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# Mission

The John R. Oishei Foundation enhances the economic vitality and quality of life for the Buffalo Niagara region through grantmaking, leadership and network building.

# Goals

- Strengthening the Education Continuum
- Enhancing Options for Self-Sufficiency
- Building Livable, Stable Neighborhoods
- Promoting Health & Systems of Care
- Expanding the Role of Arts, Culture and Heritage in Regional Development
Message from the Chairman and President

No review of the activities of this Foundation could begin with anything other than the opening of the John R. Oishei Children’s Hospital in November. Kaleida Health and its many dedicated partners have done an outstanding job in the planning and opening of a beautiful state-of-the-art facility – on time and on budget – that will serve as an inspiration in healthcare delivery for women and children across the country.

We are so proud that our gift has resulted in a public tribute to John R. Oishei and the lasting contributions he made to our community.

The opening of the Jacobs School of Medicine and Biomedical Sciences was a wonderful complement to the opening of Oishei Children’s Hospital and we commend UB on a job well done. The new medical school contains the Oishei Research Laboratories – another tribute to Mr. Oishei’s dedication to the health and wellness of Buffalo residents. These two commitments are among the largest in the Foundation’s history and add to prior investment in Gates Vascular Institute, the Scott Bieler Clinical Sciences Center at Roswell Park, as well as commitments made in the earliest days of the Medical Campus more than two decades ago, when it was still a vision of what might be. More will be built, and the footprint may expand, but the core of this undertaking, so critical to the remaking of Buffalo itself, has been realized in astonishing fashion.

The Foundation has also had a hand in the completion and opening of the new and hugely improved Erie County SPCA in West Seneca, and the groundbreaking of Explore & More Children’s Museum at Canalside, which will ultimately replace its facility in East Aurora. We all look forward to the opening of this inspirationally-designed place for kids and families, which will become a solid anchor to the Canalside area.

2017 also marked the 10th anniversary of the Oishei Leaders Program. This unique undertaking brings together local nonprofit leaders without expectation of a specific outcome, and without imposing any formal programming. The goal is to bring them together, build relationships, and allow them to better understand and balance their lives as nonprofit leaders. Since inception, nearly 125 people have participated, many of whom are now at the forefront of some of the most productive organizations in the area.
We also began critical work for the Foundation and the nonprofit sector through our involvement in the Racial Equity Roundtable. We are leveraging the Roundtable’s insight and experience to determine how we can better integrate principles of diversity, equity and inclusion into our efforts. Our Trustees and staff have been moving deeply into this difficult work, which is both emotional and personal, understanding the need to actively learn and listen to others.

In 2017, we also welcomed Donald K. Boswell, President and CEO of WNED to the Oishei Foundation board. We look forward to his insight and expertise!

We are honored to do this work and exceedingly proud of the work of our many partners. We welcome your thoughts and feedback. We continue to learn from our colleagues and from the contributions of experts in the fields we fund – they have made us better, and we deeply appreciate that. It is, and always will be, a group effort.

With our best to all of you, and “Cheers” to all that has begun to be for our city and region.

Sincerely,

James M. Wadsworth
Chairman

Robert D. Gioia
President
In May 2017, the Foundation bid a fond farewell to Robert M. Bennett who completed his tenure as a Trustee, having joined us in 2001. With his deep background in education, having served as the Chancellor of the New York State Board of Regents, Bob was an invaluable resource to us, particularly in matters of education. He provided perspective, knowledge and connections to help the Foundation make a greater impact. Bob's advocacy for education and family support was steadfast and will be missed greatly - as will his irreverent jokes and infectious laugh. The Foundation has been substantially formed by his presence.

Bob joined the Oishei Board shortly after his retirement as President and CEO of the United Way of Buffalo & Erie County where he had a distinguished 24-year career. In that role, he had a significant impact, leading a number of initiatives focused on education and children. He has been a tireless community advocate, lending his time to Catholic Charities, The Statler Foundation, and the Catholic School Advisory Committee. His tenure at the New York State Board of Regents as Board member, Chancellor and Chancellor Emeritus has been a source of pride for Western New York and has provided much needed perspective to the State on issues impacting our area. Bob also is a distinguished lecturer on Policy and Politics in Education at Niagara University and Canisius College.

Oishei Foundation President Robert Gioia commented, “Bob's guidance and his knowledge of the education system have been invaluable to us over the years and we are a much richer Foundation as a result. We are indebted to Bob in so many ways and will miss his sense of humor, his wisdom and his insight.”
Long-Term Commitment to the Buffalo Niagara Medical Campus and a Tribute to John R. Oishei

2017 marked the culmination of the Foundation’s significant commitment to the Buffalo Niagara Medical Campus with the opening of the John R. Oishei Children’s Hospital and the Jacobs School of Medicine and Biomedical Sciences – two of the largest commitments in the Foundation’s history.

We are delighted to see our founder’s name on the new Children’s Hospital and view this as a tribute to the generosity and character of John R. Oishei. While he preferred to make gifts anonymously and he would not have sought the spotlight, we believe that it is a fitting tribute to the impact he has made on the Western New York community. His name on the Buffalo skyline underscores his generous philanthropy, particularly in the areas of health and human services.

Our commitment to these critical institutions follows significant investment overall on the Medical Campus from its inception. The Oishei Foundation supported medical research conducted through UB and its partners as the idea of a medical campus began to take shape back in the early 2000’s. We furthered our commitment with support for Gates Vascular Institute, The Jacobs Institute and the Scott Bieler Clinical Sciences Center at Roswell Park. As a significant economic driver in the region today, we are proud to support the growth of the Medical Campus and we believe that its development underscores the importance of a long-term view in order to make significant, sustainable impact. While it may seem that the Medical Campus has sprung up overnight, we know that creating and supporting the overall Campus and the individual institutions takes enormous time and patience. This year marked significant milestones in a long-term investment that has been a game changer for Buffalo.

Trustees, staff, and the team from 19 Ideas who created the wall display, at the John R. Oishei Children’s Hospital.

Robert Gioia at the opening of the John R. Oishei Children’s Hospital.
Our commitment to these critical institutions follows significant overall investment on the Medical Campus since its inception.

The lobby of the new John R. Oishei Children’s Hospital includes an interactive display that pays tribute to our founder.
Getting to know our counterparts in other foundations has helped us learn, better understand their work, and share information, contacts, and expertise.
The Oishei Foundation is part of a network of local foundation leaders and consultants who meet regularly with the simple, yet essential goal of building relationships and trust. Getting to know our counterparts in other foundations has helped us learn, better understand their focus areas and how they work, and share information, contacts and expertise. It also provides an opportunity to discover opportunities for collaboration on areas of shared mission.

The Foundation has also taken part in more formal collaborations dating back many years, for example, when we joined with other funders to support the arts community through the creation of The Fund for the Arts, which continues to this day.

Presently, we are a partner in the GetSET (Success in Extraordinary Times) program with The Health Foundation for Western and Central New York, the Peter and Elizabeth C. Tower Foundation, and now the Ralph C. Wilson, Jr. Foundation. GetSET is an immersive program to address changes in healthcare reimbursement to prepare nonprofits to be adaptable and able to address further changes in the healthcare system. The two-year program involves boards and staff, and pairs agencies with a consultant, does extensive group work, and conducts evaluation.

Among our newest collaborations are LiftOff, a group of 25 funders who are collaborating in identifying challenges and opportunities related to early childhood, and a funder-consultant group, currently in formation to identify ways to strengthen the capacity of our nonprofit ecosystem.

In a city with resources stretched thin, we can’t afford to leave anything on the table. We have found that collaboration – both formal and informal – strengthens us all and gives us a chance for far greater impact.
Niagara Falls Provides Backdrop for Board Tour
Our annual Board Bus Tour is the centerpiece of our intentional focus on continued learning and it provides a chance for our staff and Trustees to visit communities and organizations, ask questions, and assess our impact.

Niagara Falls Mayor Paul Dyster hosted our 2017 Board Bus Tour of Niagara Falls Medical Center, Boys & Girls Clubs of Niagara Falls, and Carolyn’s House, the YWCA of Niagara. We also stopped at the Niagara Arts & Cultural Center where we toured the Harriet Tubman and Underground Railroad exhibit, which provided an excellent backdrop for our conversation about racial equity and ways that the Foundation can integrate a greater focus on diversity, equity, and inclusion in our work.

Philadelphia Staff Trip Informs and Inspires
Staff ventured beyond WNY to learn more from our peers in Philadelphia on many initiatives including those focused about racial equity, mission-related investing, and evaluation. Aligning with our Strategic Plan, our objectives were to continue high-impact learning, inform and strengthen our capacity, expand our funding capabilities, and strengthen our partnerships and alliances. The trip did not disappoint!

Visiting D5, a coalition dedicated to advancing diversity, equity and inclusion in the philanthropic community, gave us a greater sense of the time it takes to implement inclusion programs and the importance of modeling the behavior we seek to promote. We learned more about mission-driven lending at our visit to Finanta, an organization that facilitates access to capital while providing technical assistance and capacity building to entrepreneurs in Philadelphia. Meeting with peers from The Thomas Scattergood Behavioral Health Foundation, we gained insight into capacity-building initiatives around evaluation – an area of increasing importance as we strengthen our “beyond grantmaking” initiatives for our nonprofit partners.

In addition to broadening our knowledge, we have strengthened a core capability of building a high-impact learning culture. We were also able to reflect on our own progress in advancing similar local initiatives while developing a greater appreciation for how long it takes to realize systemic change. Lastly, we established relationships in Philadelphia that will open doors to rich dialogue around these important issues and allow us to seek guidance, exchange ideas and continue to share best practices.
Our Board Bus Tour stop at the Harriet Tubman and Underground Railroad exhibit provided an excellent backdrop for our conversation about racial equity.
“I couldn’t speak more highly of it. StoryGrowing changed the way I tell stories about the agency. It helped us to take the time and focus on our overall goals and come out of it with some great ideas we can really use.”

ED CICHON
Director of Marketing and Communications
Cazenovia Recovery Systems
Helping Nonprofits Tell Their Story

A good story can help us remember, drive home a key point, and bring to life the challenges others face. Most nonprofits understand the power of storytelling as a tool to reach new audiences, attract funding, and communicate impact but may lack the skills to do it effectively.

StoryGrowing Western New York, a collaboration between the Health Foundation of Western and Central New York and The John R. Oishei Foundation, was designed to build the capacity of local organizations by developing and strengthening communications skills through storytelling. The program was modeled on a similar concept originally developed by the Health Foundation in central New York.

With a dynamic kick-off event that attracted more than 200 people and featured Andy Goodman, a nationally-known expert on storytelling, we introduced the six-month program to build storytelling skills and invited attendees to apply to participate. Eight organizations were chosen, who were then paired with a “Sherpa,” a local communications professional to help guide them through the program. Each team was required to include senior leadership and a board member in order to infuse each organization with storytelling principles at every level. Participants heard from local experts on a range of topics including branding and communications strategy, telling stories in person, identifying story types, and using tools like social media and video effectively.

According to Mary Cornwall, Chief Development Officer at Child and Family Services, “Overall, StoryGrowing was very effective for us. I do things differently now – I describe our work and tell stories in a different way, instead of just listing facts.”

Each team worked toward developing a final project that could be implemented by their agency, providing useful tools to integrate into their overall communications toolkit. Feedback from the teams has been overwhelmingly positive, reinforcing our view that assisting nonprofits in building their communications capacity is a wise investment.
## Grants Listing

### Strengthening the Education Continuum

$4,654,031

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<thead>
<tr>
<th>Organization</th>
<th>Program Description</th>
<th>Grant Amount</th>
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<tbody>
<tr>
<td>Best Buddies International - Best Buddies New York</td>
<td>Buffalo Expansion Project</td>
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<td>BISON Scholarship Fund</td>
<td>Children First Scholarship</td>
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<td>BISON Scholarship Fund</td>
<td>BISON Children’s Scholarship Fund</td>
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<td>BISON Children’s Scholarship Fund High School Initiative</td>
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<td>Buffalo Academy of the Sacred Heart</td>
<td>JROF Scholarship Commitment Award</td>
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<td>Buffalo Center for Arts &amp; Technology</td>
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<td>Buffalo Prep Inc.</td>
<td>Rising to Distinction program</td>
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<td>CITRS Inc.</td>
<td>Buffalo Public School District’s Character Development Initiative</td>
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<td>Community Foundation for Greater Buffalo, Inc.</td>
<td>2017-2018 JROF Scholarship Program Fund</td>
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<td>2017-2018 Say Yes Buffalo Scholarships</td>
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<td></td>
<td>43x79 Stanford Lipsey Scholarship Fund</td>
<td>$750</td>
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<td>Community Music School of Buffalo</td>
<td>Expanding Music Instruction into Educational Settings</td>
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<td>D’Youville College</td>
<td>Capital Improvements-Arts, Sciences &amp; Education Building &amp; Athletic Fields</td>
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<td>Education Collaborative of WNY, Inc.</td>
<td>2017-2018 Scholarship Program</td>
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<td>STEAM Initiative -Year 4</td>
<td>$202,000</td>
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<td>Foundation for Inclusive Religious Education</td>
<td>General operating support</td>
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<tr>
<td>Hilbert College</td>
<td>Growing STEM Programs</td>
<td>$150,000</td>
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<td>Houghton College</td>
<td>Houghton College Bethel: A Debt-Free Associate of Arts Degree Program</td>
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<tr>
<td>Orleans Niagara BOCES (American Federation of Teachers)</td>
<td>Workforce Development Centers of Niagara County</td>
<td>$150,000</td>
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<tr>
<td>Read to Succeed Buffalo Inc.</td>
<td>Scaling Reading Success: Experience Corps Small Group Volunteer Tutoring - Yr 2</td>
<td>$140,000</td>
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</table>

Oishei scholarship awardees at the Oishei Scholarship Luncheon.
Teacher’s Desk, Inc.  
Transporting Hope to WNY  
$44,000

Western New York Consortium of Higher Education  
Increasing Value to BPS, Membership, & WNY initiative  
$175,000

Western New York United Against Drug & Alcohol Abuse, Inc.  
Ripple Effects Suburban Extension  
$40,000

Westminster Foundation  
Buffalo Promise Neighborhood Children’s Academy at Gerard Place  
$500,000

The Youth Life Skills Foundation Inc.  
General operating support  
$12,500

Catholic Charities of Buffalo  
Basic human needs  
$35,000

Cattaraugus Community Action, Inc.  
Basic human needs  
$11,000

The Chapel at Crosspoint  
General operating support  
$10,000

ENHANCING OPTIONS FOR SELF-SUFFICIENCY  
$2,654,948

ACCESS OF WNY, INC.  
Basic human needs for Lackawanna Stakeholders Coalition initiatives  
$3,000

American Red Cross  
Basic human needs  
$15,000

Boys & Girls Clubs of Buffalo, Inc.  
Basic human needs for free lunch & dinner program  
$15,000

Buffalo City Mission  
Basic human needs  
$75,000

Buffalo Therapeutic Riding Center Inc.  
Strategic Planning  
$2,500

Buffalo Urban League, Inc.  
Basic human needs  
$14,000

Buffalo Federation of Neighborhood Centers, Inc.  
Basic human needs  
$14,000

Buffalo Dream Center (Word of Life Church Buffalo)  
Basic human needs  
$40,000

Chautauqua County Rural Ministries, Inc.  
Basic human needs  
$11,000

Child & Family Services  
Basic human needs for Haven House  
$5,000

Community Action Organization of Erie County, Inc.  
Basic human needs  
$10,000

Community Connections of NY Inc.  
Host Mobile Safety-Net Team  
$50,000

Community Missions of Niagara Frontier, Inc.  
Basic human needs  
$40,000

Community Services for the Developmentally Disabled Jefferson Career Center  
$125,000

Computers for Children Inc.  
Foundation for Future: Capacity for Expanding Production Capabilities  
$150,000

Oishei Leaders and students from the Cornell High Road Fellows program participate in Tape Art, an exercise in collaborative problem solving at the Lipsey Buffalo Architecture Center.
Cornell Cooperative Extension
Association of Erie County
Basic human needs for Eat Smart
New York program $2,000
Staff for Healthy Corner Store Initiative - Eat Smart NY SNAP Education Program $25,000
Erie Regional Housing
Development Corp. $5,000
Basic human needs for Belle Center
Evangelical Lutheran Church of the Resurrection $2,500
Basic human needs
EHS, Inc. $16,000
Basic human needs
Family and Children's Service of Niagara, Inc. $7,500
Basic human needs for Casey House, Passage House & the Crib
Family Help Center Inc. $20,000
Basic human needs
Interfaith Hospitality Network of Greater Buffalo $2,000
Basic human needs for Family Promise of WNY
First Baptist Church of Newfane $2,000
Basic human needs for Newfane Food Pantry
FISH of East Aurora, Inc. $9,000
Basic human needs
Food Bank of WNY, Inc. $125,000
Basic human needs
Basic human needs for Blackrock/Riverside Pantry $9,000
Basic human needs for Chautauqua County $9,000
Partners Fighting Hunger Program $1,000
Partners Fighting Hunger in Cattaraugus County $55,000
Friends of Night People, Inc. $25,000
Basic human needs
Gerard Place Housing Development Fund Company Inc. $13,000
Basic human needs
Gerard Place Education & Community Center $250,000
Resident artist Ray Robertson shares his experience at the Niagara Arts & Cultural Center during the annual Board Bus Tour.
Goodwill Industries of WNY, Inc. $75,000
Basic human needs
Mobile Safety-Net Team $181,948
GROUP Ministries Inc. $5,000
Basic human needs
Habitat for Humanity/Buffalo $10,000
Basic human needs
Healthy Community Alliance Inc. $4,000
Basic human needs
Heart, Love & Soul Inc. $30,000
Basic human needs
Hearts and Hands - Faith in Action $3,000
Basic human needs
Hispanos Unidos de Buffalo Inc. $4,000
Basic human needs
Journey's End Refugee Services Inc. $12,000
Basic human needs
Office Relocation $50,000
Ken-Ton Closet Inc. $2,000
Basic human needs
Love Inc. of Springville NY $6,000
Basic human needs
Polish Community Center of Buffalo Inc. (Matt Urban Center) $25,000
Basic human needs
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<tr>
<th>Organization</th>
<th>Amount</th>
<th>Purpose</th>
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<tbody>
<tr>
<td>Madonna of the Streets Inc.</td>
<td>$34,000</td>
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<td>Meals on Wheels for WNY, Inc.</td>
<td>$40,000</td>
<td>Basic human needs</td>
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<td>Mt. Olive Missionary Baptist Church</td>
<td>$3,000</td>
<td>Basic human needs for Lackawanna food pantry</td>
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<td>Native American Community Services of Erie and Niagara Counties Inc.</td>
<td>$14,000</td>
<td>Basic human needs</td>
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<tr>
<td>Net Positive Inc</td>
<td>$80,000</td>
<td>Hiring of an Education Coordinator at The Foundry</td>
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<td>Network of Religious Communities Inc.</td>
<td>$14,000</td>
<td>Basic human needs for Food for All Program</td>
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<td>New Covenant Church</td>
<td>$2,500</td>
<td>Basic human needs for New Covenant Food Pantry</td>
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<td>Niagara Community Action Program Inc.</td>
<td>$15,000</td>
<td>Basic human needs</td>
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<td>NYBDC Local Development Corporation</td>
<td>$60,000</td>
<td>Excelsior Growth Fund - Business Advisory Services in WNY</td>
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<td>Old First Ward Community Association, Inc.</td>
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<td>Basic human needs</td>
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<td>Resurrection Life Church</td>
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<td>Basic human needs for Food Pantry</td>
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<td>Rural Outreach Center Inc.</td>
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<td>St. Adalbert’s Response to Love Center</td>
<td>$50,000</td>
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<td>St. David’s Episcopal Church (W. Seneca Community Cupboard)</td>
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<td>St. Francis of Assisi (Parish Outreach)</td>
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<td>Basic human needs for Outreach Center</td>
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<td>St. John the Baptist Church</td>
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<td>St. Lawrence R.C. Church</td>
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<td>Trinity Lutheran Church</td>
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<td>Basic human needs for Newstead Food Pantry</td>
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<td>Twin Cities Community Outreach Inc.</td>
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<tr>
<td>United Way of Buffalo and Erie County</td>
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<td>Audrey Bennett Family Resource Fund</td>
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<td>Valley Community Association Inc.</td>
<td>$10,000</td>
<td>Basic human needs</td>
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<td>Veterans One-Stop Center of WNY Inc.</td>
<td>$35,000</td>
<td>Basic human needs</td>
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<td>Core Mission support</td>
<td>$150,000</td>
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The Jacobs School of Medicine and Biomedical Sciences, along with the John R. Oishei Children’s Hospital are among the largest commitments in the Foundation’s history.
<table>
<thead>
<tr>
<th>Organization</th>
<th>Amount</th>
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<td>Villa Maria College of Buffalo</td>
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<td><em>Basic human needs for Sister Mary Josette Pantry</em></td>
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<td>WNY Women’s Foundation, Inc.</td>
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<td><em>Pathways to Progress, Vol. 2</em></td>
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<td>YWCA of the Niagara Frontier</td>
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<td><em>Basic human needs for Carolyn’s House &amp; DV partnership w/City of Tonawanda Police</em></td>
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<td>YWCA of Western New York Inc.</td>
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<td><em>Basic human needs for Lackawanna Middle School afterschool program</em></td>
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<td><strong>BUILDING LIVABLE, STABLE NEIGHBORHOODS</strong></td>
<td>$315,600</td>
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<td>Back to Basics Outreach Ministries, Inc.</td>
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<td><em>Buffalo Peacemakers Youth Violence and Gang Intervention Project</em></td>
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<td>charitySTRONG Inc</td>
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<td><em>Nonprofit Board Member Education and Recruitment Program</em></td>
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<td>Clean Air Coalition of WNY, Inc.</td>
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<td><em>Advocacy Institute 2017 Buffalo Training</em></td>
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<td><em>Growing Capacity in Development</em></td>
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<td>FINANTA</td>
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<td><em>General operating support</em></td>
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<td><strong>PROMOTING HEALTH AND IMPROVING SYSTEMS OF CARE</strong></td>
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<td>Buffalo Prenatal-Perinatal Network</td>
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<td><em>Fatherhood Initiative</em></td>
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<td>Community Health Worker Network of Buffalo Inc</td>
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<td><em>Capacity Building Project</em></td>
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<td>Compeer of Greater Buffalo</td>
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<td><em>Volunteer Recruitment/Retention Campaign</em></td>
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<td>Create a Healthier Niagara Falls Collaborative, Inc.</td>
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<td><em>Strategic Communications Plan</em></td>
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<td>Crisis Services Inc.</td>
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<td><em>Strategic Plan</em></td>
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<td>ECMC Foundation Inc. (Erie County Medical Center)</td>
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<td><em>Trauma Center &amp; Emergency Department Project</em></td>
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<td>Family Help Center Inc.</td>
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<td><em>Technology Infrastructure Upgrade</em></td>
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<td>Jericho Road Ministries</td>
<td>$300,000</td>
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<td><em>Expanding Access to Primary Care on Buffalo’s East Side</em></td>
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<td>Mental Health Association of Erie County Inc.</td>
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</tr>
<tr>
<td>CASA (Court Appointed Special Advocates)</td>
<td>$30,000</td>
</tr>
<tr>
<td><em>Feasibility Plan for 1021 Broadway</em></td>
<td>$32,000</td>
</tr>
</tbody>
</table>

The Oishei Foundation is part of charitySTRONG, an organization that assists nonprofits achieve the highest standards of board leadership.
The Mobile Safety-Net Team and its coalition members participated in the University United Festival Parade to promote the Healthy Corner Store Initiative.

- **Our Lady Of Victory Homes Of Charity Inc**
  - 790 Ridge Road Challenge
  - $200,000

- **Research Foundation For The State University Of New York**
  - Emergency Dept Initiated Buprenorphine and Linkage to Community Care
  - $193,000

- **WNY Rural Area Health Education Center, Inc.**
  - Hospitality House Renovations & Improvements
  - $110,000

**EXPANDING THE ROLE OF ARTS, CULTURE AND HERITAGE IN REGIONAL DEVELOPMENT**

- **Albright-Knox Art Gallery**
  - AK360 Campus Development Project
  - $300,000

- **Artpark**
  - Feasibility Study
  - $65,000

- **Buffalo Inner City Ballet Company, Inc.**
  - After School Dance Enrichment program
  - $10,000

- **Buffalo Philharmonic Orchestra Society Inc.**
  - Secure the Future Endowment
  - $304,615

- **Burchfield-Penney Art Center**
  - Western New York Living Artists Project
  - $30,000

- **Hispanic Heritage Council of WNY Inc**
  - Be Part of Buffalo’s Hispanic History
  - $10,000

- **Nickel City Opera Inc.**
  - 10th Anniversary Co-Pro
  - $5,000

- **Research Foundation for the State University of New York**
  - 2017 Buffalo Humanities Festival: “Environments”
  - $10,000

- **Richardson Center Corporation**
  - Renaissance Campaign for the Richardson Olmsted Campus
  - $285,000

- **Roycroft Campus Corporation**
  - General operating support
  - $150,000

- **Shaw Festival Foundation**
  - “Master Harold...and the Boys” February 2018 production
  - $30,000

- **The Friends Of Vienna Inc**
  - Replacement piano purchase
  - $15,000

- **Theodore Roosevelt Inaugural Site Foundation**
  - Board Development & Strategic Assessment
  - $6,500

- **Torn Space Theater Inc**
  - Theater Expansion and Site Improvements
  - $20,000

- **Western New York Heritage Press**
  - Website Development Phase II
  - $2,500

- **Young Audiences of WNY, Inc.**
  - Planning for Nick Cave “Plenty” - A Buffalo Celebration
  - $15,000

**GRAND TOTAL**

$10,977,394

For information on applying to the Foundation, visit www.oishei.org or call us at 716-856-9490.
# Financials

## ASSETS

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash &amp; cash equivalents</td>
<td>$633,000</td>
<td>$313,000</td>
</tr>
<tr>
<td>Program Related Investments</td>
<td>$1,582,000</td>
<td>$2,022,000</td>
</tr>
<tr>
<td>Investments</td>
<td>$264,669,000</td>
<td>$242,090,000</td>
</tr>
<tr>
<td>Assets in related trust</td>
<td>$22,886,000</td>
<td>$21,365,000</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td>$289,770,000</td>
<td>$265,790,000</td>
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</tbody>
</table>

## LIABILITIES AND NET ASSETS

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accrued excise and other taxes</td>
<td>$299,000</td>
<td>$136,000</td>
</tr>
<tr>
<td>Net Assets</td>
<td>$289,471,000</td>
<td>$265,654,000</td>
</tr>
<tr>
<td><strong>Total Liabilities &amp; Net Assets</strong></td>
<td>$289,770,000</td>
<td>$265,790,000</td>
</tr>
</tbody>
</table>

## STATEMENT OF REVENUE, EXPENSES AND CHANGE IN NET ASSETS:

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Investment Activity</td>
<td>$38,430,000</td>
<td>$15,760,000</td>
</tr>
<tr>
<td>Change to assets held in charitable trust</td>
<td>$2,578,000</td>
<td>$820,000</td>
</tr>
<tr>
<td>Other revenue</td>
<td>$14,000</td>
<td>$176,000</td>
</tr>
<tr>
<td><strong>Total revenue &amp; support</strong></td>
<td>$41,022,000</td>
<td>$16,756,000</td>
</tr>
<tr>
<td>Grants Paid</td>
<td>$14,195,000</td>
<td>$15,659,000</td>
</tr>
<tr>
<td>Direct payment &amp; other program expenses</td>
<td>$1,369,000</td>
<td>$1,761,000</td>
</tr>
<tr>
<td><strong>Total program expenses</strong></td>
<td>$15,564,000</td>
<td>$17,420,000</td>
</tr>
<tr>
<td>Administrative</td>
<td>$1,641,000</td>
<td>$1,282,000</td>
</tr>
<tr>
<td><strong>Total expenses</strong></td>
<td>$17,205,000</td>
<td>$18,702,000</td>
</tr>
<tr>
<td>Change in net assets</td>
<td>$23,817,000</td>
<td>($1,945,000)</td>
</tr>
<tr>
<td>Net assets - beginning</td>
<td>$265,654,000</td>
<td>$267,599,000</td>
</tr>
<tr>
<td>Net assets - ending</td>
<td>$289,471,000</td>
<td>$265,654,000</td>
</tr>
</tbody>
</table>
FUNDING BY FOCUS AREA, 2017

- EDUCATION: $4,654,031 (42%)
- SELF SUFFICIENCY: $2,094,200 (24%)
- ARTS AND CULTURE: $1,258,615 (24%)
- STABLE NEIGHBORHOODS: $315,600 (3%)
- HEALTHCARE: $2,094,200 (19%)

TOTAL FUNDING AWARDED

- 2008: $45
- 2009: $40
- 2010: $35
- 2011: $30
- 2012: $25
- 2013: $20
- 2014: $15
- 2015: $10
- 2016: $5
- 2017: $0

NUMBER OF GRANTS AWARDED, 2008–2017

- # of Grants/PRIs/Loans
2017 BOARD OF DIRECTORS

James M. Wadsworth  
Chair

William G. Gisel, Jr.  
Vice Chair

Edward F. Walsh, Jr.  
Treasurer

Donald K. Boswell

Florence M. Conti

Luke T. Jacobs

Yvonne Minor-Ragan, Ph.D.

Francisco M. Vasquez, Ph.D.

Melva D. Visher

Gayle L. Houck  
Secretary

Jacquelyn M. Reisdorf  
Recording Secretary
Meeting Evolving Community Needs

Our Strategic Plan, completed last year and spanning through 2021, provides a framework for our work; however, we know that the needs of our community constantly evolve and that we must remain nimble and responsive. As a result, we adopted an Annual Operating Plan in 2017, a unique approach that complements our Strategic Plan and allows for the flexibility to respond to issues of importance as they arise and encourages continuous learning among our staff.

We are also very aware that the work we do would not have the impact that it does without the collaboration and partnership of so many in the Western New York community. We are grateful for those foundations, businesses, nonprofits and government entities that inform and enhance our work to improve the economic vitality and quality of life for all Western New Yorkers.