

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



A Message from the Executive Director

Dear Valued Supporter,

For nearly 50 years, People Inc. has focused on serving some of our community's most vulnerable people – individuals with developmental disabilities, special needs and seniors – to

ensure that they have the support they need to lead healthy, independent and productive lives. At the very heart of what we do is our belief in a world where all of us are accepted, having the same chance at reaching our potential.

When you give to the People Inc. Foundation, you can feel good knowing that your funds are not only going to a wonderful cause, but are also being used effectively. We pride ourselves on being administratively efficient with 92 cents of every dollar directly supporting programs. Your support helps fund:

- Quality of life programs benefiting the more than 12,500 people we serve
- Endowment building for a secure future, especially in caring for individuals without family
- Medical equipment and healthcare to help those with complicated special needs
- Capital improvements to program sites to meet the changing needs of an aging population
- Staff development and scholarships to expand our team's skills to better meet needs
- Advocacy and collaborative efforts to impact wide-ranging system and policy change

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A (Victorious) Leap of Faith

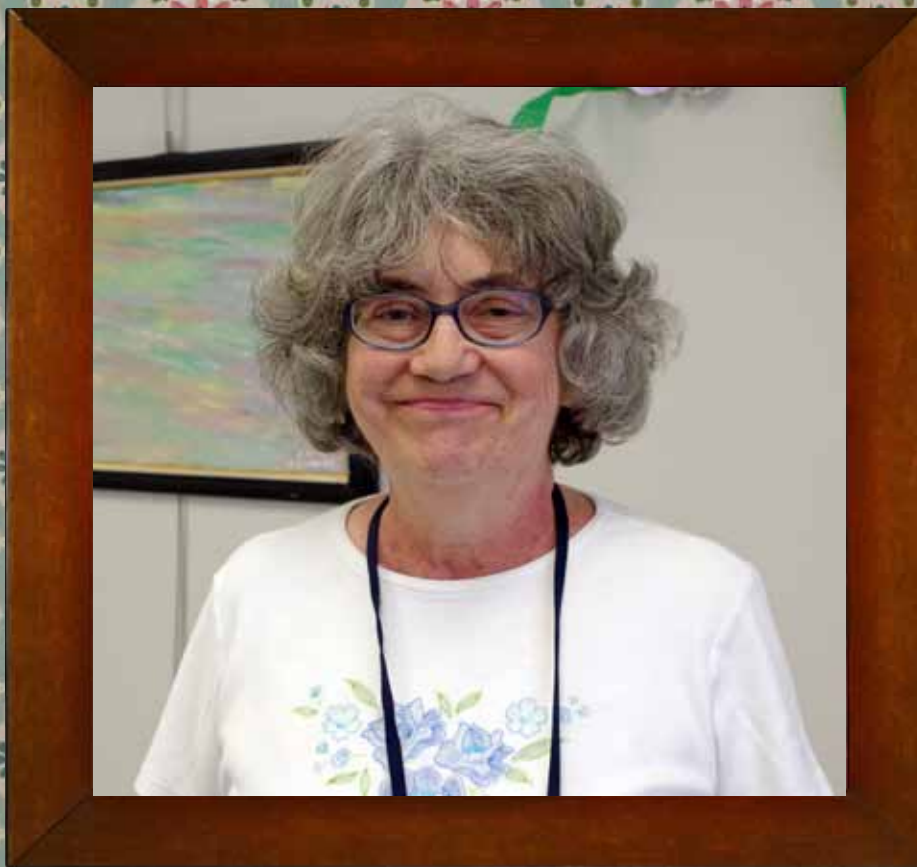
Amy was born with a severe seizure disorder, cerebral palsy and an intellectual disability. The doctors said she would never talk, walk or be capable of giving or receiving love. She wasn't expected to live beyond the age of three.

But with the help of praise, patience and abundant love from her family, Amy began walking, developed an exceptional vocabulary and is often referred to as the "glue that holds her family together." Today, fifty years later, Amy's family says she is a well-adjusted

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Volunteer Profile: Marie Russell

Lackawanna, NY, resident, Marie Russell has been volunteering for People Inc. for several years. Four days a week she gives her warm and wonderful support to participants in our Senior Day Habilitation program located on Delaware Avenue in Buffalo, and she wouldn't have it any other way. "I look forward to coming here. My favorite part is seeing their smiles," said the 67 year old. "I want to do this for as long as I can!"

Marie, who has a background substitute teaching and serving as a personal care aide, learned about the volunteer opportunity and upcoming training and thought she would be a good fit. "I have always enjoyed working with seniors. I like to hear about their interests and we share stories. Sometimes, I think being here is just as good for me as it is for them. It keeps me busy and I feel good

knowing I am helping people and making a difference."

Senior Day Habilitation Program Primary Instructor Kathy Janiga, says volunteers like Marie take the program from great to fantastic. "Volunteers add a personal touch. Not only are they an extra pair of hands, but they bring a gentle kindness that our seniors need."

For Marie in particular, program participants relate well to her. "She is attentive, kind and funny and does a great job," said Kathy. "We are so grateful that, out of all the options she has, she has chosen to volunteer for us."

It might come as no surprise that Marie has made giving back her full-time job of sorts. When she is not busy working with People Inc., she can be

found volunteering at a local homeless shelter making meals and tracking attendance and clothing. When asked about her amazing generosity, Marie said, "I guess I just like being active and giving back."

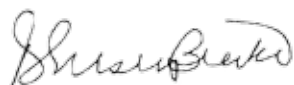
"I look forward to coming here. My favorite part is seeing their smiles."

More than 300 people generously donate their time to People Inc. and we'd like to count you among them. We have opportunities in our residential sites; day and after-school programs; Senior Companion Program; and People Inc., Center for Elder Law & Justice and the New York State Long-Term Care Ombudsman Program. For more information, email volunteer@people-inc.org or call 716.817.7400.

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As we prepare for the future, I'm happy to share the addition of a Legacy Officer to our small team – Christine Mathieu. Christine brings a great background in financial planning and will focus on growing our Legacy Society. I know our supporters will find it helpful in better understanding how to make gifts that are most fitting to their personal situation.

Thank you for being a supporter of People Inc. – you play an important role in what we can achieve today and in the future.



Denise M. Bienko, MPL
VP, Executive Director

Live our mission with us and make a difference in the lives of those with special needs by donating to the People Inc. Foundation. For more information, please contact me at dbienko@people-inc.org or at 716.817.7470.

"A (Victorious) Leap of Faith" from page 1

lady who enjoys life and loves visiting relatives. Some of her favorite hobbies include shopping, going out to eat, attending concerts and making cookies at her day program.

But no matter what she's doing, Amy is always ready to return to Eggert Road in Orchard Park – a place she came to call home when her family turned to People Inc. for help.

"When Amy turned 21, we realized her needs were changing," said Peggy Cornelius, Amy's mom. "We took a huge leap of faith and placed our precious daughter in a People Inc. group home in Orchard Park where we hoped her needs would be better met."

To this day, Amy's family couldn't be more thrilled with their decision.

"The care that Amy receives is phenomenal. Staff members continually help her become more independent," said Peggy. "There's a special environment at Amy's home. You sense a family atmosphere where each individual is important."

Message from Legacy Officer – Christine Mathieu



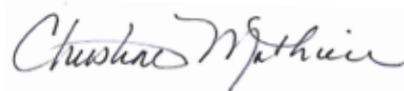
Hello everyone – I am Christine, the new Legacy Officer at the People Inc. Foundation. I am here to grow our Charitable Legacy Society so that the quality programs offered through People Inc. today will continue well into tomorrow. I have always been aware of People Inc., but until I came to work here, I had no idea of the profound affect this organization has on the people it serves as well as our community overall.

I feel blessed to be a part of an organization that began with humble roots and blossomed into a thriving mission, stopping at nothing in making sure that loved ones with special needs are well cared for and given every opportunity to achieve their highest potential within an accepting society.

Much of my time and energy will be spent on listening to your stories of how People Inc. has made a difference in your life and the life of your family member with special needs. While I have heard just a few stories so far, it's clear that People Inc. provides much more than "supports and services" ... what People Inc. provides is hope and the belief that anything is possible.

If you are a member of the People Inc Charitable Legacy Society, a donor and/or a family member, 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. And through your story, I hope to inspire others to think about their own Legacy Plan/Charitable Bequest.

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



Christine Mathieu, Legacy Officer – People Inc. Foundation



P.S.: If you would like to share your story with me sooner than later, please feel free to contact me directly! I can be reached at cmathieu@people-inc.org or 716.817.7256.

Column – Pathways of Legacy

By Christine Mathieu, Legacy Officer

Back in February, I attended my agency tour with People Inc. We visited Brighton Park Day Habilitation, People Inc. Willow Senior Living, Beach Ridge group home and Northtown Respite. Understand that I have no experience in caring for individuals with special needs and as you can imagine, this tour was an eye opener for me. Slowly, I began to appreciate just how vital People Inc. and its employees are to this community and the people they serve every day.

As an outsider looking in, I was able to see firsthand how much our staff and caregivers love and respect those they take care of.... and that they truly enjoy the work they do.

It was during our time at Beach Ridge group home that I heard the term *field of vision* for the third time that day. While the term provides direction in how an individual is cared for, I began to wonder – how could it apply to one's legacy? In terms of legacy, what is in your *field of vision*?

Have you started to think about how you wish to take care of your loved one(s) with special needs when you are gone?

How do you wish to *Leave Your Legacy* on behalf of your family member with special needs?

And what exactly is in your *field of vision* – meaning, who are you providing for and what types of quality care do you want to see continue long into the future? Depending on your *field of vision*, your generosity could play a major role in the development and growth of People Inc. for years to come.

No matter where you are in terms of Legacy Planning, we are here to help. If you are interested in learning more about the People Inc. Charitable Legacy Society and/or Charitable Giving, please contact Christine Mathieu at cmathieu@people-inc.org or 716.817.7256 or Denise Bienko at dbienko@people-inc.org or 716.817.7470.

Learn More about our Charitable Legacy Society

Our Charitable Legacy Society was created to honor those who have taken a significant step to include the People Inc. Foundation in their **planned giving efforts**. Whether through a bequest, life-income or other deferred giving plan, we thank and recognize all involved. Their lasting gift furthers 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)

If you are considering making a legacy gift or have questions about options, contact the People Inc. Foundation at foundation@people-inc.org or 716.817.7470. All inquiries will be confidential.



Did you know?

People Inc. is Western New York's leading non-profit human services agency, serving **12,500** individuals and their families every year....

....And to think that People Inc. was originally a grass roots initiative – brought about by a small group of parents and professionals that joined together in 1970, to address the needs of individuals with developmental disabilities.

....Talk about having a **Field of Vision!**

LEGACY SOCIETY MEMBERS

Denise M. Bienko
Howard Benz
James M. Boles
Thomas Ess
Rhonda Frederick
Kathryn F. Gladwell
Donald Gregory
David E. Hall
David and Isobel Horvath
James Lembeck
Emma Mahoney
Horace Mann
Marilyn Gohr McTaggart
Nancy Palumbo
Carlton Peter
Robert E. Pope
Robert Ruhlman
George Rogers
Mary Anne Schiesel
Larry and Catherine Skerker
Gary Shoulter
James Swagler
Stanley and Isabel Wadell
Nancy and Donald Ware
Lois Warren
Edward Watts
Mary R. Werdein
Geraldine Werner
Mr. and Mrs. Jeffrey Zimmer

****Special acknowledgement and welcome to our newest Legacy Society Members ... Thomas Ess and Larry and Cathy 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.

How You Can Help

Our 16th Annual Drive Fore Disabilities Golf Tournament and Auction will take place on Monday, August 21.

This is an opportunity to show your support and enjoy a wonderful day in the sun! If you or your company would like to sponsor a golf foursome or twosome and play on the beautiful grounds of the Orchard Park Country Club, online registration is available at people-inc.org/how_to_help/golf_tournament/index.html. You can also email foundation@people-inc.org or call our office at 716.817.7269. Morning and afternoon rounds are available, complete with patio BBQ lunch, cocktails and hors d'oeuvres hour, gourmet dinner stations and silent auction.

Speaking of our Silent Auction ... we do have a **wish list** and could use your help! Please let us know if you can help us with any of the following:

- Travel accommodations
- Use of a condo or a lake house
- Skiing tickets
- Sports suites or tickets (Bills, Sabres, Bandits, Bisons)
- Cultural event tickets (BPO, Sheas, concerts, etc.)
- Sunset cruise on your boat or a charter
- Chef's table at your club or a local restaurant
- Golf outing at your club or local course
- Spa packages
- Gift cards or certificates
- Sports memorabilia
- Gift baskets
- Bottles of wine

If you would like to donate an auction item or would like more information, contact Jennifer Robinson at jrobinson@people-inc.org or 716.817.7269.

We welcome families, friends and business partners to get involved with our agency – we are happy to connect people to activities that best suits their interests. For more information, contact foundation@people-inc.org or call 716.817.7400.



Become a Supporting Member

People Inc. Supporting Members Make a Difference!

People Inc. Supporting Members are supporters who pledge a recurring gift of \$10 a month or a one-time gift of \$100 or more. These gifts can be maximized through matched gifts from our community partners. Supporting Members also receive some great (and new) benefits, including:

Member Packet:

- NEW: Entertainment savings card featuring more than 365,000 places
- People Inc. Foundation Calendar
- Certificate of appreciation

Other Benefits:

- VIP status at our annual Supporting Member event
- Personal updates throughout the year
- Inclusion in published donor listings
- An additional Foundation calendar mailed to a person of your choice

For a limited time, KeyBank has partnered with us and has pledged to match new Supporting Member gifts, up to the first \$10,000! So, your \$100 gift will go further with KeyBank's matching gift! We are happy with this opportunity to stretch your gift to make a greater impact. To become a Supporting Member, please complete and return the enclosed envelope.

Q: Who can help me in making a Planned Gift?

A: A professional advisor can get you started off on the right foot. Advisors such as a financial planner, an attorney or an accountant will be able to advise you on the various ways in which you can make a gift. You should also touch base with the Foundation office of the charitable organization in which you intend to support. Your final will or estate plan should be prepared by an attorney, according to the laws of the state where you reside.

Source: WNY Planned Giving Consortium – LEAVE A LEGACY®

*** If you are looking for a professional advisor for guidance in charitable giving, contact Christine Mathieu at cmathieu@people-inc.org or 716.817.7256 for references.*

Your Financial Landscape ... a holistic perspective

Amy Jo Lauber, CFP®, Lauber Financial Planning
ajlauber@lauberfinancialplanning.com



Whether it be a Budget Plan, a Retirement Plan or Charitable Giving Plan, I am tasked to have the vision of both a 1,000 foot vantage point to see the big picture and a microscopic lens on the details that, if overlooked, may thwart someone's best efforts, and resulting in procrastination and frustration.

This *field of vision* is what allows us all to look at our planning options objectively and subjectively since most of us make financial decisions with at least a drop (if not a swimming pool) of emotion.

Looking at any financial situation from a distance as well as close range gives you the scope and scale as well as the tone, color and texture which can provide a wealth of information, thus leading to inspired focus and motivation; aspects that typically lead to better results.

At our core reside our beliefs, values and sense of self which direct what decisions we make with our money and how we make them. And in addition to things like earning, spending, investing and protecting our financial resources, we may wish to find ways our money can make a difference in the world and in the lives of others. Living – as well as leaving – a legacy helps us to feel connected, engaged and generous while giving our money an important job to do.

This YouTube video titled "The Scale of the Universe 2 (youtube.com/watch?v=uaGEjrADGPA), is a wondrous depiction of what I mean in terms of *field of vision*: ... being able to see the big picture, while keeping in focus what appears to be the minute details that are but in no way less, insignificant.

Everyone has the potential to live and leave a legacy ... and the success of your financial and legacy plan will rely on using this *field of vision* to bring your goals to fruition.



Why I chose to make a Planned Gift to People Inc ... in his own words

Thomas Ess, Associate Vice President, People Inc.

Articulating one reason why I wanted to become a Legacy Donor is challenging. Perhaps it will be helpful if I started at the beginning ...

On my first day of orientation at People Inc., we were asked to write down a question on a three by five card that we would like to have answered by the training coordinator. Having just graduated college and having only the basic knowledge of what People Inc. did, I asked what I thought at the time was a very practical question, *"Is there room to grow and develop a career at People Inc.?"*

The training coordinator answered without hesitation, "Yes." The analytical and ambitious side of me was excited at the prospect of taking a step into a journey that was a career, a profession, something I could use my newly acquired degree for. Thirteen years later, looking back on that

question, I can't help but smirk at my naiveté.

People Inc. is not just an employer that will offer a place for you to use your degree. It is not simply a mechanism for career development. It is not a means to an end.

If I were to go back to the moment I asked that question and take the place of that training coordinator, I would have advised something far different.

Working at People Inc. is complicated. It is not a job. It is not a place you go to and leave from. It is not some place where you simply punch a clock. The work is not always easy. In fact, at times it's difficult.

No, People Inc. is not a career, it is something far greater.

People Inc. is an opportunity ... to always be learning, innovative, to

make a person smile, to help someone grow, to lead people to question their attitude towards disabilities, to keep someone safe, to be great, to help someone achieve their dreams **and it is an opportunity to get back more than you ever gave.**

Maybe it is because in People Inc., I have found all of those opportunities, or maybe it is because I have made so many endearing friendships. It could be that when thinking about it, I feel a great sense of pride that I am contributing to the longevity of a significant organization and mission.

I am hopeful that I have many more years to contribute to its mission as a member of the People Inc. family. However, I know all too well that life is short. But I can rest easy knowing that People Inc. and the opportunity it provides to so many will live on.



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What is AmazonSmile?

AmazonSmile is a simple and automatic way for you to support **People Inc.** every time you shop, at no cost to you. When you shop at smile.amazon.com, you will find the exact same low prices, selection and convenient shopping experience as Amazon.com, with the added bonus that



Amazon will donate 0.5% of the purchase price from your eligible AmazonSmile purchases to People Inc.!
So far, 62 people have supported People Inc. just by logging in through AmazonSmile before shopping online.

You use the same account on Amazon.com and AmazonSmile; your shopping cart, Wish List, wedding or baby registry and other account settings are also the same. To shop at AmazonSmile, simply go to smile.amazon.com. **On your first visit, you need to select People Inc. as the charitable organization** to receive donations from eligible purchases before you begin shopping. People Inc.'s direct link is smile.amazon.com/ch/16-0975538. Your selection is saved and then every eligible purchase you make on AmazonSmile will result in a donation. Let's start shopping!

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 and in the subject line write: *please add me to your Faces of the Foundation newsletter distribution list.*

Thank you for your support!