

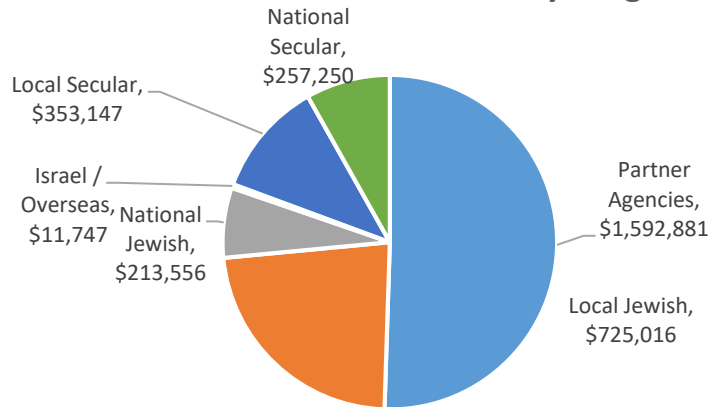
JFOM Dashboard
FY Activity July 2020 - November 30, 2020



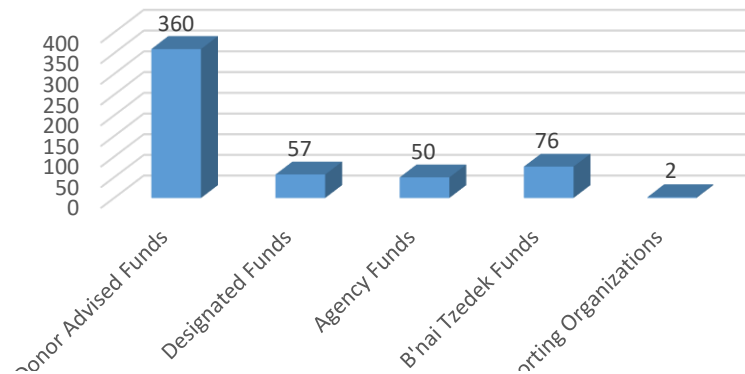
	Gifts	Value	Grants Awarded	Value
Donor Advised Funds	\$2,579,171	\$ 25,003,657	Partner Agencies	\$1,592,881
Designated Funds	\$4,064,634	\$ 12,031,504	Local Jewish	\$725,016
Agency Funds	\$400,660	\$ 18,002,486	National Jewish	\$213,556
B'nai Tzedek Funds	\$1,250	\$ 233,117	Israel / Overseas	\$11,747
Supporting Organizations	\$0	\$ 41,793,586	Local Secular	\$353,147
			National Secular	\$257,250
TOTAL	\$7,045,716	\$ 97,064,350	TOTAL	\$3,153,597

Number of Funds	New	Total	Investment Returns:	YTD (Calendar as of 10/31/2020)
Donor Advised Funds	5	360	JCEP	2.30%
Designated Funds	2	57	Vanguard Institutional Advisory Services (VIAS)	1.63%
Agency Funds	1	50	Short Term Bond Index 100% Fixed	4.34%
B'nai Tzedek Funds	4	76	LifeStrategy Income 20% Equity/80% Fixed	4.58%
Supporting Organizations	<u>2</u>	<u>2</u>	LifeStrategy Conservative Growth 40% Equity/60% Fixed	3.55%
TOTAL	12	545	LifeStrategy Moderate Growth 60% Equity/40% Fixed	2.26%
			LifeStrategy Growth 80% Equity/20% Fixed	0.81%
			Stock Market Index Fund 100% Equity	3.23%
			Israel ETF - ISRA	3.56%

Grants Awarded by Program Area



Number of Funds



Jewish Community Partners, Inc.
Summary of Investment Returns and Fund Balances
October 31, 2020

	<u>Month</u>	<u>Year-to-date</u>	<u>1 year</u>	<u>3 year</u>	<u>5 year</u>	<u>10 year</u>	<u>Fund Balances</u>	
Memphis Jewish Federation Endowment Funds								
Jewish Community Endowment Pool (JCEP) (50%)	-1.60%	2.30%	5.80%	5.30%	6.20%	5.90%	5,117,858.07	
Vanguard Institutional Advisory Services (VIAS) (50%)	-1.20%	2.09%	6.36%	5.00%	n/a	n/a	12,434,774.45	
LifeStrategy Moderate Growth 60% Equity/40% Fixed (VSMGX)	-1.41%	2.26%	5.89%	5.88%	7.09%	7.34%	1,030,423.36	
Total Memphis Jewish Federation Endowment Funds							18,583,055.88	
Jewish Foundation of Memphis Endowment Funds								
Jewish Community Endowment Pool (JCEP)	-1.60%	2.30%	5.80%	5.30%	6.20%	5.90%	615,794.62	
Vanguard Institutional Advisory Services (VIAS)	-1.18%	1.63%	5.81%	4.87%	n/a	n/a	902,172.04	
LifeStrategy Moderate Growth 60% Equity/40% Fixed (VSMGX)	-1.41%	2.26%	5.89%	5.88%	7.09%	7.34%	0.00	
Israel Investment ETF - ISRA	0.55%	3.56%	9.05%	8.27%	5.24%	n/a	28,832.15	
Money Market Funds	<i>Average earnings approximately 1.48%</i>							63,192.55
Total Jewish Foundation of Memphis Endowment Funds							1,609,991.36	
Jewish Foundation of Memphis Agency, DAF, Designated & Family Foundations:								
Jewish Community Endowment Pool (JCEP)	-1.60%	2.30%	5.80%	5.30%	6.20%	5.90%	18,345,793.77	
Vanguard Institutional Advisory Services (VIAS)	-1.18%	1.63%	5.81%	4.87%	n/a	n/a	5,033,431.76	
Short Term Bond Index 100% Fixed (VBIRX)	-0.05%	4.34%	4.42%	3.40%	2.53%	1.95%	173,725.07	
LifeStrategy Income 20% Equity/80% Fixed (VASIX)	-0.65%	4.58%	5.60%	5.41%	5.15%	4.77%	630,507.89	
LifeStrategy Conservative Growth 40% Equity/60% Fixed (VSCGX)	-1.06%	3.55%	5.89%	5.72%	6.18%	6.07%	2,549,035.79	
LifeStrategy Moderate Growth 60% Equity/40% Fixed (VSMGX)	-1.41%	2.26%	5.89%	5.88%	7.09%	7.34%	18,294,564.96	
LifeStrategy Growth 80% Equity/20% Fixed (VASGX)	-1.79%	0.81%	5.74%	5.94%	7.92%	8.45%	9,295,491.67	
Stock Market Index Fund 100% Equity (VTSAX)	-2.15%	3.23%	10.20%	10.05%	11.48%	12.80%	5,359,606.02	
Israel Investment ETF - ISRA	0.55%	3.56%	9.05%	8.27%	5.24%	n/a	7,205.56	
Money Market Funds	<i>Average earnings approximately 1.48%</i>							5,253,380.14
Total Jewish Foundation of Memphis Investment Options:							64,942,742.63	

2020	10/31/2020	YTD
GIFTS	543,930.29	8,789,786.44
GRANTS	449,806.40	4,814,765.09
NET	94,123.89	3,975,021.35

Support Organizations	2 funds
Donor Advised Funds	354 funds
Designated Funds	56 funds
B'nai Tzedek Funds	72 funds
Custodial Funds	50 funds

-2.70% 2.80% 9.70% 10.40% 11.70% 13.00%

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-US Float Adjusted RIC Capped Index as of July 1, 2015

-1.34% 3.07% 6.76% 6.34% 7.42% 7.73%

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

-0.04% 4.32% 4.47% 3.47% 2.60% 2.04%

Outside Manager:

Edward Jones
Highland Capital

2,962,842.60
2,966,564.62
TOTAL \$91,065,197.09

JCP Inc. and Related Entities
Statement of Financial Position - Accrual Basis
As of October 31, 2020

Unaudited and Preliminary

	Combined	Federation	Foundation	JCP
Assets				
<i>Cash and Equivalents</i>	21,355,255	931,656	20,151,754	271,845
<i>Pledges Receivable, net of allowances</i>	8,148,625	5,261,225	2,887,400	-
<i>Prepaid Expenses</i>	19,482	16,165	3,317	-
<i>Property and Equipment, net of depreciation</i>	333,072	278,568	54,504	-
<i>Investments</i>	92,958,376	19,467,146	73,491,230	-
Total Assets	122,814,810	25,954,760	96,588,205	271,845

Liabilities and Equity				
<i>Accounts Payable</i>	16,772	1,349	-	15,423
<i>Allocations Payable</i>	1,488,886	1,478,416	10,470	-
<i>SBA PPP Loans Eligible for Forgiveness</i>	230,800	172,000	58,800	-
<i>Assets Held For Others</i>	14,708,048	-	14,708,048	-
<i>Due To/From Affilites</i>	-	(499,938)	243,516	256,422
Net Assets - Equity	106,370,304	24,802,933	81,567,371	-
Total Liabilities and Equity	122,814,810	25,954,760	96,588,205	271,845

JCP FY 2020-2021 (FEDERATION)
Administration and Fundraising Budget (Detail)

----- FEDERATION -----

		2019-2020 Budget	2019-2020 Actual (Preliminary)	2020-21 Original Budget As of 6.24.2020	2020-21 Updated Budget As of 9.30.2020	2020-21 Prelim Actual As of 10.31.2020
INCOME						
Unrestricted Campaign Grant for Admin & Fundraising	N/A	450,000	450,000	450,000	450,000	150,000
Unrestricted Campaign Grant for Programming	N/A	447,000	447,000	460,000	460,000	153,333
SBA PPP Loan Forgiveness		-	-	-	-	-
Lemsky Admin fee	10-3005	106,355	106,535	104,486	108,642	36,214
Operating Endowment Fee	10-3005	88,629	88,629	87,071	90,535	30,178
Corporate Sponsorship	10-3011	75,000	61,100	55,000	40,000	2,500
Tributes	10-3111	7,500	5,582	6,500	6,500	2,062
Event Income (Non-YAD) - A Taste of Israel	10-3132	30,000	-	30,000	30,000	6,272
Miscellaneous Income (e.g. Donations, reimbursements, etc.)	10-3312	20,000	20,000	20,000	12,500	11,305
Outside Grant (HG Foundation for P) Staffing)	10-3313	1,200	-	-	-	-
YAD Event Income	32-3321	2,500	-	-	-	-
Meals Program Administrative Management Fee	10-3221	5,000	5,000	5,000	5,000	1,667
Scholarship-Management fee	10-3219	1,000	1,000	1,000	1,000	333
Hillel Management Fee	10-3220	15,000	15,000	15,000	15,000	5,000
WAFJS Endowment Marketing Fee	10-	15,000	15,000	-	15,000	5,000
Prior Year Surplus	N/A	-	-	-	44,375	14,792
TOTAL REVENUE		1,264,185	1,214,846	1,234,057	1,278,552	418,666
Personnel						
Salaries	10-5011	737,600	708,543	696,666	688,658	219,009
Federal and State Payroll Taxes	10-5013	57,164	51,287	53,992	54,621	15,215
Worker's Compensation	10-5015	1,350	1,641	2,500	2,500	667
Medical/Dental/Disability/Life Ins (Assumes 10% Increase)	10-5111	59,030	52,247	62,074	59,773	16,897
Pension Plan	10-5112	32,500	34,073	37,483	36,130	11,545
WTD / Contract Acctg / Retirement Plan Services	10-5016	18,000	19,254	18,000	18,000	5,700
		905,644	867,045	870,715	859,682	269,033
PROFESSIONAL DEVELOPMENT						
Conferences and Meetings	10-5411	15,000	13,517	10,000	10,000	-
SUPPLIES AND PRINTING						
Office Supplies & General Printing (Letterhead, envelopes, etc.)	10-5211	10,775	10,920	11,000	11,000	3,059
Computer Maintenance	10-5214	2,750	1,128	2,750	2,750	2,013
JFNA CRM Fees		-	-	11,000	11,000	10,120
Software Licenses & Outsourced Report Writing	10-5212	10,500	12,660	12,500	12,500	1,761
Printer Contracts, monthly fees& Maintenance	10-5213	5,700	9,882	5,800	5,800	2,009
		29,725	34,590	43,050	43,050	18,962
OCCUPANCY						
MJCC Occupancy	10-5311	51,960	51,960	52,000	52,000	16,741
Insurance	10-5312	9,165	9,360	9,300	9,300	3,188
Controlled Access fees and maintenance	10-5510	1,040	299	1,050	1,050	-
		62,165	61,619	62,350	62,350	19,929
TELEPHONE, POSTAGE, INTERNET (65/35)						
Telephone	10-5511	3,445	3,457	3,500	3,500	795
Postage	10-5512	6,110	6,188	6,200	6,200	2,331
Internet & Website	10-5519	4,641	5,213	5,500	5,500	109
		14,196	14,858	15,200	15,200	3,235
Marketing (General Branding)						
Advertising	10-5414	4,745	11,778	5,000	5,000	755
Annual Report (including design, printing and mailing)	10-5612	7,500	-	7,500	7,500	-
2 Newsletters (including design, printing and mailing)	10-5417	5,200	3,729	4,500	4,500	-
Design Discipline Retainer		-	-	30,000	24,400	10,000
JFS Marketing						1,656
		17,445	15,507	47,000	41,400	12,411
Fundraising / Campaign/LOJ/Super Sunday/ETC	15-XXXX	51,000	61,922	51,000	65,800	16,621
YAD and all related costs including marketing, printing, etc. - Lauren						
Engagement Programming	32-6103	2,500	1,262	2,500	2,500	146
		2,500	1,262	2,500	2,500	146
Programming and Community Impact (includes marketing)						
Costs for Administering Grants (copying, meeting expense - i.e., Food)	37-6200	1,750	199	1,000	1,000	-
Task Forces (Senior Services, Teen Professionals, Special Needs, etc.)	37-6201	1,000	2,776	1,000	1,000	-
Holocaust Remembrance	37-6202	7,500	7,322	7,500	7,500	-
Newcomers	37-6203	3,000	1,517	2,000	2,000	36
Israel Advocacy (mostly marketing and possibly a program)	37-6204	2,500	-	2,000	2,000	-
CRC - dues for Israel Action Network, JCPA, interfaith activities, etc.	37-5635	5,000	3,023	5,000	5,000	21
General Program expense	37-6205	2,500	7,154	1,500	7,500	3,974
Study - Southern Growth (Board Priority Setting)	37-6214	5,000	5,000	-	-	-
Isolated Seniors Program	37-XXXX	-	-	11,000	11,000	3,959
A Taste of Israel	37-6211	35,000	8,878	35,000	35,000	11,154
		63,250	35,869	66,000	72,000	19,144
Leadership Development (including General Assembly)	10-5622	5,000	1,468	2,000	2,000	178
OTHER EXPENSE						
Annual Meeting	10-5611	1,500	1,519	1,500	1,500	80
Auditing	10-5613	20,500	20,369	21,000	21,000	-
Dues and Subscriptions	10-5619	3,500	1,178	2,000	2,000	71
Capital Reserve/Community Ed	10-5630	15,000	12,446	10,000	10,000	-
Bank Fees/Credit Card	10-5513	15,000	6,867	14,000	14,000	2,545
Miscellaneous	10-5627	5,000	12	2,000	2,000	141
Endowment Support	10-5633	5,000	3,338	4,500	4,500	-
Office Enhancements	10-5317	2,500	7,556	2,500	2,500	-
Recruiting	10-5412	-	-	-	-	-
Community Participation and Outreach (Tables, Ads, Etc)	10-5520	10,000	9,529	7,500	7,500	2,500
		78,000	62,814	65,000	65,000	5,337
TOTAL ADMINISTRATIVE EXPENSES		1,243,925	1,170,471	1,234,815	1,238,982	364,996
Net Surplus(Deficit)		20,260	44,375	(758)	39,569	53,660

* Revised budget at 8.31.2020 based on existing staff at 8.31.20 plus a part time engagement person and an allocation of SNB's cost for Federation activities.

** This retainer @ \$2,500 July - October and \$1,800 thereafter.

*** The Campaign Budget includes 25% of L.Schroeder cost and 70% of telemarketing program (\$14,800 of \$20,500) staffed by Hillel students as part of a leadership program.

The remainder of the telemarketing is funded through Hillel funds. Also, the Campaign costs are offset by any event income obtained at Campaign events.

**** This category includes 25% of L.Schroeder cost.

***** This category is the cost H. Safier plus programming for isolated seniors.

JCP FY 2020-2021 (FOUNDATION)
Administration and Fundraising Budget (Detail)

	2019-2020 Budget	2019-2020 Actual (Preliminary)	2020-21 Original Budget As of 6.24.2020	2020-21 Updated Budget As of 9.30.2020	2020-21 Prelim Actual As of 10.31.2020
INCOME					
Interest Income	7,250	5,758	3,500	3,500	1,618
Fee Income - DA	305,000	312,089	293,000	275,000	143,141
Fee Income Designated	23,000	21,680	23,000	21,000	10,911
Fee Income Agency	15,400	29,158	47,000	27,750	14,634
Fee income - Trust	-	-	-	-	-
Fee Income - Support Income	61,500	65,503	66,000	65,750	33,461
Agency Participation	20,000	20,000	20,000	30,000	-
Corporate Sponsorships	-	5,000	5,000	5,000	5,000
B'nai Tzedek	15,000	15,943	15,000	15,000	-
Legacy Society	2,500	2,500	2,500	2,500	-
Operating Endowmnt	59,500	59,103	48,000	58,000	-
Contributions	12,500	11,772	20,000	15,000	1,956
Prior Year surplus	50,000	50,000	-	26,120	8,707
SBA PPP Loan Forgiveness	-	-	-	-	-
TOTAL REVENUE	571,650	598,506	543,000	544,620	219,428
Personnel					
Salaries 40-5011	329,647	326,887	336,210	307,735	112,988
Federal and State Payroll Taxes 40-5013	25,548	24,116	26,056	23,849	7,475
Worker's Compensation 40-5015	1,350	1,697	1,500	1,500	-
Medical,Dental,Disability,Life Ins (Assumes 40-5111)	11,520	12,794	15,359	17,384	4,023
Pension Plan 40-5112	17,209	18,211	16,860	16,263	6,534
WTD / Contract Acctg / Retirement Plan S 40-5016	18,000	18,346	18,000	18,000	5,700
	403,274	402,051	413,985	384,731	136,720
PROFESSIONAL DEVELOPMENT					
Conferences and Meetings 40-5411	7,500	7,929	5,000	5,000	-
SUPPLIES AND PRINTING (65/35)					
Office Supplies & General Printing (Lei 40-5211)	5,725	7,018	6,000	6,000	2,324
Computer Maintenance 40-5214	1,470	722	1,500	1,500	1,082
Software Licenses & Outsourced Repri 40-5212	27,500	31,582	25,000	27,500	19,907
Printer Contracts, monthly fees& Main 40-5213	3,070	5,422	3,100	3,100	1,082
	37,765	44,744	35,600	38,100	24,395
OCCUPANCY					
MJCC Occupancy 40-5311	7,830	7,530	7,900	7,900	2,647
Insurance 40-5312	4,935	4,967	5,000	5,000	1,717
Controlled Access fees and maintenar 40-5510	560	396	600	600	-
	13,325	12,893	13,500	13,500	4,364
TELEPHONE, POSTAGE, INTERNET (65/35)					
Telephone 40-5511	1,855	1,963	1,700	1,700	453
Postage 40-5512	3,290	3,337	3,300	3,300	1,664
Internet & Website 40-5519	5,999	2,492	6,300	6,300	59
	11,144	7,792	11,300	11,300	2,176
Marketing (General Branding 65/35) - Matt					
Advertising (e.g. 4 full page ads in HW 40-5414)	2,555	599	2,750	2,750	-
Annual Report (including design, printi 40-5612)	2,100	-	4,000	4,000	-
2 Newsletters (including design, printin 40-5417)	2,800	1,632	1,800	1,800	-
JFS Marketing	-	-	-	-	-
	7,455	2,231	8,550	8,550	-
Fundraising - MJF and JFOM					
Marketing 40-6018	4,500	3,938	4,500	4,500	145
Events (includes Outsourcing Coordin 40-4125)	2,500	-	2,500	2,500	-
Lion of Judah	-	-	-	-	-
Donor Cultivation (lunches/coffee) 40-6101	1,250	261	1,000	1,000	79
General Meeting expense (e.g. food fo 40-6102)	750	-	500	500	-
	9,000	4,199	8,500	8,500	224
Programming and Community Impact (includes marketing)* Bluma					
Study - Southern Growth (Board Priori 40-6214)	5,000	5,000	-	-	-
Professional Advisors 40-6207	2,000	4,550	3,000	4,500	-
B'nai Tzedek 40-4374	15,000	15,943	15,000	15,000	-
JFOM 25th Anniversary 40-????	30,000	23,018	-	17,500	15,033
	52,000	48,511	18,000	37,000	15,033
Leadership Development (including Gener 40-5622)	1,000	140	1,500	1,500	96
OTHER EXPENSE					
Annual Meeting 40-5611	1,500	1,269	1,500	1,500	-
Auditing 40-5613	19,000	23,181	20,000	20,000	-
Dues and Subscriptions 40-5619	2,000	2,161	1,500	1,500	319
Capital Reserve/Community Ed	-	-	-	-	-
Bank Fees/Credit Card 40-5513	1,140	1,438	1,200	1,200	627
Miscellaneous 40-5627	1,500	1,000	1,500	1,500	54
Match for New DA Funds 40-????	-	12,000	-	6,000	***
Community Participation and Outreach (T: 10-5520)	1,500	847	1,200	1,200	-
	26,640	41,896	26,900	32,900	1,000
TOTAL ADMINISTRATIVE EXPENSES	569,103	572,386	542,835	541,081	184,008
Net Surplus/(Deficit)	2,547	26,120	165	3,539	35,420

* Reduction is based on a price concession from Blackbaud negotiated by S.Gadberry.

** This category includes 25% of the cost of L.Schroeder.

*** The prior year incentive was for 12 new funds with a \$1,000 match; this revised budget will offer 12 incentives @ \$500 each.

HILLELS OF MEMPHIS

ACCOUNT	2017-2018 Budget	Actual FYE 06 30 2018	2018-2019 Budget	Actual FYE 06 30 2019	2019-2020 Budget	Actual Through 06 30 2020	Projected FYE 06 30 2020	2020-2021 Budget	Actual Through 10 31 2020
Revenue									
3012 MJF Allocation / Endowment	65,090.95	65,091.00	65,091.00	66,909.00	92,028.00	92,028.00	92,028.00	93,094.00	93,094.00
3015 Member Fees/Parking	500.00	80.00	-	160.00	200.00	200.00	200.00	200.00	-
3117 Yiddishe Cup Sponsorships	20,000.00	15,474.00	12,500.00	14,462.00	17,500.00	11,964.00	17,500.00	17,500.00	-
3313 Grant Income	2,000.00	2,800.00	1,800.00	-	-	1,800.00	-	4,800.00	-
3120 Donations	50,000.00	54,447.05	50,000.00	58,626.00	2,500.00	926.00	2,500.00	2,500.00	28.00
3112 Miscellaneous Income	-	-	-	-	-	-	-	-	-
Total Revenue	137,590.95	137,892.05	129,391.00	140,157.00	112,228.00	106,918.00	112,228.00	118,094.00	93,122.00
Operating Expenses									
5011 Salaries	57,000.00	55,721.15	57,000.00	51,035.94	60,000.00	60,000.00	60,000.00	60,000.00	20,000.00
5013 FICA Taxes	4,360.50	4,141.48	4,361.00	3,789.72	4,590.00	4,826.00	4,590.00	4,590.00	1,530.00
5014 TN Unemployment Taxes	333.60	489.01	490.00	246.83	300.00	231.00	-	300.00	-
5111 Employee Insurance	3,887.35	3,414.60	3,750.00	3,494.81	100.00	(29.00)	-	100.00	41.25
5112 Employee Pension Plan	-	-	-	2,341.77	-	-	-	3,600.00	1,200.00
5412 Recruitment Expense	-	-	-	3,392.39	-	1,000.00	1,000.00	-	-
5211 Office Supplies	2,000.00	1,835.02	2,000.00	342.13	1,000.00	215.00	500.00	1,000.00	156.94
5214 Computer Maintenance	1,200.00	32.46	750.00	208.75	375.00	239.00	375.00	375.00	48.00
5312 Insurance	1,300.00	1,300.00	1,300.00	1,300.00	1,400.00	1,400.00	1,400.00	1,400.00	466.67
5313 Building/Ground Maintenance	4,000.00	2,530.91	3,750.00	11,422.58	20,000.00	18,535.00	20,000.00	5,000.00	7,403.34
5411 Conferences/meetings/leadership/	3,500.00	2,510.80	3,500.00	1,070.28	2,500.00	760.00	1,500.00	2,500.00	-
5314 Equipment Maintenance	2,000.00	567.58	1,000.00	261.05	500.00	150.00	400.00	500.00	-
5315 Utilities/Direct TV	4,800.00	5,150.50	5,500.00	4,885.16	5,500.00	4,827.00	5,500.00	5,500.00	1,371.94
5511 Telephone/Internet/Web	2,400.00	1,190.59	1,100.00	1,014.62	1,200.00	2,042.00	3,200.00	3,200.00	901.68
5512 Postage	100.00	50.00	-	416.82	100.00	-	100.00	100.00	-
5513 Bank Charges/Credit Card Fees	-	-	-	-	-	-	-	-	-
5016 Professional Services	-	-	-	-	-	-	-	-	-
5619 Dues & Subscriptions	125.00	-	-	270.93	300.00	-	300.00	300.00	-
5627 Miscellaneous	-	1,021.60	1,000.00	-	1,000.00	-	750.00	1,000.00	24.00
5628 Management Fees to MJF	15,000.00	15,000.00	15,000.00	15,000.00	15,000.00	15,000.00	15,000.00	15,000.00	3,750.00
5630 Community Programs/Capital Reserve	-	-	-	-	-	-	-	-	60.00
6018 Marketing	3,000.00	1,811.53	3,000.00	4,324.60	3,000.00	7,717.52	4,750.00	5,000.00	2,397.00
5414 Advertising	0	332.00	-	2,387.00	-	-	-	-	-
Total Operating Expenses	105,006.45	97,099.23	103,501.00	107,205.38	116,865.00	116,913.52	119,365.00	109,465.00	39,350.82
ACCOUNT	2017-2018 Budget	Actual FYE 06 30 2018	2018-2019 Budget	Actual through FYE 06 30 2019	2019-2020 Budget	Actual Through 11 30 2019	Projected FYE 06 30 2020	2019-2020 Budget	Actual Through 11 30 2019
Programming Expenses									
4100 Hillel Programs	-	7,030.63	7,500.00	8,832.43	7,500.00	7,430.00	7,500.00	7,500.00	475.00
4119 Hillel Monthly Dinners	2,700.00	-	-	2,510.10	3,000.00	1,905.00	2,500.00	3,000.00	515.00
4120 Interfaith Seder	2,500.00	1,742.60	-	1,425.00	2,000.00	-	2,000.00	2,000.00	-
4118 Golf Tournament	500.00	693.05	500.00	574.89	1,000.00	642.00	1,000.00	1,000.00	-
4121 Open House	-	-	-	-	-	943.00	943.00	1,000.00	(500.00)
4122 Special Events	1,500.00	5,905.60	-	-	-	500.00	-	-	-
4129 JLF Stipends	-	-	-	-	-	-	-	4,800.00	-
4130 Stipends for Leadership Program	-	-	-	-	-	-	-	5,700.00	-
4351 Scholarships-Fall	2,000.00	375.00	2,000.00	476.00	1,000.00	-	1,000.00	1,000.00	-
4442 Birthright Israel	-	-	981.00	980.71	-	-	-	-	-
Total Programming	9,200.00	15,746.88	10,981.00	14,799.13	14,500.00	11,420.00	14,943.00	26,000.00	490.00
Surplus (Deficit)	23,384.50	25,045.94	14,909.00	18,152.49	(19,137.00)	(21,415.52)	(22,080.00)	(17,371.00)	53,281.18

Memphis Jewish Federation
 PJ Library Worksheet - Surplus Calculations & Preliminary 2020-2021 Budget ProForma

	Actual FY 2019-20	Budget FY 2020-2021		Actual FY 2020-21 (Thru 10.31.20)
IPEG Grant	8,000 *	-	Grant has ended.	- Grant has ended.
HGF Programming Funds	5,338	4,800	Estimate used in past budgets, depends on subscriptions	2,060.00 Actual - Interim Value
CRM Pledge	15,118	15,072		15,072.00 Directed Pledge
Prior Years Surplus - Prog	-	?	6,500.00 Available at 6.30.2020	
Prior Years Surplus - Books		?	11,153.53 Available at 6.30.2020	
Programming Cost	(6,463)	(6,500) ?	Assume 2nd half of FY roughly same as 1st half of prior year	(403.51) Actual - Interim Value
Staffing Cost	-	?	Outside staffing? Internal Assignment?	
Books Cost	(13,460)	(13,500)	Average for Prior 3 Years = 13,153	(4,844.66) Actual - Inteim Value
Net Surplus (Cost)	<u>8,533</u>	<u>(128)</u>		<u>11,883.83</u>

* Second half of grant not received as of 7.15.2020 but is applied for and paperwork submitted.

Security Activities

Proposed Budget 2020-2021 (4.27.2019)

	Total Budget	Pymts Thru SCN	Forward To JCP Budget	Actual FY20/21 Thru 10.31.20
Income				
Secure Community Network (SCN)	77,200.00	77,200.00	-	
Memphis Jewish Federation Grant	45,000.00	-	45,000.00 FWD to JCP Budget	15,000.00
Memphis Agency Contribution	25,000.00	-	25,000.00 FWD to JCP Budget	8,166.66
	<u>147,200.00</u>	<u>77,200.00</u>	<u>70,000.00</u>	<u>23,166.66</u>
Total Revenue				
Expenses				
Personnel	130,000.00	77,200.00	52,800.00	27,400.00
Radio	4,000.00	-	4,000.00	-
Travel	-	-	-	-
Training	-	-	-	-
Materials	1,000.00	-	1,000.00	-
Stewardship	2,500.00	-	2,500.00	-
Law Enforcement award	2,000.00	-	2,000.00	-
ISRAEL travel for LE partner	-	-	-	-
Misc equip needs	1,250.00	-	1,250.00	-
	<u>140,750.00</u>	<u>77,200.00</u>	<u>63,550.00</u> FWD to JCP Budget	<u>27,400.00</u>
Surplus (Deficit)			6,450.00	(4,233.34)
Less: Estimated Deficit 2019-20			(5,000.00)	(1,250.00)
Contingency for Uncollectible Assessments			(500.00)	-
Surplus (Deficit)			<u>950.00</u>	<u>(5,483.34)</u>

Total Billings Expected to collect = 24,500

Billed in advance - this is two quarters of the annual cost

SENIOR MEALS PROGRAM

	CONGREGANT		HOME DELIVERED		COMBINED		Combined Actual Thru 10.31.20		
	2019-20 Projection Congregant	2020-21 Congregant Budget Draft # 1	2019-20 Projection Home Delivered	2020-21 Home Delivered Budget Draft # 1	2019-20 Projection Combined	2020-21 Combined Budget Draft # 1	Congregant	Home Delivered	Combined
Revenue Sources									
MIFA	90,410	90,410	-	-	90,410	90,410	44,136.00	-	44,136.00
Scheidt	50,000	50,000	-	-	50,000	50,000	16,666.67	-	16,666.67
Newberger, Hal	7,400	7,400	-	-	7,400	7,400	2,466.67	-	2,466.67
Newberger, Marty	10,000	10,000	-	-	10,000	10,000	3,333.33	-	3,333.33
Other Appeals	-	-	-	9,000	-	9,000	-	2,250.00	2,250.00
Other Misc	1,700	1,700	-	-	1,700	1,700	425.00	-	425.00
Prior Year Surplus	2,906	5,325	3,500	8,010	6,406	13,335	-	5,284.00	5,284.00
*** MJF Community Grant	2,500	4,810	37,500	26,190	40,000	31,000	-	10,333.00	10,333.00
subtotal	164,916	169,645	41,000	43,200	205,916	212,845	67,027.67	17,867.00	84,894.67
Expenses									
Holy Cow	(139,400)	(143,650)	(41,000)	(43,200)	(180,400)	(186,850)	(54,269.00)	(17,867.00)	(72,136.00)
Meal Worker - Plough Towers	(14,955)	(14,955)	-	-	(14,955)	(14,955)	(4,418.00)	-	(4,418.00)
Meal Worker - MJCC	(10,561)	(11,040)	-	-	(10,561)	(11,040)	(3,680.00)	-	(3,680.00)
subtotal	(164,916)	(169,645)	(41,000)	(43,200)	(205,916)	(212,845)	(62,367.00)	(17,867.00)	(80,234.00)
Surplus (Deficit)	-	-	-	-	-	-	4,660.67	-	4,660.67
Prior Year surpluses @ 7-1-2019		8,231		16,598					
Used - 2019/20 Projected		(2,906)		(3,500)					
Used 2020/21 Budget First Draft		(5,325)		(8,010)					
Surplus Remainder		-		5,088					



How You Helped Elderly Jews in the Kharkov Region of Ukraine



Prepared for Memphis Jewish Federation

December 2020



Thank You for Caring

JDC is grateful to the Memphis Jewish Federation for your dedication to helping more than 83,000 elderly Jews in the former Soviet Union (FSU) in 2019, and specifically, 6,520 Jewish elderly in the Kharkov region of Ukraine, a Jewish community you have initiated a partnership with over the past couple of years.

The FSU is home to nearly 1 million Jews. These are the poorest Jews in the world. Many were professionally successful, but even retired engineers and doctors have pitiful government pensions as low as \$2 a day. With your help, JDC's Hesed welfare centers in the region were able to send homecare workers to care for the homebound and infirm who could not care for themselves. You ensured that elderly individuals who struggle to subsist on meager government pensions were able to afford basic food and essential medication. You made sure that their homes were heated in the winter, and that financial assistance was available to them when they faced emergency expenses.

You are their lifeline. Without you, these people would have no hope of living their lives in dignity in their old age.

Your gift also meant a vote of confidence in the communities around the elderly that you cared for. Your investment in the growth of local Jewish life is helping the local Jewish community thrive, and ensuring they take more responsibility for their most vulnerable members.

Your dedication to this fragile elderly population became even more critical when the COVID-19 pandemic hit, and the Jews you support – a vulnerable population even during the best of times – became more vulnerable than ever. We extend special thanks to the Lemsky Endowment Fund of the Memphis Jewish Federation for helping to ensure that people received the care they needed, even under the most challenging circumstances.

Thank you for your commitment that offered lifesaving care and the promise of community to hundreds of thousands of Jews across the FSU.



With you, we delivered lifesaving aid across the former Soviet Union.



Your Support to Svetlana and Margarita is “Priceless”

Svetlana, 76, was born in Kharkov in the tail end of the Second World War to a working mother and a father. Her father Yaakov was an installer, and her mother, Anna, a seamstress. Though the circumstances she was born into wasn't easy, she ended up completing all of her schooling through high school, and enrolling in the Faculty of Urban Economics at the Kharkov Institute of Economics. To make ends meet, she attended night school, and worked as a faculty secretary during the day.

Throughout her career she worked in a number of jobs, including at the Scientific Institute of Basic Chemistry, and the city's Executive Committee, as an

Economist. When the Soviet Union fell, like her peers, she was left with no savings, and today, Svetlana looks to people like you for her survival. Never married and without children, along with her twin sister who lives in Kharkov, you are her family.



Svetlana and her homemaker in her home. (This picture was taken before the onset of the pandemic. Currently homemaker workers are equipped with PPE such as masks, and sanitizers to protect themselves and the elderly you enable them to serve.)

Svetlana's sole income is her government-sponsored pension, which stands at about \$2/day. Through JDC, you supply her with a bank card so she can purchase food and medicine. Her homemaker visits her for four hours a week, helping her around the home. Since the start of the pandemic, while her homemaker continues to visit her and help her, JDC's emergency campaign has ensured that homemaker workers, including Svetlana's, is equipped with sanitizers, soaps, wipes, and protective gear including masks, gloves, caps and robes. Svetlana is thankful for this support that she receives, and also gives back to others. She volunteers at her local Hesed Relief Center, which does not have the same level of in-person programming this year due to the pandemic.

Similarly to Svetlana, Margarita, who lives in Kharkov and goes by Rita, lived with dignity this year, thanks to your support. Rita was born in a family that honored Jewish traditions. At 18 months old, she suffered from polio, after which she endured spinal curvature, and her left leg became much shorter than the right leg. Simply put, Rita could not walk.



Due to her daughter's physical condition, her mother did not work and devoted all of her time to Rita's care. Her father was an engineer. At 6 years old, Margarita had spinal surgery that helped her mobility. A year later, she began school.

As an adult, Rita studied in the music conservatory and became a piano teacher. She has worked at the Kharkov Music School for 53 years. Even though having to stand throughout her lessons put a strain on her physically, she values and is proud of her work.

Unfortunately, Rita stumbled and fell, and as a result, endured a complex leg fracture. She underwent successful surgery; however, she was under strict doctor's order not to walk for six months. This left her alone in her two-room apartment, fearful about losing her job and dreaming about being able to, once again, walk through Gorky Park.

When her leg finally healed, she and her JDC-supported homecare worker went out walking. A teen on rollerblades bumped into her, causing her to fall and fracture her second hip. Rita again required surgery and again, was bedridden and depressed. All she wants is to walk again and teach piano. Thanks to the Memphis Jewish Federation, she received homecare assistance, two emergency surgeries, rehabilitative equipment, and a bank card to purchase food and medicine. Rita also wants to express her thanks:

"I'm very grateful to Hesed and JDC for the assistance I've been given, because without it, I simply wouldn't survive. JDC allows me to live. Thanks to homecare, I always have a clean apartment, my clothes and linens are always washed, and I always have delicious food prepared from fresh products. I also want to give a special thank you to JDC for allocating funds to pay for my two very expensive operations. This help is priceless because I am all alone in the world. Without this help, I – and others as helpless as I am – wouldn't survive. It's a source of great happiness to me that there's a JDC in the world."



Rita longs to walk through Kharkov's Gorky Park and return to her students.



The following charts illustrate the care that Svetlana, Rita and 6,520 elderly in the Kharkov region received in 2019 and from January-September of 2020.¹

Your Support in Numbers: Services Provided to Elderly in the Kharkov Region

Service	Number of Recipients, January – December 2019
Bank Cards allowed needy elderly clients to purchase food from any store that accepts debit cards and, in most areas, can also be used to purchase medicines	4,280 elderly
Food Packages were provided above and beyond	11 elderly received 41 packages
Meals-on-Wheels	13 elderly received 2,722 meals
Fresh Food Sets	3 elderly received 22 sets
Holiday Food Sets	5,563 elderly
Homecare	1,633 homebound elderly received 992,806 hours of homecare
Winter relief helped the elderly keep their homes warm through the winter months. This included payment of gas/electricity utilities designated for heating, or provision of coal, warm clothing and blankets.	3,077 elderly
Equipment Loans for elderly who need assistive equipment in their homes.	847 elderly received 1,692 equipment
Medical Consultations	441 elderly
Free or subsidized medicine	782 elderly
Emergency Relief	880 elderly
Day Center Services	571 elderly
Minor Home Repairs	817 elderly
Warm Homes were social group activities that take place in the elderly's homes.	379 elderly

¹ 2020 complete client stats will be available in April 2021.



Service	Number of Recipients, January-September 2020
Bank Cards allowed needy elderly clients to purchase food from any store that accepts debit cards and, in most areas, can also be used to purchase medicines	3,964 elderly
Food Packages were provided above and beyond	990 elderly received 1,017 packages, which included packages that were distributed as part of our COVID-19 relief efforts
Meals-on-Wheels	13 elderly received 1,279 meals
Fresh Food Sets	4 elderly received 22 sets
Holiday Food Sets	5,399 elderly
Homecare	1,528 elderly received 781,265 services
Winter relief helped the elderly keep their homes warm through the winter months. This included payment of gas/electricity utilities designated for heating, or provision of coal, warm clothing and blankets.	7 elderly (This number is expected to rise, as winter relief in Kharkov is provided in November and December, and these figures do not include these months.)
Equipment Loans for elderly who need assistive equipment in their homes.	533 elderly received 1,088 services
Medical Consultations	129 elderly
Free or subsidized medicine	596 elderly
Emergency Relief	735 elderly
Day Center Services	625 elderly
Minor Home Repairs	138 elderly
Warm Homes were social group activities that take place in the elderly's homes.	346 elderly



Sustaining the Jewish Community in Kharkov

Your burgeoning partnership with the Kharkov Jewish Community shows your care for our elders, while it is also a vote of confidence in its future. Through Jewish community centers, summer camps, family retreats, cultural and educational programming, and leadership training, in partnership with the community, JDC works to build upcoming generations of Jewish leadership that can contribute to their own communities' self-sufficiency, their elders' care, and global Jewish needs. We are grateful for the Memphis Jewish Federation's investment in helping to build Jewish life in post-communist societies, such as the Kharkov region of Ukraine. Following are just a few examples of local activities that shows the increased engagement in the Jewish community – even throughout this challenging year.

Shavuot: In Kharkov, an on online marathon, “Shavuot in Your Home,” connected **280 community members via Zoom and 3,000 visitors from different social networks**. Ten Kharkov Jewish organizations collaborated and prepared an all-day Shavuot celebration with activities for community members of all ages, from online parties for youth to educational classes to culinary master classes.

Emerging Leaders: More than 50 young teens who are a part of the regional "Active Jewish Teens (AJT)" youth group, ages 12-17, who began their Jewish journeys at the local JCC as babies, are now at the forefront of creating community events. They have initiated more than 10 projects, for example, robotics for younger kids, Jewish learning and touring, and Havdalah that unites AJT clubs.



AJTeens leading Kabbalat Shabbat.

AJT Conference: AJTeens joined in Kharkov for their 2019 AJT regional conference, where local Kharkov AJTeens led Kabbalat Shabbat, song leadership sessions, and *Oneg Shabbat* activities. The Kharkov AJT club even won the title of the best AJT Club in the FSU!

Day of Jewish Learning: This past November, Kharkov's local JCC joined JCCs in three other Ukrainian cities – Dnepro, Kiev, and Odessa – to organize a [Day of Jewish Learning](#). Held online, the day was open to all ages, featuring nine speakers who presented frontal lectures and interactive conversation for a deep dive into the topic of "Human Dignity" through history, psychology, cinema, music, and more disciplines. The online format allowed participants to join from eight countries. Gayane Grishenko, coordinator of community programs at the local JCC Beit Dan shared, “This year was a turning point for all of us, COVID made adjustments to our



lives that we were not ready to meet. However, it also showed us what our strength is, the strength of a united community. This year Global Day of Jewish Learning thank to joint efforts of JCCs has become really Global, proving its name.”

Thank You

JDC is grateful for the support of the Memphis Jewish Federation. Your support has saved lives and helped to create new ways to build and maintain community.

Your commitment to the Kharkov region in Ukraine is a ray of light that shines into people’s lives. This support provides immeasurable relief to Jewish elderly, and to those who yearn to reclaim their Jewish lives.

JDC thanks you for being a light unto the nations.



Expenses

Kharkov Region Elderly Welfare Expenses for Non-Nazi Victims (NNV) and Nazi Victims (NV), January-June 2020

Service	NNV, elderly ineligible for restitution support		NV, elderly receiving Holocaust restitution funds	
	2020 Budget, BOY ²	Expenses (\$) ³	2020 Budget BOY	Expenses (\$)
Homecare	\$708,823	\$300,949	\$2,681,246	\$1,385,881
Material Support: Hunger Relief, Medical Support and Winter Relief	\$845,260	\$330,596	\$3,308,178	\$903,666
SOS Emergency Assistance	\$49,051	\$23,071	\$130,225	\$41,194
Unique Programs	\$111,816	\$36,380	\$273,170	\$107,126
TOTAL	\$1,714,950	\$690,996	\$6,392,819	\$2,437,867

² Beginning of the Year.

³ These costs represent the anticipated actual expenses for 2020. An audited budget will be available, by request, in April 2021.

Facebook- December 9 to January 7

- 24 posts in this time period
- 5 new page followers (down 17% over previous 28-day period)
- 3,250 unique post reaches (up 80% over previous 28-day period)
- 783 post engagements (up 44% over previous 28-day period)
- 61 unique visits to the page (down 27% over previous 28-day period)
- Most popular posts in this period were FedLED Clothing sale, Top 20 of 2020, and Foundation End-of-Year Giving.

Instagram- Our audience here is young and small but growing. Followers grew by 9 in the month to 359. Posts get in the 10-20 range per post.

MailChimp (Email marketing platform) December 1 to January 6

- 42 unique emails sent (17 of which were Bereavement Notifications) (29 in previous reporting period)
- 87,256 individual emails delivered (56,547 in previous reporting period)
- 34.6% open rate
 - For niche brands like PJ Library and Lion of Judah the numbers are high- around 65%.
 - For those to all subscribers, like StrongTogether and DonorStrong, the numbers are around 26% open rate.) (33.4% in previous reporting period)
- 28 unsubscribes (23 unsubscribes in previous reporting period)
- 11 new subscribers (7 new subscribers in previous reporting period)

Websites*- jcpmemphis.org (main site), jcpconnect.org (blog), and jcpsharethelight.com (new giving website)

*Numbers for these three sites are omitted from this report because they are misleading. Because all three are public and static (as opposed to messages delivered to people who opt in, like email and social) we have constant traffic from around the world.

The blog, for example, gets a huge volume of traffic with some articles showing 20,000 readers, from all over the world, like Haiti and Nigeria and Mongolia. However, we do see Memphians interacting with these articles once posted to social media, and that data is accounted for above.

The new giving website, jcpsharethelight.com, provides faulty data for a different reason. Launched less than a month ago, it hasn't had time to find an audience with Memphians. Traffic is from all over the world, with the 20 or so gifts made so far all coming from Memphis donors.



Memphis Jewish Federation Covid-19 Urgent Needs Grant Request Form

Date

Organization Name

Contact Person Name

Email Address

Phone Number

Total Urgent Needs Grant Request \$

Urgent Need I

Description of Need

Cost of Need \$

Implementation Timeline

Urgent Need II

Description of Need

Cost of Need \$

Implementation Timeline

Urgent Need III

Description of Need

Cost of Need \$

Implementation Timeline

