

**ACTION ITEM**  
**New Partner Agency Criteria and Approval Process**

JFOM Partner Agencies have access to all of the Foundation's resources and benefit from the Foundation's 30 years of experience in all areas of charitable gift planning. Since 1995, the JFOM has served as a charitable giving resource for 100's of donors, professional advisors, and Jewish organizations. Proudly, the foundation has helped create a culture of legacy and endowment giving across the entirety of the Memphis Jewish community resulting in millions of dollars of pipeline gifts.

Given this success, and its desire to broaden its impact, at its March 16, 2023, meeting, the Board of Directors of the Jewish Foundation of Memphis formally approved taking on new partner agencies. JFOM staff will present and the board will approve, new agencies for membership in the Foundation. Only those organizations that are financially sound, have strong governance, and a diverse donor base will be considered for membership as each of these factors is important in determining future success in endowment fundraising.

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

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

A quorum of the board of directors of the Jewish Foundation of Memphis will be required for a vote to occur. A majority of the board members present will be required for the approval of any applicant organization.

The Staff of the Jewish Foundation of Memphis recommend that Plough Towers become a partner agency of the Jewish Foundation of Memphis.