



2024 Donor Report

Issued Summer 2025

Dear Friends of People Inc. & the People Inc. Foundation,

I'm thrilled to present the People Inc. Foundation 2024 Donor Report. On the following pages, we celebrate just some of the many highlights and achievements of last year and thank you for helping to make these transformative initiatives a reality.

As I begin my third year of service at People Inc., I am inspired by the profound sense of commitment that underlies the work of the People Inc. staff and by you, our donors! There is a grounding in the People Inc. mission that calls people to support those we serve through meaningful experiences, new technology, high-quality facilities, and advocacy to enrich lives and communities.

For over 55 years, we have had the privilege of supporting tens of thousands of people in a variety of ways. Just as our agency has expanded, the impact of your generosity has continued to grow and make an important difference to those we serve. As we reflect on the prior year, we are ever grateful for your role in People Inc.'s proud story and look forward to an even brighter future with your ongoing support.

In gratitude,
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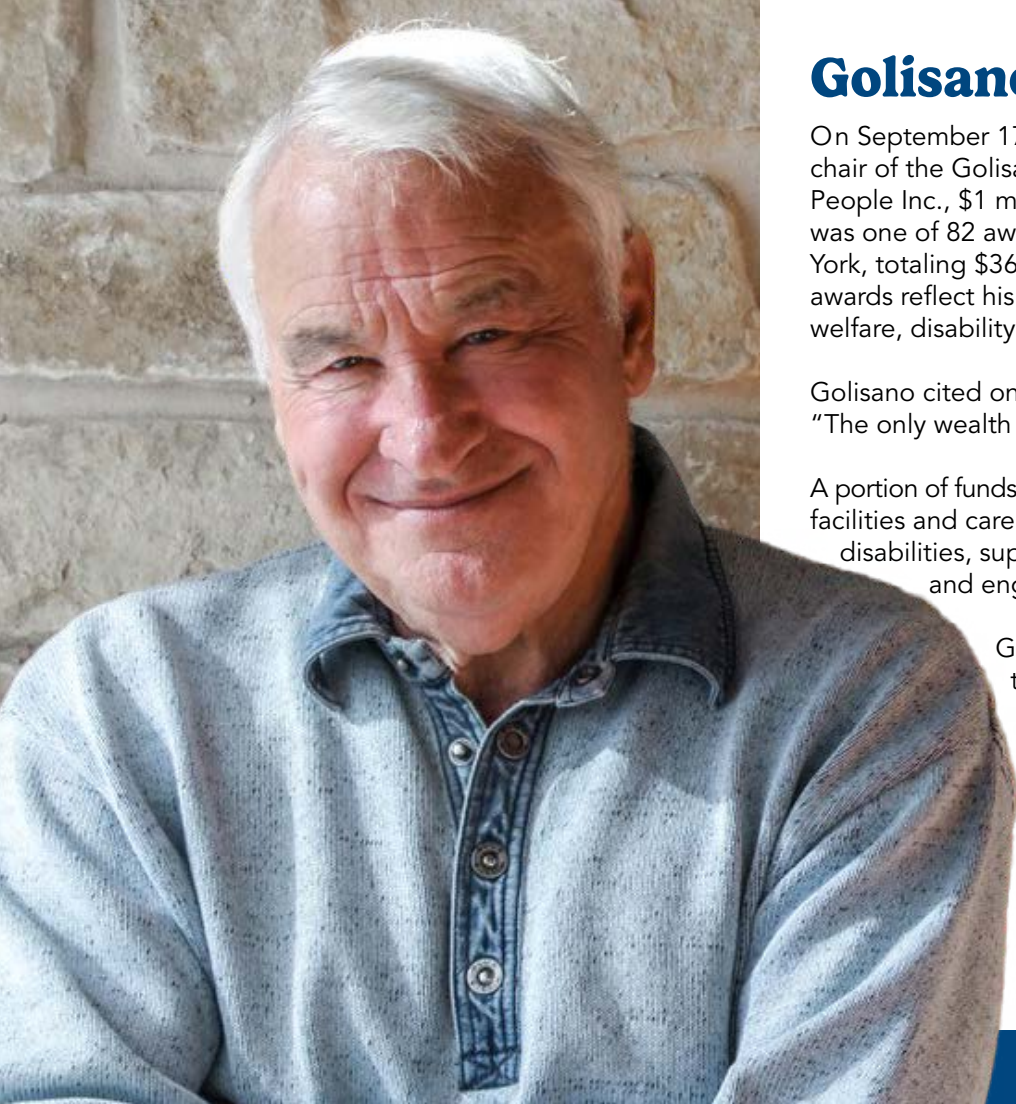
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Golisano Makes Historic Gift

On September 17, 2024, B. Tom Golisano, founder of Paychex and chair of the Golisano Foundation, announced a \$5 million pledge to People Inc., \$1 million per year for the next five years. His historic gift was one of 82 awards given to non-profit organizations in Upstate New York, totaling \$360 million in commitments. The unrestricted, multiyear awards reflect his dedication to advancing healthcare, education, animal welfare, disability services, and other crucial community needs.

Golisano cited one of his favorite sayings in announcing his donations, "The only wealth you keep is that which you give away."

A portion of funds will be used by People Inc. to advance programming, facilities and care for people with intellectual and developmental disabilities, support families, and advance employee development and engagement initiatives.

Golisano's contribution to People Inc. is the largest in the history of the organization, and it will have lasting benefits for our community. Anne McCaffrey, president and CEO, along with People Inc. Board Treasurer at that time, Dennis Schaeffer, were on hand to receive the gift that day in September.

McCaffrey said, "We are incredibly grateful for his generosity. This gift will enable People Inc. to maximize the opportunity to make a difference in the lives of the thousands of people we serve annually."

Annual Giving | *by the Numbers 2024*

\$336,879
restricted

Total donations
*Numbers reflect outright gifts received
from January 1 - December 31, 2024.*

\$1,777,037

\$1,440,158
unrestricted

\$293,092
in special events revenue

\$13,920
in employee giving

\$7,593
in memorial/tribute gifts

\$15,000
in digital fundraising
(Giving Tuesday & Give716)

940 number of total donors

299 new donors
(12% increase in new donors)

56% donor retention rate
(donors who made gifts at
least two consecutive years)

Top Donor Designations

- People Inc. Foundation Unrestricted Fund
- President and CEO Discretionary Fund
- ArtsWork Program
- Employee Development and Support Fund

A Bond that Inspires Giving Back



"That's my bestie."

That's how Gabrielle Mattina introduces her brother Christian—beaming with pride and love. The pair share a deep connection, and their bond has inspired a unique and joyful fundraiser: the annual Valentine's Dance and Singles Mingle, which benefits People Inc.

Christian, 36, is nonverbal and lives with autism and epilepsy. He participates in the Self-Direction and ArtsWork programs at People Inc. Mattina credits both programs with helping him live a meaningful life at home and in the community.

"It allows us to keep Christian at home, so we can continue to work," she said. "It's not always easy to find care for someone with complex needs, but People Inc. makes that possible."

Mattina owns and operates the Gypsy Parlor restaurant and bar in Buffalo. For the past five years, Mattina has organized the Valentine's-themed fundraising event, which features DJs, singers, dancers, a basket raffle, and even a special "mingle" section for anyone looking to meet someone new. Proceeds are earmarked for People Inc.'s ArtsWork program, and within the past two years has raised over \$21,000.

Mattina says that her brother loves attending the ArtsWork program, where People Inc. staff always greet her with a smile when it's time to pick him up. Through ArtsWork, Christian is able to express himself through his vibrant abstract paintings, many of which are proudly displayed in Mattina's home.

"It adds purpose and meaning to his day, and he always looks forward to going," Mattina said.

Mattina co-hosts the event each year with her friend Rita Wojcik, who she credits as a key partner in putting together this event. For Mattina, the dance is more than a party. It's a celebration of the community and a reminder of the importance of the services and programs provided to those with intellectual and developmental disabilities.

"We just want People Inc. and the public to know this program is so important to the families and individuals who use these services," she said. "We depend on it."





Events That Bring us Together & Make a Difference

Better Together... A Night of Celebration

Nearly 300 friends and supporters came together on May 9, 2024, for "Better Together...A Night of Celebration," an evening of performances by the "Traveling Troupe," whose members attend People Inc.'s Arts Experience program, as well as an ArtsWork auction, casino-style games, and live music. The event celebrated the integration of Deaf Access Services and Autism Services Inc., the unification of the Rivershore and Southeast Foundations, and raised funds to support the expanded ArtsWork initiative in music, theater, and visual arts. The event raised more than \$112,000 to benefit the People Inc. Foundation.

Thank you to all our sponsors, including Gold Sponsor, Creative Structures Services; and Silver Sponsors, Great Lakes Health, KeyBank, M&T Bank, Parkview Health Services and Upstate Pharmacy.

The Drive Fore People Inc.

The People Inc. Foundation's annual golf tournament, The Drive Fore People Inc., took place July 15, 2024, at Park Country Club in Williamsville with a sold-out crowd of supporters. Despite storms cutting the round short, guests enjoyed an evening of dinner, entertainment, a silent auction, and remarks from President and CEO Anne McCaffrey. The event raised more than \$149,000 to support People Inc.'s mission of serving people with intellectual and developmental disabilities, seniors, the Deaf and hard of hearing, and those in need of affordable housing.

Special thanks are extended to all of People Inc.'s sponsors who made the event so successful, especially our Presenting Sponsor, Parkview Health Services, and the Hole-in-One Sponsors, including Long Associates Architects, Uniland Development Corporation and USI Insurance Services LLC.

New Equipment is Making Major Impacts

People Inc. continues to invest in innovative equipment that enhances therapeutic services and improves quality of life for the people we serve. Learn more about how these tools are making a difference across our programs.

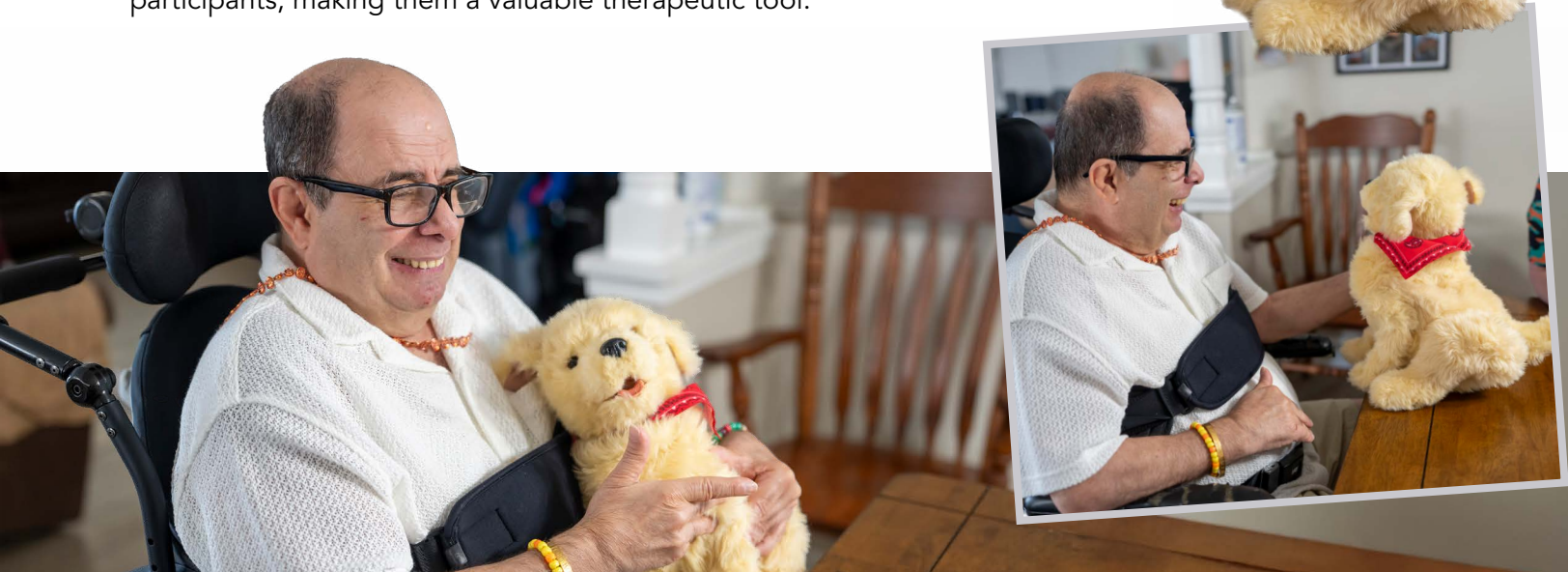
LifeVac is Saving Lives

It is common for people with developmental or intellectual disabilities to have anatomical and physiological characteristics that put them at high risk for choking and/or aspiration. Thanks to a \$25,000 grant sponsored by N.Y. State Assemblymember Karen McMahon, People Inc. has equipped each of its group homes, day programs and respite locations with new, state-of-the-art devices designed to assist in the event of a choking incident. The plunger-like device has a mask that is placed on the face of a person experiencing an airway obstruction and can quickly alleviate the blockage. To date, the device has been used successfully four times.



Robotic Animals Offer Therapeutic Benefits

People Inc. offers animatronic pets, such as lifelike cats, dogs, and birds, as comforting companions for individuals with dementia and other cognitive challenges. These robotic pets respond to human touch and sound by moving their heads, purring, chirping, or meowing, which helps create a soothing, interactive experience. For those who are unable to care for a live animal due to health or mobility concerns, these pets provide a safe, low-maintenance alternative that can help reduce anxiety, ease feelings of loneliness, and improve overall emotional well-being. Staff have observed that these pets often lead to behavioral improvements and more engagement among participants, making them a valuable therapeutic tool.





The names on the following pages are an integral part of the People Inc. mission. Because of you - the individual donors, families, foundations, and corporations that make a gift of financial support – People Inc. continuously advances its efforts to invest in the people, programs, facilities and technology that foster stronger, healthier lives and communities. We extend our heartfelt thanks for your generosity and appreciation for your ongoing support.

Erica C. Sammarco, Sr. Vice President, Advancement & Director, People Inc. Foundation

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Our Generous Donors

After months of thoughtful input from key stakeholders, including People Inc. employees, families, and board members, the People Inc. Board of Directors officially approved a refreshed mission, vision, and values for the agency.

This collaborative process was designed to ensure the organization's guiding principles clearly reflects its purpose and direction today, while honoring the longstanding commitment to the people we serve.

"We are embracing these new values and ensuring that they shine through in all of our work as we enrich lives and communities," said Anne McCaffrey, People Inc. president and CEO.

Our Mission

People Inc. provides health and human services that enrich lives and communities through innovation and supportive services.

Our Vision

We envision communities where all people have the opportunity to live their best lives.

Our Values

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Inclusion
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