

**JCP Board of Directors Meeting**

**June 24, 2020, 5:30 pm  
MINUTES**

On June 24, 2020, Jewish Community Partners, Memphis Jewish Federation and Jewish Foundation of Memphis held a Board Meeting to conduct its business via Zoom.us.

At 4:30 pm, Mr. Ken Steinberg, chair of the Jewish Community Partners Board of Directors, called the meeting to order.

**JCP Board of Trustees in attendance**

David Cooper, Pace Cooper, Bob Eiseman, Cindy Finestone, Aviva Freiden, Jonathan Frisch, Mimi Grossman, Jan Groveman, Lee Harkavy, Charles Jalenak, Gary Kaplan, Michael Kaplan, Michelle Katz, Debbie Lazarov, Steve Libby, Anthony Morrison, Scott Notowich, Jimmy Ringel, Wendy Rotter, Jason Salomon, Jill Shanker, Irvin Skopp, Ken Steinberg, Andie Uiberall and, Scott Vogel.

**Memphis Jewish Federation Board of Trustees in attendance**

Cindy Finestone, Lee Harkavy, Charles Jalenak, Scott Notowich, Eileen Posner and Irvin Skopp.

**Jewish Foundation of Memphis Board of Trustees in attendance**

Dot Bilsky, Stanley Bilsky, Judy Bookman, Sam Chafetz, Hal Fogelman, David Greenberg, Charles Jalenak, Julie Levy, Alla Lubin, Anthony Morrison, Wendy Rotter, Judy Royal, Jason Salomon, Irvin Serenco, Jerry Sklar, Elaine Wagner-Skopp and Irvin Skopp.

**Jewish Community Partners Staff in Attendance**

Michael, Barnett, Sophie Bloch, Abbey Cowens, Sheri Gadberry, Laura Linder, Carrie Richardson, Matt Timberlake, Tim Wheat and Bluma Zuckerbrot-Finkelstein.

Ken Steinberg called for approval of the May 20, 2020 Board Minutes. Irvin Skopp moved that the minutes be approved, and Charles Jalenak seconded the motion. The May 20, 2020 Board Minutes were approved.

Ken Steinberg presented a new FJFS Memorandum of Understanding between MJCC and JCP (attached). The document outlines the funding and operating relationship for a one-year time period with a recommendation for a joint strategic plan. No questions were brought forward. Cindy Finestone moved the memorandum be approved and Wendy Rotter seconded the motion. FJFS Memorandum of Understanding between MJCC and JCP was approved.

**Finance Report**

Irvin Skopp, Treasurer, reviewed the Finance Report. Irvin reported that the Jewish Family Service Endowment Fund, which had a balance of approximately 850k at 2019 year-end, would be transferred back to the Foundation where the fund had been held prior to the launch of the new JFS at the MJCC. This transfer is taking place as a condition of a grant from the Assisi Foundation of \$250,000 for the JFS endowment.

**Campaign and Foundation Updates**

Scott Vogel, Vice Chair Campaign provide a final campaign report. He shared that unrestricted gifts are at 2.8 million which is \$160k above last year. That is 117 new gifts and 353 increased gifts.

Anthony Morrison, JFOM Chair, reviewed the Foundation's Summary of Returns and Dashboard and reminded everyone about the upcoming Foundation 25<sup>th</sup> Anniversary celebration taking place at the end of August.

#### Budget Proposal for FY 2020/21

Irvin Skopp, Treasurer, reviewed the proposed operating budget for the 2020-2021 fiscal year (attached). This year the budget was presented in a split year view. He reported that there will likely be modifications to the budget as the year progresses and an understanding of the COVID pandemic impact is realized. This also includes the use of PPP funds.

Laura Linder, CEO of JCP, reviewed the calculations used in the budget providing the changes to income. Steve Libby, VC of Community Impact, reviewed the grants budget and reported that all grantees will receive the same amount as last year, a reserve fund will be created and Fedovation grants will be considered alongside community grants (attached). Steve also reported on feedback from the organizations regarding the impact of COVID on their organization.

Lee Harkavy moved that the 2020-2021 Operating Budget and Grants Budgets be approved. Jimmy Ringel seconded the motion. The 2020-2021 Operating Budget and Grants Budgets were approved.

#### President's Report

Laura Linder, CEO & President, introduced Sophie Bloch, Director of Hillel, and Sarah VanderWalde, Foundation Endowment Manager, to speak on the new Camp@Home Strong program. Through the program kids receive a stipend for completing and recording 25 hours of Jewish Engagement and write a brief summary of the experience. The Camp@Home Strong Ceremony will be held via zoom August 6, 2020 6pm.

Ken Steinberg, JCP Chair, reminded everyone of the PAG Cares Act zoom event on June 30<sup>th</sup> 1pm.

The meeting was adjourned at 5:37 pm.

## **Summary of MJF 2020/2021 Operating and Grants Budget**

The 2020/21 Operating Budget of Memphis Jewish Federation reflects:

- A slightly reduced operating budget due to changes in the way we will operate going forward due to COVID-19;
- The need to provide stable funding for our partner organizations;
- A reserve fund that will provide flexibility in addressing future short and long-term impact of COVID-19 on our partner organizations;
- A 3% shrinkage projection (vs 2% LY); and
- Approximately \$110,000 of prior year local allocable dollars not used due to COVID-19.

### **Operating Budget Highlights:**

- Reduction of \$35,000 in personnel costs.
- Reduced revenue from corporate partners in anticipation of fewer events for 20/21.

### **Annual Campaign Grants:**

- 1) All grantees of Memphis Jewish Federation unrestricted annual campaign dollars (other than synagogue Youth Groups), will receive level funding from 2019/2020 or the amount of their request if less.
- 2) No money will be directed from MJF overseas allocation to the partnership or pulled out to be allocated by mission participants (e.g. women's spiritual mission from 2019) resulting in a shift of \$78,000 to support core overseas needs. Total amount granted overseas remains the same as LY.
- 3) Synagogue based Youth Groups will have access to a reimbursable grant equal to 50% of their prior year's grant or their requested grant (if it's less than prior year) with the understanding that the other 50% may be accessed if programming returns to normal. This will be revisited throughout the year as warranted.
- 4) A reserve fund will be created (**\$37,214**) to be utilized during the year to support additional funds that may be needed for local or overseas partners facing major setbacks or shortfalls during the year.

### **Fedovation:**

- 1) One new Fedovation grantee has been added (MJH & BJCS) for a multigenerational zoom project (+\$1,400).
- 2) One returning program (Jason Caplan) will received an increase (+\$1,100) to cover expenses related to his work in connecting with isolated older adults and with other vulnerable populations.
- 3) One returning program was reduced, YU Torah Fellows at Baron Hirsch, due to reduced travel which represented a significant portion of their budget. (-\$2,500).

### **Jewish Family Service:**

- 1) A grant of \$361,000 will be awarded (same as last year) from a combination of directed gifts and unrestricted campaign.
- 2) Any additional amount awarded, based on a request for an additional \$75,000, will be determined via discussions between MJCC and JCP leadership in keeping with newly approved MOU.
- 3) Additional funds, should they be needed, can be provided from:
  - a. Funds set aside from the JFS endowment campaign
  - b. Reserve fund created as part of 20/21 grants process
  - c. Urgent needs fund if criteria is met

### **Campaign Grants to Support Federation Programming:**

- 1) Increase of \$15,000 for security (from \$30,000 to \$45,000)
- 2) Increase of \$13,000 to fund Roving Senior Activities Director which was moved from Fedovation to Federation operating budget (From \$447,000 to \$460,000)

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

		2019-2020 Budget	2020-21 July - December	2020-21 January - June	2020-21 Combined
<b>INCOME</b>					
Interest Income		7,250	1,750	1,750	3,500
Fee Income - DA		305,000	146,500	146,500	293,000
Fee Income Designated		23,000	11,500	11,500	23,000
Fee Income Agency		15,400	23,500	23,500	47,000
Fee income - Trust		-	-	-	-
Fee Income - Support Income		61,500	33,000	33,000	66,000
Agency Participation		20,000	10,000	10,000	20,000
Corporate Sponsorships		-	2,500	2,500	5,000
B'nai Tzedek		15,000	-	15,000	15,000
Legacy Society		2,500	1,250	1,250	2,500
Operating Endowmwnt		59,500	24,000	24,000	48,000
Contributions		12,500	10,000	10,000	20,000
Prior Year surplus		50,000	-	-	-
SBA PPP Loan Forgiveness		-	?	?	?
<b>TOTAL REVENUE</b>		<b>571,650</b>	<b>264,000</b>	<b>279,000</b>	<b>543,000</b>
<b>Personnel</b>					
Salaries	40-5011	329,647	168,105	168,105	336,210
Federal and State Payroll Taxes	40-5013	25,548	13,028	13,028	26,056
Worker's Compensation	40-5015	1,350	750	750	1,500
Medical,Dental,Disability,Life Ins (Assumes 5% Increase)	40-5111	11,520	7,679	7,679	15,359
Pension Plan	40-5112	17,209	8,430	8,430	16,860
WTD / Contract Acctg / Retirement Plan Services	40-5016	18,000	9,000	9,000	18,000
		<b>403,274</b>	<b>206,993</b>	<b>206,993</b>	<b>413,985</b>
<b>PROFESSIONAL DEVELOPMENT</b>					
Conferences and Meetings	40-5411	7,500	2,500	2,500	5,000
<b>SUPPLIES AND PRINTING (65/35)</b>					
Office Supplies & General Printing (Letterhead, envelopes, etc.	40-5211	5,725	3,000	3,000	6,000
Computer Maintenance	40-5214	1,470	750	750	1,500
Software Licenses & Outsourced Report Writing (not subject to	40-5212	27,500	12,500	12,500	25,000
Printer Contracts, monthly fees& Maintenance	40-5213	3,070	1,550	1,550	3,100
		<b>37,765</b>	<b>17,800</b>	<b>17,800</b>	<b>35,600</b>
<b>OCCUPANCY</b>					
MJCC Occupancy	40-5311	7,830	3,950	3,950	7,900
Insurance	40-5312	4,935	2,500	2,500	5,000
Controlled Access fees and maintenance	40-5510	560	300	300	600
		<b>13,325</b>	<b>6,750</b>	<b>6,750</b>	<b>13,500</b>
<b>TELEPHONE, POSTAGE, INTERNET (65/35)</b>					
Telephone	40-5511	1,855	850	850	1,700
Postage	40-5512	3,290	1,650	1,650	3,300
Internet & Website	40-5519	5,999	3,150	3,150	6,300
		<b>11,144</b>	<b>5,650</b>	<b>5,650</b>	<b>11,300</b>
<b>Marketing (General Branding 65/35) - Matt</b>					
Advertising (e.g. 4 full page ads in HW)	40-5414	2,555	1,375	1,375	2,750
Annual Report (including design, printing and mailing)	40-5612	2,100	2,000	2,000	4,000
2 Newsletters (including design, printing and mailing)	40-5417	2,800	900	900	1,800
JFS Marketing		-	-	-	-
		<b>7,455</b>	<b>4,275</b>	<b>4,275</b>	<b>8,550</b>
<b>Fundraising - MJF and JFOM</b>					
Marketing	40-6018	4,500	2,250	2,250	4,500
Events (includes Outsourcing Coordination)	40-4125	2,500	1,250	1,250	2,500
Lion of Judah		-	-	-	-
Donor Cultivation (lunches/coffee)	40-6101	1,250	500	500	1,000
General Meeting expense (e.g. food for planning meetings)	40-6102	750	250	250	500
		<b>9,000</b>	<b>4,250</b>	<b>4,250</b>	<b>8,500</b>
<b>Programming and Community Impact (includes marketing)* Bluma</b>					
Study - Southern Growth (Board Priority Setting)	40-6214	5,000	-	-	-
Professional Advisors	40-6207	2,000	1,500	1,500	3,000
B'nai Tzedek	40-4374	15,000	-	15,000	15,000
JFOM 25th Anniversary	40-????	30,000	- ?	- ?	- ?
		<b>52,000</b>	<b>1,500</b>	<b>16,500</b>	<b>18,000</b>
Leadership Development (including General Assembly )	40-5622	1,000	750	750	1,500
<b>OTHER EXPENSE</b>					
Annual Meeting	40-5611	1,500	-	1,500	1,500
Auditing	40-5613	19,000	10,000	10,000	20,000
Dues and Subscriptions	40-5619	2,000	750	750	1,500
Capital Reserve/Community Ed		-	-	-	-
Bank Fees/Credit Card	40-5513	1,140	600	600	1,200
Miscellaneous	40-5627	1,500	750	750	1,500
Match for New DA Funds	40-????	-	-	-	-
Community Participation and Outreach (Tables, Ads, Etc)	10-5520	1,500	600	600	1,200
		<b>26,640</b>	<b>12,700</b>	<b>14,200</b>	<b>26,900</b>
<b>TOTAL ADMINISTRATIVE EXPENSES</b>		<b>569,103</b>	<b>263,168</b>	<b>279,668</b>	<b>542,835</b>
<b>Net Surplus/(Deficit)</b>		2,547	832	(668)	165

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

----- FEDERATION -----

		2019-2020 Budget	2020-21 July - December	2020-21 January - June	2020-21 Combined
<b>INCOME</b>					
Unrestricted Campaign Grant for Admin & Fundraising	N/A	450,000	227,500	227,500	455,000
Unrestricted Campaign Grant for Programming	N/A	447,000	230,000	230,000	460,000
SBA PPP Loan Forgiveness		-	?	?	?
Lemsky Admin fee	10-3005	106,355	52,243	52,243	104,486
Operating Endowment Fee	10-3005	88,629	43,536	43,535	87,071
Corporate Sponsorship	10-3011	75,000	15,000	40,000	55,000
Tributes	10-3111	7,500	3,000	3,000	6,000
<b>Event Income (Non-YAD) - A Taste of Israel</b>	<b>10-3132</b>	<b>30,000</b>	<b>-</b>	<b>30,000</b>	<b>30,000 ?</b>
Miscellaneous Income (e.g. Donations, reimbursements, etc.)	10-3312	20,000	10,000	10,000	20,000
Outside Grant (HG Foundation for Pj Staffing)	10-3313	1,200	-	-	-
YAD Event Income	32-3321	2,500	-	-	-
Meals Program Administrative Management Fee	10-3221	5,000	2,500	2,500	5,000
Scholarship-Management fee	10-3219	1,000	500	500	1,000
Hillel Management Fee	10-3220	15,000	7,500	7,500	15,000
<b>TOTAL REVENUE</b>		<b>1,249,185</b>	<b>591,779</b>	<b>646,778</b>	<b>1,238,557</b>
<b>Personnel</b>					
Salaries	10-5011	737,600	353,063	343,603	696,666
Federal and State Payroll Taxes	10-5013	57,164	27,362	26,629	53,992
Worker's Compensation	10-5015	1,350	1,250	1,250	2,500
Medical,Dental,Disability,Life Ins (Assumes 10% Increase)	10-5111	59,030	32,832	29,242	62,074
Pension Plan	10-5112	32,500	19,025	18,458	37,483
WTD / Contract Acctg / Retirement Plan Services	10-5016	18,000	9,000	9,000	18,000
		<b>905,644</b>	<b>442,533</b>	<b>428,182</b>	<b>870,714</b>
<b>PROFESSIONAL DEVELOPMENT</b>					
Conferences and Meetings	10-5411	15,000	5,000	5,000	10,000
<b>SUPPLIES AND PRINTING</b>					
Office Supplies & General Printing (Letterhead, envelopes, etc.)	10-5211	10,775	5,500	5,500	11,000
Computer Maintenance	10-5214	2,750	1,375	1,375	2,750
<b>JFNA CRM Fees</b>		<b>-</b>	<b>5,500</b>	<b>5,500</b>	<b>11,000</b>
Software Licenses & Outsourced Report Writing	10-5212	10,500	3,000	9,500	12,500
Printer Contracts, monthly fees& Maintenance	10-5213	5,700	2,900	2,900	5,800
		<b>29,725</b>	<b>18,275</b>	<b>24,775</b>	<b>43,050</b>
<b>OCCUPANCY</b>					
MJCC Occupancy	10-5311	51,960	26,000	26,000	52,000
Insurance	10-5312	9,165	4,650	4,650	9,300
Controlled Access fees and maintenance	10-5510	1,040	525	525	1,050
		<b>62,165</b>	<b>31,175</b>	<b>31,175</b>	<b>62,350</b>
<b>TELEPHONE, POSTAGE, INTERNET (65/35)</b>					
Telephone	10-5511	3,445	1,750	1,750	3,500
Postage	10-5512	6,110	3,100	3,100	6,200
Internet & Website	10-5519	4,641	2,750	2,750	5,500
		<b>14,196</b>	<b>7,600</b>	<b>7,600</b>	<b>15,200</b>
<b>Marketing (General Branding)</b>					
Advertising	10-5414	4,745	2,500	2,500	5,000
Annual Report (including design, printing and mailing)	10-5612	7,500	3,750	3,750	7,500
2 Newsletters (including design, printing and mailing)	10-5417	5,200	2,250	2,250	4,500
<b>Design Disciple Retainer</b>		<b>-</b>	<b>15,000</b>	<b>15,000</b>	<b>30,000</b>
		<b>17,445</b>	<b>23,500</b>	<b>23,500</b>	<b>47,000</b>
<b>Fundraising / Campaign/LOJ/Super Sunday/ETC</b>	<b>15-XXXX</b>	<b>51,000</b>	<b>35,000</b>	<b>16,000</b>	<b>51,000</b>
<b>YAD and all related costs including marketing, printing, etc. - Lauren</b>					
Engagement Programming	32-6103	2,500	1,250	1,250	2,500
		<b>2,500</b>	<b>1,250</b>	<b>1,250</b>	<b>2,500</b>
<b>Programming and Community Impact (includes marketing)</b>					
Costs for Administering Grants (copying, meeting expense - i.e. 37-6200		1,750	500	500	1,000
Task Forces (Senior Services, Teen Professionals, Special Nee 37-6201		1,000	500	500	1,000
Holocaust Remembrance	37-6202	7,500	-	7,500	7,500
Newcomers	37-6203	3,000	1,000	1,000	2,000
Israel Advocacy (mostly marketing and possibly a program)	37-6204	2,500	1,000	1,000	2,000
CRC - dues for Israel Action Network, JCPA, interfaith activities	37-5635	5,000	2,500	2,500	5,000
General Program expense (food for meetings/gatherings for prc	37-6205	2,500	1,000	1,000	2,000
Study - Southern Growth (Board Priority Setting)	37-6214	5,000	-	-	-
Isolated Seniors Program	37-XXXX	-	5,500	5,500	11,000
<b>A Taste of Israel</b>	<b>37-6211</b>	<b>35,000</b>	<b>-</b>	<b>35,000</b>	<b>35,000</b>
		<b>63,250</b>	<b>12,000</b>	<b>54,500</b>	<b>66,500</b>
<b>Leadership Development (including General Assembly )</b>	<b>10-5622</b>	<b>5,000</b>	<b>1,000</b>	<b>1,000</b>	<b>2,000</b>
<b>OTHER EXPENSE</b>					
Annual Meeting	10-5611	1,500	-	1,500	1,500
Auditing	10-5613	20,500	11,000	11,000	22,000
Dues and Subscriptions	10-5619	3,500	1,000	1,000	2,000
Capital Reserve/Community Ed	10-5630	15,000	5,000	5,000	10,000
Bank Fees/Credit Card	10-5513	15,000	7,500	7,500	15,000
Miscellaneous	10-5627	5,000	1,000	1,000	2,000
Endowment Support	10-5633	5,000	5,000	-	5,000
Office Enhancements	10-5317	2,500	1,250	1,250	2,500
Recruiting	10-5412	-	-	-	-
Community Participation and Outreach (Tables, Ads, Etc)	10-5520	10,000	3,750	3,750	7,500
		<b>78,000</b>	<b>35,500</b>	<b>32,000</b>	<b>67,500</b>
<b>TOTAL ADMINISTRATIVE EXPENSES</b>		<b>1,243,925</b>	<b>612,833</b>	<b>624,982</b>	<b>1,237,814</b>
<b>Net Surplus/(Deficit)</b>		<b>5,260</b>	<b>(21,054)</b>	<b>21,796</b>	<b>743</b>

Jewish Community Partners and Affiliates FY 2019/2020-Funds Allocation Projection	2020/2021	2019/2020	2018/2019		2017/2018	2016/2017	2015/2016
<i>Estimated</i> Gross Achievement		3,564,547 <i>EST</i>	3,483,649		3,278,095	3,441,899	3,058,000
Donor Directed/Sponsorships		(898,648) <i>EST</i>	(832,953)		(723,141)	(858,679)	(457,057)
<b>Unrestricted Campaign:</b>	<b>2,816,378</b>	<b>2,665,899</b>	<b>2,650,696</b>		<b>2,554,954</b>	<b>2,583,220</b>	<b>2,600,943</b>
Projected Net Investment Income	63,040	65,380	67,374	A	65,541	64,921	62,550
Program Income/Sponsorships							
Collections in Excess of Shrinkage (1994-2016 Campaigns)	66,979	80,991	76,343	A	85,824	38,286	78,138
Projected Favorable Budget Variance - Admin 19/20	12,500				12,300	214,000	
Campaign Allocation to fund admin and fundraising	(450,000)	(450,000)	(450,000)	B	(447,009)	(775,000)	(757,466)
Campaign Allocation to fund MJF Programs	(460,000)	(447,000)	(350,000)	B	(327,991)		
Security	(45,000)	(30,000)	0	B	0	0	0
The Alliance (NFC/National Agencies)		-	(1,500)	B	(18,000)	(18,000)	(35,240)
Shrinkage Allowance (% of Net Campaign) - ****Policy Change***	3% (84,491)	(53,318)	(79,521)		(76,649)	(77,497)	(78,028)
<b>Net Allocable Income:</b>	<b>1,919,406</b>	<b>1,831,952</b>	<b>1,913,392</b>		<b>1,848,970</b>	<b>2,029,930</b>	<b>1,870,896</b>
<b>OVERSEAS ALLOCATION - 50%</b>	<b>959,703</b>	<b>915,976</b>	<b>956,696</b>	C	<b>924,485</b>	<b>#</b>	<b>935,448</b>
JAFI Israel Partnership	0	(60,000)	(60,000)		(60,000)	(40,000)	
Local Partnership Expense (travel Lemsky 2019-2020)		-	(10,000)				
Kharkov	(15,000)	(15,000)					
Women's Spiritual Mission		(18,000)					
Birthright	(25,000)	(25,000)					
<b>Total Unrestricted Overseas Allocation</b>	<b>919,703</b>	<b>797,976</b>	<b>861,696</b>		864,485	974,965	935,448
Designated for World Union for Progressive Judaism	15,000	15,000	15,000	C	16,000	13,500	18,150
Designated for Israel	16,118	15,000	15,597	C	15,000	88,200	13,054
Joint Distribution Committee & JAFI	36,500	52,500	63,300	C	35,300		99,800
	-	-	-	C	-		
<b>Total Overseas Dollars - Allocated &amp; Designated</b>	<b>1,027,321</b>	<b>998,476</b>	<b>1,050,593</b>	Sum of Cs	<b>990,785</b>	<b>1,116,665</b>	<b>1,066,452</b>
<b>LOCAL ALLOCATION - 50%</b>	<b>959,703</b>	<b>915,976</b>	<b>956,696</b>		<b>924,485</b>	<b>1,014,965</b>	<b>935,448</b>
Honorials and Memorials	4,656	3,847		A	1,503	884	5,524
Miscellaneous Income (unused Local Grant Funds)	93,763	5,000	2,116	A	36,292	26,434	22,000
Projected Income from Unrestricted Endowment	21,171	10,082	28,298	A	27,608	26,764	46,476
Surplus from 19-20 Fedovaton	6,260	20,826	37,585	A	48,515		
Designated for Local Allocations	108,648	176,199	181,811		170,558	145,169	140,403
<b>Total Unrestricted Local Allocation (ULA):</b>	<b>1,194,201</b>	<b>1,131,930</b>	<b>1,206,505</b>	D	<b>1,208,961</b>	<b>1,214,216</b>	<b>1,149,851</b>
<b>AVAILABLE FOR FEDOVATION GRANTS</b> (up to 6% ULA ****PC****) 6%	?	(64,389)	(71,978)		(80,000)	(75,250)	
<b>AVAILABLE FOR COMMUNITY GRANTS</b>	<b>1,194,201</b>	<b>1,067,541</b>	<b>1,134,527</b>		<b>1,128,961</b>	<b>1,138,966</b>	<b>1,149,851</b>
<b>RESTRICTED DESIGNATED GIFTS</b>							
Security	1,023	14,690	0	D	5,000	252,593	
Above and Beyond - Caring for Fellow Jews	109,284	272,183	178,462	D	106,430	109,847	
Above and Beyond - Engagement of NextGen		-	25,000	D	25,000	25,000	
Above and Beyond - Sustainability		5,000	5,000	D	10,000		
Specific Local Agencies	17,882	18,900	9,536	D	17,500	12,225	36,000
Scheidt-Hohenberg Hot Meals Program & JFS Frozen Meal Program	99,035	67,810	69,492	D	67,400	70,633	67,400
Hillel of Memphis	96,028	130,874	116,909	D	117,003	74,790	70,250
PJ Library	15,072	15,118	15,000	D	15,000	12,000	12,000
Israel Scouts		6,000	5,755	D	5,450	5,470	
CRC (Yom Hashoah Sponsorship & MIFA)		3,715	1,000	D	2,500	39,252	
JCP Capacity Building Grant & other Operating Gifts		87,799	0	D	105,000		
Emergency Assistance Fund		10,000	0	D	10,000	10,000	
Miscellaneous Restricted		1,621	0	D			
Disaster Relief	3139	6,239	0	D			
Kramer Fund	50000	-	0				
<b>Total Local Dollars - Allocated &amp; Designated:</b>	<b>1,585,664</b>	<b>1,771,879</b>	<b>1,642,660</b>	Sum of D's	<b>1,695,244</b>	<b>1,826,026</b>	<b>1,335,501</b>
<b>TOTAL OVERSEAS AND LOCAL:</b>	<b>2,612,985</b>	<b>2,770,355</b>	<b>2,693,253</b>	Cs + D's	<b>2,686,029</b>	<b>2,942,691</b>	<b>2,401,954</b>

Campaign Grant Awards - Three-year c	Request 16-17	2016-17 Donor Directed Gifts	Approval 16-17	Total Award 16-17	Request 17-18	2017-18 Donor Directed Gifts	Approval 17-18	Total Award 17-18	Request 18-19	2018-19 Donor Directed Gifts	From Unrestricted Pledges Approval 2018-19	Total Award 2018-19
Jewish Family Service at MJCC	\$363,252	\$109,847	\$218,994	\$328,841	\$330,415	\$142,430	\$187,985	\$330,415	\$330,415	\$163,462	\$166,953	\$330,415
BBYO Memphis	\$55,000	\$0	\$43,072	\$43,072	\$55,000	\$0	\$43,072	\$43,072	\$45,000	\$0	\$40,000	\$40,000
Facing History & Ourselves	\$10,000	\$2,500	\$7,350	\$9,850	\$10,000	\$1,000	\$7,350	\$8,350	\$10,000	\$1,000	\$7,000	\$8,000
Jewish Children's Regional Service	\$18,000	\$3,000	\$8,000	\$11,000	\$20,000	\$3,000	\$10,763	\$13,763	\$18,000	\$3,000	\$10,000	\$13,000
Jewish Education Scholarships	N/A	\$0	\$409,165	\$409,165	N/A	\$0	\$409,165	\$409,165	\$433,163	\$0	\$433,163	\$433,163
Memphis Jewish Community Center	\$335,000	\$5,775	\$304,162	\$309,937	\$358,165	\$5,500	\$305,000	\$310,500	\$359,645	\$4,500	\$305,000	\$309,500
Memphis Jewish Home & Rehab	\$440,000	\$950	\$106,000	\$106,950	\$440,000	\$3,000	\$106,000	\$109,000	\$440,000	\$1,036	\$106,000	\$107,036
Plough Towers	\$37,981	\$0	\$32,571	\$32,571	\$30,464	\$0	\$30,464	\$30,464	\$31,483	\$0	\$30,812	\$30,812
Synagogue Youth - Temple Israel/MeFT	\$101,310	\$0	\$18,300	\$18,300	\$31,500	\$0	\$20,000	\$20,000	\$30,925	\$0	\$19,600	\$19,600
Synagogue Youth - NCSY	\$5,000	\$0	\$5,000	\$5,000	\$28,350	\$0	\$7,000	\$7,000	\$16,500	\$0	\$10,000	\$10,000
Synagogue Youth - Beth Shalom/USY	\$2,300	\$0	\$2,300	\$2,300	\$12,000	\$0	\$3,000	\$3,000	\$12,000	\$0	\$6,000	\$6,000
	\$1,367,843	\$122,072	\$1,154,914	\$1,276,986	\$1,315,894	\$154,930	\$1,129,799	\$1,284,729	\$1,727,131	\$172,998	\$1,134,528	\$1,307,526

Total Award Per Calculated \$1,134,528

Total Award Remaining \$0

Request 19-20	2019-20 Donor Directed Gifts	From Unrestricted Pledges Approval 2019-20	Total Award 2019-20	Request 20-21	2020-21 Donor Directed Gifts	From Unrestricted Pledges Approval 2020-21	Total Award 2020-21
\$361,415	\$227,183	\$134,232	\$361,415	\$438,471	\$109,284	\$252,131	\$361,415
\$48,000		\$41,000	\$41,000	\$40,000		\$40,000	\$40,000
\$10,000	\$1,000	\$7,000	\$8,000	\$10,000	\$2,500	\$7,000	\$9,500
\$18,000	\$3,000	\$12,000	\$15,000	\$18,000		\$12,000	\$12,000
\$406,072	\$0	\$406,072	\$406,072	\$445,556		\$406,072	\$406,072
\$356,424	\$7,000	\$297,290	\$304,290	\$356,424		\$297,290	\$297,290
\$225,000	\$500	\$103,000	\$103,500	\$225,000		\$103,000	\$103,000
\$58,732	\$7,295	\$46,000	\$53,295	\$39,621		\$39,621	\$39,621
\$23,450		\$17,000	\$17,000	\$14,000		\$14,000	\$14,000
\$18,750		\$15,000	\$15,000	\$19,975		\$15,000	\$15,000
\$8,800		\$6,000	\$6,000	\$4,200		\$4,200	\$4,200
\$1,534,643	\$245,978	\$1,084,594	\$1,330,572	\$1,611,247	\$111,784	\$1,190,314	\$1,302,098

Total Award Per Calculated \$1,084,594

Total Award Remaining \$0

Total Award \$1,227,528

Total Award Remaining \$37,214 HOLD this surplus as of 6.18.2020 for COVID developments.

Total Local \$ from Waterfall	1,194,201
Overseas Flat Value	43,727
Fedovation	(10,400)
Remaining to Allocate	1,227,528

\*\* POLICY CHANGE - Award at same nominal level of funding rather than formula.

- Jewish Family Service at MJCC
- BBYO Memphis
- Facing History & Ourselves
- Jewish Children's Regional Service
- Jewish Education Scholarships
- Memphis Jewish Community Center
- Memphis Jewish Home & Rehab
- Plough Towers
- Synagogue Youth - Temple Israel/MeFT
- Synagogue Youth - NCSY
- Synagogue Youth - Beth Shalom/USY





2020_2021 Grants Schedule		Last year	2020_2021	COVID Grant	Notes
	Available to Grant	3,538,899	3,512,814		<b>*Available dollars for 20/21 reflects a few big differences from prior year:</b> -\$112K grant and operating surplus from 19/20 -\$163K loss in directed gifts for JFS operating budget -\$100K loss of a local directed gift -\$116K increase in unrestricted campaign -Shrinkage of 3% vs 2% from 19/20
	Less Shrinkage	(53,318)	(84,491)		
	Net Available to Grant*	3,485,581	3,428,323		
<b>Formula, Directed, and Federation Operating Budget Grants</b>					
	Unrestricted Overseas Grant	797,976	875,976	90,000	
	Shoham Partnership	60,000			Being funded via prior year surplus
	Israel Grant administered by Women's Mission	18,000			One-time occurrence
	Federation Campaign/Administrative Budget	450,000	450,000		
	Federation Program Budget	447,000	460,000		Added Senior Services Position to Federation budget
	Hillel	130,874	96,028		Program is endowment funded
	Kosher Meals Program	107,400	99,035	3,621	Lost directed gifts
	Federation Security Budget	30,000	45,000		The program was underfunded LY
	Birthright	25,000	25,000		
	PJ Library	15,118	15,072		
	JDC Kharkov	15,000	15,000		
<div style="border: 1px solid black; padding: 5px; margin-top: 10px;"> <b>** Strategy for 2020/21 Grants Process:</b>            -Award same grants as last year unless requests were reduced due to policy change or COVID impact.            -Consider Fedovation alongside regular grants            -Create a reserve fund to be awarded should future needs arise.         </div>					
<b>Grants Committee Recommendations**</b>					
	Jewish Education	406,072	406,072		
	Jewish Family Service at MJCC	361,415	361,415		
	Memphis Jewish Community Center	297,290	297,290		
	Memphis Jewish Home & Rehab	103,000	103,000	28,600	
	Fedovation	64,389	10,400		
	Plough Towers	58,732	39,621	28,832	One time grant was provided last year for a special project
	BBYO Memphis	41,000	40,000		
	Synagogue Youth - Temple Israel/MeFTY	17,000	14,000		COVID Adjusted Reduced Request
	Synagogue Youth - NCSY	15,000	15,000		
	Jewish Children's Regional Service	12,000	12,000		
	Facing History & Ourselves	7,000	7,000		
	Synagogue Youth - Beth Sholom/USY	6,000	4,200		Reduced in response to policy for Youth Groups
	<b>Total Awarded</b>	<b>3,485,266</b>	<b>3,391,109</b>	<b>151,053</b>	
	Reserve	315	37,213		

## Memorandum of Understanding

*As an integral part of the Jewish community, the Wendy and Avron B. Fogelman Jewish Community Service (FJFS) at the Memphis Jewish Community Center (MJCC) provides an array of compassionate social services and a connection to any additional services needed. We form collaborative relationships with you, our clients, to enhance your well-being and help you thrive. We are an accessible, forward facing resource to our community congregations, agencies and schools and collaborate with them to understand and meet community needs. We are responsive to the needs of every member of our Jewish community and adapt as needed to the changing world we live in. We approach this mission with the highest level of responsibility, professionalism, and integrity.*

This Memorandum of Understanding is entered into between the Memphis Jewish Community Center (hereinafter MJCC) and Jewish Community Partners (hereinafter JCP) on this 18th day of June, 2020, and will remain in effect until the 30<sup>th</sup> day of June, 2021.

Whereas, the MJCC and JCP formed an operational partnership to provide services through the Wendy and Avron B. Fogelman Jewish Family Service (hereinafter FJFS) in October of 2014, to serve the most vulnerable members of the Memphis Jewish Community, the following agreement has been made:

MJCC and JCP will strengthen their operating partnership by increasing the involvement of JCP in strategic planning, finance and operations.

1. MJCC will continue to operate FJFS as a department of the MJCC.
2. JCP will continue to manage fundraising efforts on behalf of FJFS including bridge funding and the overall management of the FJFS Endowment fund campaign. As such, MJCC and JCP leadership will jointly set initial annual bridge funding goal in advance of Federation's annual campaign in August of each year. Once this goal is set the MJCC and JCP CEO's and Board Chairs will formally sign off on the preliminary budget and bridge funding agreement, with JCP making its best effort to providing the total amount of bridge funding agreed upon at that time. MJCC professional and lay leadership will actively solicit gifts in partnership with and as requested by the JCP leadership. If adjustments to funding are needed or community needs significantly change, discussions will be held in January of each year to discuss a strategy to accumulate additional funding or make other modifications as deemed jointly necessary.
3. MJCC will provide JCP with regular updates on the services and needs of FJFS through a quarterly, written report with key statistics and financial statements to be used by JCP to keep donors engaged with and informed about the ongoing activities, priorities and needs of the community that are supported by FJFS. The MJCC CEO and an appropriate lay representative will present this report quarterly at meetings of the JCP Board of Directors.
4. MJCC and JCP will jointly present an annual report to the Wendy and Avron B. Fogelman Family Foundation in accordance with the signed gift agreement (Attachment A).
5. Fund Advisors will be selected for the FJFS Endowment Fund as specified in the Fund Agreement (Attachment B)
6. The President/CEO's of both the MJCC and JCP, or their designees, will meet on a monthly basis for information sharing, collaboration, and strategic visioning.

7. The President/CEO's of both the MJCC and JCP, the appropriate lay leaders from the MJCC and JCP, and the appropriate staff from the MJCC and JCP will meet quarterly for information sharing, collaboration, and strategic visioning. The JCP representatives will be well-versed in JCP planning initiatives (e.g. Southern Growth Studio needs assessment, surveys, studies) which will be utilized to inform service delivery and the ongoing FJFS strategic planning process.
8. JCP shall appoint up to two lay representatives to participate in the regular meetings of the FJFS Lay Advisory Committee and be partners in the overall visioning and strategic planning process of FJFS.
9. JCP, in cooperation with MJCC and JFS, will publish a quarterly newsletter and maintain a social media presence highlighting the accomplishments and work of FJFS for distribution to the full Memphis Jewish community mailing list.
10. MJCC will develop and implement strategies for branding FJFS across the community.
11. JCP and MJCC will jointly embark on a strategic planning process to determine how the long term vision for FJFS can be implemented. This strategic plan should be complete by December 1, 2020.
12. Once the strategic planning process is complete JCP and the MJCC will determine the status of the future partnership between JCP and MJCC and will make a joint decision as to the future of the partnership by January 31, 2021.

#### Both Parties

Both the MJCC and JCP agree that this unique partnership began in 2014 as an effort to meet the needs of the most vulnerable members of the Memphis Jewish Community and those in need of social services. As such, both parties understand that the long-term success of FJFS is critical and that should there be significant future needs in the community that FJFS needs to meet and that are not covered by the ongoing and agreed upon sources of annual funding, JCP will work closely with the MJCC on identifying funding sources and raising the money necessary for new or significantly expanded needs/services.

This document contains the entire agreement and provisions of the past, current and future relationship between the MJCC and JCP as it relates specifically to the operation and funding of FJFS.

Accepted by:

---

Jenny Herman, Chair  
Memphis Jewish Community Center

---

Ken Steinberg, Chair  
Jewish Community Partners