

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



**2 0 0 9   A N N U A L   R E P O R T**



## OUR MISSION:

*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.*

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For information on applying to the Foundation, please visit our website: [www.oishei.org](http://www.oishei.org). Or, contact us at 716 856 9490.

# MESSAGE FROM THE CHAIR AND PRESIDENT



**With the serious turbulence in the markets of the country and the world, 2009 represented a year of quick thinking and adaptations not only for the non-profit organizations we support, but for the Oishei Foundation as well.**

By the end of 2008, nearly a full quarter of the Oishei endowment had ‘disappeared’ through losses in the markets, and we opened 2009 with great uncertainty as to whether the slide would continue, pause, or begin to reverse. As the Board considered the options, it was immediately clear that the losses we had to absorb were also washing over the non-profit sector with even greater negative impact because their loss of funding was accompanied by an increase in need from the community.

## **Our Commitment to Giving**

Despite the uncertain economy, the Board made a conscious decision to continue funding at a level that substantially exceeded the amount required by the IRS. Our giving totalled over \$14 million in 2009 and focused largely on the community’s most critical needs. Our hope was to begin meeting the growing needs of the disadvantaged and the ‘newly disadvantaged’ – people who never needed (or wanted) public support, but who were overwhelmed by an unprecedented global situation.

## **Focusing on Community Need**

The first action taken by the Foundation was to fast-track our investment in the provision of basic human needs, including food, clothing, and shelter. While our giving in these areas has been consistent over the past dozen years, the expenditures were largely informal, end-of-the-year gifts to a variety of organizations. There had not been an application process. Organizations were selected by both staff and Board, and funding was intended to bolster their efforts and help them continue.

As the amount of money given to this area increased over the years, it became apparent that we needed to formalize “basic human needs” as a regular giving

### 2009 GRANTS AWARDED BY CATEGORY

● Stable Neighborhoods	\$1,529,900
● Self-Sufficiency	\$3,966,076
● Academic Performance	\$2,323,345
● Healthier Residents	\$2,269,730
● Regional Assets	\$2,594,550
● Medical Research	\$395,200
● Special Initiatives	\$1,377,537
TOTAL	\$14,456,338



program. We more clearly defined the overall need in various communities and how we might respond to that need in late 2007 and into 2008, before any of the downturn began. Once the downturn started to deepen rapidly, we stepped up our efforts under the leadership of our new program officer, Larry Cook. Many basic human needs providers were invited to help with the planning effort, including the Food Bank, City Mission, Goodwill, Salvation Army, the Homeless Alliance of WNY, United Way, and the Network of Religious Communities, among others. Representatives of these organizations met with us over several months during 2009 and we discussed a number of possible approaches. We finally settled on what is now known as the “Mobile Safety-Net Team.” See page 9 for more information on this program, or contact Mr. Cook.

### **Making Difficult Choices**

We recognized that vital community needs would have to take priority over other giving. It became clear that the one area that would need to be significantly cut back was medical research. This area has been of great importance to the Foundation. Throughout our history, medical research comprised about one third of all of our giving. A number of successful projects have been supported by Oishei funds, including (but not at all limited to) the stroke research center under Dr. Nick Hopkins, early nanomedical work directed by Dr. Paras Prasad, and of course, the formation of the Buffalo Niagara Medical Campus. The Board suspended this giving with regret, but recognized that it was necessary in the short run in order to provide “significant help” to the community. It is anticipated that the medical research funding will be reinstated at some level in the future.

### **Fine-tuning Strategic Direction**

The middle of 2009 marked the two-year anniversary of the implementation of the Foundation’s comprehensive strategic plan, which had been developed over much of 2006 and 2007. As is undoubtedly the case with most strategic plans, it became clear that some adjustments needed to be made. Our basic assessment of the plan’s value was positive, though it was agreed by all that we overreached on the level of detail we were trying to influence and measure. After several meetings between staff and our original consultant, the TCC Group, and subsequent meetings with the Board, we have revised the plan in several ways. Perhaps most noticeable is a narrowing of the scope of what we’re hoping to accomplish, recognizing that our work, for the most part, takes place at a higher level. We also consolidated a couple of the focus areas, and sharpened our outcomes to be more amenable to measurement. We do still recognize that making direct-line statements of causation are difficult (e.g. “our grant here is the cause of that outcome there”), but we will continue to monitor and track our work in ways that are most useful to ensuring a real impact and influence on a given issue.



## Enhanced Knowledge Sharing

The expansion and refinement of our website ([www.oishei.org](http://www.oishei.org)) has supported our outreach efforts. The site now contains not only all the information needed to apply for a grant, but also a great deal of information on grants we've already made, and feature stories on grants in progress. In addition, our Knowledge Management Officer, Laura Quebral Fulton, along with our Communications Director, Sally Crowley, made great progress toward taking all the information that is provided to us in the form of reports and new knowledge and putting it back out to the community. We have been very excited at the Foundation's move into the electronic realm, and we firmly believe that this will be where our most important work - the exchange of knowledge with peers and colleagues - will take place.

## Future Efforts

Looking ahead to 2010, we expect to continue developing new methods of providing support to the non-profit sector beyond grantmaking. These include Program-Related Investments (PRIs), which are, in essence, low-interest loans to non-profits in support of program activities that are in line with the Foundation's goals. We have now completed several of these for a variety of activities. While we believe we will do a significantly greater number, we also have begun to see their limitations, and will use them strategically. In addition to PRIs are Mission-Related Investments (MRIs), which take the form of equity investments in companies or hybrid organizations that contribute to the local economy. These, too, are strategic tools that are available to us, and they have begun to become more commonplace for foundations across the country. Finally, we expect to continue to offer the knowledge and expertise of our staff to individual organizations, and even more so to help initiate larger undertakings, such as the formation of coalitions and joint efforts that need neutral convening parties. We have done several of these, and we look forward to working together with many organizations on the most pressing issues of our region.

Sincerely,



Jim Wadsworth  
*Chair*



Robert Gioia  
*President*



# JROF STAFF: LESSONS LEARNED IN 2009

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

As part of our strategic direction, we continue to reflect upon our endeavors and identify ways for our team to discover, grow and improve. We again learned some valuable lessons in 2009 and are pleased to share them here.

## **We determined our strategic focus areas needed refinement.**

In 2007, we launched our new strategic plan with six major focus areas. In 2009, we reviewed these areas, the desired outcomes, and our previous grant making. After our review, we tightened our scope to help increase our impact on the community even further. A full description of this fine-tuning may be found at [www.oishei.org/WhatWeFund](http://www.oishei.org/WhatWeFund).

## **We continued to practice “Engaged Philanthropy.”**



In 2009, we expanded and enhanced our efforts in the basic human needs area by:

- Revising the timeframe of our giving from year-end to earlier in the year.
- Increasing the amount given to address basic human needs.
- Forming the Mobile Safety-Net Team to better serve those in need at the community level, especially those experiencing difficulties for the first time due to the challenging economic environment.

For more information about this initiative, see page 9.

## **We recognized the increasing need to be nimble.**

With the national and global economy in a very uncertain state, the Foundation needed to make even tougher decisions, work with non-profits to consider new ways of collaborating, and at least temporarily make one-year grants rather than longer-term commitments.



### **Non-profits stepped up to the plate to become true partners with us.**

We experienced many of the same challenges of running an organization in this fiscal environment as our grantees. Many non-profits worked closely with us in the utmost of cooperative atmospheres to meet the common goal of finding the best solutions to the challenges we face.

### **Organizational sustainability continues to be a major issue in the non-profit arena.**

Non-profits continue to face many daunting challenges. Surviving and growing in the current environment depends largely on a non-profit's ability to adapt and explore innovative methods of generating new and unrestricted revenues.

Focusing more closely on the potential for earned income has brought about relief for some struggling non-profits, large and small. In many instances, sustainability has been enhanced using revenue-generating techniques that provide for greater adaptability in these changing times.

However, this work takes a great deal of time, money and concentrated effort to succeed, which may lead non-profits to risk mission creep and burnout. In the end, some balance of grants and income generation needs to be achieved.



### **The community wants to hear more from us.**

We again experienced a substantial increase of unique visitors to our website which now features full multi-media content. Our electronic outreach program “O/News” garnered nearly double the average response rates for our industry, with open rates ranging from 38 to 50% and click-through rates as high as 60%. In addition, our expanded Knowledge Management Library was among the highest -visited areas of our website. We’re proud to say that requests to be added to our email list grew by 30% after the launch of O/News. People also asked us to increase its frequency, which we will respond to as we move forward. And, the media continues to reach out to the Oishei staff more than ever, resulting in a continued increase in media exposure.



# 2009: FINANCIAL HIGHLIGHTS

Our portfolio performed well in 2009 and reflected the financial recovery to date. Total assets of the Foundation, as of December 31, 2009, were approximately \$266.8 million, which includes related trusts (of which the Foundation is the income beneficiary and which have a value of \$20.2 million).

Investment performance generated a gain of approximately \$45 million (a loss of nearly \$80 million in 2008) and Foundation expenses approximated \$1.4 million (\$1.3 million in 2008). Total grants paid by the Foundation were approximately \$11.5 million (nearly \$16 million in 2008).

	<b>2009</b>	<b>2008</b>
Cash and cash equivalents	\$5,620,000	\$5,873,000
Investments	240,936,000	208,129,000
Assets in related trusts	20,209,000	17,934,000
Net assets	<u>\$266,765,000</u>	<u>\$231,936,000</u>

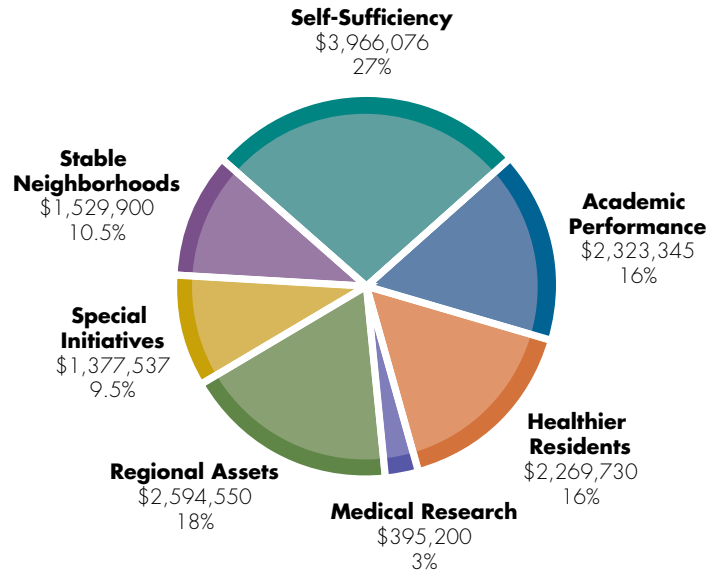
## STATEMENT OF REVENUE, GRANTS AND EXPENSES AND CHANGES IN NET ASSETS:

	<b>2009</b>	<b>2008</b>
Income (loss) from investments, net	\$44,569,000	(\$79,674,000)
Distributions from related trusts	886,000	965,000
	<u>45,455,000</u>	<u>(78,709,000)</u>
Grants paid	11,491,000	15,825,000
Expenses		
Administrative expenses	1,408,000	1,309,000
Federal excise and unrelated business income taxes	2,000	1,267,000
	<u>32,554,000</u>	<u>(97,110,000)</u>
Excess (deficiency) of revenue over grants and expenses	32,554,000	(97,110,000)
Adjustment to assets in related trusts	2,275,000	(3,834,000)
Increase (decrease) in net assets	<u>34,829,000</u>	<u>(100,944,000)</u>
Net assets – beginning	231,936,000	332,880,000
Net assets – ending	<u>\$266,765,000</u>	<u>\$231,936,000</u>

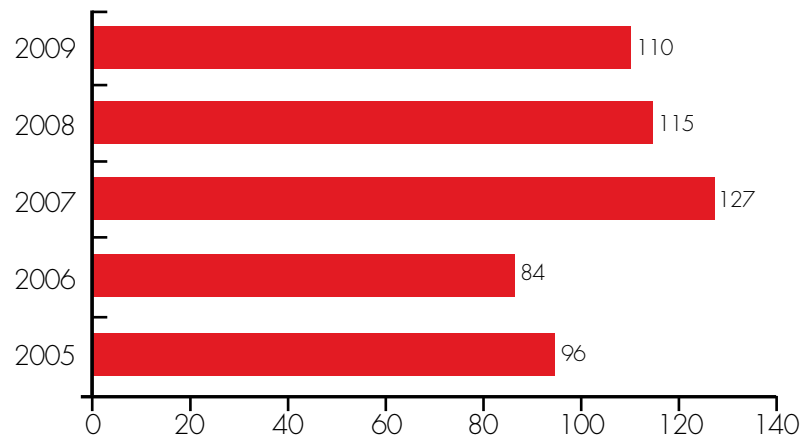
# 2009: GRANTS OVERVIEW



## PERCENTAGE OF GRANTS BY CATEGORY, 2009



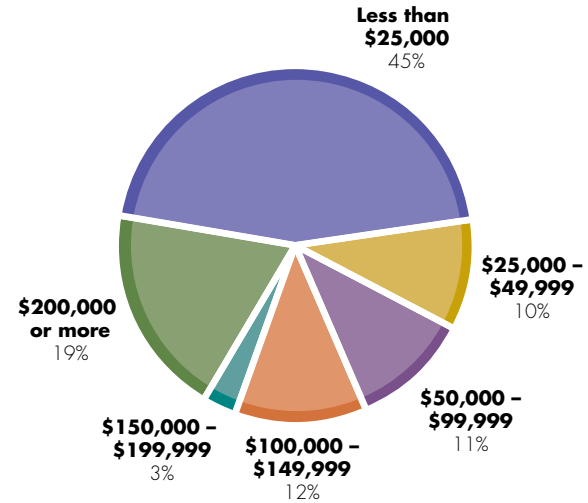
## NUMBER OF GRANTS, 2005-2009



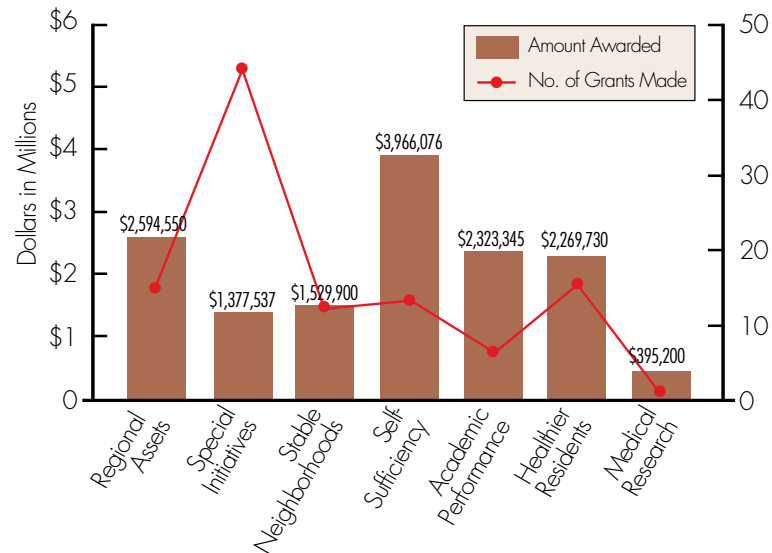


# 2009: GRANTS OVERVIEW

## GRANTS BY SIZE, 2009



## NUMBER AND SIZE OF GRANTS APPROVED, 2009



# OISHEI INITIATIVE: MOBILE SAFETY-NET TEAM



## Addressing community needs through collaboration and coordination.

Job loss. An increased cost of living. An uncertain economic climate. Factors such as these have caused many area residents to face unusual and extreme hardships over the past two years. The Foundation has responded by forming the **Mobile Safety-Net Team Program** designed to assist local communities and organizations with meeting the growing demand for basic human needs. The Foundation's investment in basic human needs totalled over \$1.3 million in 2009 including over \$266,000 to support this unique initiative.

The Teams' goals include networking; strengthening human services organizations; and giving individuals the opportunity to learn about and apply for needed services right in their own communities. Over the next two years, three Teams will travel throughout Erie and Niagara Counties, spending up to a month in each community, working to address the needs of individuals affected by difficult economic conditions and to enhance the capacity of local service organizations.

The Teams will assess community needs; create an inventory of services; meet with community-based organizations to determine their ability to accommodate increased service demand; and hold Community Resource Events—week-long one-stop shops for community members who require human services support.

"The Teams will work to provide support, information and connectivity in key needs areas such as housing, food, financial and legal assistance, employment, health insurance, social services and crisis services," explains Jeffrey R. Pirrone, supervisor of the initiative.



# OISHEI GRANTEE: ROSWELL PARK ROBOTICS

## Providing more precision and faster recovery.

In 2004, the Roswell Park Cancer Institute (RPCI) became the first facility in the Buffalo Niagara region to offer state-of-the-art robotic surgical technology to patients with prostate cancer. In 2005, Dr. Khurshid Guru was recruited to establish a formal robot-assisted surgery program for urologic cancers. RPCI's early adoption of robot-assisted surgery and its continued commitment to refinement have transformed the way urologic cancer is treated in Western New York and throughout the country.

In less than three years, the number of robotic operations for kidney, bladder, and prostate cancer at RPCI increased from 50 to 95%. Along the way, Dr. Guru pioneered advanced robot-assisted surgical techniques. This minimally invasive surgical option, once offered to only urology patients, quickly became a viable, attractive option for many patients with gynecologic, thoracic and gastrointestinal cancers and some non-cancerous conditions.

Today, RPCI is a Center of Excellence for robot-assisted surgery. Surgical teams from around the globe come here to develop and improve their skills under the guidance of RPCI's robotic surgery experts.

Robot-assisted surgery combines the skill and judgment of the surgeon with the superhuman flexibility and precision of a robot.

Patients experience less pain, shorter hospital stays, faster recovery, less blood loss and less scarring due to the tiny incisions.



# 2009 GRANTS AWARDED STABLE NEIGHBORHOODS



<b>Buffalo State College Foundation</b>	<b>\$85,000</b>	<b>Makeda Corporation</b>	<b>\$25,000</b>
Capacity building and research for “Think Local First” program		Build a domed amphitheater in People’s Park on Main Street in Buffalo (matching funds)	
<b>Buffalo Urban League, Inc.</b>	<b>\$80,000</b>	<b>People United for Sustainable Housing, Inc. (P.U.S.H.)</b>	<b>\$7,500</b>
Stop the Violence Coalition		Two-day Great Lakes Economic Recovery Summit at Buffalo State College	
<b>Daemen College</b>	<b>\$5,000</b>	<b>United Way of Greater Niagara Inc.</b>	<b>\$25,000</b>
Local government downsizing public education program		Niagara County United Way agencies merger	
<b>Erie Regional Housing Development Corp.</b>	<b>\$30,000</b>	<b>Valley Community Association</b>	<b>\$600,000</b>
Staffing of the basic human needs Mobile Safety-Net Team Initiative		Loan Guarantee Commitment (LGC) for the development of the Buffalo River Fest Park	
<b>Habitat for Humanity/Buffalo Inc.</b>	<b>\$109,000</b>	<b>VOICE Buffalo Inc.</b>	<b>\$33,400</b>
Executive director bridge grant		Grass Roots Leadership Development Project in collaboration with NOAH and PUSH	
<b>Hands On Disaster Response</b>	<b>\$10,000</b>	<b>WNY AmeriCorps</b>	<b>\$120,000</b>
Project Gowanda flood relief work		Build out and furnish new offices located at 2188 Seneca Street	
<b>Local Initiatives Support Corporation (LISC)</b>	<b>\$400,000</b>	<b>TOTAL STABLE NEIGHBORHOODS GRANTS</b>	<b>\$1,529,900</b>
Sustainable Communities Initiative			



# 2009 GRANTS AWARDED SELF-SUFFICIENCY

<b>Chautauqua Opportunities, Inc.</b> Gap funding for Transitional Independent living facility in Dunkirk	<b>\$100,000</b>	<b>The International Institute of Buffalo, NY, Inc.</b> Strategic planning consultant	<b>\$50,000*</b>
<b>Crisis Services Inc.</b> Operational costs due to rise in need for services	<b>\$120,000</b>	<b>Lt. Col. Matt Urban Human Services Center of WNY</b> Establish the Matt Urban Hope Center on the East Side	<b>\$335,000</b>
<b>Erie Regional Housing Development Corp.</b> Day care start-up costs for The Belle Center	<b>\$144,576</b>	<b>Read to Succeed Buffalo Inc.</b> Community-wide literacy effort	<b>\$252,500</b>
<b>Gateway-Longview Inc.</b> Collaborative pilot project (Buffalo Urban League/Erie County Department of Social Services/Gateway-Longview) to improve the quality and cost-effectiveness of care services in Erie County	<b>\$20,000</b>	<b>The Resource Center, Inc.</b> <ul style="list-style-type: none"> <li>Partnership with Heritage Centers to enable their sheltered workshop (Allentown Industries) to provide additional manufacturing support</li> <li>Program Related Investment (PRI) for Resource Center, Inc. to implement partnership with Heritage Centers</li> <li>Program Related Investment (PRI) to expand Allied Industries, the sheltered workshop of the Resource Center in Jamestown, NY</li> </ul>	<b>\$200,000</b> <b>\$250,000</b> <b>\$2,100,000</b>
<b>Goodwill Industries of WNY, Inc.</b> “Parks Career Pathways” collaboration	<b>\$100,000</b>		
<b>Hope of Buffalo, Inc./ Bissonette House</b> Merger of Bissonette House and Cephas House and hiring of a new executive director	<b>\$165,000</b>		
<b>Housing Opportunities Made Equal</b> Greater Buffalo Community Housing Center’s mobility program	<b>\$129,000</b>		
		<b>TOTAL SELF-SUFFICIENCY GRANTS \$3,966,076</b>	

\*Grant amount amended to \$36,000.

# OISHEI GRANTEE: OLD FORT NIAGARA



## Bringing history and the region alive.

A three-year, \$600,000 grant is helping history come alive for tens of thousands of students, history buffs, Native Americans and tourists.

Last July, more than 17,000 North Americans descended upon the Fort to watch the re-creation of the Battle of Fort Niagara. 30-foot sailing ships anchored in the river. Cannon blasts strained eardrums and shook the ground. Fireworks, artillery bombardments and 2,500 volunteers in full costume and gear helped to reconstruct the havoc that ensued over 250 years ago. The event's estimated economic impact was over \$1.8 million.

The Fort also unveiled their new school program, "Rivals for Empire," an interactive look at the Siege of 1759. The program was designed by a team of retired teachers who volunteer at the site. Curriculum-based pre-visit materials were posted on the internet as a prelude for teachers and students. Drama students from Niagara University were hired to portray several historical characters. The actors delivered monologues and answered audience questions in character, providing stimulating and engaging programming for 10,093 youth.

In addition, Old Fort Niagara is now able to tell the story of Native Americans' role at the Fort through an on-staff Native American interpreter. Designed with the input of representatives from regional Tuscarora and Seneca communities, the program has served over 60,000 visitors.



# OISHEI GRANTEE: SUNY FREDONIA TECHNOLOGY INCUBATOR

## Nurturing local business and growing our economy.

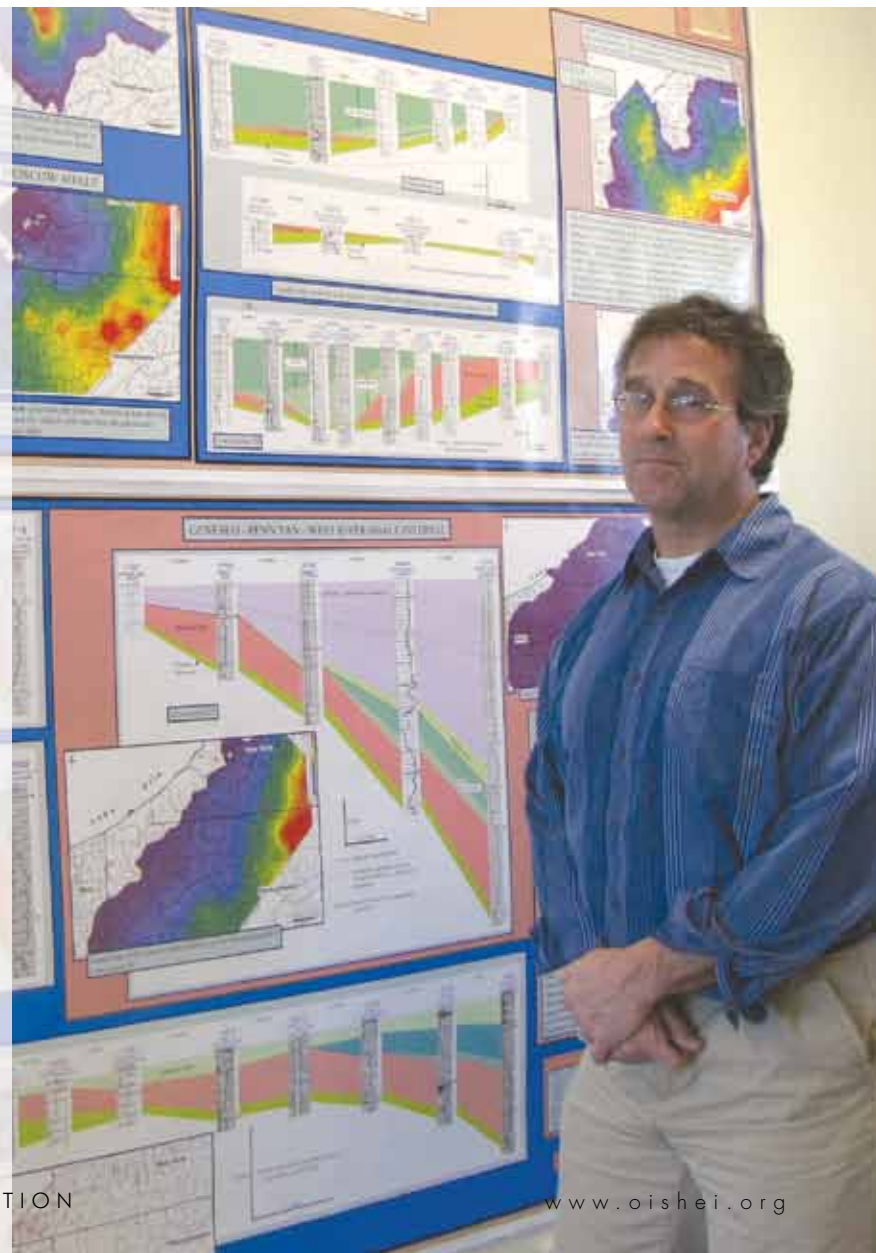
A \$300,000 challenge grant from the Oishei Foundation helped create the state-of-the-art SUNY Fredonia Technology Incubator in downtown Dunkirk. The nearly \$6 million dollar facility can provide space and shared services to 30 startup companies at one time, thereby increasing each company's odds of survival and resulting in the generation of regional economic growth.

"A start-up company typically has a one-in-five chance of succeeding," says SUNY Fredonia President Dennis L. Hefner. "By starting out in a university incubator, those odds increase to a four-in-five success rate."

The SUNY Fredonia Incubator also presents unique internship and job opportunities for students and collaboration initiatives for faculty.

One example is the Fredonia Shale Institute, a longtime dream of SUNY Fredonia Professor of Geosciences Gary Lash (pictured). Dr. Lash has been at the forefront of natural gas and oil research within New York State for decades.

The Shale Institute is working with members of the natural gas industry on funding initiatives to support research involving students. Marcellus Shale held within the Appalachian Mountain region has incredible potential as an energy resource and substantial economic generator. It is estimated that the positive financial impact of wells in New York State alone could reach \$1.4 billion, providing an estimated \$108 million to landowners, \$19 million in real property tax relief for municipalities, \$32 million in state tax revenue and hundreds of new jobs.



# 2009 GRANTS AWARDED ACADEMIC PERFORMANCE



<b>BISSNET, Inc.</b> Scholarship program	<b>\$550,000</b>	<b>Diocese of Buffalo</b> Leadership Competencies for 21st Century Catholic Education	<b>\$271,000</b>
<b>Boys &amp; Girls Clubs of Buffalo, Inc.</b> Core operations improvement activities	<b>\$500,000</b>	<b>Hilbert College</b> Fourth year of the High School to College Program	<b>\$91,250</b>
<b>Buffalo Prep</b> Rising to Distinction Program support and expansion (two grants)	<b>\$675,000</b>	<b>Holy Angels Academy</b> SAGE team to travel to Brazil to represent the US in the Global SAGE competition	<b>\$7,500</b>
<b>Child &amp; Adolescent Treatment Services</b> 21st Century Community Learning Center program to provide services to over 1,200 children living in poverty	<b>\$30,000</b>		
<b>Community Foundation for Greater Buffalo (CFGB)</b> JROF college scholarship program administered by CFGB	<b>\$198,595</b>		
		<b>TOTAL ACADEMIC PERFORMANCE GRANTS</b>	<b>\$2,323,345</b>



# 2009 GRANTS AWARDED HEALTHIER RESIDENTS

<b>AIDS Family Services of WNY Inc.</b> Implementation of strategic plan	<b>\$60,000</b>	<b>The Roswell Park Alliance Foundation</b> Continued development of the WNY Robotic Surgical Center	<b>\$708,210</b>
<b>Aurora Adult Day Services</b> “Monday Outreach” expansion of operations	<b>\$23,300</b>	<b>Skating Athletes Bold at Heart (SABAH)</b> School day coordinator salary	<b>\$30,000</b>
<b>Every Person Influences Children (EPIC)</b> Ready, Set, Parent! (challenge grant)	<b>\$100,000</b>	<b>St. Adalbert’s Response to Love Center</b> Sister’s Care Center	<b>\$80,000</b>
<b>Excalibur Leisure Skills Center, Inc.</b> Excalibur Program Vessel Upgrades	<b>\$8,000</b>	<b>University at Buffalo Foundation, Inc.</b> Formation of WNY Nursing Workforce collaborative	<b>\$100,000</b>
<b>Independent Health Foundation</b> National Urban Fellow to work on healthcare reform in Niagara Falls	<b>\$21,000</b>	<b>Western New York Association of Homes and Services for the Aging, Inc.</b> Implementation of “Framework for Change” strategic plan to bring the “Welcome Home Resident-Centered Education Initiative” to WNY	<b>\$370,000</b>
<b>Joan A. Male Family Support Center</b> Security system	<b>\$15,000</b>	<b>WNY Women’s Fund</b> Assist with “Pathways to Progress” report	<b>\$2,500</b>
<b>Kaleida Health Foundation</b> Multi-institutional Graduate Nurse Residency Collaborative	<b>\$335,720</b>	<b>TOTAL HEALTHIER RESIDENTS GRANTS</b>	<b>\$2,269,730</b>
<b>Native American Services of Erie and Niagara Counties Inc.</b> Core operations improvement activities	<b>\$386,000</b>		
<b>Research Center for Stroke and Heart Disease</b> Curriculum development and impact assessment work on “Inside Out”	<b>\$30,000</b>		

# OISHEI GRANTEE: LOCAL INITIATIVES SUPPORT CORPORATION (LISC)



## Revitalizing neighborhoods and developing vibrant communities.

Local Initiatives Support Corporation (LISC) is dedicated to building partnerships that transform distressed neighborhoods into healthy, thriving communities. Their efforts to improve our region are wide-reaching.

LISC has worked closely with grassroots organizations such as PUSH Buffalo to rehabilitate existing homes and reclaim vacant lots. With LISC's aid, PUSH completed its second rental rehabilitation project, applied for state funding for an additional project, and adopted a five-year housing production plan.

LISC has also supported numerous local economic development projects both large and small. With LISC's help, the once-endangered Asbury Delaware Church was converted into a combination concert facility/ arts center/office building. Now called "Babeville," it is a significant addition to the life and vitality of our re-emerging downtown. LISC also helped Micro-Biz Buffalo develop a small loan pool for start-up entrepreneurs.

LISC's partnership with the NFL resulted in the financing of updated playing fields at Riverside Park, Emerson Playground and Lackawanna's Veteran Stadium to name a few. They also funded the resurfacing of the field at the Johnnie B. Wiley Stadium (previously War Memorial.)

Other LISC endeavors include leading public policy discussions about vacant lot reclamation; organizational capacity building and support; and research and assessment.

Locally, LISC has stimulated over \$130 million in projects producing 830 affordable housing units, over 90,000 square feet of commercial space and several neighborhood facilities.





# OISHEI GRANTEE: WNY CONSORTIUM OF HIGHER EDUCATION

## Marketing the region as a college destination.

An initiative of the Western New York Consortium of Higher Education, CampusBuffalo.org is designed to serve as a one-stop source for information about the region's colleges and universities.

The site offers information to students attending one of the Consortium's 22 colleges and universities; connects students to Buffalo and the WNY region; and, upon graduation, helps to keep this talent in the area by facilitating regional employment placement.

The Consortium is committed to strengthening collaboration among its network of colleges and institutions. It works to forge partnerships with the private and public sectors; enhance the experience of students; and better local communities by supporting the "knowledge economy" of the region. The Consortium also promotes entrepreneurial thinking to generate new businesses, including those in the life sciences sector.

In 2008, the Consortium worked with the University at Buffalo Regional Institute, which conducted several studies to assess the impact of higher education – financial, cultural and population-wise – in Western New York. The study showed that higher education has a \$3.2 billion annual economic impact here and brings in a high concentration of college students. The recurring impact reflects \$2 billion spent directly by the 22 institutions and their students and visitors, as well as a \$1.2 billion ripple effect as these dollars course through the local economy.



# 2009 GRANTS AWARDED MEDICAL RESEARCH



## **AndroBio Sys**

Mission-related investment (MRI)

To allow the continuation of drug development for the treatment of prostate cancer

**\$200,000**

## **University at Buffalo Foundation, Inc.**

Development of chimeric protein as a novel multivalent delivery vehicle for inducing protective immune responses to pathogens on mucosal surfaces

**\$195,200**

## **TOTAL MEDICAL RESEARCH GRANTS**

**\$395,200**



# OISHEI GRANTEE: ASHFORD HOLLOW FOUNDATION

## Teaching “outside the box” thinking.

The programming offered by the Ashford Hollow Foundation is unlike any other. Imagine the inspiration students gain from the outdoor beauty at Griffis Sculpture Park. Or the creative juices that start flowing at the urban, state-of-the-art Essex Arts Center. Sculpture, wood art, collage, and metal pourings get people’s right side of the brain working in new ways.

Their programs are designed for all ages from kindergarten to adult. One of their most celebrated programs is a collaboration with the Boys & Girls Clubs of Buffalo. The Foundation works with children throughout the city of Buffalo, many of whom are disadvantaged and at-risk. The Foundation works in the clubs and also brings teen youth to the Essex Arts Center to work in professional art studios and learn to weld and plasma cut. Aside from teaching art techniques, the Ashford Hollow Foundation focuses on teaching social skills and incorporating other academic subjects into its lessons. New additions to the programming include creative problem solving and leadership skills, which not only help students in their artwork, but also give them invaluable skills for their lives. The culmination of these programs is a yearly gallery show at one of the area’s premier galleries. The community is able to enjoy the students’ work, and the students gain an important sense of success and ownership of their work.



# 2009 GRANTS AWARDED REGIONAL ASSETS



**The Ashford Hollow Foundation  
for the Visual and Performing Arts**     **\$10,000**

Emergency fundraiser to repair  
and reopen Griffis Sculpture Park  
(matching grant)

**Buffalo Philharmonic Orchestra**     **\$272,850**

Endowment campaign

**Buffalo State College Foundation**     **\$15,000**

National Institute of Museum  
and Library Services Conference

**Buffalo Zoological Gardens**     **\$217,000**

Database development as part of a  
collaboration of WNY cultural organizations

**The Burchfield-Penney Art Center**     **\$20,000**

Traveling exhibition of Burchfield's  
work entitled "Heat Waves in a Swamp"

**Canisius College**     **\$460,000**

Institute for Transformational  
Leadership in Education

**Coalition of Arts Providers  
for Children (CAPC)**     **\$106,500**

Thinking Arts initiative to provide  
arts-in-education programming

**Diocese of Buffalo**     **\$10,000**

Newman Center project

**Frank Lloyd Wright's Rowing  
Boathouse Corporation**     **\$100,000**

To alleviate cost overruns in construction  
of the Boathouse (2:1 challenge match)

**Fredonia College Foundation**     **\$300,000**

SUNY Fredonia Technology  
Incubator project

**Hull House Foundation**     **\$50,000**

Interior restoration and preservation  
of Hull Family Home and Farmstead

**Martin House Restoration Corp.**     **\$3,200**

Frank Lloyd Wright Building  
Conservancy 2009 Annual Conference

**Neglia Ballet Artists**     **\$25,000**

Nutcracker production

**Roycroft Campus**     **\$500,000**

Loan Guarantee Commitment (LGC) for  
rebuilding the historic Roycroft power house

**Squeaky Wheel/Buffalo  
Media Resources, Inc.**     **\$5,000**

Equipment and personnel for "Migrating Media:  
Upstate Preservation Network" collaboration

**Western New York Consortium**     **\$500,000**

Campus Buffalo

**TOTAL REGIONAL ASSETS GRANTS**     **\$2,594,550**



# 2009 GRANTS AWARDED SPECIAL INITIATIVES

<b>Association of Fundraising Professionals</b>	<b>\$5,000</b>	<b>Chautauqua County Rural Ministry, Inc.</b>	<b>\$20,000</b>
Community-wide fundraising educational conference and general operating assistance		Basic human needs	
<b>Association of Small Foundations</b>	<b>\$1,500</b>	<b>Community Action Organization of Erie County Inc.</b>	<b>\$20,000</b>
Contribution for outstanding work		Basic human needs	
<b>Boys &amp; Girls Clubs of Buffalo Inc.</b>	<b>\$25,000</b>	<b>Community Missions of Niagara Frontier, Inc.</b>	<b>\$50,000</b>
Basic human needs (lunch and dinner program)		Basic human needs	
<b>Buffalo City Mission</b>	<b>\$100,000</b>	<b>Concerned Ecumenical Ministry to the Upper West Side of Buffalo, NY Inc.</b>	<b>\$20,000</b>
Basic human needs		Basic human needs	
<b>Buffalo Dream Center</b>	<b>\$20,000</b>	<b>Fellowship Hill Ministries, Inc.</b>	<b>\$12,500</b>
Basic human needs		Basic human needs	
<b>Buffalo Federation of Neighborhood Centers, Inc.</b>	<b>\$20,000</b>	<b>Food Bank of WNY</b>	<b>\$175,000</b>
Basic human needs		Basic human needs (two grants)	
<b>Buffalo Urban League, Inc.</b>	<b>\$20,000</b>	<b>Friends of the Night People, Inc.</b>	<b>\$20,000</b>
Basic human needs		Basic human needs	
<b>Catholic Charities of Buffalo</b>	<b>\$20,000</b>	<b>George Jackson Academy</b>	<b>\$1,000</b>
Basic human needs		Contribution in honor of Mr. Luther M. Ragin, Jr. of The F.B. Heron Foundation	
<b>Cattaraugus Community Action, Inc.</b>	<b>\$20,000</b>		
Basic human needs			

<b>Goodwill Industries of WNY, Inc.</b>	
• Basic human needs	<b>\$100,000</b>
• Mobile Safety-Net Team Initiative	<b>\$198,875</b>
<b>GROUP Ministries, Inc.</b>	<b>\$20,000</b>
Basic human needs	
<b>Heart, Love &amp; Soul, Inc.</b>	<b>\$20,000</b>
Basic human needs	
<b>Hearts for the Homeless</b>	<b>\$20,000</b>
Basic human needs	
<b>Hispanics United of Buffalo</b>	<b>\$20,000</b>
Basic human needs	
<b>Homeless Alliance of WNY Inc.</b>	<b>\$37,500</b>
Provision of information management and data processing of the Foundation's Mobile Safety-Net Team Initiative	
<b>Joan A. Male Family Support Center</b>	<b>\$20,000</b>
Basic human needs	
<b>Journey's End Refugee Services Inc.</b>	<b>\$20,000</b>
Basic human needs	

<b>Lt. Col. Matt Urban Human Services Center of WNY</b>	<b>\$20,000</b>
Basic human needs	
<b>Madonna of the Streets, Inc.</b>	<b>\$20,000</b>
Basic human needs	
<b>Meals on Wheels Foundation of WNY</b>	<b>\$50,000</b>
Basic human needs	
<b>Native American Community Services of Erie and Niagara Counties Inc.</b>	<b>\$20,000</b>
Basic human needs	
<b>Network of Religious Communities</b>	<b>\$12,500</b>
Basic human needs	
<b>Niagara Community Action Program, Inc.</b>	<b>\$20,000</b>
Basic human needs	
<b>The Salvation Army of Buffalo NY</b>	<b>\$50,000</b>
Basic human needs	





# 2009 GRANTS AWARDED SPECIAL INITIATIVES

<b>Sisters of Mercy of the Americas</b>	<b>\$20,000</b>	<b>United Way of Buffalo and Erie County</b>	<b>\$20,000</b>
Basic human needs ( <i>St. Brigid Outreach</i> )		News Neediest Fund	
<b>Society of St. Vincent de Paul</b>	<b>\$20,000</b>	<b>The Valley Community Association</b>	<b>\$20,000</b>
Basic human needs		Basic human needs	
<b>St. Adalbert's Response to Love Center</b>	<b>\$20,000</b>	<b>Viva La Casa</b>	<b>\$20,000</b>
Basic human needs		Basic human needs	
<b>St. John the Baptist Church</b>	<b>\$20,000</b>	<b>Western New York Grantmakers Association</b>	<b>\$5,000</b>
Basic human needs ( <i>Outreach Center</i> )		NYS Grantmakers' conference plenary presentation on "Community-Driven Planning: The Model"	
<b>United Way of Buffalo and Erie County</b>	<b>\$33,662</b>		
CEO search			
		<b>TOTAL SPECIAL INITIATIVES GRANTS</b>	<b>\$1,377,537</b>

# OISHEI GRANTEE: KENAN CENTER



## A place to appreciate art, history and community.

Visitors from all over the world enjoy entering the 25-acre Kenan Center campus in Lockport to see the 1800s Victorian mansion and the beautifully landscaped grounds that belonged to businessman and philanthropist William Rand Kenan, Jr. and his wife. The Center has grown to become a multi-faceted regional gathering place for connoisseurs of art, music, learning and recreation.

The Kenan Center House Gallery has been an active exhibition space since 1966 when it featured the works of Charles Burchfield. The Gallery presents year-round exhibits of local, regional and national artists. Committed to fostering artistic expression in young people, the gallery also includes a high school photo exhibit each year and auxiliary student gallery to recognize and support the work of young artists. The Kenan Center also offers on-school-time visual and performing arts programs for young people.

Other facilities include the Kenan Center Arena, housing one of WNY's largest youth soccer programs as well as lacrosse, adult recreation, and special events such as the annual, juried 100 American Craftsmen show of fine craft art; outdoor recreational fields; the Taylor Theater, a converted carriage house and home to the Kenan-presented Performing Arts Season and community theater offerings; a second carriage house, Kenan's Education Building, accommodating an academic year Nursery School; and expansive gardens that are free and open to the public.



# OFFICERS, BOARD OF DIRECTORS AND STAFF

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(joint appointment with Community  
Foundation for Greater Buffalo)*

Sally T. Crowley  
*Communications Director/  
Consultant*

# IN APPRECIATION

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Sandy (Rusert) Scherer

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*SUNY Fredonia*

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(Safe Haven)*

Heather Pennington  
*Heritage Centers*

Wayne Peters  
*Photographer*

Jeffrey Pirrone  
*Mobile Safety-Net Team*

Susan Przybyl  
*The Kenan Center*

John Senall  
*Roswell Park*

Matt Steinberg  
*Buffalo Niagara CVB*

David M. Tiffany  
*SUNY Fredonia*

Kathryn Vedder  
*Old Fort Niagara*





## REMEMBERING JOHN R. OISHEI

John R. Oishei was a successful industrialist, philanthropist and family man. His positive influence on the Western New York region remains strong to this day.

He loved Buffalo, the city where he was born and raised. He attended Central High school, but did not graduate, quitting to assist his father with his law practice.

During the early 1900s, he was part of the theatre world where he managed theatres, wrote plays and worked with legendary actors and impresarios of the time.

Later, he founded Trico Products Corporation, devoting his career to developing, improving and manufacturing the automobile windshield wiper. Oishei's dedication to Trico was unsurpassed. A typical business day was 13 hours long. He often worked holidays and did not take vacations. Oishei's employees were considered family to him and his top executives became close, trusted friends.

He attended mass every Sunday at St. Louis Church and believed making a charitable gift was a privilege and a responsibility. His lifelong commitment to charitable giving is continued through the Foundation whose beginnings he funded and whose future he secured. He will continue to be a catalyst for change in our region in perpetuity.





*The*

JOHN R. OISHEI

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