



**Jewish Foundation of Memphis  
Board of Directors Meeting  
September 12, 2023  
5:30 p.m. MJCC Board Room**

The Mission  
of the  
Jewish Foundation of Memphis

Encourage Charitable Giving  
∞  
Support Partner Agency Endowment  
Development  
∞  
Build and Sustain a Vibrant Jewish  
Community

**AGENDA**

- |              |  |                |
|--------------|--|----------------|
| <b>I.</b>    | <b>Welcome</b>   | Jason Salomon  |
| <b>II.</b>   | <b>MJF Annual Community Campaign 2024</b>              | Judy Lansky    |
| <b>III.</b>  | <b>Governance</b>                                      | Jason Salomon  |
|              | a. Introduction of new board members                   |                |
|              | b. Approval of Minutes*                                |                |
|              | c. Foundation Grant Approval*                          |                |
|              | d. Approval of Foundation Operating Surplus Waterfall* |                |
| <b>IV.</b>   | <b>PAG</b>   | Larry Schaffer |
|              | a. Importance of cultivating professional advisors     |                |
|              | b. Upcoming event                                      |                |
| <b>V.</b>    | <b>Burton Weil Family Foundation Update</b>            | Laura Kaplan   |
| <b>VI.</b>   | <b>Foundation Update</b>                               | Sheri Gadberry |
| <b>VII.</b>  | <b>CEO Report</b>                                      | Laura Linder   |
| <b>VIII.</b> | <b>Adjournment</b>                                     | Jason Salomon  |

\*Attachments

**SAVE THE DATES:**

|  |   |
|--|---|
| October 24 <sup>th</sup>                       | PAG symposium with Planned Giving Council |
| November 12 <sup>th</sup> and 13 <sup>th</sup> | Leadership Sunday & Monday                |
| November 22 <sup>nd</sup>                      | MJF Young Adult Reunion Event             |
| December 6 <sup>th</sup>                       | JFOM Latkes and Vodka Event               |
| December 19 <sup>th</sup>                      | JCP, JFOM & MJF Combined Board Meet       |

**Board of Directors Board Meeting**

**May 24, 2023, 5:00 pm  
MINUTES**

On May 24, 2023, Jewish Foundation of Memphis held a Board Meeting to conduct its business in the MJCC Board Room.

At 5:00 pm, Mr. Jason Salomon, Chair of the Jewish Foundation of Memphis, called the meeting to order.

**Jewish Foundation of Memphis Board of Trustees in Attendance**

Dot Bilsky, Stanley Bilsky, Aileen Cooper, Pace Cooper, Marlene Gerson, Helen Gronauer, Reed Landau, Ron Lazarov, Anthony Morrison, Wendy Rotter, Judy Royal, Jason Salomon, Elaine Skopp, and Jeff Wallace.

**Jewish Community Partners Staff in Attendance**

Sheri Gadberry, Laura Kaplan, Laura Linder, Carrie Richardson, Larry Schaffer, and Tim Wheat.

Mr. Salomon called for approval of the March 16, 2023, Board Minutes. Elaine Skopp moved to approve the minutes, and Ron Lazarov seconded the motion. The March 16, 2023, Board Minutes were approved.

**Foundation Grants**

Mr. Salomon reviewed the grants list previously shared with the board. Grants from March 2023 through May 2023 total \$1,440,998.24. Pace Cooper moved to approve the grants and Judy Royal seconded the motion. Grants from March 2023 through May 2023 were approved.

**New Partner Agency Criteria and Approval Process**

Laura Linder, JCP President & CEO, reviewed the criteria and approval process for new partner agencies:

**Organizations seeking to partner with the Jewish Foundation:**

- 1) Are tax-exempt in accordance with the IRS;
- 2) Have been in existence for at least 5 years;
- 3) Have a diverse and committed donor base with a history of giving that can support an
- 4) endowment effort; and no single donor who supports in excess of 20% of the annual
- 5) budget;
- 6) Have a balanced operating budget for the three years leading up to application as a
- 7) partner agency.

**Upon acceptance, partner agencies agree to:**

- 1) A \$10,000 annual partner agency fee (fee may be prorated if the organization is
- 2) approved in the middle of a fiscal year) unless otherwise altered by the Board of Directors;
- 3) After 10 years agency is eligible for fee reduction unless otherwise altered by the Board
- 4) of Directors prior; and
- 5) Organization must be based in Memphis/midsouth, be Jewish in its focus/practice, have
- 6) local paid staff, active lay leadership and have a physical office/building. Service area
- 7) exclusive to Memphis/midsouth.

**New partner agencies will be eligible for full membership benefits, including:**

- 1) Access to JFOM programs (e.g. Life and Legacy, Life and Legacy Plus);
- 2) Inclusion in the JFOM Needs list that is sent to fund holders;
- 3) Partner agency fund administrative fees for custodial assets invested with JFOM's platform (10 bp vs 50 bp);
- 4) One appointee to the JFOM board of directors;
- 5) One appointed to the JCP Investment Committee (if the agency's endowment fund(s) is part of the JCP pool);
- 6) Annual endowment/legacy training for their board of directors
- 7) Endowment solicitation support;

The 2 new agencies that the Foundation will approach will be Chabad Lubavitch of Tennessee and Plough Towers. Wendy Rotter moved to approve, and Helen Gronauer seconded the motion. The new partner agency criteria and approval process was approved.

Financial Overview

Laura Kaplan, JCP VP of Finance and Operations, reviewed the Operational Budget for the Foundation. There were no questions. Pace Cooper moved to approve the FY23-24 Operational Budget and Jeff Wallace seconded the motion. Approved.

Jason Salomon updated the board on the April 27<sup>th</sup> fraudulent check situation. The culprits have been arrested and Foundation will no longer be using window envelopes to mail out checks.

Laura Linder reviewed the new support organizations at the Foundation: The Burton Weil Family Foundation and the Temple Israel Cemetery Sustainability Fund.

Mrs. Linder announced new board members for the 2023-2024 year: Jeff Wallace, Elliot Kiersky, Laurie Meskin and Pace Cooper as Chair-Elect.

The meeting was adjourned at 5:28 pm.

GRANTS  
May 2023 - August 2023

| Grantee   | Grant Amount |
|---|--------------|
| Adas Yeshurun Synagogue                                   | \$300.00     |
| Ahavath Rayim Cemetery Endowment - Greenwood, Mississippi | \$300.00     |
| Ahead with Horses   | \$3,500.00   |
| Aishel House  | \$100.00     |
| Albert Einstein College of Medicine                       | \$1,500.00   |
| All 4S Rescue League                                      | \$2,937.11   |
| Alzheimer's Foundation of America                         | \$200.00     |
| American Friends Emek Beracha Inc.                        | \$500.00     |
| American Friends of ALYN Hospital, Inc                    | \$5,700.00   |
| American Friends of Nishmat                               | \$1,800.00   |
| American Friends of Yad Eliezer, Inc.                     | \$1,800.00   |
| American Friends of Yeshivat Lev Hatorah                  | \$200.00     |
| American Society for Yad Vashem                           | \$9,300.00   |
| Anshei Sphard - Beth El Emeth Synagogue                   | \$500.00     |
| Arie Crown Hebrew Day School                              | \$500.00     |
| Art and Bert Wolff Jewish Community Fund                  | \$98,482.73  |
| ArtsMemphis   | \$2,150.00   |
| Atlanta Kashruth Commission-Vaad Hakashrus Inc            | \$100.00     |
| Atlanta Scholars Kollel                                   | \$180.00     |
| Backline Care   | \$100.00     |
| Ballet Memphis  | \$2,500.00   |
| Bama Works Foundation                                     | \$100.00     |
| Baptist Memorial Health Care Foundation                   | \$10,000.00  |
| Baron Hirsch Congregation                                 | \$89,894.00  |
| Bartow Family Foundation                                  | \$5,000.00   |
| Beber Camp  | \$100.00     |
| Bellevue Foundation, Inc.                                 | \$100.00     |
| Benign Essential Blepharospasm Research Foundation, Inc.  | \$1,000.00   |
| Best Friend Animal Society                                | \$25.00      |
| Beth Sholom Sisterhood                                    | \$126.00     |
| Beth Sholom Synagogue                                     | \$76,673.50  |
| Birmingham Jewish Foundation                              | \$100.00     |
| Birthright Israel Foundation                              | \$500.00     |
| B'nai Brith Jacob Synagogue                               | \$18.00      |
| B'nai Zion Congregation                                   | \$66.00      |
| Bornblum Jewish Community School                          | \$20,604.00  |
| Boy Scouts of America - Chicakasaw Council                | \$300.00     |
| Boys & Girls Clubs of Greater Memphis                     | \$200.00     |
| Bridge Institute Inc.                                     | \$300.00     |
| BRIDGES   | \$185.00     |
| Brighton Baptist Church                                   | \$50.00      |
| Camp HASC   | \$332.00     |
| Camp Moshava of Wild Rose Inc                             | \$200.00     |
| Camp Ramah in New England                                 | \$100.00     |
| Camp Sabra  | \$18.00      |
| Chabad at Columbia University Inc.                        | \$900.00     |
| Chabad at KU  | \$180.00     |

GRANTS  
May 2023 - August 2023

|   |              |
|---|--------------|
| Chabad at Rice  | \$100.00     |
| Chabad Lubavitch of Tennessee                         | \$300.00     |
| Chabad of Seattle                                     | \$180.00     |
| Chabad on Fulton - Student Center                     | \$250.00     |
| Charles E Smith Jewish Day School                     | \$1,000.00   |
| Charlotte Jewish Day School                           | \$1,000.00   |
| Choices: Memphis Center for Reproductive Health       | \$99.00      |
| Christian Brothers High School                        | \$350.00     |
| Church Health   | \$15,000.00  |
| Congregation Ansche Chesed                            | \$3,865.00   |
| Congregation Beth Abraham of Bergenfield              | \$486.00     |
| Congregation Beth Jacob                               | \$1,104.00   |
| Congregation B'nai Israel                             | \$200.00     |
| Congregation KINS of West Rogers Park                 | \$3,150.00   |
| Congregation Ohab Zedek                               | \$180.00     |
| Congregation Ohr Hatorah Inc                          | \$144.00     |
| Creative Aging Mid-South                              | \$5,100.00   |
| Crossroads School for Arts & Sciences                 | \$500.00     |
| Crow Comedy, Inc.                                     | \$5,000.00   |
| Dixon Gallery and Gardens                             | \$2,700.00   |
| Doctors Without Borders                               | \$200.00     |
| Ed Murphey Classic                                    | \$5,000.00   |
| Emunah of America                                     | \$118.00     |
| Equal Justice Initiative                              | \$100.00     |
| Esther Miller Bais Yaakov High School of St Louis Inc | \$100.00     |
| Evelyn Graber Forever LOJE                            | \$100,000.00 |
| Facing History and Ourselves                          | \$200.00     |
| Farnsworth Art Museum                                 | \$150.00     |
| First Presbyterian Church                             | \$118.08     |
| Florida Atlantic University Foundation                | \$58,920.00  |
| Friends of Hatzolah Ashdod Drom                       | \$1,875.00   |
| Friends of Israeli Scouts                             | \$12,500.00  |
| Friends of the Israel Defense Forces Southeast Region | \$750.00     |
| Friends of United Hatzalah                            | \$75.00      |
| G.A.M.E., Inc. dba Picklemania                        | \$500.00     |
| Girls Incorporated of Memphis                         | \$250.00     |
| Girls on the Run Memphis                              | \$259.00     |
| Gross Schechter Day School                            | \$72.00      |
| Habitat for Humanity of Greater Memphis               | \$200.00     |
| Hadassah Foundation Inc.                              | \$1,000.00   |
| Hands of Mothers                                      | \$750.00     |
| Hanna Sacks Bais Yaakov High School                   | \$550.00     |
| Happidog Animal Rescue Inc.                           | \$100.00     |
| Hattiloo Theatre                                      | \$200.00     |
| Hawaii Community Foundation                           | \$2,500.00   |
| Health Alliance For Austin Musicians                  | \$500.00     |
| Hebrew Academy of Greater Miami                       | \$1,800.00   |
| Henry S. Jacobs Camp                                  | \$10,036.00  |

GRANTS  
May 2023 - August 2023

|  |              |
|--|--------------|
| Herb Kosten Foundation                           | \$11,200.00  |
| HIAS   | \$50.00      |
| Hillel of Memphis                                | \$596.00     |
| Home Life Community                              | \$250.00     |
| Hope Floats Foundation Inc                       | \$419.08     |
| Hope House Day Care Center                       | \$500.00     |
| Houston High School Cheer Boosters               | \$500.00     |
| Humane Educational Society                       | \$50.00      |
| Hutchison School                                 | \$41,000.00  |
| Ida Crown Jewish Academy                         | \$500.00     |
| In Shifras Arms Inc.                             | \$360.00     |
| Indiana University Foundation                    | \$250.00     |
| Indie Memphis                                    | \$1,000.00   |
| Innov&Africa                                     | \$300.00     |
| Integrity Initiatives International              | \$3,000.00   |
| Israel Connect Inc                               | \$180.00     |
| Jack Reid Foundation                             | \$5,000.00   |
| Jay Uiberall Foundation                          | \$250.00     |
| Jewish Children's Regional Service               | \$2,000.00   |
| Jewish Community Foundation                      | \$90.00      |
| Jewish Foundation of Memphis                     | \$63,699.78  |
| Jewish Historical Society of Memphis             | \$100.00     |
| Jewish Outreach Initiative Orlando               | \$800.00     |
| Jewish Preschool On Sardis                       | \$1,000.00   |
| Jewish United Fund of Metropolitan Chicago       | \$90.00      |
| JFS at the Memphis Jewish Community Center       | \$3,161.00   |
| Just City Memphis                                | \$60.00      |
| KAVOD (Ensuring dignity for Holocaust Survivors) | \$550,000.00 |
| Kollel Torah MiTzion of Memphis                  | \$21,000.00  |
| Last House On the Block                          | \$1,000.00   |
| Latino Memphis, Inc.                             | \$150.00     |
| LeBonheur Childrens Hospital Foundation          | \$500.00     |
| LeBonheur Club, Inc.                             | \$1,000.00   |
| Levitetz Family Foundation Inc                   | \$500.00     |
| Lifeline Productions                             | \$1,500.00   |
| M A Lightman Bridge Club, Inc.                   | \$40.00      |
| Machon Maayan                                    | \$2,500.00   |
| Make-A-Wish Foundation of the Mid-South          | \$22,000.00  |
| Makom Solel Lakeside                             | \$36.00      |
| Marc Lustgarten Pancreatic Cancer Foundation     | \$36.00      |
| Margolin Hebrew Academy/FYOS                     | \$158,229.00 |
| Marine Mammal Care Center Los Angeles            | \$5,000.00   |
| MauI Food Bank                                   | \$2,500.00   |
| McKamey Animal Center                            | \$82.95      |
| Memphis Brooks Museum of Art                     | \$650.00     |
| Memphis Child Advocacy Center                    | \$250.00     |
| Memphis Humane Society                           | \$828.82     |
| Memphis Jewish Community Center                  | \$25,660.00  |

GRANTS  
May 2023 - August 2023

|  |              |
|--|--------------|
| Memphis Jewish Federation                          | \$219,304.50 |
| Memphis Jewish Home & Rehab                        | \$72,923.60  |
| Memphis Kollel                                     | \$9,700.00   |
| Memphis Library Foundation                         | \$350.00     |
| Memphis Museum of Science and History              | \$250.00     |
| Memphis Symphony Orchestra                         | \$500.00     |
| Memphis University School                          | \$500.00     |
| Memphis Zoo  | \$3,150.00   |
| Metropolitan Inter-Faith Association               | \$5,350.00   |
| Mid-South Food Bank                                | \$4,294.00   |
| Mikvah Society of Los Angeles                      | \$1,800.00   |
| Mobile Meals for the Elderly of High Point Inc     | \$50.00      |
| Naaleh School for Girls A NJ Nonprofit Corporation | \$550.00     |
| National Kidney Foundation of West Tennessee, Inc  | \$1,000.00   |
| NCSY Midwest                                       | \$5,814.00   |
| New Beginnings Animal Rescue                       | \$250.00     |
| Ohel Children's Home                               | \$180.00     |
| Or Chadash Conservative Synagogue                  | \$100.00     |
| Orthodox Union                                     | \$1,308.00   |
| Overton Park Shell, Inc.                           | \$8,075.00   |
| Pan Massachusetts Challenge Trust                  | \$600.00     |
| Pardes Institutes of Jewish Studies NA, Inc.       | \$500.00     |
| Parkinson's Foundation                             | \$700.00     |
| PEF Israel Endowment Funds, Inc.                   | \$1,000.00   |
| PetMatchMaker                                      | \$4,932.00   |
| Planned Parenthood Federation of America           | \$200.00     |
| Planned Parenthood of Tennessee and N. Mississippi | \$1,100.00   |
| Plough Towers                                      | \$850.00     |
| Porter Leath Home                                  | \$1,800.00   |
| Prairie View United Methodist Church               | \$100.00     |
| Project Inspire Inc.                               | \$6,100.00   |
| Puddy Tat Protectors, Inc.                         | \$250.00     |
| Rachashei Lev - Israel Cancer Centers              | \$180.00     |
| Renewal of Life Inc                                | \$180.00     |
| Rhodes College                                     | \$3,500.00   |
| Room in the Inn - Memphis                          | \$600.00     |
| S.O. What! Foundation                              | \$500.00     |
| Salon Circle Philanthropic Fund                    | \$136.00     |
| Samuel A Fryer Yavneh Academy                      | \$1,000.00   |
| Sefaria  | \$100.00     |
| Shalhevet High School                              | \$2,440.00   |
| Shelby Farms Park Conservancy                      | \$768.00     |
| Shir Bamidbar, Inc.                                | \$1,800.00   |
| Sister Supply                                      | \$150.00     |
| Special Olympics Tennessee                         | \$100.00     |
| St. Jude Children's Research Hospital              | \$6,143.00   |
| St. Mary's Episcopal School                        | \$300.00     |
| Standish Foundation for Children                   | \$5,000.00   |

GRANTS  
May 2023 - August 2023

|  |                       |
|--|-----------------------|
| Stephens College                               | \$100.00              |
| Streetdog Foundation                           | \$82.00               |
| Syracuse University                            | \$200.00              |
| Telluride Medical Center Foundation            | \$500.00              |
| Temple Adas Israel                             | \$1,000.00            |
| Temple Beth Israel of Longboat Key Florida Inc | \$275.00              |
| Temple Israel                                  | \$102,580.16          |
| Temple Israel Sisterhood                       | \$1,230.00            |
| Temple Sinai                                   | \$2,153.75            |
| Tennis Memphis                                 | \$1,000.00            |
| The Altneu Synagogue                           | \$180.00              |
| The Baddour Center                             | \$100.00              |
| The Breast Cancer Eradication Initiative       | \$150.00              |
| The Brotherhood Sister Sol, Inc.               | \$250.00              |
| The Chicago Center                             | \$250.00              |
| THE HEBRON FUND                                | \$2,160.00            |
| The Jewish Federations of North America        | \$6,650.00            |
| The Salvation Army                             | \$200.00              |
| The Schechter Institutes, Inc.                 | \$20,000.00           |
| The Telluride Foundation                       | \$1,000.00            |
| Thrive Memphis                                 | \$1,000.00            |
| TOP Jewish Foundation, Inc.                    | \$1,100.00            |
| Torah Day School of Atlanta, Inc.              | \$100.00              |
| Trina & Friends K-9 Rescue                     | \$500.00              |
| Tulane University                              | \$200.00              |
| UJA - Federation of NY                         | \$1,250.00            |
| United Way of Massachusetts Bay, Inc.          | \$50,000.00           |
| University of Denver                           | \$10,000.00           |
| University of Memphis Foundation               | \$225,200.00          |
| Vargas Rescue Ranch                            | \$7,000.00            |
| Washington University                          | \$250.00              |
| Wilshire Boulevard Temple                      | \$2,295.00            |
| WKNO - FM and TV                               | \$2,220.00            |
| Women's Foundation of Greater Memphis          | \$600.00              |
| Wood River Jewish Community, Inc.              | \$1,000.00            |
| Yad Ezra V'Shulamit                            | \$2,100.00            |
| Yesh Tikva, Inc.                               | \$250.00              |
| Yeshiva of Greater Washington                  | \$1,000.00            |
| Yeshiva of North Jersey                        | \$180.00              |
| Yeshiva Ohr Yisrael of Atlanta                 | \$54.00               |
| Yeshiva University High Schools                | \$1,560.00            |
| Young Israel of Century City                   | \$4,300.00            |
| Young Israel of Memphis                        | \$19,279.00           |
| Young Israel of West Hartford                  | \$725.00              |
| Zeta Beta Tau Foundation                       | \$100.00              |
| <b>TOTAL</b>                                   | <b>\$2,357,923.06</b> |

**Foundation Operating Surplus Waterfall**  
**Proposed June 25, 2023**

The goal of this policy is to ensure Jewish Foundation of Memphis is able to support and grow its operating budget over time. The finance committee will recommend annually the use of operating surplus from the PRIOR FY:

**First - Surplus Roll Forward** – Allow for a certain dollar amount to roll forward into next FY budget in order to fund capital expenses (e.g. new website, software, computers, etc.). Staff will present needs to the finance committee for review.

**Then Credit Agency Participation Fees** – Offer credits in incremental amounts based on the value of the Operating Surplus. (\$25,000 - \$35,000)

**Then put aside funds toward Operating Reserve** – Maintain an operating reserve equal to 50% of current operating budget, or \$500,000. Goal would be to fund this over a 5 – 7 year time period.

**Then put additional dollars into the Operating Endowment** – Grow Operating Endowment to \$5 million which would be sufficient to cover 20-25% of the current annual operating costs ( \$225,000) and reduce spending policy to 4.5% of 3-year average balance.

**Then Grant the funds to MJF Local Allocations committee to award to local Jewish organizations with the greatest need.**