



Memphis Jewish Federation | Jewish Foundation of Memphis

**JCP Board of Directors Meeting
September 11, 2019**

AGENDA

Jewish Community Partners works to build and sustain a vibrant Jewish community in Memphis, Israel and throughout the world that is cared for, connected and engaged.

- | | | |
|------|---|--|
| I. | Welcome and Call to order | Ken Steinberg, Chair |
| II. | 2019/2020 Focus Areas | Cindy Finestone, MJF Chair
Anthony Morrison, JFOM Chair |
| III. | Table Chats | |
| IV. | New Business (requiring board action) | Ken Steinberg, Chair |
| | a. Election of Craig Weiss as Security liaison to JCP Exec. Committee | |
| | b. Approval of Amended Jewish Education Funding Policy | Gary Kaplan |
| | c. Consent Agenda | |
| V. | President's Report | Laura Linder, President/CEO |
| VI. | Why the Collective? The Power of our National System | David Brown, JFNA National Campaign Chair |
| VII. | Adjournment | Ken Steinberg |

2019/2020 MJF Focus Areas

- 1) Financial sustainability of JFS
- 2) Community Sustainability with a focus on next generation leadership and campaign engagement
- 3) Security
- 4) Assessing MJF to ensure we are able to focus our resources on the most pressing Jewish issues/needs (e.g. addressing increased anti-Semitism and anti-Israel sentiment; addressing growing disengagement in Israel)

2019/2020 JFOM Focus Areas

- 1) 25th Anniversary Celebration
- 2) Open new Donor Advised Funds
- 3) Year 5 of the Grinspoon Foundation Create Your Jewish Legacy Program
- 4) Engagement of Professional Advisory Group including publishing a new directory

	Count	Pledge Amount
ANN2019		
Allocation \ Designated \ Camp Scholarships	1	\$1,000.00
Allocation \ Designated \ Facing History	1	\$1,000.00
Allocation \ Designated \ Hillel at Rhodes	2	\$50,600.00
Allocation \ Designated \ Israel	1	\$15,000.00
Allocation \ Designated \ Israel Movement for Progressive Judaism	1	\$15,000.00
Allocation \ Designated \ JAFI (Jewish Agency For Israel)	1	\$18,000.00
Allocation \ Designated \ Jewish Children's Region Service	1	\$3,000.00
Allocation \ Designated \ Joint Distribution Committee	2	\$34,500.00
Allocation \ Designated \ Local Agencies	8	\$155,700.00
Allocation \ Designated \ Margolin Hebrew Academy Scholarship Fund	1	\$0.00
Allocation \ Designated \ Memphis Jewish Community Center	1	\$5,000.00
Allocation \ Designated \ Memphis Jewish Community Center Fund	1	\$2,000.00
Allocation \ Designated \ Memphis Jewish Home Fund	1	\$500.00
Allocation \ Designated \ Youth Programs	1	\$19,498.99
Annual \ Designated \ Annual Campaign \ Above & Beyond Giving: Care for Fellow Jews	2	\$13,000.00
Annual \ Designated \ Annual Campaign \ Above & Beyond: Jewish Family Service	92	\$264,059.08
Annual \ Designated \ Annual Campaign \ Above & Beyond: Security	4	\$14,690.16
Annual \ Designated \ Annual Campaign \ Above & Beyond: Sustainability	1	\$5,000.00
Annual \ Designated \ Annual Campaign \ Senior Hot Meals Program	3	\$67,400.00
Annual \ Undesignated \ Annual Campaign \ Annual Campaign	1195	\$2,701,353.50
Sponsorships \ Designated \ Sponsorships	1	\$0.00
Supplemental \ Designated \ Hillel	14	\$71,050.00
Supplemental \ Designated \ Life Insurance Fund	1	\$1,620.58
Supplemental \ Designated \ PJ Library	2	\$15,118.00
ANN2019	1338	\$3,474,090.31
PRO2019		
Annual \ Undesignated \ Annual Campaign \ Annual Campaign	30	\$644.00
PRO2019	30	\$644.00
REL2019		
Relief \ Designated \ Disaster Relief	117	\$21,772.00
REL2019	117	\$21,772.00
SEN2019		
Senior Services \ Designated \ Hot Meals Program Fees	12	\$409.50
SEN2019	12	\$409.50
SPO2019		
Programming \ Designated \ Yiddishe Cup Event	60	\$12,243.90

Programming \ Designated \ Yom Hashoah Program	2	\$1,500.00
Sponsorships \ Designated \ Sponsorships	14	\$48,027.60
SPO2019	76	\$61,771.50
SUP2019		
Allocation \ Designated \ Travis Fund	1	\$18.00
Allocation \ Designated \ Wish List Gifts	5	\$67,150.60
Annual \ Designated \ Annual Campaign \ Above & Beyond: Jewish Family Service	2	\$123.89
Programming \ Designated \ Hillel Programming	1	\$80.00
Programming \ Designated \ Israel Scouts	1	\$6,260.00
Relief \ Designated \ MIFA CommUNITY Days	33	\$2,696.78
Supplemental \ Designated \ Honorial & Memorials	70	\$4,419.00
Supplemental \ Designated \ Misc. Fund	2	\$98.13
Supplemental \ Designated \ Operating Expenses	4	\$20,022.19
SUP2019	119	\$100,868.59
	1,692	\$3,659,555.90

REPORT PARAMETERS:

Show Designation Details:	Yes	Dates: 7/1/2014 to 6/30/2019
Only Show Event Pledges:	No	Campaign Structure: All LY1 Campaigns (Ad-hoc Query)
Include Unapplied Pledges:	No	Subtitle:

Statement of Financial Positions as of June 30, 2019

----- PRELIMINARY -----

	Federation	Foundation	JCP	Combined
ASSETS				
Cash	1,664,510	1,365,188	79,405	3,109,103
Contribution				-
Receivables	2,013,318	-	-	2,013,318
Prepaid Expenses	22,486	3,874	-	26,360
Property & Equipment	319,194	59,185	-	378,379
Investments	16,998,200	82,873,653	-	99,871,853
TOTAL ASSETS	21,017,708	84,301,900	79,405	105,399,013
LIABILITIES & NET ASSETS				
Payables	2,260,604	300,000	3,508	2,564,112
Other Liabilities	(236,463)	160,566	75,897	-
Assets Held For Others	-	14,449,990	-	14,449,990
Net Assets	18,993,567	69,391,344	-	88,384,911
TOTAL LIABILITIES & NET ASSETS	21,017,708	84,301,900	79,405	105,399,013

JFOM Funding Recap

	JFOM Budget 2017-18	JFOM Actual 6/30/2018	JFOM Budget 2018-19	JFOM Projected 5.15.2019	JFOM Actual 6.30.2019	JFOM Budget 2019-20	JFOM Actual Projected
Interest Income	7,000	8,069	7,000	7,250	6,108	7,250	
Fee Income - DA	250,000	285,903	276,000	305,000	308,660	305,000	
Fee Income Designated	20,000	19,642	19,300	23,000	21,902	23,000	
Fee Income Agency	14,185	14,463	14,300	15,400	15,309	15,400	
Fee income - Trust	1,800	-	-	-	-	-	
Fee Income - Support Income	52,616	56,252	56,600	61,500	61,438	61,500	
Agency Participation	45,000	45,000	20,000	20,000	20,000	20,000	
Corporate Sponsorships	5,000	5,000	5,000	5,000	5,000	-	
B'nai Tzedek	15,000	15,924	15,000	14,400	14,441	15,000	
Legacy Society	2,500	2,500	2,500	2,500	2,500	2,500	
Operating Endowmwnt	61,000	60,654	60,650	59,500	59,582	59,500	
Contributions	8,000	12,124	11,700	16,250	17,259	12,500	
CYJL Income	40,000	40,000	40,000	40,000	40,000	-	-
Surplus Rollover			25,000	25,000	25,000	50,000	
Foundation Savings	-	-	-	-	-	-	-
	522,101	565,531	553,050	594,800	597,199	571,650	-

Administration and Fundraising Budget (Detail)

	----- FEDERATION -----				----- FOUNDATION -----			
	2019-2020 Budget	2018-19 Budget	2018-19 Projection @ 5.15.2019	2018-19 Actual Preliminary	2019-2020 Budget	2018-19 Budget	2018-19 Projection @ 5.15.2019	2018-19 Actual Preliminary
INCOME								
Unrestricted Campaign Grant for Admin & Fundraising	450,000	450,000	450,000	450,000				
Restricted Gift Assessment	-	-	-	-				
Unrestricted Campaign Grant for Programming	447,000	350,000	350,000	350,000				
Lemsky Admin fee	106,355	93,824	93,824	93,824				
Operating Endowment Fee	88,629	78,187	78,187	78,187				
Corporate Sponsorship	75,000	125,000	50,000	48,028				
Tributes	7,500	10,000	6,000	4,419				
Event Income (Non-YAD) - A Taste of Israel 25k / Other 10k	30,000	35,000	26,500	29,253				
Miscellaneous Income (e.g. Donations, reimbursements, etc.)	20,000	20,000	20,000	20,120				
Outside Grant (HG Foundation for PJ Staffing)	1,200	1,200	1,200	1,200				
YAD Event Income	2,500	2,500	1,440	1,440				
Meals Program Administrative Management Fee	5,000	5,000	5,000	5,000				
Scholarship-Management fee	1,000	1,000	1,000	1,000				
Hillel Management Fee	15,000	15,000	15,000	15,000				
JFS Marketing Grant and Campaign Launch	15,000	15,000	15,000	15,000				
Security Grant from MJF Campaign	30,000	-	-	-				
Security Assessments - Agencies	25,000	55,000	55,000	55,000				
TOTAL REVENUE	1,319,185	1,256,711	1,168,151	1,167,471	571,650	553,050	594,800	597,199
Personnel								
Salaries	737,600	649,105	629,645	636,766	329,647	345,775	347,126	341,050
Federal and State Payroll Taxes	57,164	50,307	47,270	45,990	25,548	26,797	24,787	24,074
Worker's Compensation	1,350	1,350	1,350	1,472	1,350	1,350	1,350	831
Medical,Dental,Disability,Life Ins (Assumes 5% Increase)	59,030	45,250	56,388	52,559	11,520	10,718	10,950	9,622
Pension Plan	32,500	35,337	35,750	33,477	17,209	17,240	18,111	18,546
Less: Allocation to Programming - Federation	-	-	-	-				
Less: Allocation to Fundraising - Federation	-	-	-	-				
WTD / Contract Acctg / Retirement Plan Services	18,000	18,250	17,795	17,479	18,000	18,250	17,795	16,319
	905,644	799,599	788,198	787,743	403,274	420,130	420,119	410,442
PROFESSIONAL DEVELOPMENT								
Conferences and Meetings (Laura) (Sarah for JFOM)	15,000	15,000	12,500	10,199	7,500	7,500	4,000	2,258
SUPPLIES AND PRINTING (65/35)								
Office Supplies & General Printing (Letterhead, envelopes, etc.)	10,775	8,775	11,372	10,986	5,725	4,725	8,320	6,933
Computer Maintenance	2,750	2,750	2,920	4,733	1,470	1,470	2,500	2,062
Software Licenses & Outsourced Report Writing (not subject to 65/35)	10,500	12,500	8,000	2,743	27,500	25,000	27,500	29,087
Printer Contracts, monthly fees& Maintenance	5,700	5,700	5,750	5,514	3,070	3,070	3,070	2,872
	29,725	29,725	28,042	23,976	37,765	34,265	41,390	40,954
OCCUPANCY								
MJCC Occupancy	51,960	49,509	49,509	49,509	7,830	7,830	7,830	7,830
Insurance	9,165	9,165	9,038	9,046	4,935	4,935	4,867	4,870
Controlled Access fees and maintenance	1,040	1,040	750	850	560	560	400	458
	62,165	59,714	59,297	59,405	13,325	13,325	13,097	13,158
TELEPHONE, POSTAGE, INTERNET (65/35)								
Telephone	3,445	3,445	3,100	2,889	1,855	1,855	1,600	1,643
Postage	6,110	6,110	8,000	4,114	3,290	3,290	3,290	2,649
Internet & Website	4,641	4,641	5,230	4,795	5,999	5,999	3,000	2,586
	14,196	14,196	16,330	11,798	11,144	11,144	7,890	6,878
Marketing (General Branding 65/35) - Matt								
Advertising (e.g. 4 full page ads in HW)	4,745	4,745	4,500	4,426	2,555	2,555	2,555	1,589
Annual Report (including design, printing and mailing)	7,500	13,900	6,750	7,103	2,100	2,100	3,370	3,370
2 Newsletters (including design, printing and mailing)	2,600	2,600	2,250	507	1,400	1,400	2,000	1,454
JFS Marketing	15,000	15,000	15,000	10,310	-	-	-	-
	29,845	36,245	28,500	22,346	6,055	6,055	7,925	6,413
Fundraising - MJF and JFOM								
Marketing	15,000	15,000	15,000	14,308	4,500	4,500	2,250	1,079
Events (includes Outsourcing Coordination)	20,000	15,000	15,000	12,537	2,500	2,500	-	-
Lion of Judah	10,000	10,000	11,150	10,991	-	-	-	-
Donor Cultivation (lunches/coffee)	5,000	4,000	2,000	2,277	1,250	1,250	500	1,004
General Meeting expense (e.g. food for planning meetings)	1,000	1,000	1,000	463	750	750	250	25
Personnel Allocation Fundraising	-	-	-	-	-	-	-	-
	51,000	45,000	44,150	40,576	9,000	9,000	3,000	2,108
YAD and all related costs including marketing, printing, etc. - Lauren								
Fundraising (e.g. events, special marketing, etc.)	7,500	7,500	6,668	6,495	-	-	-	-
Engagement Programming	2,500	2,500	1,100	622	-	-	-	-
	10,000	10,000	7,768	7,117	-	-	-	-
Programming and Community Impact (includes marketing)* Bluma								
Costs for Administering Grants (copying, meeting expense - i.e.. Food)	1,750	1,750	1,000	256	-	-	-	-
Task Forces (Senior Services, Teen Professionals, Special Needs ,etc.)	1,000	2,500	500	30	-	-	-	-
Holocaust Remembrance	7,500	7,500	7,500	8,589	-	-	-	-
Newcomers	3,000	3,000	2,500	1,603	-	-	-	-
Israel Advocacy (mostly marketing and possibly a program)	2,500	5,000	1,000	70	-	-	-	-
CRC - dues for Israel Action Network, JCPA, interfaith activities, etc.	5,000	5,000	5,000	5,614	-	-	-	-
General Program expense (food for meetings/gatherings for programs not listed)	2,500	2,500	2,000	2,403	-	-	-	-
Security Council & Emergency Alert System	55,000	60,000	60,000	61,489	-	-	-	-
Study - Southern Growth (Board Priority Setting)	5,000	-	-	-	5,000	-	-	-
Professional Advisors	-	-	-	-	2,000	2,000	1,500	420
B'nai Tzedek	-	-	-	-	15,000	15,000	15,000	15,000
Personnel Allocation	-	-	-	-	-	-	-	-
JFOM 25th Anniversary	-	-	-	-	30,000	-	-	-
A Taste of Israel	35,000	50,000	45,000	43,176	-	-	-	-
	118,250	137,250	124,500	123,230	52,000	17,000	16,500	15,420
General Assembly	5,000	8,500	6,500	8,500	1,000	1,500	1,500	-
OTHER EXPENSE								
Annual Meeting	1,500	1,500	1,500	702	1,500	1,500	1,500	570
Auditing	20,500	20,500	20,500	24,486	19,000	19,000	22,413	30,054
Dues and Subscriptions	3,500	5,000	2,000	1,575	2,000	2,000	1,750	2,232
Capital Reserve/Community Ed	15,000	17,500	-	-	-	-	-	-
Bank Fees/Credit Card	15,000	15,000	12,500	10,813	1,140	1,140	1,140	799
Miscellaneous	5,000	5,000	4,500	3,634	1,500	2,000	750	738
Endowment Support	5,000	12,500	3,340	3,338	-	-	-	-
Office Enhancements	2,500	5,000	-	520	-	-	-	199
Community Participation and Outreach (Tables, Ads, Etc)	10,000	16,000	12,000	5,828	1,500	4,000	1,500	403
	78,000	98,000	56,340	50,896	26,640	29,640	29,053	34,995
TOTAL ADMINISTRATIVE EXPENSES	1,318,825	1,253,229	1,172,125	1,145,786	567,703	549,559	544,474	532,626
Net Surplus/(Deficit)	360	3,482	(3,974)	21,685	3,947	3,491	50,326	64,573

NOTE: PROGRAMMATIC EXPENSES RELATED TO MJF PROGRAMS SUCH AS PJ LIBRARY, KOSHER MEALS FOR SENIORS, ISRAEL SCOUTS, SHOHAM PARTNERSHIP, ISRAEL MISSIONS AND SECURITY HAVE STANDALONE BUDGETS AND ARE NOT REFLECTED ABOVE.

BOARD EXPECTATIONS

Members of the Board of Directors are well-respected leaders of the Memphis Jewish community who are viewed as global thinkers with the best interests of the entire Jewish community at heart. They are committed to building an organization that inspires community collaboration in order to sustain a vibrant Jewish community in Memphis, in Israel and throughout the world.

Board members are expected to serve as ambassadors of the Memphis Jewish community at all times providing support in the following ways:

- The Board is responsible for the fiscal health of the parent organization and its related entities therefore, each Board member will undertake to understand and review the budget and financial statements.
- Board members are expected to actively promote all levels of philanthropy through annual giving, endowment giving, legacy giving, supplemental/designated giving and emergency and special campaigns with the goal of building and sustaining a vibrant local and worldwide Jewish community.
- Board members are expected to make a capacity unrestricted annual commitment to MJF annual community campaign (suggested minimum \$1800 for board members; \$5,000 for executive committee members; \$10,000 for chair) and be current in their payments. They are also expected to make endowment a priority in their tzedakah/charitable giving and to contribute what is for them a capacity gift, either current or deferred, to the Memphis Jewish organizations most important to them and to their families.
- Board members will actively engage in advocating with friends and colleagues the importance of philanthropy including annual giving, endowment and legacy. This shall include soliciting gifts for MJFs annual community campaign, taking an active role in promoting endowment/legacy initiatives and in individual and group conversations/announcements.
- Board members are expected to make their best effort to attend events including: board meetings, annual meeting, educational events, campaign events, etc.
- Board members are expected to operate in accordance with the by-laws of the parent organization and related entities and shall publicly support all decisions agreed to by the Board.
- Board members are expected to make their best effort to attend at least $\frac{3}{4}$ of all Board meetings each year.
- Board members are expected to participate as a fully engaged member/chair of at least one board committee.
- Board members are asked to sign a conflict of interest form as well as the disclosure form at the meeting of the board immediately following the annual meeting.
- Board members should respect the confidentiality of Board discussions and not disclose confidential Board matters to others.
- Board members shall make best effort to visit Israel during his/her term of office and/or participate in at least one national conference (GA, Lion of Judah Conference, Investment Institute, etc.)

I have read and I understand the Expectations for Board Memberships.

Signed:

Board Member Name

Date



**CONFLICT OF INTEREST DISCLOSURE FORM
2019**

FOR MEMBERS OF THE BOARDS OF DIRECTORS; MEMBERS OF STANDING COMMITTEES; and/or EMPLOYEES OF, JEWISH COMMUNITY PARTNERS.

NAME: _____

AFFILIATION WITH JCP: _____

COMMUNITY INVOLVEMENT

I or my spouse have/has served on a governance or leadership body of, or have/has been employed by, the following agencies or organizations within the Memphis Jewish Community during the last three years:

FINANCIAL INVOLVEMENT

I or my spouse have/has a financial or ownership interest in or am/is employed by the following companies or firms that do, have done, or may be highly likely in the next two years to do business with the Memphis Jewish Community.

RELATIONSHIP WITH OTHER BOARD MEMBERS (FAMILY MEMBERS/SPOUSES)

Signature

Date

Jewish Community Partners Governance Calendar 2019/2020



Board Retreat August 12, 2019 at 5:30 pm with Southern Growth

	JCP Executive Committee @ 5:30 p.m.	JCP & Federation Board of Directors @ 5:30 p.m.	Foundation Board of Directors @ 5:30 p.m.
August 28, 2019	✓		
September 11, 2019		✓	✓
November 13, 2019	✓		
November 20, 2019		✓	
December 3, 2019			✓
December 18, 2019	✓		
January 8, 2020		✓	
January 29, 2020	✓		
February 12, 2020		✓	
March 11, 2020	✓		
April 1, 2020		✓	✓
May 6, 2020	✓		
May 20, 2020		✓	✓
June 16, 2020 Annual Meeting	✓	✓	✓

Be a JCP Board Ambassador!

JCP-Administered Programs

PJ Library Snack & Story

Select Thursday afternoons, 4:30-5:30 pm. Introduce yourself as representing MJF and read a story to the kids

PJ Library Monthly Program

Schmooze with parents; speak to the group for a minute about PJ Library's connection to MJF

Snack & Story

Monthly Program

Craig Weiss	
Debbie Lazarov	

Israel Scouts

Summer: Drop-in on the two Israeli Scouts during MJCC day camp and see how they instill Israel into the day camp program

Jill Shanker	

Hillels of Memphis Program

Attend a Shabbat dinner or other Hillel program at Rhodes College or University of Memphis; schmooze with students; speak to the group for a minute about the connection between Hillel and Federation and the importance of Hillel to the broader Memphis Jewish community

Dorit Boxer	Jimmy Ringel
Sarah Lewis	

JCP-Administered Programs

Scheidt-Hohenberg Hot Meals Program

Senior lunch at MJCC

Eat lunch and schmooze with the seniors; speak for a minute about MJF support of the program

Senior lunch at Plough Towers

Eat lunch and schmooze with the seniors; speak for a minute about MJF support of the program

Senior lunch at MJCC

Senior lunch at Plough Towers

Elaine Skopp	
Aviva Freiden	
Wendy Rotter	
David Greenberg	
Eileen Posner	

YAD: Young Adult Shabbat Dinners

Host a group of young adults for a Shabbat dinner in February

Aviva Freiden	

Community Grants

BBYO Memphis

Attend a BBYO program; speak to the teens for a minute about the importance of Jewish teen engagement to MJF and the Jewish community and our support of BBYO

Charles Jalenak	
Jimmy Ringel	

Community Grants

Beth Sholom Youth/USY/Kadima

Attend a Beth Sholom youth program; speak to the youth for a minute about the importance of Jewish teen engagement to MJF and the Jewish community and our support of Synagogue youth groups

Hal Fogelman	

NCSY

Attend a NCSY program; speak to the teens for a minute about the importance of Jewish teen engagement to MJF and the Jewish community and our support of Synagogue youth groups

Michelle Katz	

Temple Israel Youth/MeFTY

Attend a Temple Israel youth event; speak to the teens for a minute about the importance of Jewish teen engagement to MJF and the Jewish community and our support of Synagogue youth groups

Irvin Skopp	
Eileen Posner	

Facing History & Ourselves

Attend a Facing History Jewish Educators workshop or a Second/Third Gen program; Speak for a minute about MJF support of Facing History

Steve Libby	

Memphis Jewish Community Center

Attend a Jewish cultural program or a class/program sponsored by the Center for Jewish Living & Learning

Eileen Posner	Scott Notowich
Irvin Serenco	

Community Grants

Memphis Jewish Home & Rehab

Take a tour of the Home and meet its professional staff

Alla Lubin	Stanley Bilsky
Dot Bilsky	

Plough Towers Activities Program

Attend an activities program; schmooze with seniors

Jewish Education Funding

Call the school and arrange for a tour and to observe a class in session

Beth Sholom Religious School

Bornblum Jewish Community School

	Eileen Posner

Margolin Hebrew Academy

Temple Israel Religious School

Fedovation Impact Grants

Baron Hirsch/YU-Memphis Torah Fellows

Attend a program led by the Fellows and make the Federation connection

Federation Impact Grants

MJF/Roving Jewish Activities Coordinator for Seniors

Help coordinator Hilly Safier with a program at an independent/assisted living residence

Beth Sholom/Achoti Women's Program

Attend a session of the program and make the Federation connection

Alla Lubin	
Debbie Lazarov	

Beth Sholom/Nishmat Kol Chai

The Center for Jewish Spirituality – Attend a session of the program and make the Federation connection

Bridge Institute/Universal Language Room

Attend a music session coordinated by Jason Caplan

Craig Weiss	Jason Salomon
Eileen Posner	Dorit Boxer

Fedovation Impact Grants

Margolin Hebrew Academy/Ties That Bind Oral History Project

Observe an oral history session and make the Federation connection with the teens

Jill Shanker	

Temple Israel/Institute of Jewish Rock

Attend a class or concert and make the Federation connection

Michelle Katz	

Plough Towers/Fedovation Shabbat

Attend a Friday Oneg; schmooze with seniors and make the Federation connection

B'nai Tzedek Programs

Baron Hirsch/Sandwich Project

Help make sandwiches; speak for a minute about B'nai Tzedek and the Jewish Foundation of Memphis

Irvin Serenco	Andie Uiberall
Michael Greenberg	Mimi Grossman

B'nai Tzedek Programs

Baron Hirsch/Holiday Food Boxes

September 22 at 10 am: Help pack holiday food boxes at Baron Hirsch and make the B'nai Tzedek connection

MJCC/Rock Steady

Observe a session of this exercise class for individuals dealing with Parkinsons and make the B'nai Tzedek connection

Wendy Rotter	

NCSY/Color Run

Attend this charitable run for teens and make the B'nai Tzedek connection

Plough Towers/Creative Aging of the Mid-South

Attend an entertainment program at Plough Towers and make the B'nai Tzedek connection

Lemsky Endowment Fund Grants

Memphis Friends of Israel/Annual Israel Festival

December 8, 2019: Attend the festival; schmooze with participants and make the connection to MJF

Eileen Posner	

Lemsky Endowment Fund Grants

MHA/Kollel Torah MiTzion

Attend a program and make the connection to MJF

MJCC/Center for Jewish Living & Learning/Israel Shaliach

Attend a program organized by Community Shlichah Meitav Menachem and make the Federation connection

Irvin Serenco	

Temple Israel/Institute for Reform Zionism, Modern Hebrew & Israeli Culture

Attend a program of the Institute and make the Federation connection

Beth Sholom/Yossi Klein HaLevi in Memphis

Attend the program

Jonathan Frsich	Andie Uiberall
Eileen Posner	Mimi Grossman

NCSY/Israel Scholars Program

Attend a program of the Institute and make the Federation connection Spring 2020: Attend a session of this Israel Education & Advocacy course for teens and make the Federation connection

Lemsky Endowment Fund Grants

MJF/Israel Scout Caravan

Summer 2020: Introduce a performance of the Israel Scout Caravan and make the connection to Federation's Lemsky Fund

Steve Libby	

Attendance at Agency Annual Meetings

MJCC Annual Meeting – June 7, 2020

Andie Uiberall	
Mimi Grossman	

Memphis Jewish & Home Rehab Annual Meeting – April 2020

Plough Towers Annual Meeting – January 2020

**Board of Director's Meeting
Meeting Minutes
May 15, 2019
5:30 p.m.**

On May 15, 2019, Jewish Community Partners, Memphis Jewish Federation and Jewish Foundation of Memphis held a Board Meeting in order to conduct its business.

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

JCP Board of Trustees in attendance

David Cooper, Pace Cooper, Cindy Finestone, Mark Fogelman, Michael Greenberg, Mimi Grossman, Lee Harkavy, Charles Jalenak, Gary Kaplan, Debbie Lazarov, Steve Libby, Ira Lipsey, Alla Lubin, Anthony Morrison, Scott Notowich, Jimmy Ringel, Jill Shanker, Irvin Skopp, Ken Steinberg, Andie Uiberall and Scott Vogel.

Memphis Jewish Federation Board of Trustees in attendance

Cindy Finestone, Michael Greenberg, Lee Harkavy, Charles Jalenak, Scott Notowich, Jimmy Ringel, Irvin Skopp and Ken Steinberg.

Jewish Foundatin of Memphis Board of Trustees in attendance

Dot Bilsky, Stanley Bilsky, Hal Fogelman, Charles Jalenak, Alla Lubin, Anthony Morrison, Jerry Sklar, Elaine Wagerner-Skopp, Irvin Skopp and Ken Steinberg.

Jewish Community Partners Staff in Attendance

Stuart Frisch, Sheri Gadberry, Laura Linder, Susan Nieman, Carrie Richardson, Tim Wheat, Sarah VanderWalde and Bluma Zuckerbrot-Finkelstein.

Michael Greenberg called for approval of the minutes from the April 2019 board meeting. Irvin Skopp moved that the minutes be approved and Ken Steinberg seconded the motion. The April 2019 board meeting minutes were approved.

2018/2019 Budget and Year Wrap Up:

Tim Wheat, JCP Director of Finance, reviewed the 2018/2019 operating budget.

In summary:

Federation budget is projected at a slight loss (\$4,000).

Foundation budget is projected to have a surplus of \$50,000.

Laura Linder, JCP CEO and President, reviewed the accomplishments of 2018/2019 and thanked the board of directors for the approval of the 18/19 budget which allowed for the achievement. Federation raised \$3.5 million in the 2018/2018 campaign, we granted 10M overseas and engaged hundreds of donors through PJ Library, JWRP missions and other various programs.

2019 Annual Campaign Achievement:

Cindy Finestone, JCP VC of FRD, reviewed the 2 handouts for the 2019 Campaign progress. Cindy summarized the Pledge Summary and Revenue Report. She stated dollars raised for the annual campaign is continuing to increase as we are 3.5M. We have had 1142 donors raise 2.6M and have raised 260k for JFS. Cindy closed by thanking all campaign volunteers and all the board members for their assistance soliciting as well. Gary Kaplan called attention to the fact that over the history of JCP that we have raised 100M.

2019/2020 Budget:

Laura Linder, JCP CEO and President, highlighted all changes from prior years on the Budget waterfall handout which are as follows: 2019/2020 campaign numbers on the budget continue to change positively, the percentage reducing achievement for shrinkage has been changed from 3% to 2%, 30k of the operating budget has been marked for the Security Initiative, Alliance has been disbanded so we no longer support National programs and several directed gifts have been used to fund areas like the Shoham Partnership. It will be proposed that we use 4k per Krakow senior with a max set at 35 to assist the vulnerable Jews in Krakow. Scott Notowich, VC of Israel and Overseas, noted that we are just directing existing money for Overseas not additional funds. Laura concluded that we are allocating 1M 751k to local programs and 997,197 to overseas programs.

Irvin Skopp, Secretary and Treasurer, reported on the proposed Operating Budget. He highlighted a comparison of our current year vs next year which are as follows: increase Sponsorship from 50k to 75k, decrease Event Revenue by 5k equaling 32.5k, Community Impact has increased by 97k, Personnel expenses have increased to 1.219M, Taste of Israel decreased by 15k equaling 35k, and Foundation 25th Anniversary has a budget of 30k. Irvin concluded that JCP still falls within the Top Scoring.

GRANTS BUDGET:

Scott Notowich, VC Israel and Overseas, reviewed the proposed 2019/2020 Lemsky grants handout with a grand total of \$567,649. Steve Libby, VC Community Impact, reviewed the proposed 2019/2020 Community grants handout with a grand total of \$1,309,417. Jimmy Ringel, VC Community Impact, reviewed the proposed 2019/2020 Fedovation grants handout with a grand total of \$64,389.

Stuart Frisch, Regional Security Director, reviewed the allocations of the awarded federal DHS grant of \$100,000.

Michael Greenberg, JCP Chair, called for a motion to approve the 2019/2020 JCP Budget, JFOM Budget, 2019/2020 Lemsky, Community and Fedovation Grants. Jimmy Ringel so moved and Anthony Morrison seconded the motion. The 2019/2020 JCP Budget, JFOM Budget, 2019/2020 Lemsky, Community and Fedovation Grants were approved.

PRESIDENT'S REPORT:

Laura Linder, JCP CEO, reported information for the upcoming 4th Annual Meeting on June 18th. We will be honoring outgoing Chairs' Michael Greenberg and Charles Jalenak, honoring incoming Chairs' Ken Steinberg, Cindy Finestone and Anthony Morrison. Laura reviewed the progress of the new COO search and that we have interviewed Michael Barnett and Jan Blumefeld extensively but will make sure the COO will be the perfect fit. Laura announced the promotion of Matt Timberlake as new Director of Marketing and Abbey Cowens as new Manager of the Annual Campaign.

The meeting was adjourned at 6:39 p.m.

**Memphis Jewish Federation (MJF)
Education Funding Proposal
February 2, 2017**

(Recommended by JCP Board and Approved by MJF Board on February 23, 2017)
(Amended March 19, 2018 by JCP and MJF Board of Directors)
(Proposed Amendment, Summer 2019)

For many years, funding for local Jewish education consisted almost entirely of a needs-based scholarship arrangement. Originally conceived as a compromise that would be acceptable to all streams of Judaism, the scholarship program of MJF has outlived that purpose. There has also been a decrease in student enrollment in both of Memphis' day schools over the past decade resulting in a decrease in the number of qualified scholarship students. This enrollment decline is causing concern regarding the viability of the schools. Therefore, a new model for funding Jewish education in the Memphis Jewish community to replace the existing needs based scholarship process is proposed. This new model illustrates to families and to institutions the importance of and commitment to Jewish education for the entire Jewish community. It also reduces the amount of staff time and resources needed to administer the cumbersome scholarship program.

Under this new model, Federation's allocation committee will be charged with awarding grants in three areas: Day Schools (for per pupil stipend and incentive fund), Synagogue Schools (for per pupil stipend), Jewish Overnight Camp (need-based scholarship).

CALCULATION GUIDELINES

For purposes of all calculations under this allocation process: (a) qualified students or campers shall mean only such students or campers who are Jewish and, in the case of qualified campers, residents of Memphis; and (b) allocations for 2017 shall be increased or reduced pro rata to the extent that the 2017 local unrestricted campaign is more or less than the 2016 local unrestricted campaign.

DAY SCHOOLS

MJF intends to include an allocation to be made for grants to local Jewish day schools. That allocation shall be \$250,000 for fiscal year 2017 subject to the adjustment outlined in the calculation guidelines above. In years that follow, it shall be determined by the Board approved education grants policy.* That total allocation shall be divided between the approved day schools based on their relative full-time qualified student enrollment for the prior fiscal year; for the purpose of determining relative enrollment, a full-time qualified student in kindergarten shall be considered .4 of a qualified student, a full-time qualified student in grades one through eight shall be considered 1.0 qualified student, and a full-time qualified student in grades nine through 12 shall be considered

¹ The current approved day schools are Margolin Hebrew Academy/Finestone Yeshiva of the South, Bornblum Jewish Community School, and Temple Israel Kindergarten.

1.25 qualified students. Each approved day school¹ must submit to MJF a roster of its qualified students for the current school year, showing the name and residence of each qualified student, birth date, grade, parents' names, and the months attended during the current year, on or before February 15. This is in addition to providing information on the needs of the school in a format to be provided as part of the MJF grant application process.

For fiscal year 2017-2018 only, there shall be an additional allocation of up to \$70,000, to help schools adjust to the new funding procedure. Each school shall determine the difference between its scholarship based MJF funding for fiscal year 2016-2017 and its grant for fiscal year 2017-2018, and up to \$70,000 one-time allocation shall be divided between the schools based on those relative differences.

In addition to the grants described above, beginning in FY 2018-2019, there may be an allocation for an incentive fund to apply to collaborative efforts that either 1) reduces the expenses of the individual day schools; or is deemed to strengthen the educational product/offering of both schools (e.g. hiring of a shared school counselor). That total grant may be up to \$50,000 for fiscal year 2018-2019 and such amount shall be determined by the current Jewish education grant policy. While cost-saving shared personnel or facilities which replace existing individual school personnel or facilities are favored, shared personnel or facilities for new programs can be considered in dividing the allocation. A sample of that might be teacher training programs shared by all approved day schools. All payments of this incentive grant for any fiscal year shall be made within 60 days after the end of that fiscal year, as reimbursement for the savings achieved by shared personnel or facilities.

SUPPLEMENTAL SCHOOLS

The MJF grants process intends to include an allocation to be made for grants to local approved² supplemental schools which were not included in day schools. That allocation shall be up to \$25,000 for fiscal year 2017-2018 subject to the adjustment outlined in the calculation guidelines above. For following years, it shall be determined by the Board approved education grants policy.* That total allocation shall be divided between the approved supplemental schools for grades K through 12, including qualified students receiving only bar or bat mitzvah training, based on their relative qualified student enrollment for the prior fiscal year, but the grant to any supplemental school for any fiscal year shall not exceed \$75 per enrolled qualified student for that fiscal year. Each supplemental school must submit to MJF a roster of its qualified students for the current school year, showing the name and addresses of each qualified student, birth

² The current approved supplemental schools are The Wendy and Avron Fogelman Religious School at Temple Israel and Beth Sholom Synagogue Religious School.

date, grade and parents' names, on or before February 15. This is in addition to providing information on the needs of the school in a format to be provided by MJF as part of the grant application process.

SUMMER CAMP PROGRAMS – Support of Memphis student participation in summer camps shall continue to be through need-based scholarships under existing guidelines.

ISRAEL TRAVEL AND ISRAEL EDUCATIONAL PROGRAMS

It is anticipated that all funding for Israel travel and Israel educational programs will be determined under Memphis Jewish Federation's Lemsky Endowment Fund and will not be part of the standard grants determination and approval process.

USE OF FUNDS AND REPORTING

While institutions receiving funds under this process may use such funds as they deem proper in the operations of their Jewish educational programs, they are strongly encouraged to give the highest priority for use of such funds to individual scholarships, to assure that no qualified student is prevented from getting a Jewish educational experience because of financial constraints. Institutions are also encouraged, but not required, to use some or all of the funds granted for other incentives for qualified students or campers to enter into their educational programs.

Every institution receiving funds under this process is required to submit to MJF, by February 15, in the required formats: (1) a report showing in reasonable detail how the funds received from MJF were used by the institution, (2) its most recent audited financial statement (no more than 1 year old), prior three years of budget vs actual financial statements, current year operating budget with actuals as of December 31, (3) a roster of its qualified students for the current school year, showing the name and residence of each qualified student, the grade, birthdate, and the parents' names; and a roster of students who have registered for the next school year; 4) a written document that articulates in a meaningful way to JCP leadership and grant committees why a grant from the community's Annual Campaign is needed; and 5) an update on any operating recommendations made by JCP or a third party (e.g. 2019 Prizmah Study Recommendations) . Failure by any institution to responsibly use the funds received for proper Jewish educational purposes or to submit such reports in a timely and sufficiently detailed manner could adversely impact future MJF grants to the institution.

¹ The current approved day schools are Margolin Hebrew Academy/Finestone Yeshiva of the South, Bornblum Jewish Community School, and Temple Israel Kindergarten.

*Board Approved Jewish Education Grants Policy (March 19, 2018):

The amount awarded to Jewish education will be based on a 7-year average of previous amounts allocated to Jewish education as a percentage of total local allocable dollars of that same time period. This will be revisited annually and changes may be recommended if circumstances dictate (e.g. increase in enrolled students, significant increase in local allocable dollars, etc.)