundation, CAPC has formalized its activities in professional development for both artists and teachers, and is bringing the artist in the classroom model to new, even more productive levels. Their work has gotten the attention of the New York State Council on the Arts, and they are helping other arts organizations in NY State with similar efforts.

Several earlier Foundation grants came to fruition in 2004: Shea’s met its fund raising challenge and should be both fiscally and physically fit for years to come; the Zoo finished its Phase I Campaign by meeting major challenge grants and the River Otters returned to Upstate New York; restoration of Frank Lloyd Wright’s Darwin Martin House got underway; and Wright’s Blue Sky Mausoleum was constructed. All of these projects were supported by the Foundation financially and in other ways.

*“The funding community has begun to seek opportunities for both collaborative grantmaking and cooperative action.”*

Many of these collaborative efforts have been noted by the local media over the past year. This attention has included in-depth articles in both the Buffalo News and Business First, and a great deal of discussion in the organizations’ communications. While the Foundation has always recognized that collaborative efforts are difficult to form, to hold together, and to produce tangible results, we believe it is being demonstrated that under proper circumstances they can work to the benefit of all participants, and lead to greater achievements for the community as a whole. And in a real “What’s good for the goose” sense, the funding community has begun to seek opportunities for both collaborative grantmaking and for cooperative action on community challenges.

All of this underscores that this region is undoubtedly beginning a new day, thus requiring all of us to consider new ways of doing business. Things will not be as they were, and there will need to be great adjustments on the part of many people in order to accommodate that fact. Whether the depth and suddenness of the changes is for the best is only partly a function of fate. It’s much more up to those of us who live here to make the changes work as closely as possible to the way they were intended, and for the good of the region. Whether or not the region consolidates in some large way is far less important than the good that can come of *acting* in a consolidated way. We must all look at fundamental change. The Foundation is committed to encouraging and supporting that process, and we look forward to finding and encouraging what we expect will be some outstanding emerging new leadership.

None of the grantmaking referred to above would have been possible if it were not for the generosity and vision of John R. Oishei. During the life of the Foundation, grants in excess of \$150 million have been awarded. During the last seven years, grants have been awarded totaling more than \$92 million, all of which has stayed in Western New York. In order to continue this level of grantmaking, the Board of Directors views its oversight

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responsibility of the investment activities of the Foundation very seriously. 2004 was another very good year for the Foundation’s portfolio; it grew at a rate of 12.6% and ended 2004 with a balance of nearly \$265 million. The Foundation is also the income beneficiary of a number of other trusts that were valued at nearly \$20 million as of December 31, 2004.

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We would like to acknowledge the very successful completion of the first year at the Foundation for our newest board member, Clotilde Perez-Bode Dedecker, and our new program officer, Blythe Merrill. Both have been excellent additions and have brought exceptional new perspectives and energy to the Foundation.

As we enter 2005, the challenges for our community are many. The Foundation will continue to evaluate these challenges and consider how the Foundation can help to address these very daunting times. We will continue to be a “catalyst for change” and will not accept that the “status quo” is appropriate for our community.

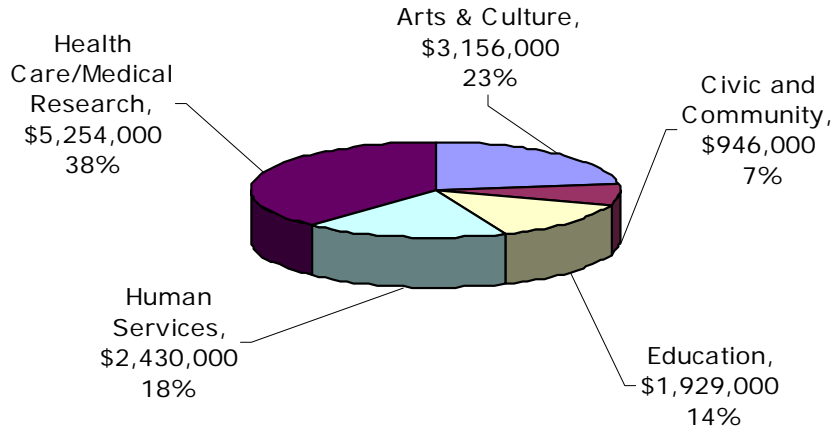


Thomas E. Baker  
President

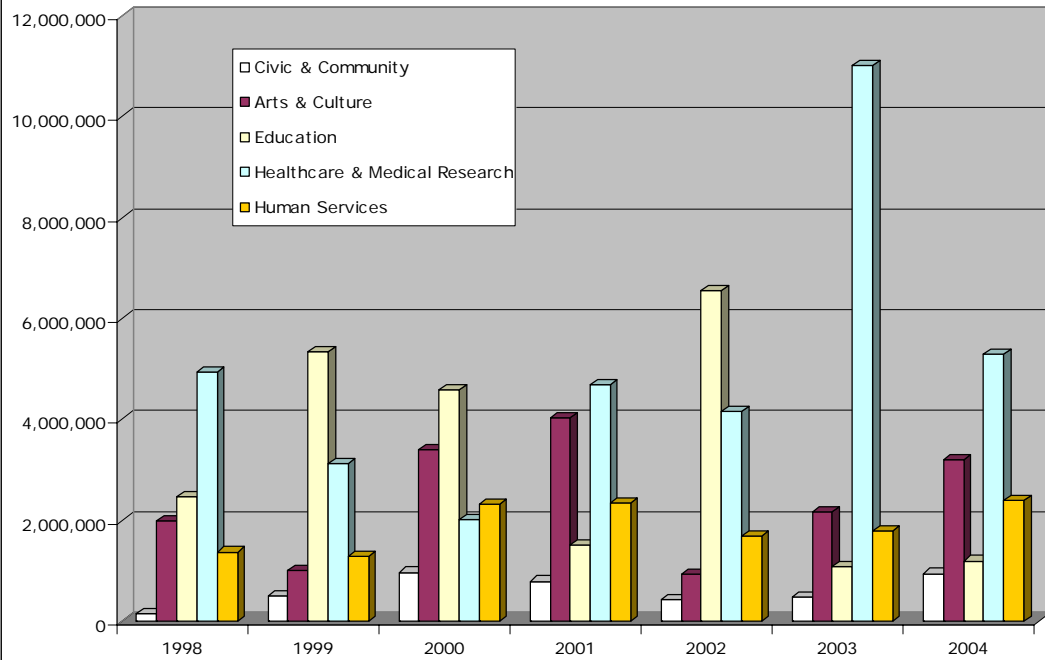


James M. Wadsworth  
Chair

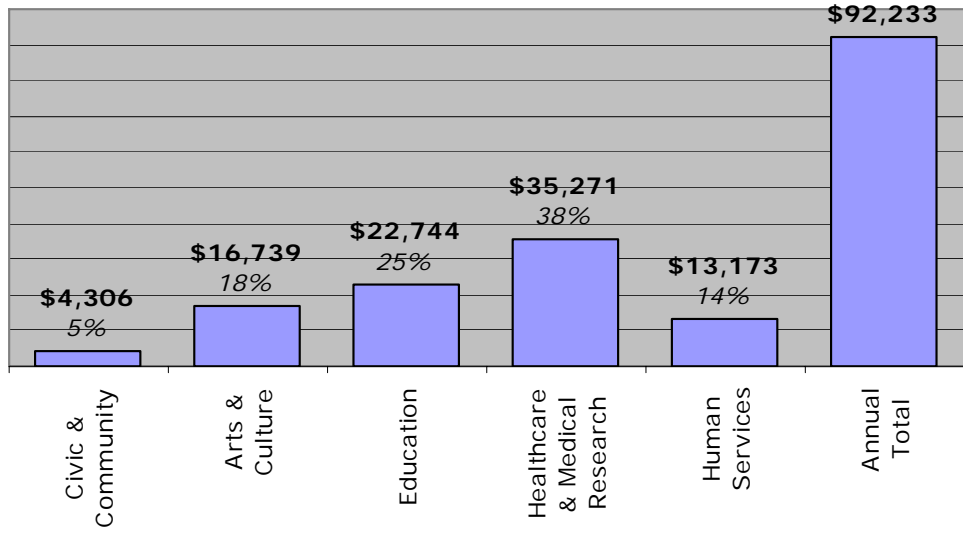
### 2004 Grants by Category



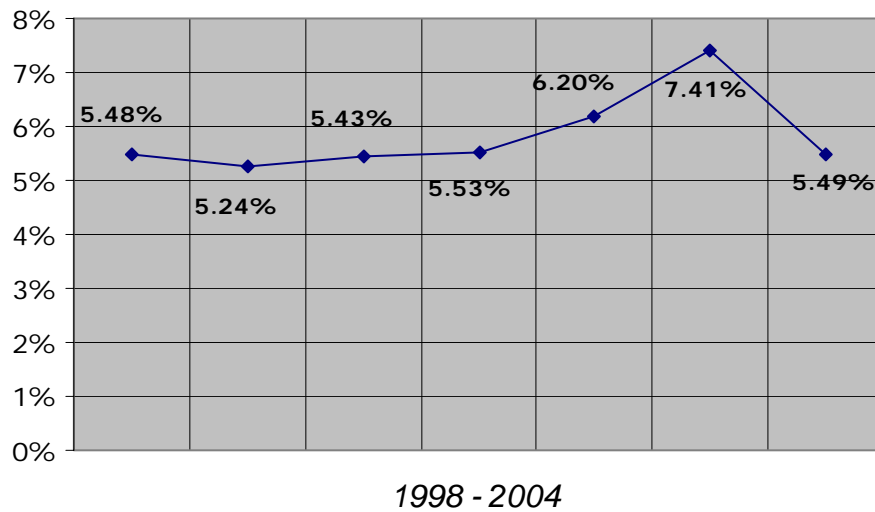
### Grants by Category by Year



*Grant History by Category, 1998 - 2004  
(in millions)*



**Annual Grants as a Percentage of Average Annual Endowment Value  
(5% Required)**



## 2004 GRANTS

### *Arts & Culture*

<b>The Albright-Knox Art Gallery</b> <i>support for Gusto at the Gallery, the 52 Friday's initiative</i>	\$250,000
<b>Antecesores Inc.</b> <i>support the 2004-2005 Nuestras Raíces cultural education program for Hispanic youth</i>	\$8,000
<b>Buffalo &amp; Erie County Historical Society</b> <i>provide bridge funding, if needed, as a Program Related Investment (PRI)</i>	\$110,000
<b>Buffalo Olmsted Parks Conservancy</b> <i>support a 20-year Management and Restoration Plan for Buffalo's Olmsted Parks and Parkway System</i>	\$307,000
<b>Buffalo Philharmonic Orchestra</b> <i>support the reestablishment of the summer concert series at Artpark</i>	\$600,000
<b>Buffalo Zoological Society</b> <i>support the South American Rainforest initiative</i>	\$1,000,000
<b>CEPA, Inc.</b> <i>support a planning project with CEPA, just buffalo literary center and Big Orbit Gallery</i>	\$30,750
<b>Frank Lloyd Wright's Rowing Boathouse Corporation</b> <i>support the establishment of the Frank Lloyd Wright Boathouse (challenge grant)</i>	\$250,000
<b>Hallwalls Contemporary Arts Center</b> <i>support the relocation of the gallery to the Asbury Delaware Church in collaboration with Righteous Babe Records</i>	\$60,000
<b>The Shaw Festival</b> <i>support sound and rehearsal production facility improvements to the Academy Studio</i>	\$500,000
<b>Squeaky Wheel/Buffalo Media Resources, Inc.</b> <i>support "Portraits of Main," a media education and documentary film-making program for city high school students in collaboration with WNED</i>	\$40,000
<b>Total Arts &amp; Culture</b>	<b><u>\$3,155,750</u></b>

### *Civic & Community*

<b>Association of Fundraising Professionals</b> <i>support the "First Course" fundraising seminar</i>	\$5,000
<b>Association of Small Foundations</b> <i>support for an outstanding job</i>	\$1,000

<b>Buffalo Police Foundation, Inc.</b>	
<i>support for the COPS satellites in the Buffalo Niagara Medical Campus and Parkside areas</i>	\$60,000
<b>BuffLink, Inc.</b>	
<i>support activities that expand the commercialization of science research in Western New York</i>	\$100,000
<b>Friends of the Buffalo Niagara Rivers</b>	
<i>support the Niagara Power Authority Relicensing Negotiations project</i>	\$40,000
<b>Local Initiatives Support Corporation (LISC)</b>	
• <i>support the Buffalo Housing Court Reform project</i>	\$250,000
• <i>support new protocols relating to community development</i>	\$300,000
• <i>support the Jeremiah Partnership</i>	\$125,000
<b>Rochester Grantmakers Forum, Inc.</b>	
<i>support the Funders Alliance of Upstate New York</i>	\$20,000
<b>Western New York Public Broadcasting Association (WNED)</b>	
<i>support the "Buffalo: Building Momentum" project</i>	\$45,000
<b>Total Civic &amp; Community</b>	<b>\$946,000</b>

## Education

<b>BISSNET, Inc.</b>	
<i>support the seventh year of the Buffalo Independent Secondary School (BISSNET) scholarship program</i>	\$500,000
<b>Buffalo Prep</b>	
<i>support the BISSNET Oishei Scholarship students via tutoring, guidance, and social enrichment activities</i>	\$200,000
<b>Children's Growth Foundation</b>	
<i>support an anti-bullying program in cooperation with Child &amp; Adolescent Treatment Services, Girl Scouts, and Buffalo Public Schools</i>	\$80,000
<b>Community Foundation for Greater Buffalo</b>	
• <i>support the 2004-2005 Oishei College Scholarship Program for the benefit of WNY college students</i>	\$150,000
• <i>support the search for and retention of a new superintendent of the Buffalo Public Schools</i>	\$150,000
<b>Consumer Credit Counseling Services of Buffalo, Inc.</b>	
<i>support the "Credit when Credit is Due" project</i>	\$15,000
<b>D'Youville College</b>	
<i>support the "Touch Lives - Be a Nurse" program</i>	\$450,000
<b>Empire State College Foundation</b>	
<i>support the Fast-Track-to-the-Classroom Master of Arts in Teaching Program</i>	\$214,000
<b>Hauptman-Woodward Medical Research Center Institute, Inc.</b>	
<i>support the 2004 "Pioneers of Science" education and awards program</i>	\$10,000
<b>Hilbert College</b>	
<i>support the Disability and Rehabilitation Services Undergraduate</i>	

Degree program	\$150,000
<b>The University at Buffalo Foundation</b>	
<ul style="list-style-type: none"> <li>support the Pre-K Initiatives Program for disadvantaged children at Windermere Elementary School</li> </ul>	\$10,000
<b>Total Education</b>	<b><u>\$1,929,000</u></b>

## Human Services

<b>Boys &amp; Girls Clubs of Buffalo, Inc.</b>	
<ul style="list-style-type: none"> <li>support for after school programs</li> </ul>	\$50,000
<ul style="list-style-type: none"> <li>support the Prevention Specialist Collaboration Initiative</li> </ul>	\$646,000
<b>Buffalo City Mission/Cornerstone Manor</b>	
support basic human needs	\$25,000
<b>Buffalo Prenatal – Perinatal Network</b>	
support basic human needs	\$25,000
<b>Child &amp; Family Services - Haven House</b>	
support basic human needs	\$25,000
<b>Cradle Beach Camp Inc.</b>	
support the Pioneer Campers Training program	\$318,188
<b>Food Bank of WNY</b>	
support the Food Bank's Agency Assistance Program	\$300,000
<b>Gerard Place Housing Development Fund Company, Inc.</b>	
support basic human needs	\$25,000
<b>Goodwill Industries of WNY, Inc.</b>	
support the Goodwill Family Enrichment Center	\$195,649
<b>Heart, Love &amp; Soul, Inc.</b>	
support to hire a consultant to assess community needs related to the possible expansion of services	\$50,000
<b>Hispanics United of Buffalo</b>	
support basic human needs	\$25,000
<b>Hopevale, Inc.</b>	
support basic human needs	\$25,000
<b>International Institute of Buffalo, NY, Inc.</b>	
support basic programs through emergency fire recovery period	\$100,000
<b>Journey's End Refugee Services, Inc.</b>	
support basic human needs	\$25,000
<b>Learning Disabilities Association of WNY</b>	
support the creation of "The Starlight Studio & Gallery"	\$160,000
<b>Meals on Wheels of Buffalo &amp; Erie County</b>	
support basic human needs	\$25,000
<b>The National Conference for Community &amp; Justice</b>	
support the Anytown program	\$60,000
<b>Ss. Columba-Brigid Church</b>	
support basic human needs	\$25,000

<b>St. John the Baptist (Lockport)</b>	
<i>support basic human needs through the Outreach Center</i>	\$25,000
<b>St. Adalbert's Response to Love Center</b>	
<i>support basic human needs</i>	\$25,000
<b>Sisters of Mercy of the Americas</b>	
<i>support basic human needs through the St. Brigid's Outreach Program at the Perry Housing Project</i>	\$25,000
<b>Society of St. Vincent de Paul</b>	
<i>support basic human needs</i>	\$25,000
<b>United Way of Buffalo &amp; Erie County</b>	
<i>support Phase II of "Community Connect"</i>	\$100,000
<b>Voice Buffalo, Inc.</b>	
<i>support for identifying and training community leaders and for recruitment events ( matching grant)</i>	\$50,000
<b>YWCA of WNY</b>	
<i>support to be disbursed on acceptance of organizational recovery plan</i>	\$75,000
<b>Total Human Services</b>	<b><u>\$2,429,837</u></b>

## Medical Research & Healthcare

<b>Alzheimer's Association of WNY</b>	
<i>support the In-Home Care Consultation Program</i>	\$203,000
<b>Buffalo Federation of Neighborhood Centers, Inc.</b>	
<i>support the Near East Side Healthcare Task Force to implement activities related to the planning phase</i>	\$97,000
<b>Crisis Services Inc.</b>	
<i>support the operation of the Kids Helpline/web-based outreach program</i>	\$150,000
<b>The Samaritan Center of the Niagara Frontier, Inc.</b>	
<i>support mental health counseling at the Lighthouse Center on Buffalo's East Side</i>	\$8,400
<b>Summit Education Resources, Inc.</b>	
<i>support the expansion of services in their new location for children and adolescents with autism</i>	\$360,000
<b>The University at Buffalo Foundation</b>	
<ul style="list-style-type: none"> <li>• <i>support Dr. Richard Bankert's research entitled "A Cancer Vaccine Designed to Eradicate both Primary and Metastatic Tumors"</i></li> <li>• <i>support a Center of Excellence in Augmentative Communication</i></li> <li>• <i>support the establishment of the Ira. G. Ross Eye Institute at UB in cooperation with the Olmsted Center for the Visually Impaired and School of Medicine</i></li> <li>• <i>support the study of Diabetes Insulin Infusion Therapy in Acute Myocardial Infarction at Kaleida Health</i></li> <li>• <i>support the recruitment of a leading scientist and the development of a program in Nanomedicine</i></li> </ul>	<p>\$300,000</p> <p>\$220,000</p> <p>\$1,200,000</p> <p>\$236,500</p> <p>\$925,000</p>

• support the improvement of patient data management capabilities in the Nephrology Division at ECMC	\$290,000
• support research for "Pharmacology of Mechanical Transduction from Basic Science to the Clinic"	\$900,000
• support the Quantitative Magnetic Resonance Imaging Evaluation Report Software Development Project	\$150,000
<b>The Women &amp; Children's Hospital of Buffalo Foundation</b>	
• support breast milk and formula preparation education and research in space to be constructed near the Neonatal ICU (challenge grant)	\$214,000
<b>Total Medical Research &amp; Health Care</b>	<u><u>\$5,253,900</u></u>

**Total Grants Awarded in 2004**     \$13,714,487

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**MISSION STATEMENT**

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*The Foundation's mission is to enhance the quality of life for Buffalo area residents by supporting education, healthcare, scientific research, and the cultural, social, civic and other charitable needs of the community.*

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**Gayle L. Houck**  
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**For information on applying to the Foundation,**  
please visit our website:  
[www.oisheifdt.org](http://www.oisheifdt.org)  
or contact us at 716 856-9490.

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Buffalo, NY 14203