

**Memphis Jewish Federation**  
**Statement of Financial Position - Accrual Basis**  
**As of November 30, 2022**

	<i>Unaudited and Preliminary</i>	<i>Unaudited and Preliminary</i>	<i>Audited</i>	<i>Audited</i>	<i>Audited</i>
	11.30.2022	June 30, 2022	June 30, 2021	June 30, 2020	June 30, 2019
<b>Assets</b>					
<i>Cash and Equivalents</i>	2,092,617	1,640,989	2,019,667	1,910,077	1,664,510
<i>Pledges and Other Receivables, net of allowances</i>	3,467,992	3,647,579	4,504,456	2,165,206	2,211,563
<i>Prepaid Expenses</i>	13,508	22,778	8,148	20,021	30,742
<i>Property and Equipment, net of depreciation</i>	199,509	199,509	199,509	238,888	273,733
<i>Investments</i>	19,043,705	18,618,993	22,342,118	18,591,126	17,008,332
<b>Total Assets</b>	<b>24,817,331</b>	<b>24,129,848</b>	<b>29,073,898</b>	<b>22,925,318</b>	<b>21,188,880</b>
<b>Liabilities and Equity</b>					
<i>Accounts Payable</i>	104,368	40,994	59,298	9,058	109,493
<i>Allocations Payable</i>	240,291	1,168,812	1,943,047	2,494,362	2,297,720
<i>SBA PPP Loans Eligible for Forgiveness</i>	-	-	-	172,000	-
<b>Net Assets - Equity</b>	<b>24,472,672</b>	<b>22,920,042</b>	<b>27,071,553</b>	<b>20,249,898</b>	<b>18,781,667</b>
<b>Total Liabilities and Equity</b>	<b>24,817,331</b>	<b>24,129,848</b>	<b>29,073,898</b>	<b>22,925,318</b>	<b>21,188,880</b>

Administration and Fundraising Budget (Detail)

		2020-2021 Budget	2020-2021 Actual	2021-22 Budget	2021-2022 Actual (Preliminary)	2022-2023 Annual Budget	2022-23 Budget YTD	2022-2023 Preliminary As of 11.30.2022	2022-2023 Variance As of 11.30.2022	
<b>INCOME</b>										
Unrestricted Campaign Grant for Admin & Fundraising	N/A	450,000	450,000	500,000	500,000	555,000	231,250	231,250	-	
Unrestricted Campaign Grant for Programming	N/A	460,000	460,000	636,958	636,958	630,026	262,511	262,511	-	
SBA PPP Loan Forgiveness		-	-	57,000	172,000	-	-	-	-	
Lemsky Admin fee	10-3005	108,642	108,642	130,756	130,756	127,012	52,922	52,922	-	
Operating Endowment Fee	10-3005	90,535	90,535	108,963	108,963	105,843	44,101	44,101	-	
Corporate Sponsorship	10-3011	40,000	36,500	40,000	57,500	50,000	20,833	38,500	17,667	Cash Collected
Tributes	10-3111	6,500	8,291	5,000	5,943	5,000	2,083	1,856	(227)	Cash Collected
Event Income (Non-YAD) - A Taste of Israel / Israel @ 75	10-3132	30,000	6,272	30,000	-	65,000	27,083	-	(27,083)	
Miscellaneous Income (e.g. Donations, reimbursements, etc.)	10-3312	11,300	11,373	7,500	11,500	9,820	4,092	123	(3,969)	
Special funding - Yom Hashoah Program	10-3313	-	3,000	-	13,950	5,000	2,083	-	(2,083)	
FEDLED Event Income	32-3321	-	550	-	-	2,500	1,042	3,102	2,060	
Grinspoon Grant for PJ staff	30-3017	1,200	-	1,200	1,200	1,200	500	2,876	2,376	
Meals Program Administrative Management Fee	10-3221	5,000	5,000	5,000	5,000	5,000	2,083	2,083	-	
Scholarship-Management fee	10-3219	1,000	1,000	1,000	1,000	1,000	417	417	-	
Hillel Management Fee	10-3220	15,000	15,000	15,000	15,000	15,000	6,250	6,250	-	
WAFJFS Endowment Marketing Fee	10-	15,000	15,000	15,000	15,000	-	-	-	-	
Prior Year Surplus	N/A	44,375	44,375	-	-	-	-	-	-	
Wish List Gift (2019) Community Wide Professional Development		-	-	10,000	10,000	10,000	4,167	4,167	-	Rollover from 2021-2022
<b>TOTAL REVENUE</b>		<b>1,278,552</b>	<b>1,255,538</b>	<b>1,563,377</b>	<b>1,684,770</b>	<b>1,587,401</b>	<b>661,417</b>	<b>650,157</b>	<b>(11,260)</b>	
<b>Personnel</b>										
Salaries	10-5011	706,488	654,367	914,714	858,291	881,301	367,209	345,969	21,240	
Federal and State Payroll Taxes	10-5013	56,003	43,440	70,433	62,449	68,301	28,459	23,322	5,137	
Medical,Dental,Disability,Life Ins (Assumes 10% Increase)	10-5111	59,773	49,225	64,707	41,217	60,101	25,042	25,866	(824)	
Pension Plan	10-5112	37,210	34,963	39,779	41,487	48,729	20,304	14,322	5,982	
Employee Appreciation	?????	-	-	-	-	2,500	1,042	-	1,042	
		<b>859,474</b>	<b>781,995</b>	<b>1,089,633</b>	<b>1,003,444</b>	<b>1,060,932</b>	<b>442,055</b>	<b>409,479</b>	<b>32,576</b>	
<b>PROFESSIONAL DEVELOPMENT</b>										
Conferences and Meetings	10-5411	10,000	624	15,000	9,902	15,000	6,250	3,793	2,457	
<b>SUPPLIES AND PRINTING</b>										
Office Supplies & General Printing (Letterhead, envelopes, etc.)	10-5211	11,000	8,731	11,000	15,990	13,150	5,479	4,462	1,017	
Computer Maintenance	10-5214	2,750	5,521	2,750	9,637	3,250	1,354	3,513	(2,159)	
JFNA CRM Fees		11,000	28,757	11,000	8,319	11,000	4,583	7,319	(2,736)	
Software Licenses & Outsourced Report Writing	10-5212	12,500	9,758	12,500	16,244	15,000	6,250	4,840	1,410	
Printer Contracts, monthly fees& Maintenance	10-5213	5,800	7,524	5,800	7,135	5,800	2,417	1,708	709	
		<b>43,050</b>	<b>60,291</b>	<b>43,050</b>	<b>57,325</b>	<b>48,200</b>	<b>20,083</b>	<b>21,842</b>	<b>(1,759)</b>	
<b>OCCUPANCY</b>										
MJCC Occupancy	10-5311	52,000	50,224	52,000	51,052	55,325	23,052	23,050	2	
Insurance	10-5312	9,300	9,068	9,300	10,967	10,000	4,167	5,109	(942)	
Controlled Access fees and maintenance	10-5510	1,050	585	1,050	1,720	1,000	417	-	417	
		<b>62,350</b>	<b>59,877</b>	<b>62,350</b>	<b>63,739</b>	<b>66,325</b>	<b>27,635</b>	<b>28,159</b>	<b>(524)</b>	
<b>TELEPHONE, POSTAGE, INTERNET (65/35)</b>										
Telephone	10-5511	3,500	3,310	3,500	2,533	3,300	1,375	1,090	285	
Postage	10-5512	6,200	8,718	6,200	5,791	6,200	2,583	1,836	747	
Internet & Website	10-5519	5,500	3,089	5,500	27,050	5,500	2,292	804	1,488	25k accrued at 6.30.2022
		<b>15,200</b>	<b>15,117</b>	<b>15,200</b>	<b>35,374</b>	<b>15,000</b>	<b>6,250</b>	<b>3,730</b>	<b>2,520</b>	
<b>Marketing (General Branding)</b>										
Advertising	10-5414	5,000	3,606	5,000	1,580	10,000	4,167	3,909	258	
Annual Report (including design, printing and mailing)	10-5612	7,500	10,000	7,500	5,181	7,500	3,125	5,212	(2,087)	
2 Newsletters (including design, printing and mailing)	10-5417	4,500	2,049	4,500	2,360	3,750	1,563	-	1,563	
Design Disciple Retainer	10-5413	24,400	30,000	30,000	37,375	30,000	12,500	12,500	-	
JFS Marketing	10-6019	-	-	15,000	15,000	-	-	-	-	
		<b>41,400</b>	<b>45,655</b>	<b>62,000</b>	<b>61,496</b>	<b>51,250</b>	<b>21,354</b>	<b>21,621</b>	<b>(267)</b>	
<b>Fundraising / Campaign/LOJ/Super Sunday/ETC</b>	15-XXXX	<b>65,800</b>	<b>77,537</b>	<b>65,800</b>	<b>73,042</b>	<b>70,000</b>	<b>29,167</b>	<b>33,064</b>	<b>(3,897)</b>	
<b>FEDLED related costs including marketing, printing, etc.</b>										
Engagement Programming	32-6103	2,500	8,229	2,500	5,077	7,500	3,125	4,541	(1,416)	
		<b>2,500</b>	<b>8,229</b>	<b>2,500</b>	<b>5,077</b>	<b>7,500</b>	<b>3,125</b>	<b>4,541</b>	<b>(1,416)</b>	
<b>Programming and Community Impact (includes marketing)</b>										
Costs for Administering Grants (copying, meeting expense - i.e., Food)	37-6200	1,000	-	1,000	244	1,000	417	334	83	
Task Forces (Senior Services, Teen Professionals, Special Needs ,etc.)	37-6201	1,000	-	1,000	140	1,000	417	-	417	
Lion of Judah (Programming)		-	-	8,323	8,324	-	-	-	-	
Holocaust Remembrance	37-6202	7,500	11,779	13,324	14,074	13,500	5,625	-	5,625	
Newcomers	37-6203	2,000	(800)	2,000	1,257	2,000	833	904	(71)	
Israel Advocacy (mostly marketing and possibly a program)	37-6204	2,000	1,552	2,000	1,014	2,000	833	500	333	
CRC - dues for Israel Action Network, JCPA, interfaith activities, etc.	37-5635	5,000	21	5,000	24,281	5,000	2,083	313	1,770	
General Program expense	37-6205	7,500	12,093	7,500	12,196	10,000	4,167	4,442	(275)	
Professional Development	37-????	-	-	10,000	10,000	10,000	4,167	4,167	4,167	Note 2021-22 Budget rolls forward to 2022-2023
Isolated Seniors Program	37-4521	11,000	10,626	11,000	10,449	11,750	4,896	3,979	917	
A Taste of Israel / Israel @ 75	37-6211	35,000	19,062	35,000	-	70,000	29,167	-	29,167	
		<b>72,000</b>	<b>54,333</b>	<b>96,147</b>	<b>81,979</b>	<b>126,250</b>	<b>52,604</b>	<b>10,472</b>	<b>42,132</b>	
<b>Leadership Development (including General Assembly )</b>	10-5622	<b>2,000</b>	<b>6,178</b>	<b>15,000</b>	<b>39</b>	<b>20,000</b>	<b>8,333</b>	<b>7,302</b>	<b>1,031</b>	
<b>OTHER EXPENSE</b>										
Annual Meeting	10-5611	1,500	2,760	1,500	2,071	2,500	1,042	407	635	
Auditing	10-5613	21,000	24,514	21,000	39,469	25,000	10,417	-	10,417	
Dues and Subscriptions	10-5619	2,000	823	2,000	1,178	2,000	833	554	279	
Capital Reserve/Community Ed	10-5630	10,000	-	10,000	-	10,000	4,167	-	4,167	
Bank Fees/Credit Card	10-5513	14,000	10,055	14,000	9,685	14,000	5,833	3,817	2,016	
Miscellaneous	10-5627	2,000	332	2,000	104	2,000	833	(892)	1,725	
Endowment Support	10-5633	4,500	8,151	4,500	8,151	8,151	3,396	8,151	(4,755)	
Office Enhancements	10-5317	2,500	-	2,500	3,431	5,000	2,083	-	2,083	
Worker's Compensation	10-5015	2,500	2,006	2,300	2,255	3,100	1,292	725	567	
WTD / Contract Acctg / Retirement Plan Services	10-5016	18,000	19,652	19,000	19,886	20,000	8,333	9,700	(1,367)	
Recruiting	10-5412	-	9,439	-	6,170	-	-	-	-	
Community Participation and Outreach (Tables, Ads, Etc)	10-5520	7,500	2,572	7,500	6,865	15,000	6,250	1,000	5,250	
		<b>85,500</b>	<b>80,304</b>	<b>86,300</b>	<b>99,065</b>	<b>106,751</b>	<b>44,480</b>	<b>23,462</b>	<b>21,018</b>	
<b>TOTAL ADMINISTRATIVE EXPENSES</b>		<b>1,259,274</b>	<b>1,190,140</b>	<b>1,552,980</b>	<b>1,490,482</b>	<b>1,587,208</b>	<b>661,337</b>	<b>567,465</b>	<b>93,872</b>	
<b>Net Surplus/(Deficit)</b>		19,278	65,398	10,397	194,288	193	80	82,692	82,612	

**Memphis Jewish Federation**  
**Comparison of Campaign Collections at Same Monthly Cut-off**  
**As of 11.30.2022**

<b>Date of Measurement</b>	<b>Campaign Year</b>	<b>Pledge Totals</b>	<b>Uncollected Balance</b>	<b>Percentage Collected</b>
11.30.2022	2022	3,885,697.70	973,523.61	74.95%
		491,523.00	-	Ukraine
		3,394,174.70	973,523.61	71.32% Adjusted for Ukraine
11.30.2021	2021	3,440,046.60	1,308,597.15	61.96%
11.30.2020	2020	3,276,665.48	1,213,294.71	62.97%
11.30.2019	2019	3,475,090.31	1,269,463.60	63.47%
11.30.2018	2018	3,483,648.93	Not available due to conversion	
11.30.2017	2017	3,389,415.01	1,378,449.62	59.33%