

THE PEOPLE INC. FOUNDATION EXISTS TO INSPIRE AND EMPOWER OUR SUPPORTERS  
TO MAKE A DIFFERENCE IN THE LIVES OF PEOPLE WITH SPECIAL NEEDS.

## A promise made. A promise kept.

Linda Weiss Baruch was our mother and the caring sister of now deceased resident, Warren Weiss who lived in a People Inc. group home. Linda lived out of state and worried not just about the daily care of her brother... what she wanted for him went beyond just having his basic needs met.

She wanted him to feel and be loved – to be a part of the community and have purpose – to experience joy and to feel at home. Linda promised that she would do whatever she could to provide Warren with whatever made him happy. Together, with the help of the staff at one of People Inc.'s group homes, Linda's promise to Warren was made possible ... and then some!

Understanding the very special relationship that Linda and Warren shared, over the years the staff took it upon themselves to send Linda birthday cards, Mother's Day cards and flowers from Warren. My sister and I remember the joy our mother felt receiving these items from her beloved brother.

The staff also contacted Linda with ideas of special items they thought Warren would enjoy, including a trip they wanted to take him on. A few years before his passing, Warren took his trip of a lifetime – to Las Vegas! He took in a magic show and got to experience the city.

It is this kind of attention to the person who Warren was, keeping his family informed of his interests, accomplishments, and finding ways his life could be enriched that made his residence and People Inc. stand out among its peers.

– By Lauren Levant and Deena Rosendahl, Linda's daughters



Linda was also a donor and named the People Inc. Foundation for memorial gifts in lieu of flowers. Upon the passing of Linda and Warren, the People Inc. Foundation has received

**65 Tribute Gifts** honoring the lives and memories of these two very special people.

Each gift is a testament in recognizing the loving relationship of this brother and sister, and that their influence and impact on those they left behind will not soon be forgotten.

**If you are interested in making a Tribute Gift or would like more information, contact Jennifer Robinson at [jrobinson@people-inc.org](mailto:jrobinson@people-inc.org) or call 716.817.7269. You can also visit [people-inc.org/tribute](http://people-inc.org/tribute).**

*"Everything good, everything magical happens between the months of June and August."*

~ Jenny Han

## A Message from the Executive Director



Dear Friends,

Not surprisingly, People Inc. has focused much attention on diversity, equity and inclusion (DEI) over the past few years. These concepts were at the heart of what our founding families wrangled with in 1970, as they boldly stepped forward

advocating for their loved ones to be more included in their communities. Fast forward nearly 50 years, and our governing board, workforce and people we support are a reflection of diversity. Equity and inclusion are considerations in daily decision-making.

Inclusion takes many shapes. As a supporter of our mission, how do you exercise inclusion? In a 2015 study by the National Center for Family Philanthropy, nearly three in five family foundations said that they engage younger generations in their family philanthropy plans – and more than 40 percent had plans to do so in the near future. It makes sense: Including multiple generations of your family in your philanthropy planning can help build stronger

bonds as you create a long-term legacy and help tackle some of society's biggest challenges.

You don't have to have a family foundation to think in these terms. There is an article about the Downing family in this newsletter edition that shows how talking – sharing what's important to you – showing the next generation that you value our mission – can and does let your values develop and shine on in the next generation. It doesn't just magically happen, it requires conversation. Please take opportunities to share your commitment of supporting our work, with your family and friends. You are the best person to include them, and grow that legacy of support through your family for years to come.

Thanks to all of our "giving families!"

Denise M. Bienko, MPL, Executive Director

Please share your thoughts or questions with me directly at [dbienko@people-inc.org](mailto:dbienko@people-inc.org) or at 716.817.7470.

*To learn more about enhancements and the expansion of services People Inc. made over the past year, check out our 2018 Annual Report online at [XXXX](#).*

## Ilio DiPaolo Memorial Golf Tournament Supports People Inc. Foundation

Ilio DiPaolo's, a longtime supporter of People Inc. donated part of the proceeds from their annual Ilio DiPaolo Memorial Golf Tournament this past June to the People Inc. Foundation. A group of People Inc. employees volunteered at the event. Ilio DiPaolo's also supports People Inc. by providing jobs to people in our Supported Employment Program for many years. People Inc. is so grateful to the Ilio DiPaolo team for their generosity and support.



*Pictured left to right: Lorenzo Alexander of the Buffalo Bills; Brad Watts, People Inc. community relations coordinator; Dennis DiPaolo, owner of Ilio DiPaolo's Restaurant and Banquet Facility; and Jim Kelly, Hall of Fame quarterback for the Buffalo Bills.*

## Did You Know?

**A gift annuity is an extraordinary way to make a charitable gift to the People Inc. Foundation, increase your guaranteed income, and cut your tax bill ... all in one simple transaction? For a FREE illustration, contact Christine.**

**For more information, contact, Christine Mathieu, Legacy Officer**  
[cmathieu@people-inc.org](mailto:cmathieu@people-inc.org) • 716.817.7256



## In recognition of moments gone unnoticed ...

By Ralph J. Vanner, Jr.

Legacy Society Member, Chairman Vanner Insurance Agency

We have all seen it – a long-term, trusted caregiver getting ignored at the very end of the person's life that they had been caring for. The agency and their caregiver were the ones who had been there the whole time, tending to the daily needs of a person, through the tough times, and sometimes in the middle of the night when the rest of the world was resting comfortably.

**These moments aren't seen by anyone except the person receiving the care – and the caregiver.** These moments are done without fanfare and accolades. These moments are private, dignified and quiet. These are the moments that aren't on display for the public to view. Whether these moments are moments of critical care or holding the hand of a restless soul who's having a hard time sleeping, these are the character moments that are only seen by a higher power. If Karma is real, and I believe it is, these are the moments which will be rewarded somewhere, someplace down the line when the caregiver least expects it. **It is these moments gone unnoticed that inspired my decision to make a planned gift of life insurance for the benefit of People Inc.,** an organization steeped in these moments of lifetime compassionate care giving.

So I write you all today to encourage everyone to ponder all the moments that happened while you were sleeping, away, working, tending to the needs of your other family members. I encourage you to remember the kind, compassionate care your loved one is receiving now, and when it really matters. And, I am asking you to consider paying that Karma forward by making a planned gift.

Whether it's a designation in a life insurance policy, a bequest in a will or straight up donation, now is the

best time to say thank you for all the moments gone unnoticed that happened in the middle of the night and throughout the day. I believe that when we reflect on who really mattered in our loved ones life, and if our cared for family members could choose for themselves, they would chose the caregiver who was there for them in during the **moments gone unnoticed.**



Ralph J. Vanner Jr. (with red tie) attending the ribbon cutting of People Inc. Vanner House.

This is my heartfelt plea to consider helping today. Tomorrow is uncertain and emotions rule the moment at the end of a person's life. Let's make this planned giving assessment and decision before we are embroiled in all the other things we will be charged to do as we say our final good-byes.

***Thank you!***

# amazon smile

## Shop with Amazon Smile

Support People Inc. while shopping for your summer fun! Find all of your essentials for backyard barbecues, picnics, outdoor furniture, clothing and pool! With AmazonSmile, you support people with developmental disabilities, their families and older adults with 0.5 percent of every purchase being donated to the People Inc. Foundation. To shop at AmazonSmile, go to [smile.amazon.com](https://smile.amazon.com). On your first visit, select People Inc. as the charitable organization to receive donations from eligible purchases before you begin shopping. Your selection is saved and then every eligible purchase you make on AmazonSmile will result in a donation. **As of 5/31/19, 117 people have made 238 purchases benefitting People Inc. with \$2,976.35 in cumulative donations!** Happy shopping!



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## A Message from our Legacy Officer



How many times in your life have you heard yourself say, "No way ... that's too good to be true?"

What about the People Inc. Foundation's Charitable Gift Annuity? Too good to be true?

When it comes to competitive, lifetime payout rates ... it IS good and it IS true!

When it comes to "smart tax savings" and a simple way to make a lasting difference in the lives of those with developmental disabilities or special needs ... it IS good and it IS true!

Our payout rates, which can be as high as 9.25 percent, are based on your age at the time your income payments begin and are determined at the time you make your gift (investment). If you are younger than 60 and are not in need of additional income right now, you may defer income payments and still benefit from a higher payout rate!

So, if you are looking for additional income now or later AND you would like to support the continued good work of People Inc., our charitable gift annuity may be worth considering. If it is, here is what you can do:

1. For any questions and/or to **request a free benefits illustration, contact me directly at [cmathieu@people-inc.org](mailto:cmathieu@people-inc.org), or 716.817.7256.**
2. Visit [people-inc.org/cga](http://people-inc.org/cga)

3. Join Kevin J. Miller, CFP® from Key Private Bank and myself for brunch in September to **learn everything you need to know about our charitable gift annuity.** To make sure you are on the invitation list, please email or call me with your contact information.

**REMINDER:** I am still actively speaking with members of our legacy society, donors and families. Expect to hear from me because I want to get to know you. I want to know what is important to you in terms of what you envision for the future of People Inc. and your legacy. Through your story, I hope to inspire others to think about their own legacy plan or charitable bequest.

**Thank you for listening – I look forward to meeting you!**

Christine Mathieu, Legacy Officer,  
People Inc. Foundation



## Help needed - Donate to Annual Drive Fore Disabilities Auction

Want to get involved with People Inc.'s largest fundraiser, but don't know how? We are looking for great items to support our People Inc. Foundation Annual Drive Fore Disabilities Auction – and YOU could help make the auction a success! With every item donated, we are one step closer in achieving our fundraising goals. The auction will be held on August 12. Items like prepared gift baskets, gift certificates to stores and restaurants, trips, tickets to sporting events, spa packages and unique items are needed and greatly appreciated. Want to donate an auction item, but don't know what to buy? People Inc. is registered on Amazon with a Wish List to help make it easier to make a donation – you don't even have to leave your house to shop! Amazon will ship the items purchased directly to our People Inc. Foundation office, so no delivery needed. Check out our Amazon Wish List at [bit.ly/PeopleIncAmazon](http://bit.ly/PeopleIncAmazon). Additionally, Amazon will donate 0.5 percent of the proceeds of your purchases

to the People Inc. Foundation through AmazonSmile. It's an easy way to give, plus no additional money is added to your shopping cost!

**For more information about the auction, to register or to make a donation, go to [people-inc.org/golf](http://people-inc.org/golf) or contact Melanie Brown at [mbrown@people-inc.org](mailto:mbrown@people-inc.org) or 716.817.7450. Thank you for your support!**



*sample gift basket, not for auction*

## Donor Profile:

### Frank Downing Jr. / Towne Auto Group

The Downing family has supported People Inc. for generations. Frank Downing Jr., president of Towne Automotive Group, recently took some time to reflect on their involvement over the years. "It all started with our former controller, Mike Smith, who has a son who receives services from People Inc. He was very involved, serving as Board Chair, and introduced us to the great work the organization does – and how important it is.

My father became actively involved, serving on the capital campaign to establish the Downing Family Respite House. I remember being at the ceremony with my father the day the Respite House opened, and seeing that he had a special place in his heart for the cause. Hundreds of families have been helped through that service since it opened. Then, my brother David became involved, also serving on the Board and as a term as Chairperson. He was on the Board right until his passing in 2018. When I think of People Inc., I think of improving the quality of life for people with disabilities, of helping families, and making resources available in the community. We've been supporting People Inc. for a long time – and there's no reason to stop. People Inc. is helping the community and helping families – it's right there in the mission."

When asked about supporting the annual Drive Fore Disabilities Golf Tournament, Frank shared that Towne Auto supports many tournaments during the year – and that People Inc.'s tournament is always well-run, supports a great cause and is a good investment. "We are Hole In One supporters of the Drive Fore Disabilities – it's a fun way to support your work and get out on the greens at the same time."

Frank is president of Towne Automotive Group, which sells 17 vehicle brands across multiple dealerships. The business was founded by his father Frank Downing Sr. in 1969 and brother David served as CFO.

People Inc.'s annual **Drive Fore Disabilities Golf Tournament and Auction** will be held on **Monday, August 12, at the Orchard Park Country Club**. If you know of a company that can sponsor a golf team as a way to network and reward their customers and staff, please ask them to help us! All teams are treated to complimentary gourmet food and beverages, a unique gift, golf cart for the day and advertising. **You can also help by donating a basket, entertainment experience or gift certificate for the auction that day.** For more information or to make a sponsorship or donation, contact Melanie Brown at [mbrown@people-inc.org](mailto:mbrown@people-inc.org) or 716.817.7450.



**STAY CONNECTED WITH US ...** In an effort to communicate more effectively with our readers, offer more value in terms of resources, while being mindful of our expenses, **we ask that you consider sharing your email address with us.**

Electronic communication has become one of the most powerful ways to communicate important and timely information and we want to be sure that we are doing everything we can in keeping an open line of communication with you.

**Please email [foundation@people-inc.org](mailto:foundation@people-inc.org) and in the subject line write: Add me to mailing list.** Thank you for your support!

# Learn More about our Charitable Legacy Society

The People Inc. Foundation **Charitable Legacy Society** was established to honor all those who have taken the special step of including the People Inc. Foundation in their long-term plans through a bequest provision in their will, life-income or other deferred giving arrangement. We thank and recognize individuals who, through consideration of their estate plans, make a lasting and remarkable legacy gift that further secures the future and mission of People Inc.

The following commitments qualify you for membership in this particular group:

- **A bequest provision** in your will or trust
- **A life-income gift** that names the People Inc. Foundation as a remainder beneficiary (our Charitable

Gift Annuity, WNY Coalition Pooled Trust, Charitable Lead Trust)

- **Your gift of life insurance proceeds or charitable remainder trust**
- **Your gift or assignment of qualified retirement plan assets (via beneficiary designation)**, such as an IRA, Roth IRA, 401K, 403b, TSA, Fixed or Variable Annuity
- **Real property deed or retained life estate arrangement** (transfers ownership of property, but allows you to continue living there)



## PEOPLE INC. FOUNDATION CHARITABLE LEGACY SOCIETY MEMBERS

Denise M. Bienko	Emma Mahoney	Gary Shoulter
Howard Benz	Horace Mann	Michael and Sandra Smith
James M. Boles	Christine Mathieu	Ron and Andrea Stein
Bonnie S. Bruning	Marilyn Gohr McTaggart	Anne Stone
John Caselinuovo	Beth A. Montague	James Swagler
Nancy M. Conley	David and Dorothy Montague	Cynthia E Vance
Thomas Ess	Nancy Palumbo	RJ Vanner, Jr. and Family
Rhonda Frederick	Diana and Ron Papa	Stanley and Isabel Wadell
Kathryn F. Gladwell	Carlton Peter	Nancy and Donald Ware
Donald Gregory	Robert E. Pope	Lois Warren
Bonne Hall	Robert Ruhlman	Edward Watts
David E. Hall	George Rogers	Mary R. Werdein
David and Isobel Horvath	Mary Anne Schiesel	Geraldine Werner
Michael and Mary Beth Iwanski	Deborah L Schultz	Mr. and Mrs. Jeffrey Zimmer
James Lembeck	Larry and Catherine Skerker	

*Thank you for your thoughtfulness and generosity. Your planned gifts will afford People Inc. the opportunity to continue its mission well into the future ... and for this we are most grateful.*

No matter where you are in terms of your Legacy Plan, we are here to help. If you are interested in learning more about the People Inc. Charitable Legacy Society or Legacy Giving, contact Christine Mathieu at [cmathieu@people-inc.org](mailto:cmathieu@people-inc.org) or 716.817.7256. All inquiries are kept confidential.



# Do you know about the Friends and Family (3rd party) Pooled Trust?

Through the WNY Coalition Pooled Trusts, the Friends and Family Trust is a useful tool for families with children whom are disabled of any age. This trust is funded by assets from someone other than the beneficiary – typically parents, grandparents, aunts and uncles or siblings of a person who is disabled. The grantor can set up this trust during his or her life time, or by will.

Three top features:

- Assets used to fund this trust can provide for additional items and services not adequately covered by government benefits.
- Benefit eligibility is protected.
- Upon death of the beneficiary, 85 percent of the remaining money can be distributed to designated successors such as other family members or a charitable organization/caregiver. The remaining 15 percent will be transferred into the trust's after fund to benefit other people who are disabled.



For more information about the **Friends and Family Pooled Trust**, visit [wnypooledtrust.org](http://wnypooledtrust.org) or call 1.866.362.5081.

## Thanks to our Community Partners! Tops Friendly Markets

Thanks to Tops Friendly Markets for naming People Inc. as the beneficiary of their Tops Tent at the annual Taste of Buffalo, the nation's largest two-day food festival! Tops Chief Executive Officer Frank Curci and Chief Operating Officer John Persons announced this wonderful gesture at a press conference in June. Persons shared the selection was made "in recognition of the incredible work People Inc. does for so many in the community."

Presented by Tops, the Taste of Buffalo was held July 13 and July 14. Many People Inc. staff members were proud

to volunteer their time by assisting at the Tops Tent and greeting event attendees.

Thanks for being a great partner, Tops!



John Persons, president and chief operating officer of Tops announced that all proceeds from the Tops tent at the Taste will be donated to People Inc.



Bradford Watts, People Inc. Community Relations Coordinator and Denise Bienko, Executive Director of the People Inc. Foundation volunteering at Taste of Buffalo with people waiting to spin the prize wheel to benefit People Inc.



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Join us Saturday, September 21, 2019 • 10 am – noon  
The Buffalo Club • 388 Delaware Ave., Buffalo, NY 14202



Brunch with us and learn about our Charitable Gift Annuity,  
the smart way to help meet your financial and charitable goals.

Expert Speaker: Kevin J. Miller, Esq., CFP®, VP Key Private Bank

To receive your brunch invitation, contact Christine at [cmathieu@people-inc.org](mailto:cmathieu@people-inc.org) or call 716.817.7256.

