



*The*  
**JOHN R. OISHEI**  
F o u n d a t i o n



**2008 ANNUAL REPORT**



## **OUR MISSION STATEMENT:**

The John R. Oishei Foundation strives to be a catalyst for change to enhance the economic vitality and the quality of life for the Buffalo Niagara region.



The magnitude of the changes that rippled through the country and the world in 2008 is impossible to summarize in this or any other report. A few things are obvious or becoming clearer. First, virtually no region or population in the developed or the developing world was unscathed. Second, whole industries and means of earning income have disappeared or been sharply curtailed, creating an expanding ripple effect that will take some time to subside. And third, nonprofits and philanthropy have much more work to do and much less to do it with.



While it is also true that challenge begets opportunity, the complexity and depth of this ‘downturn’ will take much longer to simply understand, let alone respond to appropriately. Thus, much of the actions and plans of philanthropy and the not-for-profit sector will of necessity be in anticipation of shorter-term needs and pressures. Without doubt, many going enterprises, whether for-profit, not-for-profit, or philanthropic will not survive this cycle. The positive thinking around this fact is to frame it as part of a process, necessary to the ultimate strength of the whole by absorbing or eliminating the parts that are weak or overgrown. We can hope and work toward making certain that this is what happens more often than not, and see that the best of all our sectors survives. The risk, however, is real for all organizations.

For the Foundation, 2008 was the first complete calendar year in which our new strategic plan was deployed. Approved by the board of directors in May of 2007, we had been in a “quiet implementation” since then, and had our true public launch at a “town hall meeting” in May of 2008 at the Historical Society, attended by over 150 people. The major change for our grantmaking was to move from the “silo” approach of giving to distinct sectors such as Arts, Healthcare, and

Education to an “issues” approach of giving on a cross-sector basis to data-supported needs such as Stable Neighborhoods, Economic Self-Sufficiency, and Leveraging Regional Assets. This was done in recognition of our direct experience that cross-sector work is more often the norm than the exception, and more often achieves creative, lasting results.

For the year ending December 31, 2008, total giving reached just under \$18 million through 115 grants, which is on par with our total giving in 2007, and sustains a trend

### *2008 Grants Awarded by Category*

● Stable Neighborhoods	\$611,600
● Self-Sufficiency	\$1,220,500
● Academic Performance	\$1,207,000
● Healthier Residents	\$3,966,000
● Regional Assets	\$2,843,460
● Medical Research	\$5,673,065
● Special Initiatives	\$2,420,300
<b>TOTAL</b>	<b>\$17,941,925</b>

of annual increases in giving. Various charts and graphs throughout this report break out the distribution of grants among the issue areas. The approach we have adopted is certainly more complex in terms of subcategories and levels of distinction, and while we are still working on refining this, we believe we have a better sense of how our grants are being targeted. As has been experienced by other foundations that have moved to this kind of reporting, it will take us some time to get it right. At the highest level of evaluating this approach, which is to ask whether issues-based funding is a more useful approach than silo-based funding, we concluded that it is.

Among the more notable trends in 2008 grantmaking is the increased amount of support that was provided for organizational development activities as opposed to external program activities. Much of this support allowed organizations to do short- and long-term planning, board development, infrastructure (IT) enhancements, and feasibility studies for possible collaborations, alliances, or mergers with other organizations. These fell under the category of core operations improvements and represented a greater financial commitment than in any year since the Foundation adopted a more comprehensive planning approach in 1998.

Just as important, however, is the amount of staff time that was committed to working directly with organizations to understand and address their organizational issues. While the Oishei Foundation has always had a reputation for this kind of support, it was anticipated that the change in strategic direction and the complexities it evoked would mean that staff would need to spend even more time,

and that was borne out. Organizations approaching us for support can expect more interaction than ever in the process.

Fortunately, and happily, the strategic plan anticipated the need for additional staff, and we were thus able to welcome to the Oishei ranks Larry Cook as our new Program Officer in September of 2008. Larry has spent a large part of his career at the Arts Council in Buffalo and Erie County, most recently as the Deputy Director, and oversaw the Decentralization Grant program for many years. In addition, he has excellent contacts in other sectors and brings tremendous experience working directly with organizations of all sizes and levels. He has already proven to be a key asset, and we are certain organizations will find his skills and knowledge to be of great help.

We continued our collaboration with the Community Foundation for Greater Buffalo, sharing two staff members: Laura Quebral Fulton as Knowledge Management Officer, and Sally Crowley as Communications Director for both foundations. Part-time support staff was added for each of them in 2008, and their combined efforts were most visible in the complete redesign and retasking of the Oishei website – [www.oishei.org](http://www.oishei.org). It is truly at least four levels above where we were in cyberspace, and we hope you'll visit if you haven't already. A tremendous amount of information is available about general not-for-profit issues, along with a great deal of specific information (including visuals!) about Oishei projects and initiatives.

Among other notable activities of the Foundation in 2008 was our continuing commitment to improving long-term care



in the WNY region. We provided support for Programs for All-inclusive Care for the Elderly (PACE) programs in Olean and Niagara Falls, bringing the total number to four, including the Weinberg Campus and the Our Lady of Victory (OLV) program. For those unfamiliar with the conversion of OLV Hospital to the multiple-level-of-care facility it has become, we urge you to find out more. It has been a magnificent conversion. The Catholic Health System, and especially its point person Aimee Gomlak, are to be commended for this work.

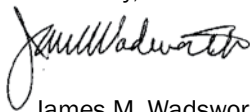
In addition to PACE support, the Foundation funded an outstanding 18-month-long effort undertaken by members of more than 75 long-term care facilities to complete a strategic plan to begin bringing the “Welcome Home” model of patient-centered care to the region. This approach has been shown to have a number of critical, demonstrable improvements to the health and well-being of these residences. Our congratulations to Bob Meiss of Beechwood Nursing Homes and his staff for their tireless work to keep this moving and get it done. We also congratulate all 75 organizations for their commitment to collaboration.

Perhaps the most significant potential economic development activity we helped to support has been the “Better by Degrees” program, which builds collaboration among the 22 colleges and universities of the region and markets Western New York as a college town in order to attract, engage and retain students. Clearly, the higher education sector is a lynchpin of the regional economy, and by presenting a united front, we all believe its role can be greatly expanded in the long-term stability and growth of this outstanding region.

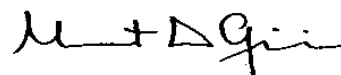
Finally, on a related issue, the Foundation continued and deepened its initiatives in not-for-profit leadership development. We added a second group of not-for-profit leaders to our “Oishei 20” project, and as in the first group, they represent a cross-section of not-for-profit organizations in education, the arts, healthcare, and neighborhood and community development. More information can be found on the Foundation website. We also added a third group that we’re calling the “Next Up Leaders Group,” which represents 15 not-for-profit senior leaders who will be the ones on the front line to replace those who will begin retiring in the near future. This was a somewhat different format which involved a longer sabbatical at the Chautauqua Institute, and which we are equally excited about. All three groups will be supported for the next several years, and are free to set their own agendas as groups.

The board of directors of the Foundation intends to meet the current challenges by continuing to step up. Our intention at this point is to keep grantmaking as close to past years as possible, though we do anticipate some level of downward adjustment. We also anticipate a shift in our priorities within the basic human needs area and will seek the most creative and effective ideas for working through this particularly difficult period.

Sincerely,



James M. Wadsworth  
*Chair*



Robert D. Gioia  
*President*



# LESSONS LEARNED IN 2008: JROF STAFF



## **We still have a lot to learn, share and communicate.**

Knowledge Management is still new to the organization and is evolving. We want to enhance this function through more interaction and communications with the community. We want to further develop the website as a communication tool and better connect the strategic plan with our applications and reporting.

## **Neighborhood stabilization is at the heart of many of our community issues.**

This issue, as identified in our strategic plan, encompasses all of the other issues such as health, education, and self-sufficiency. Stabilizing neighborhoods is beyond serving as an economic development tool and it is beyond political complexities. Neighborhood stabilization cuts across all areas of interest and can be the framework within which arts, education and health connect. It is an intricate system to navigate to ensure we are making positive impact as a Foundation, not only as a worthy investment of funding, but more importantly, staff time. Neighborhood engagement will be crucial to making significant change in the region.

## **“Engaged Philanthropy” – How involved do we get as Foundation staff?**

The Foundation staff has intentionally been working more directly with not-for-profits as grant applications are being developed. And we have learned, now more than ever, how hard these groups are working to improve the communities where they work. But this vital work also challenges the role of foundations. How involved do we

get in organizations, recognizing their need for autonomy, and our limited capacity to devote all of our staff time to specific causes when so many need our help?

## **Grants to not-for-profits for core improvements will be more important than ever.**

There will be an enormous stress on organizations that may be in crisis mode with the economy’s downward spiral. The need for capacity and basic and core operational support has been brought to the forefront over the last year in the not-for-profit sector. We will need to address these needs, understanding the continued need for evaluation, reflection, responsiveness and accountability.

## **Collaborations require new ways of thinking.**

We are consistently seeking new models of collaboration and cooperation between organizations working in the region. Sometimes organizations naturally gravitate toward collaborative models, and others need to be challenged into new ways of thinking about collaboration. As people working in the community become more open to seeking it, we as a Foundation need to find more ways to support collaboration. The economic downturn only increases the need to pursue it.

We have learned that trust building and ongoing support are critical components of successful collaborations. The most successful we have funded have been strong in part due to the support of outside facilitation. We have also discovered that we need to stay committed to these collaborations longer to sustain them.

**Making investments in young leaders is vital but experimental.**

We are fortunate to have incredibly talented young people in this region. We need to keep them here. On a daily basis, staff members of the Oishei Foundation meet and work with young leaders from every sector of the not-for-profit world. These are impressive people of conviction and passion who find creative ways to keep the work to which they are committed moving forward despite many obstacles.

In many instances, the Foundation has encouraged peers to talk or work with each other, whether working within the same sector or in different sectors. Occasionally, these introductions have led to interesting and promising collaborations and new approaches. We wanted to take an even more proactive approach to getting young area leaders together, so we invited 20 not-for-profit leaders to an informal 24-hour gathering at Beaver Hollow Conference Center and Resort. Their assignment was simple: meet peers on an extended basis in a tranquil setting and learn about each other's work.

Oishei 20 is an experiment. The Foundation chose not to participate directly or hire a facilitator from outside the group. It was about building a network, a safe place for leaders to talk, share, and challenge each other, without an agenda or prescribed outcomes. We plan to continue bringing this group together as part of the Foundation's efforts to build leaders and focus on improving the quality of life in our area.

**The community continues to demand leadership from the Oishei Foundation.**

We were told in our strategic planning process that we need to take on leadership as an outgrowth of our responsibility as the largest funder in the region. This leadership, related to our higher level of community engagement with grantees, is more labor intensive and it will take a long time to see the results. We will continue to explore our role, consistently checking back with the community to ensure we are being effective in meeting their requests to provide leadership to the best of our ability.

**Launching the strategic plan was only the beginning.**

The strategic plan requires a more holistic, issues-based approach. And now we have to revisit and evaluate the plan. As demands continue to grow, the capacity pressures will also grow. The community asked the Foundation for leadership, so we need to keep taking on leadership roles and keep the lines of communication open with other not-for-profit partners.



CHANGE AGENT:

## **ELEANOR AND WILSON GREATBATCH PAVILION AT FRANK LLOYD WRIGHT'S MARTIN HOUSE COMPLEX**

It makes perfect sense that the new Greatbatch Pavilion at the Darwin Martin House consists largely of clear glass. The pavilion, designed by New York architect Toshiko Mori, reinterprets the composition, structure and materials that Frank Lloyd Wright used in the Martin House. But, rather than competing with the historic beauty of the Martin House, the Greatbatch Pavilion complements it. Visitors enjoy a clear, birds-eye view of Wright's Prairie Style masterpiece. In addition, the design extends and revitalizes the architectural movement launched by Wright 100 years ago, as it brings a 21st century sensibility to Wright's principles of "organic architecture."

The Greatbatch Pavilion welcomes visitors into the interwoven relationship of buildings and landscape and serves as an orientation point for those arriving on the campus. It holds flexible exhibition space, permanent galleries, visitor amenities and interactive educational kiosks. One can't resist the touch-screen timeline with photos of Wright, Darwin and Isabelle Martin, and their families.

The campus has become an international tourist destination and is expected to attract approximately 40,000 – 50,000 visitors each year. The Martin House restoration has been contagious, sparking a major resurgence in surrounding city neighborhoods.



# FINANCIAL HIGHLIGHTS

Our portfolio results reflect the global financial crisis. Total assets of the Foundation, as of December 31, 2008, were \$231.9 million, which includes a number of related trusts in which the Foundation is the income beneficiary. The current value of these trusts approximated \$17.9 million at the end of 2008.

Investment performance generated a loss of approximately \$80 million (a gain of \$38 million in 2007) and Foundation expenses approximated \$2.6 million (\$1.7 million in 2007). Total grants paid by the Foundation were approximately \$16 million (\$15 million in 2007).

	<b>2008</b>	<b>2007</b>
Cash and cash equivalents	\$5,873,000	\$4,527,000
Investments	208,129,000	306,586,000
Assets in related trusts	17,934,000	21,768,000
Net assets	<u>\$231,936,000</u>	<u>\$332,881,000</u>

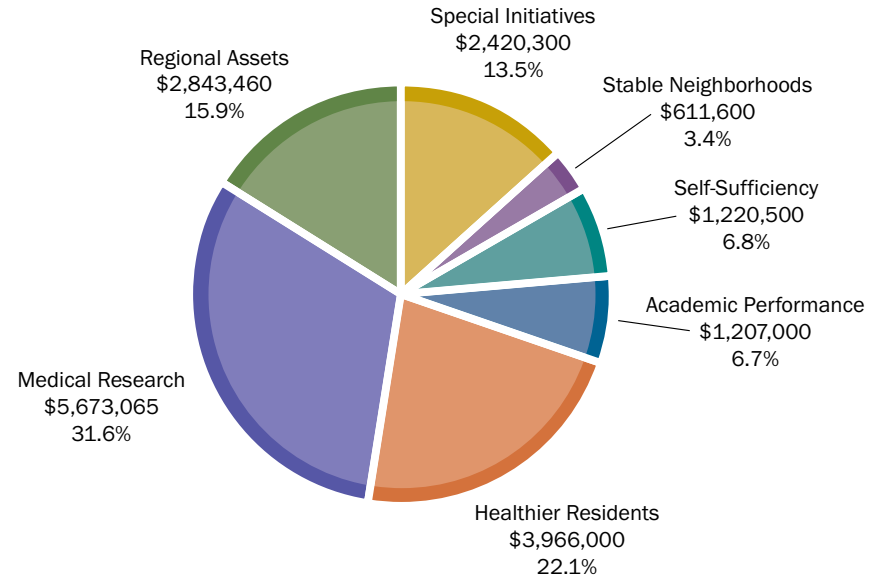
## STATEMENT OF REVENUE, GRANTS AND EXPENSES AND CHANGES IN NET ASSETS:

	<b>2008</b>	<b>2007</b>
Income (loss) from investments, net	(\$79,674,000)	\$37,724,000
Distributions from related trusts	965,000	972,000
	<u>(78,709,000)</u>	<u>38,696,000</u>
Grants paid	15,825,000	15,062,000
Expenses, including excise tax	2,576,000	1,699,000
Excess (deficiency) of revenue over grants and expenses	(97,110,000)	21,935,000
Loss of assets in related trusts	(3,834,000)	(344,000)
Increase (decrease) in net assets	<u>(100,944,000)</u>	<u>21,591,000</u>
Net assets – beginning	<u>332,881,000</u>	<u>311,290,000</u>
Net assets – ending	<u>\$231,937,000</u>	<u>\$332,881,000</u>

# 2008 GRANTS OVERVIEW

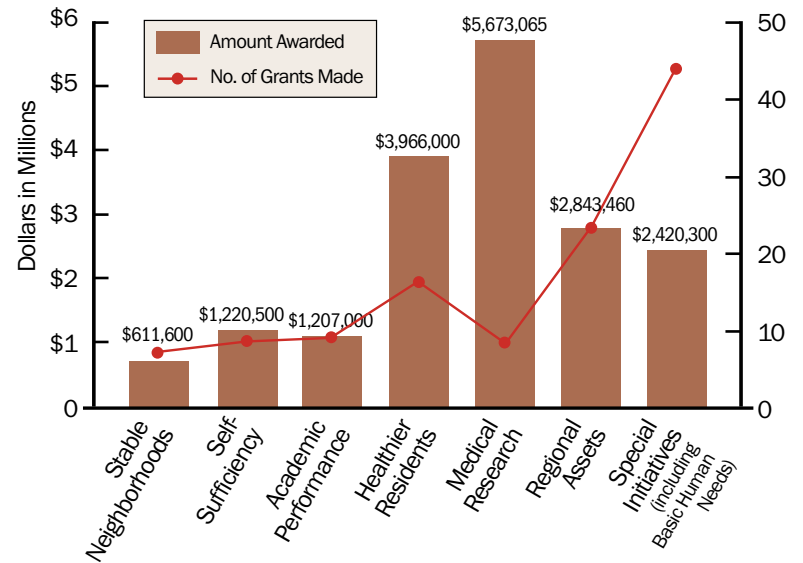
## PERCENTAGE OF GRANTS BY CATEGORY, 2008

In the Foundation's strategic plan, it was outlined that the Foundation would increase its focus and clarify its goals and strategies to heighten impact. As 2008 progressed, the Foundation focused its grant making process and approaches to match its programmatic objectives. We now have one full year of tracking these focus areas to see what community solutions we are investing in throughout the region.



## NUMBER AND SIZE OF GRANTS APPROVED, 2005 - 2008

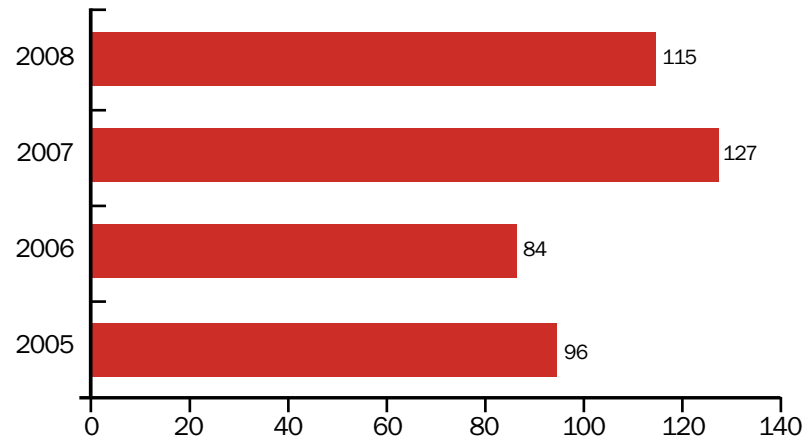
In 2008, the Foundation awarded slightly fewer grants than in 2007, but on average, grant size increased. The range of grants in 2008 was \$1,000 to \$3,000,000 as compared to \$500 to \$1,000,000 in 2007.



# 2008 GRANTS OVERVIEW

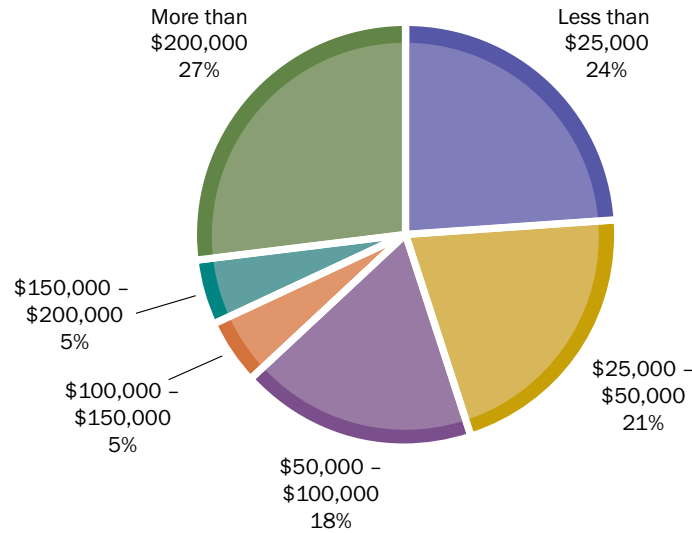
## NUMBER OF GRANTS APPROVED 2005 – 2008

During 2008, the Foundation awarded 115 grants, as compared to 127 in 2007.



## GRANTS BY SIZE 2008

We can also note that the highest percentage of grants awarded since the strategic plan were \$200,000 or more.



## CHANGE AGENT: **PRESERVATION BUFFALO NIAGARA**

The creation of Preservation Buffalo Niagara was sparked by a simple but successful collaboration called “Buffalo Tours.” The program, which gives hundreds of architectural tours a year, was co-administered by the Preservation Coalition and the Landmark Society. The Coalition trained the docents and the Landmark Society provided administrative support and office space. The tours brought the two organizations together and helped ignite the idea of joining forces to become a single, more effective organization.

There were other catalyzing factors. Nationally recognized preservation consultant Elizabeth Waters recommended that Buffalo develop a more substantial, unified preservation movement. The merger was also propelled by Buffalo’s winning bid to host the National Trust for Historic Preservation Conference in 2011. The Trust required a lead preservation organization to host the conference. Thus, the two groups joined forces to create Preservation Buffalo Niagara. By working together, they will develop the capacity and resources to successfully organize this important national conference that will draw thousands of visitors to our region.

Preservation Buffalo Niagara’s vision includes building a professional team with a depth of preservation expertise. Michael Miller, known for his dedication at M&T Bank and voluntary leadership at the Central Terminal Restoration Corporation, was recently named as the first Executive Director. Key initiatives include energizing Buffalo’s preservation movement by building a large constituency for preservation; providing leadership and creating alliances; spreading preservation’s message and techniques; improving the public’s understanding and appreciation of Buffalo’s architecture; and serving as an important advocate for the Buffalo Niagara region.

In the long run, a combined preservation organization with better resources and staffing will lead to more strategic planning, critical thinking and proactive programs that will help protect our region’s treasures.



# 2008 GRANTS AWARDED: Stable Neighborhoods

<b>Buffalo Urban League, Inc.</b>	\$140,000
2nd year support for Stop the Violence Coalition	
<b>Catholic Health System Continuing Care Foundation</b>	\$200,000
OLV Senior Neighborhood (Main Street Project)	
<b>Colored Musicians Club of Buffalo</b>	\$10,000*
"Michigan Underground" Summer Concert Series	
<b>Council of Community Services of New York State, Inc. (CCSNYS)</b>	\$14,000
Intervention to correct legal and financial deficiencies with an Oishei grantee organization	
<b>Jeremiah Partnership</b>	\$11,600**
Strategic plan	
<b>Landmark Society of the Niagara Frontier</b>	\$230,000
Partnership between Landmark Society of Niagara Frontier and Preservation Coalition of Erie County to form Preservation Buffalo Niagara	
<b>Northwest Buffalo Community Development Center Inc.</b>	\$6,000
Black Rock Survey	
<b>TOTAL STABLE NEIGHBORHOODS</b>	<b>\$611,600</b>



\*Concert series / grant canceled.

\*\*Grant approved but request was withdrawn by grantee.

# 2008 GRANTS AWARDED: Self-Sufficiency



**AIDS Family Services of WNY Inc.** \$21,500  
 Consultant to assist with an organizational assessment and development of a strategic plan

**Catholic Charities of Buffalo** \$50,000  
 Retain fundraising counsel to review and improve strategies for soliciting support

**Community Foundation for Greater Buffalo** \$259,000  
 Good Schools for All core operations and implementation of action plan

**Cradle Beach Camp Inc.** \$15,000  
 Development of a strategic plan

**Family Justice Center of Erie County, Inc.** \$490,000  
 Development of a strategic plan and program components

**Homeless Alliance of WNY Inc.** \$35,000  
 Organizational assessment, strategic plan and executive coaching

**Housing Opportunities Made Equal** \$300,000  
 Expanded mobility program

**Massachusetts Avenue Project (MAP)** \$50,000  
 Core operations improvement project

**TOTAL SELF-SUFFICIENCY** **\$1,220,500**



## CHANGE AGENT: **PUSH BUFFALO**

Zaw Win escaped from his native country of Burma on a fishing boat with just the clothes on his back.

He had spent a year in prison doing hard labor because he had expressed his views. Views that did not agree with his government's. He paid what little money he had for a ride to the US on a fishing boat. He was cramped under a fishing net, out of sight, with other refugee travelers. They had virtually no food for days. What little water they had was rationed in bottle caps – one cap per person per day. Just enough to keep them alive. When they made it across the Atlantic, they were dumped on a beach in Nova Scotia.

Fast forward to today. Zaw is relieved and thankful. He, his son and wife now live in a rehabbed PUSH apartment. He feels

safe and has at least some “creature comforts.” He works two jobs – up to 70 hours a week. He is saving for his own home and hopes to become an entrepreneur.

PUSH (People United for Sustainable Housing), buys run-down homes on the city's West Side, rehabs them and offers affordable living to people who need it. People like Zaw. PUSH gives people hope that one day they will own their own homes. When revamping the houses, PUSH foremen even train area youth in the construction trade. Led by City Honors alumnus and Harvard graduate Aaron Bartley (shown here with Zaw), PUSH is making change where it's desperately needed...one home at a time.

# 2008 GRANTS AWARDED: Academic Performance

**Arts in Education Institute of WNY, Inc.** \$210,000  
 "Redefining Texts: Expanding Learning Through the Arts"

**Baker Victory Services** \$23,000  
 Work Appreciation for Youth (WAY) program in cooperation with Gateway-Longview

**The BISON Scholarship Fund** \$350,000  
 Expansion of the scholarship program for "first ring" families

**Buffalo Prep** \$150,000  
 Growth and Sustainability Plan

**Child & Adolescent Treatment Services** \$70,000  
 Overhead costs related to the 21st Century School Grants

**Diocese of Buffalo** \$19,000  
 Catholic school education survey

**Holy Angels Academy** \$10,000  
 SAGE team's travel to Nigeria to participate in the international Students for the Advancement of Global Entrepreneurship (SAGE) competition

**Meszaros International Center for Entrepreneurship, Inc. (MICE)** \$50,000  
 Expanded Entrepreneur Training Program

**United Way of Buffalo and Erie County** \$25,000  
 Alternative education programs at School #44

**Western New York United Against Drug & Alcohol Abuse, Inc.** \$300,000  
 Expand the Achievement Mentor Program into eleven Buffalo Public Schools, including the six Closing the Gap schools

**TOTAL ACADEMIC PERFORMANCE** **\$1,207,000**



# 2008 GRANTS AWARDED: Healthier Residents



<b>Aspire of WNY</b>	\$50,000	<b>Niagara Falls Memorial Medical Center</b>	\$400,000
Purchase of equipment and supplies for newly renovated patient clinic areas		Construction of a new 54-bed inpatient adult behavioral health unit	
<b>Cancer Wellness Center Inc.</b>	\$10,000	<b>Pursuing Perfection (P2)</b>	\$275,000
Cancer Coach program in cooperation with Gilda's Club		Match for an additional grant made by the Robert Wood Johnson Foundation to P2 for the "Aligning Forces for Quality" program	
<b>The Dale Association, Inc.</b>	\$600,000	<b>Research Center for Stroke and Heart Disease</b>	\$100,000
Program Related Investment (PRI) to support additional working capital toward opening of PACE program in Niagara County		"Inside Out," a comprehensive educational and research program directed at prevention of childhood obesity	
<b>Family &amp; Children's Service of Niagara, Inc.</b>	\$500,000	<b>Southern Tier Community Health Center Network, Inc.</b>	\$16,000
Creation of a one stop Family Center on Main Street in Niagara Falls		Payment of extraordinary expenses in cooperation with the Community Health Foundation	
<b>Healthy Community Alliance Inc.</b>	\$10,000	<b>Total Senior Care, Inc.</b>	\$300,000
Rural Youth Counseling and Parent Empowerment Programs		Implement a rural PACE program in Olean, NY	
<b>Joan A. Male Family Support Center</b>	\$350,000	<b>UB Regional Institute</b>	\$150,000
Strategic plan, space use plan, and capital improvements		"Reaching for Excellence" Project for 13 additional months in cooperation with Community Health Foundation	
<b>Meals on Wheels Foundation of WNY</b>	\$1,200,000	<b>University at Buffalo Foundation, Inc.</b>	\$5,000*
Program Related Investment (PRI) for a new Commissary Building		Bring the national convention of the Society of the Arts in Healthcare to Buffalo in a Program Related Investment (PRI) in 2009	

**TOTAL HEALTHIER RESIDENTS**

**\$3,966,000**

\*Grant canceled.



## CHANGE AGENT: NIAGARA ARTS AND CULTURAL CENTER (NACC)

A Hollywood director-turned-painter... an aspiring music producer... a yoga teacher/sculptor. When you walk into the Niagara Arts and Cultural Center, you'll see a menagerie of art, people, and even pets.

The multi-use space and retired high school is now a solid regional asset, tourist attraction and nucleus for cultural activity in the community. Over 75 artists rent studios, create masterpieces and display them in the two on-site galleries. A plethora of original and classic works are performed in NACC's two theatres. Ongoing activities include an after-school program, Native American

Workshops, summer concert series and preservation of the historic 1924 building.

Victor Marwin currently finds his inspiration at the NACC. After spending 33 years fine-tuning his wood working craft for Kittinger, the White House and Ronald Regan, he now focuses on antique restoration, repair of wooden stringed instruments and custom woodworking projects. The NACC gives him the room, privacy and encouragement he needs, and allows for some very special company. He's shown here with one of his greatest fans, Charlie the cat.

# 2008 GRANTS AWARDED: Regional Assets

**Albright-Knox Art Gallery** \$100,000  
 "Action/Abstraction: Pollock, de Kooning, and American Art, 1940-1976" exhibition

**Artpark** \$50,000  
 Marketing and Organizational Assessment Study

**The Ashford Hollow Foundation for the Visual and Performing Arts** \$3,000  
 Regional launch of the Great Lakes Urban Exchange Network at the Buffalo Museum of Science

**Buffalo & Erie County Naval & Military Park** \$26,400  
 Strategic planning board development with Center for Professional Development of Canisius College

**Buffalo Niagara Riverkeeper** \$35,000  
 Core operations/improvement project at new location

**Buffalo Philharmonic Chorus** \$30,000  
 "Defiant Requiem: Verdi at Terezin" performance and educational program



**Buffalo State College Foundation** \$295,000  
 Art Conservation Research Program

**Buffalo's Theatre District Association of WNY Inc.** \$13,500  
 Purchase of AM&A's Christmas window displays

**CEPA Inc.** \$368,460  
 Collaboration of CEPA Gallery, Just Buffalo Literary Center and Big Orbit Gallery to implement Phase II of ongoing merger

**Chautauqua Institution** \$200,000  
 Chautauqua/WNED's national PBS documentary entitled "Chautauqua"

**Irish Classical Theatre Company** \$120,000  
 Revenue enhancement activities, including new outreach, educational, and marketing activities

**Leadership Buffalo, Inc.** \$14,000  
 Executive Director search

**MusicalFare Theatre Company Inc.**

- Revenue Enhancement Initiative \$75,000
- Administrative Coordinator with cooperative marketing activities for Buffalo Theatre Alliance \$80,000
- "Bat Boy" Production \$24,000

**Neglia Ballet Artists** \$150,000  
 Annual "Nutcracker" production in partnership with Buffalo Philharmonic Orchestra and Shea's Performing Arts Center

**Ira G. Ross Aerospace Museum** \$23,600  
 Aerospace Museum planning plus additional planning with Buffalo Naval & Military Park with Center for Professional Development of Canisius College



# 2008 GRANTS AWARDED: Regional Assets



**Old Fort Niagara** \$600,000  
"Bringing History Alive" Plan

**Road Less Traveled Productions, Inc.** \$36,000  
Production of "To Kill a Mockingbird"

**Shea's Performing Arts Center** \$250,000  
Critical HVAC upgrades

**Theatre of Youth, Inc.**

- Maintain current season and implement strategic plan \$20,000
- Core operations for the 2007-2008 season \$48,000

**Theodore Roosevelt Inaugural Site Foundation** \$250,000

Capital improvements and the design and fabrication of new exhibitions

**UB Regional Institute** \$1,500

"Infinite Solutions"(web design) 2008 Conference to benefit Better by Degrees project

**University at Buffalo Foundation, Inc.** \$30,000

Public events held in partnership with other Buffalo institutions with the 2009 North American James Joyce Conference

**TOTAL REGIONAL ASSETS** **\$2,843,460**



CHANGE AGENT:  
**THEODORE ROOSEVELT INAUGURAL SITE  
FOUNDATION**

Old meets new at the historic Wilcox Mansion on Delaware Avenue where Theodore Roosevelt was sworn in after the assassination of William McKinley in 1901. With the help of a quarter of a million dollar grant from Oishei, the Roosevelt Foundation has rebuilt the site's carriage house and infused interactive displays, touch-screens and role playing into their tours. The carriage house will also accommodate a unique gift shop and event / meeting room to increase traffic and self-sustainability for the Foundation.

# 2008 GRANTS AWARDED: Medical Research



**Hauptman-Woodward Medical Research Institute, Inc.** \$660,000  
New CEO and implementation of new projects

**The Roswell Park Alliance Foundation** \$400,000  
“Anticancer molecules targeting oncoprotein Myc” research

**University at Buffalo Foundation, Inc.**  
• Development of a Department of Biomedical Engineering \$3,000,000

• “A Novel Superantigen-Encoding Pathogenicity Island in *Staphylococcus epidermidis*: A Role in Mobilization of Superantigens & Evolution of Virulence” \$300,000

• “Stimulation of Renal Sodium Transport by Membrane Cholesterol” (two additional years) \$410,000

• “Structure of a Potassium Channel-Peptide Toxin Complex” \$260,000

• “The 17th Axis of Immunity in Infectious and Autoimmune Diseases” \$200,000

• “Treatment of pneumococcal disease with a protein complex from human milk” \$443,065

**TOTAL MEDICAL RESEARCH** **\$5,673,065**

# 2008 GRANTS AWARDED: Special Initiatives

**AIDS Community Services of WNY, Inc.** \$25,000  
2008 basic human needs

**American Red Cross Greater Buffalo Chapter** \$50,000  
2008 basic human needs

**Association of Small Foundations** \$1,500  
Contribution for outstanding work

**BISSNET, Inc.** \$550,000  
2008-2009 scholarship program

**Boys & Girls Clubs of Buffalo, Inc.** \$30,000  
2008 basic human needs (after-school lunch and dinner program)

**Buffalo City Mission** \$100,000  
2008 basic human needs

**Buffalo Urban League, Inc.** \$25,000  
2008 basic human needs

**Catholic Charities of Buffalo** \$25,000  
2008 basic human needs

**Cattaraugus Community Action, Inc.** \$25,000  
2008 basic human needs

**Chautauqua County Rural Ministry, Inc.** \$25,000  
2008 basic human needs

**Community Action Organization of Erie County, Inc.** \$25,000  
2008 basic human needs

**Community Foundation for Greater Buffalo** \$200,000  
2008-2009 ongoing JROF College Scholarship Program

**Community Health Foundation of WNY** \$3,800  
Background research by WNY Purchasing Alliance related to Meals on Wheels proposed new commissary

**Community Missions of Niagara Frontier, Inc.** \$50,000  
2008 basic human needs

**Concerned Ecumenical Ministry to the Upper West Side of Buffalo NY, Inc.** \$20,000  
2008 basic human needs for Loaves & Fishes Pantry

**Diocese Of Buffalo** \$400,000  
Leadership Competencies for the 21st Century Catholic Education Program

**Food Bank of WNY**

- 2008 basic human needs \$125,000
- 2008 basic human needs for Buffalo Dream Center \$10,000

**Friends of Night People, Inc.** \$10,000  
2008 basic human needs

**Goodwill Industries of WNY, Inc.** \$100,000  
2008 basic human needs

**GROUP Ministries, Inc.** \$25,000  
2008 basic human needs

**Habitat for Humanity/Buffalo, Inc.** \$50,000  
2008 basic human needs

**Heart, Love & Soul, Inc.** \$25,000  
2008 basic human needs



# 2008 GRANTS AWARDED: Special Initiatives

<b>Hearts for the Homeless</b>	\$25,000	<b>The Salvation Army of Buffalo, NY</b>	\$50,000
2008 basic human needs for the mobile soup kitchen		2008 basic human needs	
<b>Hispanics United of Buffalo</b>	\$25,000	<b>Sisters of Mercy of the Americas</b>	\$25,000
2008 basic human needs		2008 basic human needs for St. Brigid Outreach Center in the Perry Projects	
<b>Joan A. Male Family Support Center</b>	\$25,000	<b>Society of St. Vincent de Paul</b>	\$25,000
2008 basic human needs		2008 basic human needs	
<b>Journey's End Refugee Services Inc.</b>	\$25,000	<b>St. Adalbert's Response to Love Center</b>	\$25,000
2008 basic human needs		2008 basic human needs	
<b>Lt. Col. Matt Urban Human Services Center of WNY</b>	\$25,000	<b>St. John the Baptist Church</b>	\$25,000
2008 basic human needs		2008 basic human needs for the Outreach Center	
<b>Meals on Wheels Foundation of WNY</b>	\$50,000	<b>United Way of Buffalo and Erie County</b>	\$25,000
2008 basic human needs		2008 basic human needs for the News Neediest Fund	
<b>Native American Community Services of Erie and Niagara Counties, Inc.</b>	\$25,000	<b>Vive La Casa</b>	\$50,000
2008 basic human needs		2008 basic human needs	
<b>Network of Religious Communities</b>	\$25,000	<b>Western New York Grantmakers Association</b>	
2008 basic human needs		• Community related programs	\$ 1,000
<b>Niagara Community Action Program Inc.</b>	\$25,000	• Study of philanthropic giving in WNY by UB Regional Institute	\$ 4,000
2008 basic human needs			
<b>The North Tonawanda Inter-Church Food Pantry Inc.</b>	\$15,000	<b>Western New York Veterans Housing Coalition, Inc.</b>	\$25,000
2008 basic human needs		2008 basic human needs	
		<b>TOTAL SPECIAL INITIATIVES</b>	<b>\$2,420,300</b>



## CHANGE AGENT: **PACE**

In 1999, Our Lady of Victory (OLV) Hospital made the difficult decision to close its doors after over 150 years of service to the community. Often times, when one door closes, another opens. That's what happened at the former OLV hospital site in Lackawanna.

The Catholic Health System has revamped the old hospital and is taking healthcare into the 21st century with the OLV senior neighborhood, a comprehensive, state-of-the-art living facility for senior citizens. The revamped campus now offers a range of senior housing options, a skilled nursing facility, and the Program for All-inclusive Care for the Elderly (PACE).

The PACE model is centered around the belief that it is better for the well-being of seniors with chronic care needs and their families to be served in the community. In other words, PACE allows seniors to live in their own homes longer, many times serving as an alternative to being placed in a nursing home. It's a different and better kind of care for aging people. The program provides an entire continuum of care and services including:

- Adult day care with nursing; physical, occupational and recreational therapies; meals; and nutritional counseling
- Medical care by a PACE physician familiar with each participant's history, needs and preferences
- Home healthcare and personal care
- All necessary prescription drugs
- Social services
- Medical specialists such as audiology, dentistry, optometry, podiatry, and speech therapy
- Respite care

The healthcare services will even be complemented by on-campus shopping, a chapel, social activities and other amenities.



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For information on applying to the  
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**[www.oishei.org](http://www.oishei.org)**  
or contact us at  
**716 856 9490.**

Letters of Inquiry should be  
addressed to:

Robert D. Gioia  
President  
The John R. Oishei Foundation  
One HSBC Center, Suite 3650  
Buffalo, NY 14203



*The*

JOHN R. OISHEI

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