

Board of Directors Meeting

April 27, 2022 | 5:30 p.m.

Agenda

- | | | |
|-------|---------------------------|--------------------------|
| I. | Welcome and Announcements | Scott Vogel |
| II. | Approval of Minutes | Scott Vogel |
| III. | Finance Report | Jason Salomon/ Tim Wheat |
| IV. | Investment Report | Charles Jalenak |
| V. | Audit Presentation | Tim Wheat |
| VI. | Committee Charters | Scott Vogel |
| VII. | Committee Discussion | Scott Vogel |
| | ○ Finance Charter | |
| | ○ Investment Charter | |
| | ○ Other | |
| VIII. | CEO Report | Laura Linder |
| IX. | Closing | Scott Vogel |

JCP Board of Directors Meeting

***February 15, 2022, 5:30 pm
MINUTES***

On February 15, 2022, Jewish Community Partners held a Board Meeting to conduct its business via Zoom.us and in person at JCP offices.

At 5:30 pm, Mr. Scott Vogel, chair of the Jewish Community Partners Board of Directors, called the meeting to order.

JCP Board of Trustees in attendance

Cindy Finestone, Herbert Gerson, Michael Greenberg, Lee Harkavy, Gary Kaplan, Michael Kaplan, Marty Kelman, Anthony Morrison, Jason Salomon, Irvin Skopp, and Scott Vogel.

Jewish Community Partners Staff in Attendance

Michael Barnett, Laura Linder, Carrie Richardson, and Tim Wheat

Mr. Vogel called for approval of the January 19, 2022 Board Minutes. Marty Kelman moved to approve the minutes, and Anthony Morrison seconded the motion. January 19, 2022, Board Minutes were approved.

Finance & Budget

Jason Salomon, JCP Treasurer, reviewed the February 2022 Finance Committee minutes and financial packet within the meeting materials. As of December 31, 2021, combined assets are \$157 million, Federation has a surplus of \$121,000, and Foundation has a surplus of \$77,000. Tim Wheat, JCP Director of Finance & HR, reported that audits for Federation and Foundation are on track.

Investment Update

Laura Linder, JCP President & CEO, reported on the Summary of Investment Returns and Fund Balances as of December 31, 2021. Federations Endowment Funds are at 21 million. Foundation Endowment Funds are at 1.8 million. Foundation Investment Options are at 94 million. On January 26, the Investment Committee met and reviewed a new investment selection form, J-Lens, which was added to the platform and funded by a donor for 500k.

Federation Report

Cindy Finestone, Federation Chair, reviewed the list of Federation goals highlighting CRC, Outreach, FedLed events, and the Needs Assessment Initiative.

Foundation Report

Anthony Morrison, Foundation Chair, reported that ten new donor-advised funds were opened, our PAG has over 100 members, and Foundation has 12 new B'nai Tzedek funds.

JCP Retreat

Scott Vogel, JCP Board Chair, announced there would be a JCP Board Retreat on March 20, 2022, to discuss a new mission statement, new subcommittees, and committee goals.

CEO Report

Laura Linder, JCP President & CEO, reported that JCP had hired a part-time Security Administrative Assistant, Phyllis Abraham. She will assist Amanda Braswell to continue to organize and implement the 30-60-90 day security plan. The Campaign Director position is still currently open.

The meeting was adjourned at 6:30 pm.

JCP Inc. and Related Entities
Statement of Financial Position - Accrual Basis
As of February 28, 2022

	Unaudited and Preliminary			
	Combined	Federation	Foundation	JCP
Assets				
<i>Cash and Equivalents</i>	20,610,842	2,295,534	17,900,288	415,020
<i>Pledges Receivable, net of allowances</i>	4,639,840	3,296,434	1,343,406	-
<i>Prepaid Expenses</i>	37,287	15,923	21,364	-
<i>Property and Equipment, net of depreciation</i>	291,404	238,888	52,516	-
<i>Investments</i>	123,295,311	20,912,621	102,382,690	-
Total Assets	148,874,684	26,759,400	121,700,264	415,020
Liabilities and Equity				
<i>Accounts Payable</i>	26,466	7,761	-	18,705
<i>Allocations Payable</i>	1,027,943	1,017,473	10,470	-
<i>SBA PPP Loans Eligible for Forgiveness</i>	-	-	-	-
<i>Assets Held For Participating Agencies</i>	20,200,812	-	20,200,812	-
<i>Due To/From Affilites</i>	-	(828,310)	431,995	396,315
Net Assets - Equity	127,619,463	26,562,476	101,056,987	-
Total Liabilities and Equity	148,874,684	26,759,400	121,700,264	415,020

Analysis of Total Asset Growth	Total Assets	Cumulative Growth	From Investment Strategy	From All Other Factors
Current Reporting Period	148,874,684	63,804,223	40,349,472	23,454,751
As of June 30, 2021	143,089,541	58,019,080		
As of June 30, 2020	112,320,159	27,249,698		
As of June 30, 2019	105,421,720	20,351,259		
As of June 30, 2018	103,531,157	18,460,696		
As of June 30, 2017	96,897,859	11,827,398		
As of June 30, 2016	85,070,461	N/A		

JCP FY 2021-2022 (FOUNDATION)
Administration and Fundraising Budget (Detail)

		2020-2021 Budget	2020-2021 Actual (Unaudited)	2021-2022 Budget	2021-2022 Budget YTD	2021-22 Preliminary As of 2.28.22	2021-22 Budget Variance As of 2.28.22	
INCOME								
Interest Income	40-3211	3,500	5,645	3,500	2,333	5,026	2,693	
Fee Income - DA	40-3001	275,000	303,924	295,000	196,667	308,084	111,417	Fees thru 3.31
Fee Income Designated	40-3002	21,000	34,890	30,000	20,000	53,476	33,476	Fees thru 3.31
Fee Income Agency	40-3003	27,750	33,468	30,000	20,000	11,008	(8,992)	Fees thru 3.31
Fee income - Trust	40-3004	-	-	-	-	-	-	
Fee Income - Support Org	40-3010	65,750	68,220	66,000	44,000	47,473	3,473	Fees thru 3.31
Agency Participation	40-3315	30,000	44,380	44,380	29,587	38,444	8,857	Collected
Corporate Sponsorships	40-3110	5,000	5,000	5,000	3,333	-	(3,333)	
B'nai Tzedek	40-3006	15,000	16,792	15,500	10,333	-	(10,333)	
Legacy Society	40-3007	2,500	2,500	2,500	1,667	2,500	833	
Operating Endowmwn	40-3005	58,000	61,701	60,000	40,000	45,331	5,331	Fees thru 3.31
Contributions	40-3040	15,000	18,962	15,000	10,000	11,064	1,064	
Prior Year surplus	N/A	26,120	26,120	-	-	-	-	
IRS Refund of UBTI	N/A	-	719	-	-	-	-	
SBA PPP Loan Forgiveness		-	-	58,800	39,200	39,200	-	
TOTAL REVENUE		544,620	622,321	625,680	417,120	561,606	144,486	Market Driven
Personnel								
Salaries	40-5011	307,735	331,223	366,083	244,055	251,224	(7,169)	
Federal and State Payroll Taxes	40-5013	23,849	21,817	28,371	18,914	16,576	2,338	
Worker's Compensation	40-5015	1,500	1,500	1,150	767	744	23	
Medical,Dental,Disability,Life Ins (Assumes	40-5111	17,384	14,211	16,429	10,953	9,766	1,187	
Pension Plan	40-5112	16,263	19,477	21,048	14,032	15,034	(1,002)	
WTD / Contract Acctg / Retirement Plan S	40-5016	18,000	19,453	19,000	12,667	9,259	3,408	
		384,731	407,681	452,081	301,387	302,603	(1,216)	
PROFESSIONAL DEVELOPMENT								
Conferences and Meetings	40-5411	5,000	605	7,500	5,000	957	4,043	
SUPPLIES AND PRINTING (65/35)								
Office Supplies & General Printing (Lett	40-5211	6,000	4,655	7,000	4,667	5,483	(816)	
Computer Maintenance	40-5214	1,500	4,085	1,500	1,000	2,985	(1,985)	
Software Licenses & Outsourced Repor	40-5212	27,500	51,801	37,500	25,000	33,595	(8,595)	Timing is Front loaded.
Printer Contracts, monthly fees& Maint	40-5213	3,100	4,150	4,000	2,667	2,821	(154)	
		38,100	64,691	50,000	33,333	44,884	(11,551)	
OCCUPANCY								
MJCC Occupancy	40-5311	7,900	7,942	8,000	5,333	5,296	37	
Insurance	40-5312	5,000	5,080	5,000	3,333	3,653	(320)	
Controlled Access fees and maintenanc	40-5510	600	315	600	400	237	163	
		13,500	13,337	13,600	9,067	9,186	(119)	
TELEPHONE, POSTAGE, INTERNET (65/35)								
Telephone	40-5511	1,700	1,349	2,000	1,333	908	425	
Postage	40-5512	3,300	4,738	3,300	2,200	1,811	389	
Internet & Website	40-5519	6,300	952	10,000	6,667	-	6,667	Timing
		11,300	7,039	15,300	10,200	2,719	7,481	
Marketing (General Branding 65/35) - Matt								
Advertising (e.g. 4 full page ads in HW)	40-5414	2,750	3,388	3,000	2,000	1,908	92	
Annual Report (including design, printin	40-5612	4,000	5,000	4,000	2,667	-	2,667	
2 Newsletters (including design, printin	40-5417	1,800	898	2,000	1,333	606	727	
Retainers		-	-	-	-	2,625	(2,625)	Marketing Consultant
		8,550	9,286	9,000	6,000	5,139	861	
Fundraising - MJF and JFOM								
Marketing	40-6018	4,500	1,646	10,000	6,667	485	6,182	
Events (includes Outsourcing Coordina	40-4125	2,500	-	2,500	1,667	-	1,667	
Donor Cultivation (lunches/coffee)	40-6101	1,000	880	1,000	667	838	(171)	
General Meeting expense (e.g. food for	40-6102	500	-	500	333	-	333	
		8,500	2,526	14,000	9,333	1,323	8,010	
Programming and Community Impact (includes marketing)* Bluma								
Professional Advisors	40-6207	4,500	2,273	6,500	4,333	1,361	2,972	Timing
B'nai Tzedek	40-4374	15,000	16,792	15,000	10,000	105	9,895	Timing
JFOM 25th Anniversary	40-6212	17,500	16,103	-	-	-	-	
Other Programming	40-6500	-	1,400	-	-	-	-	
		37,000	36,568	21,500	14,333	1,466	12,867	
Leadership Development (including Gener	40-5622	1,500	96	1,500	1,000	-	1,000	Pandemic limitations
OTHER EXPENSE								
Annual Meeting	40-5611	1,500	1,130	1,500	1,000	8	992	
Auditing	40-5613	20,000	23,035	21,000	14,000	2,219	11,781	Timing
Dues and Subscriptions	40-5619	1,500	1,624	1,500	1,000	931	69	
Office enhancements	40-5317	-	-	-	-	1,847	(1,847)	Server Upgrade
Bank Fees/Credit Card	40-5513	1,200	1,921	2,000	1,333	1,293	40	
Miscellaneous	40-5627	1,500	172	1,500	1,000	-	1,000	
Match for New DA Funds	40-????	6,000	3,500	6,000	4,000	-	4,000	Timing
Community Participation and Outreach (Ta	40-5520	1,200	100	1,500	1,000	885	115	
		32,900	31,482	35,000	23,333	7,183	16,150	
TOTAL ADMINISTRATIVE EXPENSES		541,081	573,311	619,481	412,987	375,460	37,527	
Net Surplus/(Deficit)		3,539	49,010	6,199	4,133	186,146	182,013	

JCP FY 2021-2022 (FEDERATION)

Administration and Fundraising Budget (Detail)

----- FEDERATION -----

		2020-2021	2020-2021	2021-22	2021-22	2021-2022	2021-2022	
		Budget	Actual	Budget	Budget	Preliminary	Budget Variance	
			(Unaudited)	Annual	YTD	2.28.2022	As of 2.28.2022	
INCOME								
Unrestricted Campaign Grant for Admin & Fundraising	N/A	450,000	450,000	500,000	333,333	333,333	-	
Unrestricted Campaign Grant for Programming	N/A	460,000	460,000	636,958	424,639	424,639	-	
SBA PPP Loan Forgiveness		-	-	57,000	38,000	38,000	-	
Lemsky Admin fee	10-3005	108,642	108,642	130,756	87,171	87,171	-	
Operating Endowment Fee	10-3005	90,535	90,535	108,963	72,642	72,642	-	
Corporate Sponsorship - Cash Collected	10-3011	40,000	36,500	40,000	26,667	25,000	(1,667)	
Tributes - Cash Collected	10-3111	6,500	8,291	5,000	3,333	3,805	472	
Event Income (Non-YAD) - A Taste of Israel	10-3132	30,000	6,272	30,000	20,000	-	(20,000)	Event in question
Miscellaneous Income (e.g. Donations, reimbursements, etc.)	10-3312	11,300	11,373	7,500	5,000	6,478	1,478	
Special Funding or Grants	10-3313	-	3,000	-	-	11,950	11,950	JFNA for Shine-A-Light / Wish List Gifts
YAD Event Income	32-3321	-	550	-	-	-	-	
Grinspoon Grant for PJ staff	30-3017	1,200	-	1,200	800	-	(800)	
Meals Program Administrative Management Fee	10-3221	5,000	5,000	5,000	3,333	3,333	-	
Scholarship-Management fee	10-3219	1,000	1,000	1,000	667	667	-	
Hillel Management Fee	10-3220	15,000	15,000	15,000	10,000	10,000	-	
WAFJFS Endowment Marketing Fee	10-3131	15,000	15,000	15,000	10,000	10,000	-	
Prior Year Surplus	N/A	44,375	44,375	-	-	-	-	
Community Wide Professional Development		-	-	10,000	6,667	6,667	-	
TOTAL REVENUE		1,278,552	1,255,538	1,563,377	1,042,251	1,033,684	(8,567)	
Personnel								
Salaries	10-5011	706,488	654,367	914,714	609,809	533,517	76,292	
Federal and State Payroll Taxes	10-5013	56,003	43,440	70,433	46,955	37,849	9,106	
Medical,Dental,Disability,Life Ins (Assumes 10% Increase)	10-5111	59,773	49,225	64,707	43,138	24,172	18,966	
Pension Plan	10-5112	37,210	34,963	39,779	26,519	28,283	(1,764)	
		859,474	781,995	1,089,633	726,422	623,821	102,601	Staff actual different than budget.
PROFESSIONAL DEVELOPMENT								
Conferences and Meetings	10-5411	10,000	624	15,000	10,000	1,623	8,377	Pandemic limitations.
SUPPLIES AND PRINTING								
Office Supplies & General Printing (Letterhead, envelopes, etc.)	10-5211	11,000	8,731	11,000	7,333	9,948	(2,615)	We will exceed budget in this category.
Computer Maintenance	10-5214	2,750	5,521	2,750	1,833	5,729	(3,896)	We will exceed budget in this category.
JFNA CRM Fees	10-5217	11,000	28,757	11,000	7,333	7,319	14	
Software Licenses & Outsourced Report Writing	10-5212	12,500	9,758	12,500	8,333	10,780	(2,447)	We will exceed budget in this category.
Printer Contracts, monthly fees& Maintenance	10-5213	5,800	7,524	5,800	3,867	5,238	(1,371)	
		43,050	60,291	43,050	28,700	39,014	(10,314)	
OCCUPANCY								
MJCC Occupancy	10-5311	52,000	50,224	52,000	34,667	33,472	1,195	
Insurance	10-5312	9,300	9,068	9,300	6,200	6,783	(583)	
Controlled Access fees and maintenance	10-5510	1,050	585	1,050	700	440	260	
		62,350	59,877	62,350	41,567	40,695	872	
TELEPHONE, POSTAGE, INTERNET (65/35)								
Telephone	10-5511	3,500	3,310	3,500	2,333	1,687	646	
Postage	10-5512	6,200	8,718	6,200	4,133	3,538	595	
Internet & Website	10-5519	5,500	3,089	5,500	3,667	-	3,667	Timing
		15,200	15,117	15,200	10,133	5,225	4,908	
Marketing (General Branding)								
Advertising	10-5414	5,000	3,606	5,000	3,333	2,312	1,021	
Annual Report (including design, printing and mailing)	10-5612	7,500	10,000	7,500	5,000	-	5,000	Timing
2 Newsletters (including design, printing and mailing)	10-5417	4,500	2,049	4,500	3,000	1,125	1,875	
Marketing Retainers	10-5413	24,400	30,000	30,000	20,000	27,375	(7,375)	Strategic Analysis in addition to monthly fees.
JFS Marketing	10-6019	-	-	15,000	10,000	-	10,000	
		41,400	45,655	62,000	41,333	30,812	10,521	
Fundraising / Campaign/LOJ/Super Sunday/ETC								
	15-XXXX	65,800	77,537	65,800	43,867	47,905	(4,038)	Includes \$7,267 Lobbying FYTD
FedLed and all related costs including marketing, printing, etc.								
Engagement Programming	32-6103	2,500	8,229	2,500	1,667	3,601	(1,934)	
		2,500	8,229	2,500	1,667	3,601	(1,934)	
Programming and Community Impact (includes marketing)								
Costs for Administering Grants (copying, meeting expense - i.e., Food)	37-6200	1,000	-	1,000	667	315	352	
Task Forces (Senior Services, Teen Professionals, Special Needs ,etc.)	37-6201	1,000	-	1,000	667	140	527	
Lion of Judah (Programming)	37-6100	-	-	8,323	5,549	2,428	3,121	
Holocaust Remembrance	37-6202	7,500	11,779	13,324	8,883	1,819	7,064	Timing
Newcomers	37-6203	2,000	(800)	2,000	1,333	731	602	
Israel Advocacy (mostly marketing and possibly a program)	37-6204	2,000	1,552	2,000	1,333	-	1,333	
CRC - dues for Israel Action Network, JCPA, interfaith activities, etc.	37-5635	5,000	21	5,000	3,333	11,213	(7,880)	Shine-A-Light / Dignity Grows - see special funding
General Program expense	37-6205	7,500	12,093	7,500	5,000	13,405	(8,405)	Anti-Semitism Yard signs and personnel allocation.
Leadership Development	37-????	-	-	10,000	6,667	2,169	4,498	
Isolated Seniors Program	37-4521	11,000	10,626	11,000	7,333	7,089	244	
A Taste of Israel	37-6211	35,000	19,062	35,000	23,333	-	23,333	Event in question
		72,000	54,333	96,147	64,098	39,309	24,789	
Leadership Development (including General Assembly)								
	10-5622	2,000	6,178	15,000	10,000	39	9,961	Pandemic Limitations.
OTHER EXPENSE								
Annual Meeting	10-5611	1,500	2,760	1,500	1,000	565	435	
Auditing	10-5613	21,000	24,514	21,000	14,000	4,063	9,937	Timing
Dues and Subscriptions	10-5619	2,000	823	2,000	1,333	863	470	
Capital Reserve/Community Ed	10-5630	10,000	-	10,000	6,667	-	6,667	
Bank Fees/Credit Card	10-5513	14,000	10,055	14,000	9,333	6,734	2,599	
Miscellaneous	10-5627	2,000	332	2,000	1,333	104	1,229	
Endowment Support	10-5633	4,500	8,151	4,500	3,000	8,151	(5,151)	Billed annually.
Office Enhancements	10-5317	2,500	-	2,500	1,667	3,431	(1,764)	Server Upgrade
Worker's Compensation	10-5015	2,500	2,006	2,300	1,533	1,383	150	
WTD / Contract Actg / Retirement Plan Services	10-5016	18,000	19,652	19,000	12,667	9,509	3,158	
Recruiting	10-5412	-	9,439	-	-	6,170	(6,170)	Search for Campaign Director
Community Participation and Outreach (Tables, Ads, Etc)	10-5520	7,500	2,572	7,500	5,000	6,375	(1,375)	
		85,500	80,304	86,300	57,533	47,348	10,185	
TOTAL ADMINISTRATIVE EXPENSES		1,259,274	1,190,140	1,552,980	1,035,320	879,392	155,928	
Net Surplus/(Deficit)		19,278	65,398	10,397	6,931	154,292	147,361	

Memphis Jewish Federation
Schedule of Grants for the YE June 30, 2021 and YE June 30, 2022

2021-2022
Allocation
Payments
Through
2.28.2022

		2021-2022 Funding Allocations				
		From	From	From	Combined	
		Unrestricted	Unrestricted	Directed Gift		
		2020-2021	2021 - 2022			
Overseas						
JFNA - Unrestricted and Fair Share	10-4011	919,703.00	844,529.15	-	844,529.15	563,019.36
JAFI Israel Partnership	10-4162	-	6,000.00	-	6,000.00	584.25
Birthright Israel	10-4442	25,000.00	25,000.00	-	25,000.00	25,000.00
JFNA - Kharkov	10-4164	15,000.00	15,000.00	-	15,000.00	15,000.00
MJF Israel Programming	N/A	-	51,400.30	-	51,400.30	34,266.86
Subtotal		959,703.00	941,929.44	-	941,929.44	637,870.47
*						
Local						
JFS Marketing Grant	10-4???	15,000.00	15,000.00	-	15,000.00	10,000.00
Jewish Family Service - MJCC	10-4361	256,000.00	44,687.00	87,241.96	131,928.96	87,952.56
BBYO Memphis	10-4311	40,000.00	40,000.00	-	40,000.00	26,666.64
Facing History & Ourselves	10-4326	7,000.00	7,000.00	2,500.00	9,500.00	7,301.00
Jewish Children's Regional Service	10-4371	12,000.00	15,000.00	-	15,000.00	10,000.00
Jewish Education	10-4351	406,072.00	399,572.00	1,500.00	401,072.00	319,322.00
Memphis Jewish Community Center	10-4336	297,290.00	297,290.00	150.00	297,440.00	198,193.36
Memphis Jewish Home & Rehabilitation	10-4316	103,000.00	103,000.00	5,500.00	108,500.00	68,666.64
Plough Towers	10-4373	39,621.00	41,589.00	-	41,589.00	27,726.00
Temple Israel Youth - MeFTY	10-4384	14,000.00	14,000.00	-	14,000.00	3,583.00
Synagogue Youth - NCSY	10-4385	15,000.00	15,000.00	-	15,000.00	9,485.00
Synagogue Youth - Beth Shalom / USY	10-4386	4,200.00	2,000.00	-	2,000.00	-
Youth Group Collaborative Grant	10-New	-	5,000.00	-	5,000.00	-
Subtotal		1,209,183.00	999,138.00	96,891.96	1,096,029.96	768,896.20
**						
Fedovation						
Bridge Institute - Universal Language Room	75-4532	4,000.00	-	-	-	-
MJHR-Bornblum Panim El Panim	75-4536	1,400.00	-	-	-	-
MHA - Ties That Bind	75-4535	10,000.00	-	-	-	-
Baron Hirsch - Memphis YU Torah Fellows	75-4525	5,000.00	-	-	-	-
Wellness (Directed Gift)	75-4???	-	-	20,000.00	20,000.00	-
Subtotal		20,400.00	-	20,000.00	20,000.00	-
Lemsky						
Teen Israel Experience	70-4418	90,000.00	60,000.00	-	60,000.00	1,367.88
Post High School Israel Trips	70-4419	55,000.00	40,000.00	-	40,000.00	7,500.00
Bornblum 8th Grade Trip to Israel	70-4416	23,500.00	22,500.00	-	22,500.00	-
Need Based Scholarships for Israel Travel	70-4411	10,000.00	10,000.00	-	10,000.00	1,000.00
Lemsky fact Finding Mission	70-4410	8,375.00	9,125.00	-	9,125.00	-
Memphis Shoham Steering Cmte in Israel	70-4426	10,000.00	10,000.00	-	10,000.00	-
MHA Junior High Trip to Israel	70-4448	46,300.00	72,000.00	-	72,000.00	-
Adults in Need - First time Travelers	70-4454	15,000.00	15,000.00	-	15,000.00	-
CCD Mission	70-4417	-	17,050.00	-	17,050.00	-
Men's JWRRP Trip	70-4421	10,174.00	10,175.00	-	10,175.00	-
Israel Adventure Experience	70-4431	35,000.00	-	-	-	-
MHA - Kollel Torah MiTzion	70-4112	50,000.00	50,000.00	-	50,000.00	50,000.00
MJCC - Center for Jewish Living & Learning	70-4115	50,000.00	50,000.00	-	50,000.00	-
Memphis Friends of Israel - Festival	70-4113	-	12,000.00	-	12,000.00	-
Memphis NCSY Scholars	70-4455	16,075.00	16,075.00	-	16,075.00	-
Israel @ 75 Project Coordinator	70-New	-	10,000.00	-	10,000.00	-
ORT America - Youth Village Dropout	70-New	-	15,000.00	-	15,000.00	15,000.00
MJHR - Stand On Holy Ground	70-New	-	4,000.00	-	4,000.00	-
Bornblum - From Land Milk Honey to Gardens	70-New	-	7,500.00	-	7,500.00	-
TI - Institute for Reform Zionism	70-4457	-	21,325.00	-	21,325.00	-
Israel Scouts Friendship Caravan	70-4212	6,150.00	6,200.00	-	6,200.00	-
JAFI Nativ	70-4434	23,500.00	27,500.00	-	27,500.00	27,500.00
JDC / Celeb (Holocaust Survivors)	70-4449	68,000.00	75,000.00	-	75,000.00	75,000.00
JAFI / Mechinat or Yehuda	70-4439	23,500.00	27,500.00	-	27,500.00	27,500.00
WUPJ / Yachdav - Jewish Peoplehood	70-4430	28,500.00	23,000.00	-	23,000.00	-
JAFI Youth Futures in Sderot	70-4437	23,500.00	25,000.00	-	25,000.00	25,000.00
Subtotal		592,574.00	635,950.00	-	635,950.00	229,867.88
Sum of Subtotals		2,781,860.00	2,577,017.44	116,891.96	2,693,909.40	1,636,634.55
* From Line 33 of Waterfall - Overseas			941,929.00			
From Line 42 of Waterfall - Local			1,038,316.00			
AJE for MJF Recalculation			(1,074.82)			
** Allocated Above - Local			(999,138.00)			
Unallocated Local Granting Funds			38,103.18			

Memphis Jewish Federation
Comparison of Campaign Collections at Same Monthly Cut-off
As of 2.28.2022

Date of Measurement	Campaign Year	Pledge Totals	Uncollected Balance	Percentage Collected
2.28.2022	2021	3,441,166.60	135,471.58	96.06%
2.28.2021	2020	3,276,665.48	87,442.72	97.33%
2.29.2020	2019	3,475,090.31	89,362.10	97.43%
2.28.2019	2018	3,483,648.93	125,403.85	96.40% CRM Conversion Year
2.28.2018	2017	3,389,415.01	144,668.58	95.73%

Jewish Community Partners, Inc.
Summary of Investment Returns and Fund Balances
March 31, 2022

	Month	Year-to-date	1 year	3 year	5 year	10 year	Fund Balances	
Memphis Jewish Federation Endowment Funds								
Vanguard Institutional Advisory Services (VIAS) (100%)	-0.31%	-7.00%	-0.18%	8.51%	7.09%	n/a	20,103,006.23	
Total Memphis Jewish Federation Endowment Funds							20,103,006.23	
Jewish Foundation of Memphis Endowment Funds								
Vanguard Institutional Advisory Services (VIAS)	-0.43%	-7.05%	-0.41%	8.11%	6.89%	n/a	1,520,238.04	
Israel Investment ETF - ISRA	0.79%	-4.63%	-4.63%	6.41%	14.87%	10.96%	66,809.82	
Money Market Funds	<i>Average earnings approximately 0.22%</i>							76,039.27
Total Jewish Foundation of Memphis Endowment Funds							1,663,087.13	
Jewish Foundation of Memphis Agency, DAF, Designated & Family Foundations:								
Vanguard Institutional Advisory Services (VIAS)	-0.43%	-7.05%	-0.41%	8.11%	6.89%	n/a	28,378,846.12	
Short Term Bond Index 100% Fixed (VBIRX)	-1.90%	-3.40%	-3.87%	1.06%	1.37%	1.28%	182,924.25	
LifeStrategy Income 20% Equity/80% Fixed (VASIX)	-1.79%	-5.61%	-2.29%	3.90%	4.11%	4.11%	797,309.03	
LifeStrategy Conservative Growth 40% Equity/60% Fixed (VSCGX)	-0.91%	-5.67%	-0.18%	6.52%	6.15%	5.95%	3,284,959.54	
LifeStrategy Moderate Growth 60% Equity/40% Fixed (VSMGX)	0.00%	-5.66%	1.88%	9.03%	8.10%	7.71%	24,158,636.10	
LifeStrategy Growth 80% Equity/20% Fixed (VASGX)	0.87%	-5.72%	3.96%	11.51%	10.01%	9.41%	17,714,243.62	
Stock Market Index Fund 100% Equity (VTSAX)	3.25%	-5.46%	11.67%	18.15%	15.36%	14.24%	9,828,934.60	
Israel Investment ETF - ISRA	0.79%	-4.63%	-4.63%	6.41%	14.87%	10.96%	42,393.00	
J-Lens (Wells Fargo - gross return)	3.70%	-4.41%	n/a	n/a	n/a	n/a	521,733.51	
Money Market Funds	<i>Average earnings approximately 0.22%</i>							5,348,997.91
Total Jewish Foundation of Memphis Investment Options:							90,258,977.68	

2022	March	YTD
GIFTS	683,656.26	1,685,501.15
GRANTS	791,671.70	2,643,415.30
NET	-108,015.44	-957,914.15

Support Organizations	4 funds
Donor Advised Funds	377 Fund
Designated Funds	56 funds
B'nai Tzedek Funds	78 funds
Custodial Funds	53 funds

3.71% -4.60% 15.65% 18.92% 15.99% 14.64%

S&P 500

36% CRSP US Total Market Index, 28% Barclays U.S. Aggregate Float Adjusted Index, 24% FTSE Global All Cap ex US Index, and 12% Barclays Global Aggregate ex-USD Float Adjusted RIC Capped Index as of July 1, 2015

0.28% -5.32% 2.47% 9.63% 8.54% 8.02%

Barclays U.S. 1-5 Year Government/Credit Float-Adj Spliced Idx

-1.91% -3.45% -3.84% 1.14% 1.42% 1.36%

Outside Manager:

Edward Jones
Highland Capital

4,504,863.93
5,816,883.98
TOTAL \$122,346,818.95