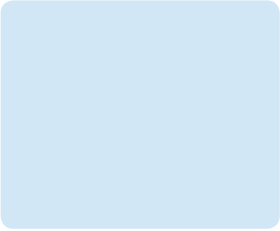
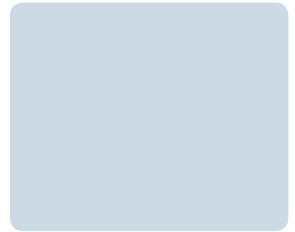
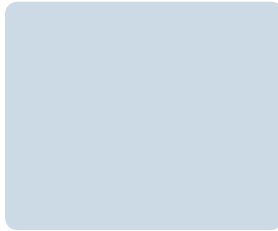
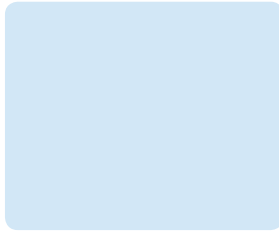




PeopleInc



ANNUAL
REPORT 2012

Leadership Message

“To each funder and donor, we appreciate your generosity, support and confidence. With the steady support of our Board of Directors and dedicated staff, we will continue to provide exceptional care for the thousands of people that People Inc. serves every year.”



Ralph J. Vanner, Sr.
People Inc. Foundation
Board Chairperson



David M. Downing
People Inc. Board
Chairperson



James M. Boles, Ed.D.
President and Chief
Executive Officer

Dear Supporter,

We are pleased to present our annual report for 2012. As in past years, federal and state resources were reduced for most of our programs. We were challenged to find ways to meet the needs of individuals with disabilities waiting for services, while keeping our quality high, and preparing for a major systems change to managed care.

- Services were added by helping more people at home, through family supports.
- People Inc. was selected to develop three new homes with day supports, for individuals moving as part of Monroe Developmental Center closure in Rochester. We have also expanded a number of behavioral health programs to help families in that area.
- We led the development of the collaborative, 17-county Person-Centered Services of WNY, with

peer organizations in preparation for transition to a managed care model. We continue to monitor all developments closely.

- Our internal quality continued to receive focused attention. Individuals we serve report a 97.78 percent satisfaction and families report 99.06 percent satisfaction.
- The Elmwood Health Center was recognized for advances in technology to better serve patients, and
- People Inc. Senior Living grew with the newest location opening in Springfield.

To each funder and donor, we appreciate your generosity, support and confidence. With the steady support of our Board of Directors and dedicated staff, we will continue to provide exceptional care for the thousands of people that People Inc. serves every year.

Sincerely,

Ralph J. Vanner, Sr.
People Inc. Foundation
Board Chairperson

David M. Downing
People Inc. Board Chairperson

James M. Boles, Ed.D.
President and Chief
Executive Officer

In 2012, the **New York State Senate approved S.2352** to promote greater awareness and understanding of people with disabilities. Sponsored by Senator Mark Grisanti (Erie, Niagara), the legislation, if enacted, will require the New York State Education Department to make curriculum materials available to secondary schools which aid in the instruction on the understanding and acceptance of people with disabilities. People Inc. and the Museum of disABILITY History look forward to being involved with the Disability History Curriculum.

People Inc. was awarded the **Golden Buffalo Award** from the Buffalo Niagara Human Resource Association (BNHRA). The Golden Buffalo is awarded to a company that demonstrates the importance and positive impact strong human resource practices can have within an organization.

People Inc.'s **40th anniversary** was commemorated with the agency's external newsletter, "People To People." The issue highlighted interesting facts about the agency and significant achievements in a timeline, along with feature

stories and testimonials from supporters.

Participants from **People Inc.'s Young Adult Life Transitions (YALT) program** at Daemen College look forward to graduation each year. As part of the end of the year event, the students planned a limo ride from the college to the Water Street Landing restaurant in Lewiston for lunch. Everyone had such a great time that the students shared that they would like to make this into an annual event (which they did in 2013)!

Springville greeted People Inc. with open arms! A groundbreaking celebration was held for the newest affordable **People Inc. Senior Living Apartments in Springville** in August 2012. The new apartment building marks the 18th People Inc. Senior Living location serving seniors who are 62 and over and meet income guidelines.

2012 Highlights



2012 Board of Directors

DAVID M. DOWNING
Chairperson
Towne Auto Group

EUGENE MEEKS
Vice Chairperson
Retired Executive

MARY ANN KEDRON, PH.D.
Treasurer
UB Department of Neurosurgery

JOSEPH J. ABDALLAH
Secretary
Investment Executive

RANDALL E. BORST
SUNY at Buffalo

EDWIN CLAUSEN, PH.D.
Daemen College

WILLIAM M. COLLINS
Travers Collins

NANCY R. DOBSON
Uniland Development
Company

LYNNE R. FRANK
The Evans Agency

DAVID E. HALL, ESQ.
Hodgson Russ, Retired Partner

GEORGIANA H. JUNGELS
University Consultants

ALFRED F. LUHR III
M&T Bank

ROBERT T. MAYER
Weinberg Campus

2012 Foundation Board

RALPH J. VANNER, SR.
Chairperson
Vanner Insurance

NANCY R. DOBSON
Vice Chairperson
Uniland Development Company

ROBERT J. O'LEARY
Treasurer
Parkview Health Services

JAMES M. BOLES, ED.D.
Secretary
People Inc.

WILLIAM M. COLLINS
Travers Collins

KENNETH M. FRANASIAK
Calamar Construction
Management Inc.

MICHAEL MODRZYNSKI
Allied Mechanical

BETH MONTAGUE
Select Door

RONALD J. PAPA
National Fire Adjustment
Company, Inc.

LARRY SKERKER
Retired Executive

**ALEXANDRA
MARZUCCO WEHR**
First Niagara Bank

DENISE M. PASZKIEWICZ
People Inc. Foundation

2012 Highlights

Individuals Served

1,114

Housing Services
and Supports

765

Senior Living

6,403

Health Care

4,834

Case Management
and Linkage

1,571

Day/Vocational
Supports

2,283

Family Supports



In October 2012, People Inc. and the Niagara County Sheriff's Department held a **Ceremony of Remembrance** to honor the lives of individuals who now rest at Niagara County Almshouse Cemetery on Niagara Street Extension in Lockport. Former residents of the Niagara County Almshouse were commemorated with a program, an unveiling of a memorial garden and music. People Inc. staff and volunteers restored the cemetery. Approximately 70 names of individuals laid to rest were read during the program.



If you have had the chance to meet **Betty McClamb**, consider yourself lucky! She has been an employee of People Inc. for more than 40 years. Betty received a special service recognition award in 2012.

In December 2012, People Inc. expanded its services into the Rochester and the Finger Lakes region with the creation of **People Inc. Finger Lakes**. The former DePaul Developmental Services, merged with People Inc. to provide quality services to individuals with developmental disabilities, families and the community beyond the Western New York area. People Inc. Finger Lakes headquarters are at 835 West Main Street in Rochester and serves 435 individuals with disabilities and their families and employs 240 staff. Services include: residential, day habilitation, community habilitation, service coordination, in-home respite and after-school respite.

Elmwood Health Center



Upon the high recommendation of the Community Foundation of Western and Central New York and WNY HEALTHeLINK, People Inc.'s Elmwood Health Center was honored at the New York eHealth Collaborative Gala and Awards Ceremony in New York City. The medical facility was recognized as a **New York Health IT Champion** for their pioneering use of technology to improve the lives of the community that the Elmwood Health Center serves, many of whom are un- or under-insured and struggle with chronic conditions.

Museum of disABILITY History

In December 2012, the Museum of disABILITY History hosted a celebration commemorating legislation sponsored by Senator Patrick M. Gallivan and Assemblymember Crystal Peoples Stokes, officially establishing December 3, as **"International Day of Persons with Disabilities."** Senator Gallivan joined People Inc. and other community advocacy organizations at the Museum of disABILITY History.



The **Ivan the Invacar Book Series** premiered in 2012! The Museum of disABILITY History and People Inc., through its publishing

company, People Ink Press unveiled a new children's book series. The book series will be about Ivan the Invacar. The first book is *Ivan Helps Big Dog*. They are brightly illustrated to introduce children to disabilities and how to be more independent with adaptive equipment. The books also explore Ivan's "superhero powers" and adventures!

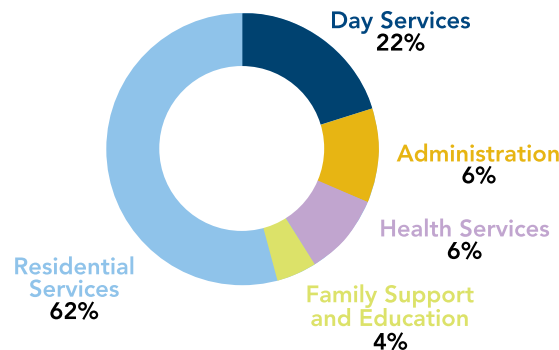
REVENUE

Grants, New York State and Federal Contracts.....	\$126,654,263
Fund Raising.....	\$551,970
Total Revenue.....	\$127,206,233

EXPENSES

Administration.....	6%
Day Services.....	22%
Family Support and Education.....	4%
Health Services.....	6%
Residential Services.....	62%

*Source: 2012 Audited Financial Statement,
Bryans & Gramuglia LLC, 5/16/12



Alzheimer's Foundation of America – Awarded \$5,000

Equipped a sensory room to benefit adults with dementia at People Inc. Seniors Unlimited program.

Buffalo Public Schools: Transition Services contract – Awarded \$30,000

Provide enhanced transition services at seven high schools in the Buffalo Public Schools.

Erie County: Cultural Funding – Awarded \$3,000

Sponsorship for the Museum of disABILITY History.

Erie County Department of Social Services – Awarded \$15,900

Assist seniors who are frail in Erie County with daily chores.

Office for Persons with Developmental Disabilities (OPWDD) – Awarded \$3,554,754
Provide residential and day habilitation services to individuals with developmental disabilities in the Finger Lakes region. These services are specially designed to assist individuals who have behavior challenges.

National Endowment for the Humanities – Awarded \$6,000

Support for equipment and supplies to enhance preservation of collection items at the Museum of disABILITY History.

New York Council for the Humanities – Awarded \$3,000

Support for development of the Museum of disABILITY History's Little Differences exhibit.

New York Council for the Humanities: Director's Grant – Awarded \$3,000

Sponsorship for the 8th Annual disABILITIES Film Festival held in October 2012.

New York State Council on the Arts (NYSCA) – Awarded \$7,000

Sponsorship for the 8th Annual disABILITIES Film Festival held in October 2012.

New York State Developmental Disabilities Planning Council – Awarded \$2,500

Sponsorship for the 8th Annual disABILITIES Film Festival held in October 2012.

Office for Persons with Developmental Disabilities (OPWDD) – Awarded \$1,058,876 each

People Inc. received operations of two Individualized Residential Alternatives homes transferred from Baker Victory Services.

Peter and Elizabeth C. Tower Foundation: Small Grants – Awarded \$1,000

Support for the Incredible Years Parent Training Program in order for instructors to become certified group leaders.

Target Arts, Culture and Design in Schools Grant – Awarded \$2,000

Support for Kids on the Block of WNY.

Walmart Foundation – Awarded \$25,000

Start-up funding for a vocational collaboration with Baker Victory Services to promote culinary skills training and employment for people with disabilities.

2012 Financial Report*

Grants News

People of People Inc.

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 Fax 716.634.3889
 Web www.people-inc.org



2012 ANNUAL REPORT

The "People of People Inc." campaign showcases the individuals we serve. Photos with descriptions are distributed to staff within the agency through a weekly agency email to provide a quick snapshot of the individuals served by People Inc. and the day-to-day activities of our programs and services.



Gene holds up a stat sign to promote the campaign.

The individuals at Brighton Park Day Program made an art piece to promote the "What is Your Carbon Footprint" Campaign. It was completed and hung in the Brighton Park conference room.



(L-R) Charles, Sandy, Ginny and Don.

Individuals from Englewood residence have a blast at the Attica and Arcade Railroad. They were able to tour the historic station, view the exhibits and enjoy a train ride through the countryside. All aboard!



(L-R) Joey, Keanan and Courtney.

Individuals from the Zollars residence had a fun time at the Grand Island Lions Club 54th "Special Kids Picnic." The event provided boat rides, magic acts, musical entertainment, clowns, face painting, pony rides and more.