

JCP Update February 2020

Leadership and Board Updates

- The board member portal has been updated. Specific folders have been set up for Bylaws, Policy Documents, Board Meetings, and Financials. You have access to everything. Moving forward, we will no longer use the term “Consent Agenda.” We will instead use “Briefing Materials.”
- Have you signed up to be an Ambassador? Our goal is for each board member to interact with one of our funded programs to express our appreciation for being a partner in meeting a community's needs as well as to learn more about the program.
<https://www.surveymonkey.com/r/Z5TGCLH>
- We had our second Kay Saslowsky Leadership program at Chruh Health at Crosstown, Dr. Scott Morris Spoke about how participants can continue on their leadership journeys. The next program will be led by Leslie Smith, CEO of Epicenter, and will take place on March 9th at the JCC.

Operations/technology

- Basecamp is fully utilized by JCP staff for projects, policy, and anything requiring multiple people to accomplish a goal. It has made a big difference in workflow and productivity.
- Poll Everywhere is utilized to capture opinions and ideas from board members. Poll Everywhere allows live interactive audience participation to brainstorm and prioritize suggestions.
- Live Lively is a platform for mobile giving. This platform is now live and used for mobile giving. Mobile giving is a fundraising technique where donors have the opportunity to give to a campaign on any mobile device. Mobile giving comes in many different forms, like text fundraising, mobile donation pages, or mobile kiosks.
- JCP's DipJar is has raised over \$1,200. It is used for ticket sales as well as fundraising.

Jewish Federation & Campaign

- Working to close the campaign. Currently have 43 donors \$1000+ open (\$503,605) and 207 donors under \$1000 (\$48,504).
 - Great meeting at Belz with an increased ask for unrestricted dollars
 - Bornblum held a call session after their board meeting Monday evening (3/2) – in the lead for the \$3,000 agency challenge grant
- Gearing up for another direct mail piece going out to donors under \$1000.
 - The January mail piece closed 63 donors with total new & increase gifts of \$3930 [5 new gifts (\$1892) & 18 increased (\$2038)] ... more keep trickling in
- Creation of FedLED (taking the place of YAD). Federation's Leadership, Engagement and Development group

- Current involvement: Martin & Jamie Klazmer, Jaclyn Marshall, Emily Lennon, Jana Weiskopf, Erin Dragutsky, Jason Goldstein, Spencer Glaser, Mary Kanowitz



- Planning a leadership retreat at a camp for fall
- A draft of the 2021 Annual Community Campaign has been created.

JFS Endowment Fund

- Commitments of \$4,486,250.00 have been secured from 20+ donors with \$2,040,150.00 collected.

Jewish Foundation of Memphis

1. B'nai Tzedek teens have started looking at Grant Applications. They have received 11 applications totaling \$20,326. The agencies each made a presentation to the teens.

Name of Project	Agency	\$ Requested
Holiday Food Boxes	Baron Hirsch	\$2,000
The Great Sandwich Make	Baron Hirsch	\$2,000
Newcomers Welcome Bags	Memphis Jewish Federation	\$500
Community-Wide Teen Program	Memphis Jewish Federation	\$1,600
Accushield Security Check-In System	Memphis Jewish Home & Rehab	\$4,846
Creative Aging of the Mid-South	Plough Towers	\$750
JCC - Ninja Warrior Camp	MJCC	\$2,000
Jewish Family Service - Shabbat Shalom	FJFS @ MJCC	\$500
Jewish Family Service - Reel Abilities	FJFS @ MJCC	\$2,000
TI Talks: A Social Action Panel with ConnectTI	Temple Israel	\$630
Happy Feet Soccer	Temple Israel Preschool	\$3,500

- In February, we opened 2 new B'nai Tzedek Funds.
- Our B'nai Tzedek teens came out to support the Baron Hirsch sandwich-making volunteer opportunity



- JFOM is looking at new software to replace FIMS. We had a demo this week on a new system.
- Investment meeting took place in February to review 12.31.2019 returns:

	<u>Month</u>	<u>Year- to-date</u>
Jewish Foundation of Memphis Agency, DAF, Designated & Family Foundations:		
Jewish Community Endowment Pool (JCEP)	1.80%	13.10%
Vanguard Institutional Advisory Services (VIAS)	1.84%	16.49%
Short Term Bond Index 100% Fixed (VBIRX)	-0.01%	4.76%
LifeStrategy Income 20% Equity/80% Fixed (VASIX)	0.49%	11.51%
LifeStrategy Conservative Growth 40% Equity/60% Fixed (VSCGX)	1.01%	14.27%
LifeStrategy Moderate Growth 60% Equity/40% Fixed (VSMGX)	1.59%	17.11%
LifeStrategy Growth 80% Equity/20% Fixed (VASGX)	2.15%	19.91%
Stock Market Index Fund 100% Equity (VTSAX)	3.78%	27.16%
Israel Investment ETF - ISRA	5.10%	26.53%

Hillel

- Shabbat Shul Hop - Shabbat services and dinner in the community with Baron Hirsch and the Yeshiva University Fellows
- We kicked off the Ask the Rabbi Brunch and Learn series with Rabbi Jeremy from Temple Israel who attended a bagel brunch at U of M for informal conversation and learning with students
- Sam Weinreich event at Rhodes- we partnered with Rhodes and the Jewish Studies department to bring Sam Weinreich to campus. There were over 500 people in attendance including local politicians
- Jewish Community Fellows at Rhodes helped organize our Tu Bshvat Seder, which was a huge success. Featured special guest Zehava Schneor
- We had two Advisory Council meetings (Rhoades & UofM) to discuss successes from last semester and plans for this semester

Agency Marketing

- **Maximizing audience experience with new MailChimp mass email software-** After migrating 4,000 or so email contacts from ConstantContact to MailChimp, we're using its better analytic tools and other changes to increase the percentage of recipients who see and open our communications. This has led to an increase from an average of about 25% to 40% open rate for recipients of our various publications. (average open rate is 6%, while in non-profit the average is better, at 25%) It also makes it easier to grow our audiences, with each Senior Monthly Email, in particular, attracting new subscribers, for example, about a dozen in response to the February blast.

- **Event marketing-** As Campaign begins to wind down, we're using the opportunity to plan ahead for the marketing of whole-community facing initiatives of ours like Yom HaShoah and Taste of Israel. Both represent essential interactions with our audience that don't involve a direct ask, but instead an offer for something unique which only we can provide, which raises our brand profile in a different but complementary way to fundraising communications.
- **Integrated Philanthropy concept from FedPro incorporated into Marketing-** Concept of showing our audience that we aren't only asking something of them- we offer them a unique tool for realizing their philanthropic goals, a tool which only we are able to offer. We do this through the ease of federated giving and the adaptability of the Foundation model, with professionals able to help guide every donor through every process. This concept is being incorporated into all audience-facing communications.
- **Online Marketing using the human faces of JCP programming-** By consistently sharing the stories of our donors, beneficiaries, staff, and lay leaders, we humanize the organizations and their work, and connect real people that are known in the community to our work. Late January and February examples include: OPI/Suzi Weiss-Fischmann wrap up; Butler Snow grant for senior programming; Zahava Shneor visit to Memphis; Hillel/Yiddishe Cup; Holocaust Art & Essay Competition; and Audrey May article about FJFS services being accessed by a single phone call.
 - JCPConnect.org articles read around 15,000 times since Jan 25
 - Around 10,400 unique impressions/interaction on Facebook, 13 new subscribers
 - 12 new Instagram subscribers
- **Hillel on-campus branding-** Borrowing tactics deployed in our other brands, like our Here For Federation campaign for public events, a new Hillel collateral campaign brought laptop stickers, table tents, and apparel to students on both campuses. Student reaction to stickers and sweatshirts, in particular, has been strong, generating serious FOMO and leading to on-campus sightings of Hillel branding at Rhodes and U of M. This will help pull both Hillel communities even closer together, which is particularly important for Jewish students at U of M, who tend to interact less than their Rhodes counterparts.
- **Marketing Budget planning for next fiscal-** Working within our small marketing team and with other departmental leads to predict all marketing needs for the next fiscal year and carefully plan budgets to maximize our impact while minimizing spend. This will be done by recycling effective brands, imagery, concepts to be reused with fresh designs and stories; bringing small design projects in-house and relying on tested and trusted templates; spending wisely on innovative communications to keep the audience engaged, and working with all teams at the beginning to a project's conceptualization to make best decisions about how we show and tell our audience about new projects.
- **We are preparing to upgrade from iDonate to GivingFuel for online payment gateways-** Working with JFNA to streamline the switch to new gift/payment processing software with no black-out dates or other interruptions for our users. The changeover will be completed by the end of the second week of March and will most likely go unnoticed by most donors.

Secure Community Network

- Stuart Conducted a SETA (Special Event Threat Assessment) relative to Temple Israel's fundraiser event at GPAC.
- Stuart coordinated and led a protective team at Temple Israel's fundraiser event at GPAC in conjunction with the Germantown Police Department
- Stuart participated in the FBI Multi-Cultural Task Force meeting where I briefed leadership on ongoing threats to the Jewish community
- Stuart and Michael met with the US Attorney for Western District of Tennessee M. Dunavant , together with community and FBI leadership, to address a national level directive relative to DOJ addressing anti-Semitic incidents and hate crimes against the Jewish community in the Memphis area. **This meeting produced a commitment from the US Attorney and the FBI to present a community-wide event Monday, April 6th to the Memphis Community Security Committee.**
- Stuart Held a briefing with area Law Enforcement leadership to finalize operational plans relative to the full-scale exercise (active threat) that will take place at Temple Israel this Spring.

January 29, 2020

JCP Executive Committee Meeting Minutes

In attendance:

Michael Greenberg, Charles Jalenak, Michael Kaplan, Steve Libby, Scott Notowich, Jimmy Ringel, Jason Salomon, Scott Vogel, Craig Weiss

Staff: Michael Barnett, Abbey Cowens, Bluma Finkelstein, Sheri Gadberry, Laura Linder, Tim Wheat

The meeting was called to order at 5:30 p.m. Ms. Laura Linder served as chair of the meeting in the absence of JCP Chair Ken Steinberg.

She called for approval of the consent agenda. Scott Vogel Moved and Steve Libby seconded. The motion passed.

She then called on Scott Vogel to give an update on the campaign. He referred the group to the illustration that had been sent in advance (see attached) and encouraged participation in Super Sunday.

Charles Jalenak presented the JFOM Dashboard and discussed the success of year-end marketing resulting in the opening of new funds and additions to donor advised funds. He shared some of the plans for the Foundation's 25th anniversary including the involvement of each agency partner taking responsibility for a legacy event at their organization, featuring two legacy donors in a 25th anniversary gallery display and helping identify book of life signees.

The rest of the agenda involved a discussion on three important efforts:

- 1) A proposed study of teen engagement.
- 2) Board priority setting process next steps
- 3) Security Due Diligence

Mr. Libby presented a proposal for a study of teen engagement in the Memphis Jewish community.

The goal of the study is to see how, through a community survey and focus groups, we can strengthen all of our community partners that serve teens strengthen by delving deeper into where, when and how Jewish teens in Memphis engage Jewishly from youth groups to synagogue to overnight camp, to formal and informal Jewish education, to trips to Israel, etc. and to see what the teens think regarding their own personal Jewish engagement. (For example, if it emerged that transportation was a barrier to teen engagement, we would be able to collaborate on reducing that barrier.) The study would be undertaken pro bono by Give Back Memphis a non-profit whose mission is to assist non-profit organizations as they make a positive impact on the quality of life in the Memphis community.

The Executive Committee approved going forward with the request that JCP actively engage leaders of existing Memphis youth groups as part of the process.

Cindy Finestone then discussed the board priority setting process undertaken by Southern Growth and presented a chart of 13 programs that were identified by staff as not meeting all operating criteria as set by the board:

1. Increases Community philanthropy
2. Increases the visibility and credibility of MJF
3. Creates opportunities to onboard leadership

She shared the outcome of a meeting with leadership from the MJCC where a partnership on key programs was discussed. These programs included Shoham Partnership, Israel Scouts and all of the direct social service programs operated by MJF (kosher meals administration, red Kramer loan, camp scholarships, senior Jewish engagement professional).

It was recommended that the next step consist of a deep dive into all of the activities of MJF in order to have a big picture overview of everything we do. A small subcommittee will be assembled to tackle this.

Ms. Linder opened the conversation about security due diligence. All agreed that we should continue what we are doing, that is an effective way to address security. JCP will continue to convene the agencies regularly.

Michael Kaplan then presented several new policies for review by the Executive Committee. They pertain primarily to things such as donor confidentiality, records maintenance and executive compensation. By approving these policies, JCP Auditors can check all the boxes on the form 990, which is used by Charity Navigator to rate charities.

Ms. Linder closed the meeting by sharing the recent request for Memphis representatives to a newly formed committee to look at creating a TN/ISRAEL Chamber; providing an overview of the JFNA board meeting including a new dues policy; upcoming dates.

The meeting was adjourned at 6:50 p.m.

Administration and Fundraising Budget (Detail)

		----- FEDERATION -----				----- FOUNDATION -----				
		2019-2020	2018-19	2019-20	2019-20	2019-2020	2018-19	2019-20	2019-20	
		Budget	Budget	Actual	Projection	Budget	Budget	Actual @	Projection	
		@ 12.31.2019								
INCOME										
Unrestricted Campaign Grant for Admin & Fundraising	N/A	450,000	450,000	225,000	450,000					
Unrestricted Campaign Grant for Programming	N/A	447,000	350,000	223,500	447,000					
Lemsky Admin fee	10-3005	106,355	93,824	53,177	106,355					
Operating Endowment Fee	10-3005	88,629	78,187	44,315	88,629					
Corporate Sponsorship	10-3011	75,000	125,000	44,900	57,500					
Tributes	10-3111	7,500	10,000	3,953	6,000					
Event Income (Non-YAD) - A Taste of Israel	10-3132	30,000	35,000	-	30,000					
Miscellaneous Income (e.g. Donations, reimbursements, etc.)	10-3312	20,000	20,000	-	20,000					
Outside Grant (HG Foundation for Pj Staffing)	10-3313	1,200	1,200	-	-					
YAD Event Income	32-3321	2,500	2,500	-	-					
Meals Program Administrative Management Fee	10-3221	5,000	5,000	2,500	5,000					
Scholarship-Management fee	10-3219	1,000	1,000	500	1,000					
Hillel Management Fee	10-3220	15,000	15,000	7,500	15,000					
JFS Marketing Grant and Campaign Launch	10-3131	15,000	15,000	15,000	15,000					
Security Grant from DHS through State of Tennessee	37-3328	100,000	-	-	63,535					
Security Grant from MJF Campaign	37-3130	30,000	-	15,000	30,000					
Security Assessments - Agencies	37-3329	25,000	55,000	17,500	23,500					
TOTAL REVENUE		1,419,185	1,256,711	652,845	1,358,519	571,650	553,050	274,469	599,868	
Personnel										
Salaries	10-5011	737,600	649,105	340,548	697,500	40-5011	329,647	345,775	169,948	339,900
Federal and State Payroll Taxes	10-5013	57,164	50,307	22,075	52,500	40-5013	25,548	26,797	10,425	22,000
Worker's Compensation	10-5015	1,350	1,350	1,307	2,050	40-5015	1,350	1,350	775	1,350
Medical,Dental,Disability,Life Ins (Assumes 5% Increase)	10-5111	59,030	45,250	36,815	67,000	40-5111	11,520	10,718	7,741	12,956
Pension Plan	10-5112	32,500	35,337	16,825	33,750	40-5112	17,209	17,240	9,097	17,701
WTD / Contract Acctg / Retirement Plan Services	10-5016	18,000	18,250	10,150	20,000	40-5016	18,000	18,250	10,000	20,000
		905,644	799,599	427,720	872,800		403,274	420,130	207,986	413,907
PROFESSIONAL DEVELOPMENT										
Conferences and Meetings	10-5411	15,000	15,000	10,684	20,000	40-5411	7,500	7,500	2,545	7,500
SUPPLIES AND PRINTING (65/35)										
Office Supplies & General Printing (Letterhead, envelopes, etc.)	10-5211	10,775	8,775	7,444	12,000	40-5211	5,725	4,725	4,135	6,600
Computer Maintenance	10-5214	2,750	2,750	1,069	2,750	40-5214	1,470	1,470	691	1,450
Software Licenses & Outsourced Report Writing (not subject to 65/35)	10-5212	10,500	12,500	1,769	7,475	40-5212	27,500	25,000	26,054	27,500
Printer Contracts, monthly fees& Maintenance	10-5213	5,700	5,700	4,664	7,500	40-5213	3,070	3,070	2,607	4,000
		29,725	29,725	14,946	29,725		37,765	34,265	33,487	39,550
OCCUPANCY										
MJCC Occupancy	10-5311	51,960	49,509	51,960	51,960	40-5311	7,830	7,830	4,110	8,220
Insurance	10-5312	9,165	9,165	4,662	9,300	40-5312	4,935	4,935	2,438	4,935
Controlled Access fees and maintenance	10-5510	1,040	1,040	299	900	40-5510	560	560	81	400
		62,165	59,714	56,921	62,160		13,325	13,325	6,629	13,555
TELEPHONE, POSTAGE, INTERNET (65/35)										
Telephone	10-5511	3,445	3,445	1,557	3,350	40-5511	1,855	1,855	919	1,855
Postage	10-5512	6,110	6,110	2,528	5,750	40-5512	3,290	3,290	1,777	3,500
Internet & Website	10-5519	4,641	4,641	2,167	4,641	40-5519	5,999	5,999	1,167	4,500
		14,196	14,196	6,252	13,741		11,144	11,144	3,863	9,855
Marketing (General Branding 65/35) - Matt										
Advertising (e.g. 4 full page ads in HW)	10-5414	4,745	4,745	1,233	4,500	40-5414	2,555	2,555	177	1,500
Annual Report (including design, printing and mailing)	10-5612	7,500	13,900	-	-	40-5612	2,100	2,100	-	-
2 Newsletters (including design, printing and mailing)	10-5417	2,600	2,600	2,495	4,000	40-5417	1,400	1,400	302	1,000
JFS Marketing	10-6019	15,000	15,000	25,996	27,500		-	-	-	-
		29,845	36,245	29,724	36,000		6,055	6,055	479	2,500
Fundraising - MJF and JFOM										
Marketing	15-6018	15,000	15,000	21,535	25,000	40-6018	4,500	4,500	3,244	4,500
Events (includes Outsourcing Coordination)	15-4125	20,000	15,000	14,385	22,500	40-4125	2,500	2,500	-	-
Lion of Judah	15-6100	10,000	10,000	6,340	9,750		-	-	-	-
Donor Cultivation (lunches/coffee)	15-6101	5,000	4,000	1,192	2,500	40-6101	1,250	1,250	121	750
General Meeting expense (e.g. food for planning meetings)	15-6102	1,000	1,000	252	750	40-6102	750	750	103	500
		51,000	45,000	43,704	60,500		9,000	9,000	3,468	5,750
YAD and all related costs including marketing, printing, etc. - Lauren										
Fundraising (e.g. events, special marketing, etc.)	32-4116	7,500	7,500	78	2,500		-	-	-	-
Engagement Programming	32-6103	2,500	2,500	555	2,500		-	-	-	-
		10,000	10,000	633	5,000		-	-	-	-
Programming and Community Impact (includes marketing)* Bluma										
Costs for Administering Grants (copying, meeting expense - i.e.. Food)	37-6200	1,750	1,750	57	1,750		-	-	-	-
Task Forces (Senior Services, Teen Professionals, Special Needs ,etc.)	37-6201	1,000	2,500	164	1,000		-	-	-	-
Holocaust Remembrance	37-6202	7,500	7,500	783	7,500		-	-	-	-
Newcomers	37-6203	3,000	3,000	1,517	3,000		-	-	-	-
Israel Advocacy (mostly marketing and possibly a program)	37-6204	2,500	5,000	-	2,500		-	-	-	-
CRC - dues for Israel Action Network, JCPA, interfaith activities, etc.	37-5635	5,000	5,000	800	5,000		-	-	-	-
General Program expense (food for meetings/gatherings for programs not list	37-6205	2,500	2,500	1,119	2,500		-	-	-	-
Security Council & Emergency Alert System	37-6206	55,000	60,000	28,954	60,000		-	-	-	-
Security - DHS Grants for Agencies	37-6213	100,000	-	28,585	63,535		-	-	-	-
Study - Southern Growth (Board Priority Setting)	37-6214	5,000	-	2,500	5,000	40-6214	5,000	-	2,500	5,000
Professional Advisors		-	-	-	-	40-6207	2,000	2,000	2,093	3,000
B'nai Tzedek		-	-	-	-	40-4374	15,000	15,000	950	15,000
JFOM 25th Anniversary		-	-	-	-	40-6212	30,000	-	16,530	30,000
A Taste of Israel	37-6211	35,000	50,000	1,649	35,000		-	-	-	-
		218,250	137,250	66,128	186,785		52,000	17,000	22,073	53,000
Leadership Development (including General Assembly)	10-5622	5,000	8,500	968	5,000	40-5622	1,000	1,500	140	500
OTHER EXPENSE										
Annual Meeting	10-5611	1,500	1,500	1,401	2,802	40-5611	1,500	1,500	1,206	2,600
Auditing	10-5613	20,500	20,500	3,043	21,500	40-5613	19,000	19,000	10,246	21,000
Dues and Subscriptions	10-5619	3,500	5,000	464	1,750	40-5619	2,000	2,000	1,424	1,950
Capital Reserve/Community Ed	10-5630	15,000	17,500	-	12,000		-	-	-	-
Bank Fees/Credit Card	10-5513	15,000	15,000	3,001	7,000	40-5513	1,140	1,140	346	950
Miscellaneous	10-5627	5,000	5,000	12	1,000	40-5627	1,500	2,000	1,000	1,350
Endowment Support	10-5633	5,000	12,500	3,338	3,338		-	-	-	-
Office Enhancements	10-5317	2,500	5,000	7,556	7,556	40-5317	-	-	-	-
Recruiting	10-5412	-	-	24,737	-		-	-	-	-
Community Participation and Outreach (Tables, Ads, Etc)	10-5520	10,000	16,000	8,082	10,000	40-5520	1,500	4,000	44	12,500
		78,000	98,000	51,633	66,946		26,640	29,640	14,265	40,350
TOTAL ADMINISTRATIVE EXPENSES		1,418,825	1,253,229	709,313	1,358,657		567,703	549,559	294,935	586,467
Net Surplus/(Deficit)		360	3,482	(56,468)	(138)		3,947	3,491	(20,466)	13,401

New fund matches

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.

JCP Inc. and Related Entities
Statement of Financial Position - Accrual Basis
As of December 31, 2019

	Unaudited and Preliminary			
	Combined	Federation	Foundation	JCP
Assets				
<i>Cash and Equivalents</i>	22,802,118	2,830,495	19,906,635	64,988
<i>Pledges Receivable, net of allowances</i>	3,740,850	1,670,850	2,070,000	-
<i>Prepaid Expenses</i>	46,161	45,192	969	-
<i>Property and Equipment, net of depreciation</i>	381,227	324,030	57,197	-
<i>Investments</i>	88,186,217	19,221,738	68,964,479	-
Total Assets	115,156,573	24,092,305	90,999,280	64,988
Liabilities and Equity				
<i>Accounts Payable</i>	55,761	1,100	-	54,661
<i>Allocations Payable</i>	1,171,875	1,156,000	15,875	-
<i>Assets Held For Others</i>	13,380,367	-	13,380,367	-
<i>Due To/From Affilites</i>	-	(10,327)	-	10,327
Net Assets - Equity	100,548,570	22,945,532	77,603,038	-
Total Liabilities and Equity	115,156,573	24,092,305	90,999,280	64,988

JCP FY 2019-2020
Administration and Fundraising Budget (Condensed)
For the Six Months Ended December 31, 2019

	----- FEDERATION -----			----- FOUNDATION -----			----- FEDERATION -----	----- FOUNDATION -----
	MJF Budget 2019-20	MJF Actual 12 31 2019	MJF Budget Remaining	JFOM Budget 2019-20	JFOM Actual 12 31 2019	JFOM Budget Remaining	MJF Projected 2019-20	JFOM Projected 2019-20
Revenues	1,419,185.00	652,845.00	766,340.00	571,650.00	274,468.77	297,181.23	1,358,519.00	599,868.00
Expenses								
Personnel	905,644.00	427,720.00	477,924.00	403,274.00	207,986.00	195,288.00	872,800.00	413,907.00
Professional Development	15,000.00	10,684.00	4,316.00	7,500.00	2,545.00	4,955.00	20,000.00	7,500.00
Office Supplies and Printing	29,725.00	14,946.00	14,779.00	37,765.00	33,487.00	4,278.00	29,725.00	39,550.00
Occupancy	62,165.00	56,921.00	5,244.00	13,325.00	6,628.50	6,696.50	62,160.00	13,555.00
Telephone, Postage and Internet	14,196.00	6,252.19	7,943.81	11,144.00	3,863.03	7,280.97	13,741.00	9,855.00
Marketing (General Branding)	29,845.00	29,724.00	121.00	6,055.00	479.40	5,575.60	36,000.00	2,500.00
Fundraising	51,000.00	43,704.00	7,296.00	9,000.00	3,467.92	5,532.08	60,500.00	5,750.00
YAD	10,000.00	633.00	9,367.00	-	-	-	5,000.00	-
Community Impact	218,250.00	66,128.17	152,121.83	52,000.00	22,073.04	29,926.96	186,785.00	53,000.00
GA / Leadership	5,000.00	968.00	4,032.00	1,000.00	139.65	860.35	5,000.00	500.00
Other Expense	78,000.00	51,632.98	26,367.02	26,640.00	14,265.18	12,374.82	66,946.00	40,350.00
Total Expenses	(1) 1,418,825.00	709,313.34	709,511.66	567,703.00	294,934.72	272,768.28	1,358,657.00	586,467.00
Surplus (Deficit)	360.00	(56,468.34)	56,828.34	3,947.00	(20,465.95)	24,412.95	(138.00)	13,401.00

JCP FY 2019-2020
Schedule of Revenue Realization
For the Six Months Ended December 31, 2019

	----- FEDERATION -----			----- FOUNDATION -----			MJF Projected 2019-20	JFOM Projected 2019-20
	MJF	MJF	MJF	JFOM	JFOM	JFOM		
	Budget 2019-20	Actual 12 31 2019	Budget Remaining	Budget 2019-20	Actual 12 31 2019	Budget Remaining		
Federation Revenues								
Campaign & Endowment Sources	1,147,985.00	571,492.00	576,493.00				1,177,984.00	
Corporate Sponsorships	75,000.00	44,900.00	30,100.00				57,500.00	
Tributes	7,500.00	3,953.00	3,547.00				6,000.00	
Event Income	32,500.00	-	32,500.00				30,000.00	
Security Assessments	55,000.00	32,500.00	22,500.00				23,500.00	
Security Grants	100,000.00	-	100,000.00				63,535.00	
Outside Grant	1,200.00	-	1,200.00					
Foundation Revenues								
Interest Income				7,250.00	4,505.00	2,745.00		8,500.00
Fee Income - DA				305,000.00	158,790.56	146,209.44		317,500.00
Fee Income Designated				23,000.00	10,539.77	12,460.23		21,000.00
Fee Income Agency				15,400.00	8,434.27	6,965.73		25,000.00
Fee income - Trust				-	-	-		
Fee Income - Support Income				61,500.00	32,160.67	29,339.33		64,000.00
Agency Participation				20,000.00	15,112.50	4,887.50		20,000.00
Corporate Sponsorships				-	5,000.00	(5,000.00)		5,000.00
B'nai Tzedek				15,000.00	-	15,000.00		15,000.00
Legacy Society				2,500.00	-	2,500.00		2,500.00
Operating Endowmwnt				59,500.00	29,436.00	30,064.00		58,868.00
Contributions				12,500.00	10,490.00	2,010.00		12,500.00
Prior Year surplus				50,000.00	-	50,000.00		50,000.00
	1,419,185.00	652,845.00	766,340.00	571,650.00	274,468.77	297,181.23	1,358,519.00	599,868.00

JEWISH FOUNDATION OF MEMPHIS AGENCY NEEDS LIST



\$175 – Handheld pool vacuum and attachments for cleaning the ASBEE Mikvah
\$1,000– Purchase and installation of RING security doorbell to provide access control during daily services
\$1,500– Two Desktop PCs for Executive Director and Volunteer’s Work Stations – Replacements for Outdated and SLOW Computers



\$1,500 – For additional security radios
\$3,000 – Transportation and expenses for one Yeshiva University Fellows Visit
\$4,000 – Installing lucite liners on sanctuary bookshelves to reduce need for repeated painting & repair
\$6,000 – New internal sound system to improve hearing quality for seniors.
\$12,000 – Repairs to major holes in pavement in our driveway and parking lots.



\$2,000 – Creative religious school resources
\$2,500 – Scholar in residence
\$2,500 – New siddurim so every seat has one
\$6,000 – Decorating/refurnishing babysitting room
\$15,000 – Shatter resistant film for windows



\$3000 - 3D Printer
\$5000 - paint rusted security fence
\$6000 - 20 iPads for technology integration for two grades
\$7500 - 15 laptops for technology integration for one grade (2 grades requested, total of \$15000)
\$8000 - Update Classroom furniture consisting of desks, chairs and flexible seating options (per classroom)



\$170 – PJ Library tablecloth
\$399 – Printer for JFOM
\$500 – JFOM Past President Pictures Framed
\$1,000 – Security Training Sessions (\$1,000 each – need 5)
\$1,820.71 – Senior Services Directory & Mailing
Frequent Flyer Miles for 2021 Young Adult Mission Trip to Israel

JEWISH FOUNDATION OF MEMPHIS AGENCY NEEDS LIST



- \$1,500** - Upgrade to smart thermostats to increase energy efficiency.
- \$3500**- Install security gate in Beit Midrash for increased protection of valuable Judaica
- \$5000**- Replace worn fascia board around exterior of the school
- \$7,500**- Install privacy shades on exterior windows to reduce unwanted visibility into classrooms
- \$10,000** - Renovate outdated breezeway to increase security and avoid further weather damage



- \$10 to \$100** – Purchase food for JFS Kosher Food Pantry
- \$700** – 100 Kosher Home-delivered Frozen Meals for home-bound Seniors
(\$7 a meal)



- \$2,500** - Moveable Basketball goals for growing JCC youth Basketball program - We are in need of 8 - **1 FUNDED**
- \$4,000** – Athlete scholarships for JCCA Maccabi Games 2020
- \$9,500** - Additional security cameras in Early Childhood Center and the outside pavilion
- \$15,000** – new social hall chairs
- \$15,000** - New Shade sail for ECC Toddler playground to protect children from sun (6 needed)



- \$349** Seated Elliptical for Restorative Nursing Program exercise gym
- \$4,846** Accushield Visitor Sign In System for reception desk- includes kiosk and 1 year of service fees
- \$5,592** Digital clocks with cell phone chargers for patient and resident rooms (160 for \$34.95 each)
- \$6,071** NuStep Recumbent Cross Trainer for Restorative Nursing Program exercise gym
- \$10,000** New website design



TEMPLE ISRAEL

- \$500/per student** – Wendy & Avron Fogelman Religious School Scholarships for Jewish educational and travel experiences
- \$5,000/per student** – Barbara K. Lipman Early Learning Center scholarships
- \$50,000** – Security Notification System