



TO: MJF Board of Directors

FROM: Laura Linder/Tim Wheat

DATE: September 16,2022

RE: **MJF Year-end financials**

The JCP finance committee met earlier this month to review the attached year-end financials. In summary:

- **MJF Assets at year-end = \$23,835,565**

- **MJF Operating Budget**
 - Revenue = \$121,393 more than budgeted
 - Expenses = \$62,478 less than budgeted
 - Variance = \$183,871
 - Variance + budgeted surplus of \$10,397 = \$194,268

- **Budget variance due to:**
 - Unfilled positions
 - Impact of Covid on event revenue/expenses
 - Corporate Sponsorship revenue exceeded budget
 - Other details can be seen on attached budget schedule

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

	<i>Unaudited and Preliminary</i>	<i>Audited</i>	<i>Audited</i>	<i>Audited</i>	<i>Audited</i>
	June 30, 2022	June 30, 2021	June 30, 2020	June 30, 2019	June 30, 2018
Assets					
<i>Cash and Equivalents</i>	1,642,839	2,019,667	1,910,077	1,664,510	1,550,908
<i>Pledges and Other Receivables, net of allowances</i>	3,622,246	4,504,456	2,165,206	2,211,563	2,149,901
<i>Prepaid Expenses</i>	27,881	8,148	20,021	30,742	33,256
<i>Property and Equipment, net of depreciation</i>	169,509	199,509	238,888	273,733	110,947
<i>Investments</i>	18,373,090	22,342,118	18,591,126	17,008,332	18,557,289
Total Assets	23,835,565	29,073,898	22,925,318	21,188,880	22,402,301
Liabilities and Equity					
<i>Accounts Payable</i>	38,232	59,298	9,058	109,493	114,187
<i>Allocations Payable</i>	1,983,841	1,943,047	2,494,362	2,297,720	2,345,686
<i>SBA PPP Loans Eligible for Forgiveness</i>	-	-	172,000	-	-
Net Assets - Equity	21,813,492	27,071,553	20,249,898	18,781,667	19,942,428
Total Liabilities and Equity	23,835,565	29,073,898	22,925,318	21,188,880	22,402,301

JCP FY 2021-2022 (FEDERATION)

----- FEDERATION -----

Administration and Fundraising Budget (Detail)

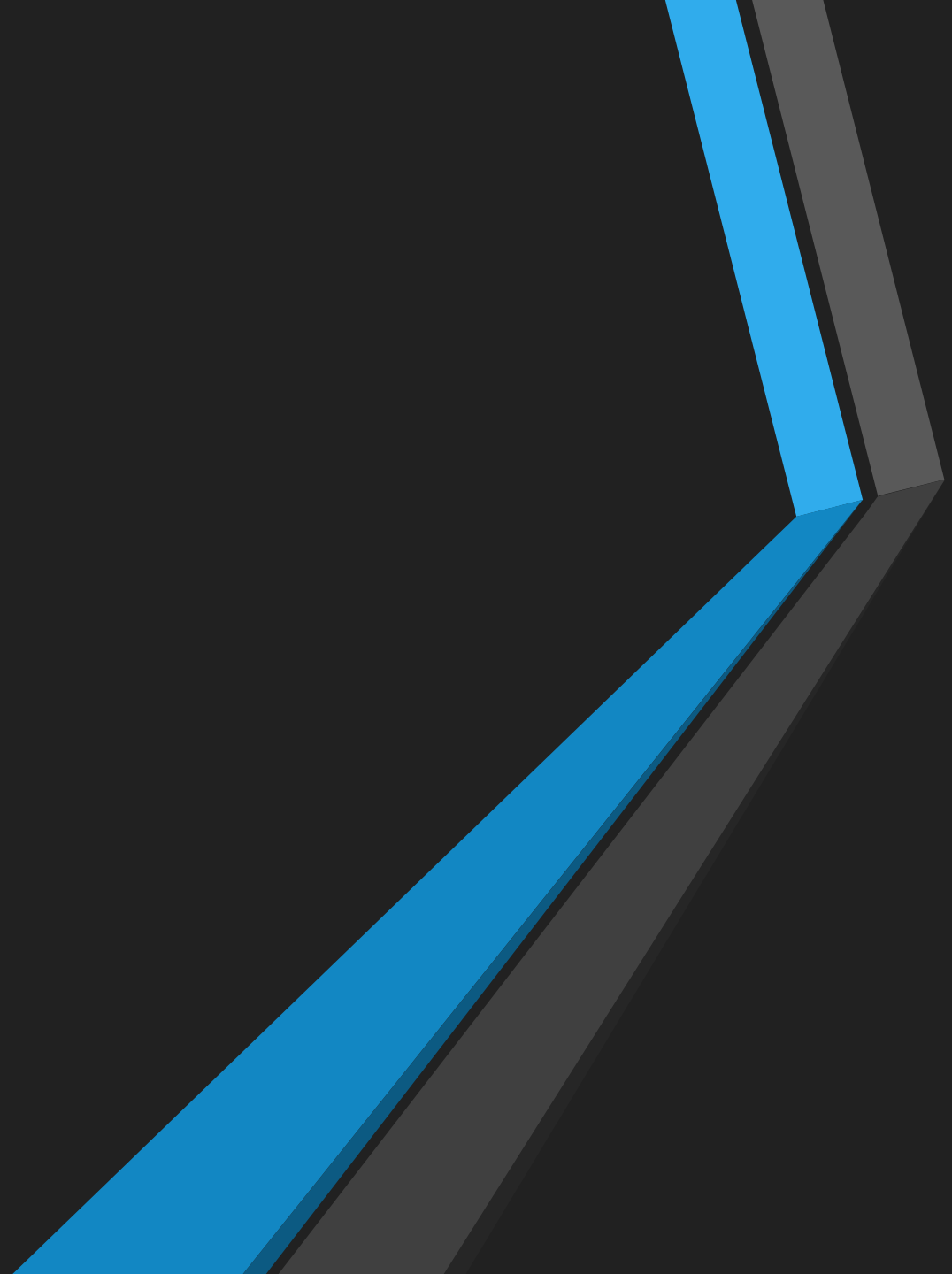
		2020-2021	2020-2021	2021-22	2021-2022	2021-2022	
		Budget	Actual	Budget	Preliminary	Budget Variance	
				Annual	6.30.2022	6.30.2022	
INCOME							
Unrestricted Campaign Grant for Admin & Fundraising	N/A	450,000	450,000	500,000	500,000	-	
Unrestricted Campaign Grant for Programming	N/A	460,000	460,000	636,958	636,958	-	
SBA PPP Loan Forgiveness		-	-	57,000	172,000	115,000	Total forgiven PPP loan \$172,000. Original budget was prepared on a conservative basis.
Lemsky Admin fee	10-3005	108,642	108,642	130,756	130,756	-	
Operating Endowment Fee	10-3005	90,535	90,535	108,963	108,963	-	
Corporate Sponsorship - Cash Collected	10-3011	40,000	36,500	40,000	57,500	17,500	
Tributes - Cash Collected	10-3111	6,500	8,291	5,000	5,943	943	
Event Income (Non-YAD) - A Taste of Israel	10-3132	30,000	6,272	30,000	-	(30,000)	Event postponed.
Miscellaneous Income (e.g. Donations, reimbursements, etc.)	10-3312	11,300	11,373	7,500	11,500	4,000	
Special Funding or Grants	10-3313	-	3,000	-	13,950	13,950	JFNA for Shine-A-Light / Wish List Gifts
YAD Event Income	32-3321	-	550	-	-	-	
Grinspoon Grant for PJ staff	30-3017	1,200	-	1,200	1,200	-	
Meals Program Administrative Management Fee	10-3221	5,000	5,000	5,000	5,000	-	
Scholarship-Management fee	10-3219	1,000	1,000	1,000	1,000	-	
Hillel Management Fee	10-3220	15,000	15,000	15,000	15,000	-	
WAFJFS Endowment Marketing Fee	10-3131	15,000	15,000	15,000	15,000	-	
Prior Year Surplus	N/A	44,375	44,375	-	-	-	
Community Wide Professional Development		-	-	10,000	10,000	-	
TOTAL REVENUE		1,278,552	1,255,538	1,563,377	1,684,770	121,393	
Personnel							
Salaries	10-5011	706,488	654,367	914,714	858,291	56,423	
Federal and State Payroll Taxes	10-5013	56,003	43,440	70,433	62,449	7,984	
Medical,Dental,Disability,Life Ins (Assumes 10% Increase)	10-5111	59,773	49,225	64,707	41,217	23,490	
Pension Plan	10-5112	37,210	34,963	39,779	41,487	(1,708)	
		859,474	781,995	1,089,633	1,003,444	86,189	Unfilled positions.
PROFESSIONAL DEVELOPMENT							
Conferences and Meetings	10-5411	10,000	624	15,000	9,902	5,098	Pandemic limitations.
SUPPLIES AND PRINTING							
Office Supplies & General Printing (Letterhead, envelopes, etc.)	10-5211	11,000	8,731	11,000	15,990	(4,990)	
Computer Maintenance	10-5214	2,750	5,521	2,750	9,637	(6,887)	
JFNA CRM Fees	10-5217	11,000	28,757	11,000	8,319	2,681	
Software Licenses & Outsourced Report Writing	10-5212	12,500	9,758	12,500	16,244	(3,744)	Foundant Grant Software
Printer Contracts, monthly fees& Maintenance	10-5213	5,800	7,524	5,800	7,135	(1,335)	Executed new contracts that are long run savings.
		43,050	60,291	43,050	57,325	(14,275)	
OCCUPANCY							
MJCC Occupancy	10-5311	52,000	50,224	52,000	51,052	948	
Insurance	10-5312	9,300	9,068	9,300	10,967	(1,667)	
Controlled Access fees and maintenance	10-5510	1,050	585	1,050	1,720	(670)	
		62,350	59,877	62,350	63,739	(1,389)	
TELEPHONE, POSTAGE, INTERNET (65/35)							
Telephone	10-5511	3,500	3,310	3,500	2,533	967	
Postage	10-5512	6,200	8,718	6,200	5,791	409	
Internet & Website	10-5519	5,500	3,089	5,500	27,050	(21,550)	Includes \$25k accrual for website development.
		15,200	15,117	15,200	35,374	(20,174)	
Marketing (General Branding)							
Advertising	10-5414	5,000	3,606	5,000	1,580	3,420	
Annual Report (including design, printing and mailing)	10-5612	7,500	10,000	7,500	5,181	2,319	
2 Newsletters (including design, printing and mailing)	10-5417	4,500	2,049	4,500	2,360	2,140	
Marketing Retainers	10-5413	24,400	30,000	30,000	37,375	(7,375)	Strategic Analysis in addition to monthly fees.
JFS Marketing	10-6019	-	-	15,000	15,000	-	
		41,400	45,655	62,000	61,496	504	
Fundraising / Campaign/LOJ/Super Sunday/ETC							
	15-XXXX	65,800	77,537	65,800	73,042	(7,242)	Includes lobbying expense for security funds through TN DHS and personnel allocation.
FedLed and all related costs including marketing, printing, etc.							
Engagement Programming	32-6103	2,500	8,229	2,500	5,077	(2,577)	
		2,500	8,229	2,500	5,077	(2,577)	
Programming and Community Impact (includes marketing)							
Costs for Administering Grants (copying, meeting expense - i.e., Food)	37-6200	1,000	-	1,000	244	756	
Task Forces (Senior Services, Teen Professionals, Special Needs ,etc.)	37-6201	1,000	-	1,000	140	860	
Lion of Judah (Programming)	37-6100	-	-	8,323	8,324	(1)	Personnel allocation
Holocaust Remembrance	37-6202	7,500	11,779	13,324	14,074	(750)	
Newcomers	37-6203	2,000	(800)	2,000	1,257	743	
Israel Advocacy (mostly marketing and possibly a program)	37-6204	2,000	1,652	2,000	1,014	986	
CRC - dues for Israel Action Network, JCPA, interfaith activities, etc.	37-5635	5,000	21	5,000	24,281	(19,281)	Shine-A-Light / Dignity Grows - see special funding
General Program expense	37-6205	7,500	12,093	7,500	12,196	(4,696)	Includes Personnel Allocation
Leadership Development	37-????	-	-	10,000	10,000	-	Actual Expenses = zero; rollover to next fiscal year.
Isolated Seniors Program	37-4521	11,000	10,626	11,000	10,449	551	
A Taste of Israel	37-6211	35,000	19,062	35,000	-	35,000	Event postponed.
		72,000	54,333	96,147	81,979	14,168	
Leadership Development (including General Assembly)							
	10-5622	2,000	6,178	15,000	39	14,961	Pandemic Limitations.
OTHER EXPENSE							
Annual Meeting	10-5611	1,500	2,760	1,500	2,071	(571)	
Auditing	10-5613	21,000	24,514	21,000	39,469	(18,469)	Includes corporate processes study.
Dues and Subscriptions	10-5619	2,000	823	2,000	1,178	822	
Capital Reserve/Community Ed	10-5630	10,000	-	10,000	-	10,000	
Bank Fees/Credit Card	10-5513	14,000	10,055	14,000	9,685	4,315	
Miscellaneous	10-5627	2,000	332	2,000	104	1,896	
Endowment Support	10-5633	4,500	8,151	4,500	8,151	(3,651)	
Office Enhancements	10-5317	2,500	-	2,500	3,431	(931)	Server Upgrade
Worker's Compensation	10-5015	2,500	2,006	2,300	2,255	45	
WTD / Contract Acctg / Retirement Plan Services	10-5016	18,000	19,652	19,000	19,686	(686)	
Recruiting	10-5412	-	9,439	-	6,170	(6,170)	Search for Campaign Director
Community Participation and Outreach (Tables, Ads, Etc)	10-5520	7,500	2,572	7,500	6,885	615	
		85,500	80,304	86,300	99,085	(12,785)	
TOTAL ADMINISTRATIVE EXPENSES							
		1,259,274	1,190,140	1,552,980	1,490,502	62,478	
Net Surplus/(Deficit)							
		19,278	65,398	10,397	194,268	183,871	

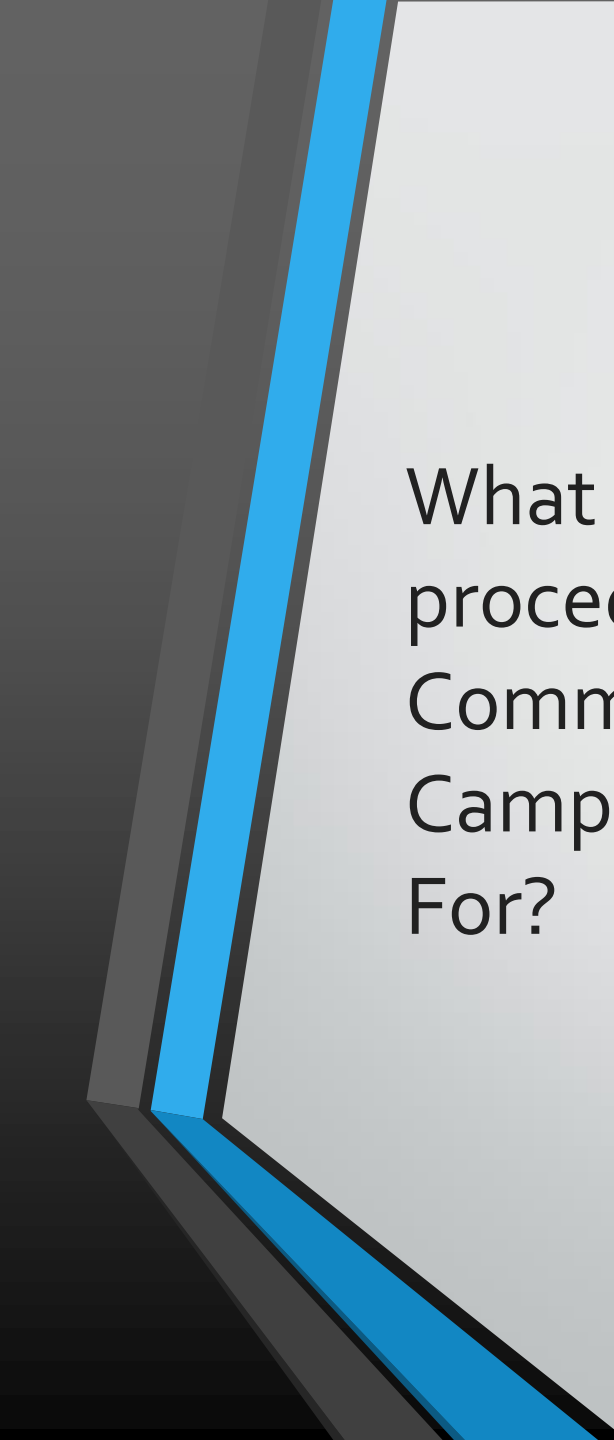
Memphis Jewish Federation
Comparison of Campaign Collections at Same Monthly Cut-off
As of 6.30.2022

Date of Measurement	Campaign Year	Pledge Totals	Uncollected Balance	Percentage Collected
6.30.2022	2021	3,441,096.60	46,633.34	98.64%
6.30.2021	2020	3,291,675.48	32,289.00	99.02%
6.30.2020	2019	3,474,590.31	29,591.00	99.15%
6.30.2019	2018	3,391,318.03	48,953.76	98.56% CRM Conversion Year
6.30.2018	2017	3,391,757.41	91,503.95	97.30%

Memphis Jewish Federation

Financial Overview





What are proceeds from Community Campaign Used For?

- Grants to Local Community partners
- Grants to Overseas partners, Shoham Partnership Expenses, Birthright, special one-time programs (Israel at 75)
- Memphis Jewish Federation Administration and Fundraising expenses
- Memphis Jewish Federation Israel Engagement Programming and Local Programming, Community Building and Education
- Security for Memphis community

Calculation for determining available grant dollars

Total unrestricted campaign

plus Net investment income and excess collections

minus Grants for MJF admin and fundraising costs

minus Security

minus Uncollectable pledges estimate ("shrinkage")

=Net Grantable Income

Net Grantable Income is split 50/50 to local and overseas



Calculation for determining available grant dollars for local community

50% of net grantable income

plus Distribution from unrestricted endowment

plus Prior year grant surplus from local organizations, if any

plus Campaign contributions designated for local needs only

minus Grants for MJF community building and education expenses

=Funds available for local community Grants

How are grants awarded?

- Community grants committee reviews grant applications
- Applicants present proposals to community grants committee
- Finance committee reviews financial position of applicants
- Recommendations are made by community grants committee and approved by Executive Committee and Board of Directors of MJF
- Mid-year & year-end reports are required to be completed by applicants

Are there other grants available from MJF/JFOM

- Lemsky – funded by separate endowment and reviewed and recommended by Lemsky Committee. EC and BOD of MJF approve final awards
- Fedovation – up to 6% of local allocations can be made for unique Fedovation grants to fund programs who meet priority needs. Determination is made by Community Impact Committee and is approved by EC and BOD of MJF (none were granted last year)
- B'nai Tzedek – Teen philanthropy funded by separate endowment and awarded by Teens supervised by JFOM professional staff
- Community Needs List – Funded by JFOM donor advised funds

Total MJF Fundraising Achievement

	2022/2023	2021/2022	2020/2021	2019/2020
Unrestricted Campaign (B)	\$ 2,494,085	\$ 2,342,659	\$ 2,816,378	\$ 2,701,997
Designated for Local Allocations	560,417	567,269	108,648	176,199
Designated for overseas	70,900	70,900	67,618	82,500
Pledges for FJFS Endowment	-	-	7,673,863	
Relief Efforts (Ukraine, Israel)	490,349	24,730	3,105	21,272
Grant from JFNA for FJFS HHS		100,000		
Hillel (includes gift from endowment and Yiddishe Cup)**	119,000	111,418	103,610	133,893
Senior Hot Meal Program	123,410	128,278	104,709	67,400
Above and Beyond FJFS*	106,420	111,707	96,876	254,059
Sponsorships	66,000	66,500	66,100	48,027
PJ Library	20,000	20,500	15,072	15,118
Red Kramer Fund + Other Covid Funds Raised			83,892	
Fedovation		20,000		
Other (A)	49,699	89,785	101,397	159,091
Total fundraising efforts	\$ 4,100,280	\$ 3,653,746	\$ 11,241,268	\$ 3,659,556

*Includes School Counselor of \$25K in 2021/2022

** In 20219/2020 a gift of \$50K was made for Hillel at Rhodes

(A) includes Wish List gifts, endowment distributions, life insurance fund & Scouts

(B) Change from 2020/2021 to succeeding years is due to change in classification of Plough Foundation Gift Starting in 2021/2022 annual gift of \$450,000 was designated for local allocations whereas in previous years It was included in the unrestricted campaign amount.

How are Federation and Foundation Operating Expenses Funded

Federation

- Community Campaign
- Distributions from Endowments
- Grants
- Directed Gifts for Programs
- Event Revenue
- Corporate Sponsorships

Foundation

- Fee income Donor Advised Funds
- Other Fee Income
- Interest Income
- Endowments
- Contributions
- Corporate Sponsorships

What are categories of MJF operating expenses (excluding grants)

Description	Budgeted Amount	Percentage
Personal Costs	\$1,058,432	51%
Programming**	\$599,395	29%
Other expenses	\$106,751	5%
Fundraising (includes LOJ, Super Sunday and Campaign)	\$70,000	3%
Occupancy, insurance and other	\$66,325	3%
Marketing	\$51,250	2%
Supplies	\$48,200	2%
Leadership Development	\$20,000	1%
Telephone and internet	\$15,000	1%
Conferences and meetings	\$15,000	1%
Fed Led	\$7,500	<1%
Total	\$2,057,853	

Summary of Expenses and Grant Distributions 2022/2023

Source	Total	Community Programming*	Israel Programming	Fundraising	General
Operating Budget	\$ 2,057,853	\$ 1,077,189	\$ 187,994	\$ 407,268	\$ 385,401
Total Local and Overseas Grants	1,919,667	1,005,785	913,882		
Lemsky Grants	600,000		600,000		
Total	\$ 4,577,519	\$ 2,082,974	\$ 1,701,876	\$ 407,268	\$ 385,401
Percentage		46%	37%	9%	8%

* Includes Hillel of Memphis, Security, PJ Library, Senior Meals and A Taste of Israel

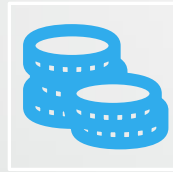
Has the budget changed over the years?

	Budgeted 2023/2022	2022-2021 Projected	2021-2020 Actual	2020-2019 Actual
Total Revenue	\$2,058,046	\$2,080,792	\$1,664,538	\$1,199,846
Total Expenses	\$2,057,853	\$1,926,550	\$1,599,140	\$1,170,471
Surplus	\$193	\$154,242	\$65,398	\$29,375
Increase (Decrease) in Revenue	(\$22,746)	\$416,254	\$464,692	\$0
Increase (decrease) attributed to:				
PPP Funds		\$172,000	\$0	\$0
Hillel Endowment Revenue	\$135,465	\$135,465	\$121,500	\$0
Meal Program Revenue	\$228,000	\$218,000	\$223,000	\$5,000
Increase in grants from campaign	\$48,068	\$226,958	\$13,000	N/A
Campaign Grant for Security	\$85,000	\$45,000	\$45,000	\$0

What Financial Oversight Exists?



Finance Committee and treasurer reviews monthly financials (actual compared to budget)



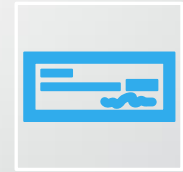
Treasurer and Finance Committee reviews annual budget



Executive Committee and Board approve annual budget



Annual audited financial statements are prepared and are reviewed by Treasurer and starting this year Audit Committee



Form 990's are prepared and submitted to IRS

What are Opportunities /Challenges to Grow Revenue

- Alternative Revenue Streams
 - New Endowments to fund local agencies (BBYO)
 - Funding opportunities for DAF for specific MJF programs
- Grow the Campaign with new donors and increases from existing donors
- Unknown emergency world wide campaigns (Ukraine needs continue to exist)
- Other?



Questions