

CommunityConnection

COMMUNITY FOUNDATION FOR GREATER BUFFALO NEWSLETTER FALL/WINTER 2011

President's Message



Reflecting on the past year I am filled with a deep sense of gratitude for each of you who, through the gifts of your time and resources, have helped to improve lives in Western New York. While there is great need in our region, there is also an inspiring level of generosity and dedication to addressing these needs. Thank you.

As I write this, the region is still buzzing with excitement from the National Preservation Conference and the 2,500 visitors from around the world who came to see our impressive treasures. Many of you were directly involved in bringing this positive national attention to our community and the result has been nothing short of amazing. To borrow the Preservation Conference theme—this place truly does matter. The passion and energy generated by this conference is no doubt a harbinger of times to come.

Creating the infrastructure to promote the changes needed to strengthen our region can be a challenging and at times, messy process. Philanthropy in general and your community foundation in particular have a unique and powerful role to play in this process. Thanks to the foresight and generosity of our donors coupled with the leadership of our volunteers and partners we are making great progress toward this end. The following pages provide a snapshot of this work and I hope you enjoy hearing about the people and organizations who are leading our community forward.

In closing, I am excited to share that after two years of planning, countless hours of work and unprecedented, broad-based collaboration we are preparing to help launch one of the most promising programs for improving the future of our region. I look forward to sharing the details with you soon and hope that you will join us in the coming months as we take steps to begin the work of this new initiative which we believe has the potential to create a brighter future for all.

With great anticipation and best wishes for a happy and healthy holiday season,

Clotilde Perez-Bode Dedecker
President/CEO

A Healthy Legacy

A hard worker his entire life, William F. Thiel was dedicated to his family and to the community that he felt had been so good to him. Though he died almost forty years ago, through a gift to the Community Foundation his legacy is alive and well in Wyoming County where today he is credited with directly helping one-in-four community residents with their healthcare needs.

At his death, Mr. Thiel asked the Community Foundation to use his estate "to benefit the health needs of the residents of Wyoming County." Under the stewardship of the Foundation's investment committee, Mr. Thiel's fund grew over the years, and the amount it was able to grant toward efforts in Wyoming County also increased. So much so, that the Community Foundation realized there was the opportunity for his legacy to make an even greater impact.

In 2006, the Foundation commissioned a comprehensive Wyoming County Health Needs Assessment (WCHNA), to identify strategic priorities that required attention in order to realize Mr. Thiel's goals for improving health outcomes for Wyoming County residents.

"What we've done to honor Mr. Thiel's charitable wishes is a great example of how a community foundation can go above and beyond to fulfill a donor's legacy," said Clotilde Perez-Bode Dedecker, President and CEO of the Community Foundation. "With our knowledge of community needs, history of strong investment performance and unparalleled focus on honoring our donors' intent, we are able to grow a donor's charitable dollars so that they have the greatest possible impact on the issues



William F. Thiel left his estate to the Foundation in 1974. Today, he helps 25% of the residents of Wyoming County.



Thiel's generosity is bringing new dental and mental health services for children to Wyoming County.

they care about today and long after we're all gone."

With the WCHNA as a guide, the Foundation has been supporting programs and facilitating the creation of new services in Mr. Thiel's name for the past five years. In just that short amount of time, his generosity has directly helped 25% of all Wyoming County residents with their healthcare needs. And, because he asked the Foundation to shepherd and grow his gift so that it is able to help his beloved community forever, this is just the beginning.

\$4 Million Raised for Green & Healthy Homes Initiative

During the past fourteen months, the Community Foundation has helped attract more than \$4 million in grants from New York State and the Federal Government to address home health and safety needs in Western New York. After leading the effort to name Buffalo as one of only 15 Green and Healthy Homes Initiative pilot communities in the country by the White House in 2010, the Foundation wasted no time in bringing public, private and nonprofit organizations together to create a coordinated system which reduces the energy costs and housing-related health hazards for low-income families.

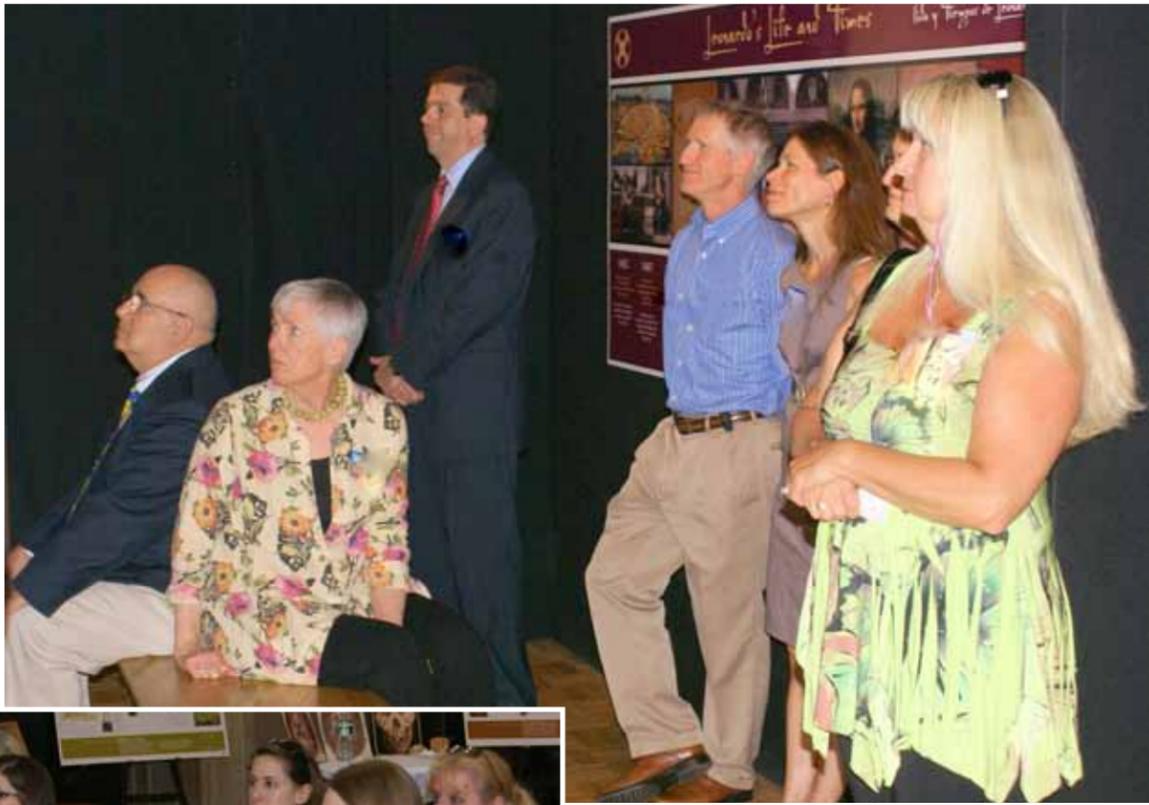
In May 2011, the Foundation convened a summit and

continued on page 4



The initiative braids public and private dollars to improve living conditions in low-income neighborhoods.

News and Notes



Top: Members of the 21st Century Fund were treated to a VIP tour of the DaVinci exhibit at the Buffalo Museum of Science; Above: The event featured interactive presentations by the Buffalo Zoo, Darwin Martin House and the Buffalo Museum of Science—past grantees that gave updates on progress that has been made because of 21st Century Fund grants.

21st Century Fund Members Get Behind-the-Scenes Look at Nonprofits

The 21st Century Fund held its biennial “Let’s Talk” event in May to gather the membership and discuss best practices for funding nonprofits. Featured at this year’s event were presentations by previous grant winners the Buffalo Museum of Science, the Buffalo Zoo and the Darwin D. Martin House. 2011 Chair Jock Mitchell also provided an update on the Fund’s membership which has grown to 350!

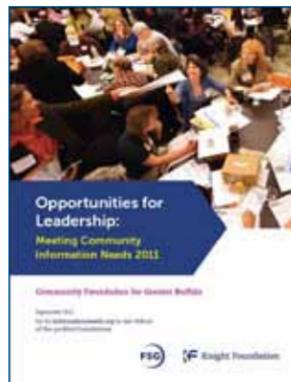
The Fund will be voting on its next \$100,000 grant in the Spring. **Join us today** and be a part of this unique community process. New members are also eligible for a complementary VIP behind-the-scenes tour of the Darwin D. Martin House or the Buffalo Zoo.

For more information about the 21st Century Fund or to find out how to become a lifetime member visit www.21stCenturyFund.org or call Rachel Phillips at 716-852-2857.

Community Foundation Featured in National Publications on Best Practices for Community Leadership

This fall, two leaders in the field of philanthropy highlighted the Community Foundation for Greater Buffalo’s leadership work as examples of best practices.

The Miami-based John S. and James L. Knight Foundation sent a video crew to Buffalo in August to create a documentary and publication about the Foundation’s efforts to create the Western New York Environmental Alliance and GrowWNY.org. The video was then shown at the Council on Foundations annual conference as an example of excellence in using technology to improve information sharing.



The Council on Foundations highlighted the Community Foundation’s success in creating partnerships among public and private organizations through its Green and Healthy Homes Initiative.

Both books and the video documentary are available at www.cfgb.org/leadership.

Cultures of Giving Legacy Initiative Leaders are Guests at Kellogg Foundation Summit



Owen Herne, Clotilde Dedecker, Dr. Anne Saldanha and Jennifer J. Parker attended a summit about philanthropy and communities of color where their success with Cultures of Giving was featured.

Since it was founded as one of our nation’s only giving circles by and for communities of color, the Cultures of Giving Legacy Initiative has attracted significant attention. In 2010, Metropolitan Opera soprano, Angela Brown, came to Buffalo to do a fundraiser for the group and a generous anonymous donor gifted a \$50,000 matching grant for their work. In 2011, the great work continued with the W.K. Kellogg Foundation inviting the group’s leaders to speak at a philanthropy summit to share how they created the CGLI as a vehicle to unite communities of color to support youth. Read more about CGLI’s work on page 6 of this newsletter or visit www.theCGLI.org to find out how to get involved.



Dr. Anne Saldanha with Alandra Washington of the Kellogg Foundation which praised CGLI’s mission and held it up as an innovative model of community philanthropy.

Q&A

with Patricia A. George Attorney at Law



Patricia A. George is an attorney based in Lockport, NY. She is a member of the Niagara Area Foundation (NAF) Council, the arm of the Community Foundation that focuses on the needs of Niagara County. Pat recently sat down with us to share her thoughts on the importance and value of a community foundation's options for donors who want to leave a legacy.

How did you first find out about the Community Foundation?

I was looking into options for a client who wanted to leave a charitable legacy in Niagara County. A colleague introduced me to the Community Foundation and it was a perfect fit. After I found out more, I realized this organization could be a great avenue for many of my clients, and I became a member of the Niagara Area Foundation (NAF) Council—the arm of the Community Foundation that focuses on the needs of Niagara County.

Under what circumstances do you discuss the Foundation with a client?

Whenever I meet with a client about estate planning, I ask if they have any interest in using their estate to provide support for charitable organizations or causes. Often, the answer is yes, and they want to give to multiple organizations or they don't have a specific organization in mind—more of an area of interest. This is when I introduce the options a community foundation can

provide. We talk about the purpose, mission and history of the Foundation and how it provides a permanent vehicle for honoring their charitable wishes and can support the issues and organizations that they care about, in their name, forever.

Please share a story of how a client of yours worked with the Foundation on their giving.

I work with a couple who initially came to me to establish their wills. They have no children, and wanted to arrange to leave their estates to benefit local charitable organizations. I provided information about how a community foundation could help them do this; first, by sharing information to help them learn more about which organizations are doing things in the community on the issues that they really cared about; and second, by inviting them to participate in a grant review meeting so they could see first-hand the types of projects that are seeking funding and pick the ones that resonated with their personal interests. I know they found this process

very rewarding. And, it's given them great confidence that after their lifetimes, the Foundation will continue to carry out their giving, in their names and as they've directed—forever.

What do your clients say about their experience with the Foundation?

It has been very positive. The staff is extremely helpful, and truly dedicated to finding opportunities that best match what each individual donor is interested in supporting.

Lately, I'm also hearing a lot about the investment returns that the Foundation is getting for its donors and how through them they are helping to increase the charitable resources that donors have at their disposal.

What role do you think a community foundation should play in the community at large?

People should be able to leave their money where they want to leave it. Often they've worked hard their entire lives for that money and I think it's important that they have dependable options for doing what they want with it and trust that after their lifetimes their wishes will continue to be carried out. The Community Foundation fills this niche nicely. It gives people the ability to leave a charitable legacy that will support what matters to them, forever.

CREATE A LASTING LEGACY:

Benefit Your Community Through Your Will

How will you be remembered? When you create an endowment fund through the Community Foundation, you can support the community you love in your name, forever.

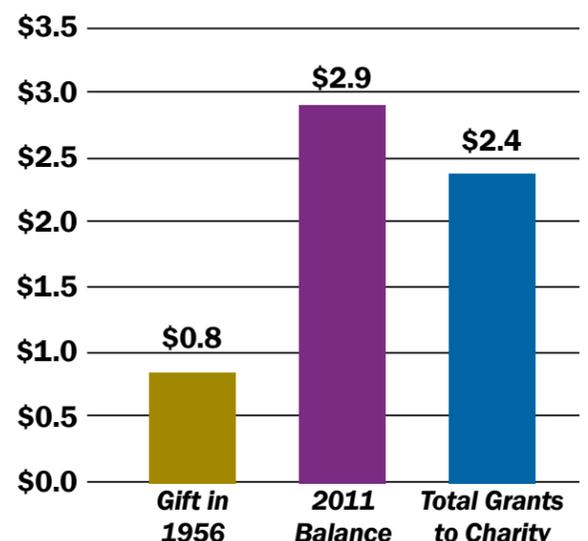
- **Your gift is invested over time.** Earnings from your endowment fund are granted to organizations based on your direction.
- **Your legacy is ensured.** Donors who endow their gifts can make a difference in their community during their lifetime and at the same time provide a gift that lasts forever.
- **We can help.** Call Betsy Constantine at (716) 852-2857 to arrange for a consultation.

Snapshot: The Power of Endowment

In 1956, a former Buffalo resident established a fund in memory of her son who spent his short life in our community. Her original gift of \$800,000 was directed to support the changing needs of the community, in his name, forever.

Over the past 50 years, this fund has grown nearly 300% to \$2.9 million, and has granted \$2.4 million to organizations in the community to improve education, the environment and the arts.

This is just one example; each endowed fund at the Community Foundation is invested in the same way and benefits from the same level of stewardship. Call us today to learn more.



Green and Healthy

continued from front cover



Through the Green & Healthy Homes Initiative (GHHI), partners like the City of Buffalo, Erie County, Heart of the City Neighborhoods and others have begun coordinating their services to more efficiently assess and address home health hazards. Above: Mayor Byron Brown pledge's the City of Buffalo's support and signs the GHHI Compact, surrounded by members of the GHHI coalition.

stock as well as high poverty and unemployment rates, many children and their families are forced to live in homes that are unhealthy, unsafe and not energy efficient.

These factors can contribute to serious problems such as frequent visits to the emergency room for uncontrolled asthma due to mold exposure; poor academic performance due to brain damage from lead poisoning; and increased poverty due to high heating bills.

Despite the fact that these issues are all related to housing, the current method for addressing them relies on disparate programs with little or no coordination.

Buffalo's Green and Healthy Homes Initiative aligns and coordinates public and private funding sources and programs for weatherization, lead hazard control, asthma control, and other home health and safety interventions in low income homes.

Homes treated through this model:

- Consume less water and energy
- Produce less waste
- Do not contain health or safety threats.
- Maximize the benefits of individual home improvements
- Support the well-being of the people living there in many ways

For more information on the Green and Healthy Homes Initiative visit GreenAndHealthyHomes.org or GHHIBuffalo.org.

brought together more than 60 public, nonprofit and private organizations to determine a plan of action for working together to help children and families living in subpar housing. As a result, partners like the City of Buffalo, Erie County, the Matt Urban Center, National Fuel and others have begun coordinating their services to more efficiently help families in need. The services they provide range from weatherization and insulation of windows and doors to reduce energy usage, removal of asthma triggers like mold, elimination of lead paint hazards, and exterior home

improvements like new roofs.

This highly collaborative effort has attracted significant attention from around the country, with the Community Foundation and its partners being highlighted by the Department of Housing and Urban Development as a national model for success and Foundation leadership are consistently asked to speak on our best practices in implementation.

Why It Matters

In communities like Buffalo that struggle with an aging and deteriorating housing

Green Jobs Program Provides Training and Employment

Using the Green and Healthy Homes model to connect service providers and braiding resources, the Community Foundation and partners at the Matt Urban Center and Erie County created a new program this year to provide green jobs training to adults currently receiving public assistance.

The program is one of the first in the nation that weaves public and private funds to train welfare-to-work program participants to make them eligible for jobs in lead hazard control, environmental contracting and green demolition.



The program trains welfare-to-work program participants for jobs in lead hazard control, environmental contracting and green demolition.

“This program is a great example of what can be accomplished when public and private entities come together to invest in our community,” said Marlies A. Wesolowski, Executive Director, Lt. Col. Matt Urban Human Services Center. “The results speak for themselves—with this specialized training the program participants are in a stronger position to find meaningful employment and through the course of their training they have directly improved the health and safety of homes in some of our most distressed neighborhoods.”

As part of the program, participants received on-site skills training by assisting in removing lead hazards from 62 homes in zip codes 14215 and 14217. Several of the homes where the work was done had previously been cited by the Health Department for lead paint hazards, but the homeowners were unable to do the work themselves.



Sundra Ryce, CEO of SLR Contracting (left) delivered the keynote at the graduation ceremony for the first class. Here, she and instructor Gordon Williams look on as program graduate Tahwana Roberson celebrates her OSHA certification.

While there are numerous job training programs in the City of Buffalo, none have lead hazard control as the primary focus.

“Given the deteriorated condition of much of the city's housing stock, current economic conditions and the prevalence of high unemployment, this initiative is critical to creating jobs and a sustainable workforce to address lead poisoning prevention through hazard reduction,” added Wesolowski.

According to graduate Tahwana Roberson, “I'm grateful for the opportunity to be in this program. I feel like we made a difference in the community and it gave me a real sense of accomplishment.”

Making the Case for Investing in Western New York

When it comes to creating change in our community on the most critical issues facing Western New Yorkers, we know no single entity can do it alone. With this in mind, and to build on the generosity of our donors, the Community Foundation seeks support from State, national and Federal funders, like the John S. and James L. Knight Foundation and the U.S. Department of Housing and Urban Development.

Funders are attracted to our region because they see opportunities to make meaningful investments, as well as our increasing ability to work collaboratively. The Community Foundation is honored to facilitate these efforts which coordinate the work of organizations and government so as to maximize existing resources and increase our impact.

During the past three years, our efforts to recruit funding to address needs in WNY have paid off to the tune of almost \$23 million. As a result, for every one dollar a Community Foundation donor has given to support the arts, education, the environment and neighborhood revitalization we have raised an additional \$8.

For more information or to get involved call Kate Masiello at (716) 852-2857.

During the past three years, the Foundation has raised \$8 for every dollar committed by our donors to education, the arts, neighborhood revitalization and the environment. Here are examples:

	Investment	Purpose
	\$2.67 million	Lead-hazard-control grant to address homes in low-income neighborhoods
THE KRESGE FOUNDATION	\$124,000	Support for Fund for the Arts to strengthen mid-sized cultural organizations
	\$320,000	Challenge grant to improve education and communications around the environment
 	\$200,000	Grant for job training and placement for the Green & Healthy Homes Initiative
	\$2.1 million	Funding to support weatherization through the Green & Healthy Homes Initiative

CFGB Staff News

WELCOME...



Colleen Becht



Alaska McInnis



Stephanie Kellner

In 2011 the Community Foundation welcomed three new faces to our team: Colleen Becht, Alaska McInnis and Stephanie Kellner. Colleen, who joined us in October as Controller, was most recently with HSBC Bank. She oversees all daily operations of the accounting and finance

department. New to WNY, Alaska McInnis is the Foundation's Scholarship Associate. Alaska administers our scholarship application and awards process which is the largest in the region and gives out more than \$2 million each year. Through a grant from the New York State Attorney General's office, Stephanie was hired as the Foundation's Program Coordinator for the Green and Healthy Homes Initiative. Before coming to the Foundation, Stephanie worked at Kaleida Health and was an active partner in the our Wipe Out Lead initiative. In her role at the Foundation, Stephanie is in charge of a coalition of more than 60 organizations that is working together to make homes safer for individuals and families living in low-income communities.

APPOINTED...



Clotilde Perez-Bode Dedecker

Community Foundation CEO Clotilde Perez-Bode Dedecker has been appointed the Chair of national community foundation leadership group, CF Leads. CF Leads is a professional organization by and for community foundations dedicated to finding ways to improve lives through collaboration and leadership. Dedecker has also been selected by New York State Attorney General Eric Schneiderman to serve on the NYS Leadership for Nonprofit Revitalization. Through her work on this Council, Dedecker will have the opportunity to advocate for regulations that strengthen nonprofits.

2012 Key Dates

Community Foundation Events

January 1
Grant and Scholarship applications available at cfgb.org

February 28
21st Century Fund Presentation Event at WNED Studios

March 8
Cultures of Giving Legacy Initiative Gala at WNED Studios

April 1
Wyoming Foundation grant applications available at WyomingFoundation.org

April 24
21st Century Fund Final Vote Event at WNED Studios

June
Scholarship winners announced

June
Wyoming Foundation grant winners announced

August
CFGB grant winners announced

New Board Members



James R. Biltekoff

Jim is an entrepreneur and businessman who currently provides management and consulting support through his company JRB LLC. He has served on the boards of the Hauptman-Woodward Medical Research Institute, the Jewish Federation of Greater Buffalo, Buffalo Niagara Medical Campus and the Buffalo Philharmonic. He is a graduate of Yale University and holds an MBA from Harvard Business School.



William L. Joyce

Bill was most recently the Executive Director of the James H. Cummings Foundation. He has served on numerous board of directors for WNY nonprofits including as Chairman at the Buffalo Niagara Medical Campus, Kaleida Health and Goodwill Industries. He is a graduate of the Wharton School at the University of Pennsylvania and earned an MBA from Harvard Business School.



Valerie DeBerry

Valerie is Senior Vice President and Head of Human Resources at First Niagara Financial Group. Prior to joining First Niagara, she held executive positions at the Buffalo Public Schools, CTG and Graphic Controls. She is an active member of several local HR organizations, including the WNY HR, EEO and Diversity Professionals Network, Strategic Human Resources Forum and the Society for Human Resources Management. Valerie holds a bachelor's degree from Barnard College of Columbia University.



John N. Walsh III

Jack is the Chairman & CEO of Walsh Insurance Group. He has served on numerous local boards and chaired several, including Women's & Children's Hospital, Nichols School, the American Red Cross and the Buffalo Philharmonic Orchestra. Currently he is the President of the Darwin D. Martin House Board and a Trustee at the Western New York Foundation. Jack is a graduate of Yale University and earned a law degree from Harvard University.

Gratitude to Departing Board Members

The Community Foundation would like to express its sincere thanks to **Katie Militello** and **Luke Jacobs** for their years of service as members of the Foundation's Board of Directors.



Katie Militello

Katie Militello's leadership and expertise have been invaluable in our efforts to create administrative efficiencies, improve services for donors and refine our communications. Her dedication to excellence and commitment to our community have been a source of inspiration to our volunteers and staff and we collectively count ourselves fortunate for having had the benefit of her leadership. Our best wishes to Katie, her husband Michael, and their family on their new adventure out West!



Luke Jacobs, Esq.

While he is completing his term on the Board, **Luke Jacobs** will remain in his capacity as the Chair of the Foundation's Investment Committee. During his tenure with the Foundation, Luke has been an integral part of building the investment strategy that has helped us to become an industry leader for investment returns—repeatedly outperforming benchmarks and successfully growing our donors' charitable dollars. We look forward to his continued partnership and extend our gratitude for his leadership.

Awards & Accolades



Native American Community Services (NACS) honored the Community Foundation with their annual Bundled Arrows Award. The award recognized the Foundation's contribution and commitment to strengthening the local Native American community and in particular for supporting the Unseen Tears documentary about the historical trauma of the local boarding school experience. (Photo: Michael Martin of NACS with the Foundation's Jean McKeown)



In its annual Best of WNY awards, Buffalo Spree Magazine named the Fund for the Arts as "the Best Friend of the Arts in WNY."



Buffalo Pre-Natal Peri-Natal Network (BPPN) recognized the Community Foundation for its dedication to eliminating childhood lead poisoning. The Foundation has been working with partners like BPPN on this issue since 2008. (Photo: Constance Schweitzer of BPPN with the Foundation's Cara Matteliano)



The American Graphic Design and Advertising Awards selected the

Foundation's GrowWNY.org logo as a Best in Category. The AGDA Awards is a national competition that showcases the best graphic design and advertising in America. The logo was designed by Crowley Webb & Associates.

COMMUNITY FOUNDATION FOR GREATER BUFFALO
Connecting people, ideas and resources...



Hon. Hugh Scott, Bob Skerker, Valerie DeBerry, Chet & Delight Dann and Katie Schneider on a tour of West Side grantees.



Ruth Ann Norton, National Coordinator for the Green and Healthy Homes Initiative, helped kick off the Buffalo pilot with Antwan Diggs from the City of Buffalo.



American Water's Kevin Dunlap with the Foundation's Clotilde Dedecker and Cara Matteliano celebrate his company's generous donation to support environmental work.



Thiel Fund grants have contributed to helping 25% of all Wyoming County residents. The Wyoming Foundation's Sally Bliss (right) and Tim Kibler (second from right) visit with area healthcare providers.



Amherst Rotary is one of 50 nonprofits that entrust their endowment to the Foundation. Myra Lawrence (right) and Kate Masiello (second from right) with member rotarians in October.



UB's Samina Raja speaks at a conference on food access supported by a Foundation grant.



Donor and Community Foundation board member Cindy Abbott-Letro with Elizabeth Gurney of the First Niagara Bank Foundation at a dinner for Foundation leaders.



Clotilde Dedecker (center) listens to United Way's Mike Weiner at a discussion convened for Attorney General Eric Schneiderman to determine how to best regulate and support nonprofits.



Grantee ReNU Niagara's Greenroots Youth Leaders decorate a rain barrel to promote environmental awareness.



Darren Penoyer and Curtis Robbins (left) of the Foundation meet with staff from Nickel City Opera about expectations for their program that is being funded through a Foundation grant.



Students from all over Western New York come together in the NFJC's COMMUNITY Builder's program, supported by a Foundation grant.



Donors and former Foundation Board members Ruth D. Bryant, Gordon Gross and Sue Gardner reunited to hear about recent Foundation accomplishments.



National philanthropy expert John Kania visited WNY to help the Community Foundation develop its 2012-2016 strategic plan.



Members of the Foundation's investment committee like Jerry Castiglia, Jerry Mazurkiewicz and Charles Balbach are instrumental in growing our donors' charitable dollars.



Youth at the Boys & Girls Club of the Northtowns enjoy a new playground courtesy of an anonymous Foundation donor.

Reminder!

Year End Giving

2011 Gifts and Grants:

To ensure that grant requests are processed prior to year's end, please make sure your 2011 grant recommendations are known to us by December 1, 2011.

Please contact Kate Masiello with any questions: katem@cfgb.org or (716) 852-2857.

Save Time, Go Green!

Sign up today for DonorCentral to view your fund electronically and make grant recommendations 24/7.

For further information, please contact Ann Texido: annmariet@cfgb.org or (716) 852-2857.

The Community Foundation for Greater Buffalo

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Clotilde Perez-Bode Dedecker

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*Ex-Officio



With Thanks...

"Three years ago, the plant that I worked at for 16 years closed. I lost my job, our health insurance and pension. As a 53 year old unskilled production worker and the poor economy, I was unable to find work for a year. During this time, I exhausted most of our savings trying to keep up with the everyday bills.

This year, my son was awarded a very generous scholarship by your Foundation. When he showed me the award letter of almost \$5,000, you just can't imagine the feeling of relief that I had at that moment.

We are so grateful and touched by your kindness. I will forever remember this and hope that someday I will be able to do the same for someone in real need. My sincere thanks."

Excerpted from one of the many thank you notes the Foundation receives throughout the year in gratitude for the generosity of our donors. [Thank you!](#)



Community Foundation
for Greater Buffalo

MAKE THE MOST OF YOUR GENEROSITY.

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