

Administration, Fundraising, and Program Budget (Detail) - MJF

	2020-21 Budget	2020-2021 Actual	2021-2022 Budget	2021-2022 Actual	2022-2023 Budget Pro Forma	2022-2023 Projected As of 3.19.23	2023-2024 Budget Pro Forma	Notes
INCOME								
Campaign (refer back to Waterfall Worksheet)								
Unrestricted Campaign Grant for Admin & Fundraising	450,000	450,000	500,000	500,000	555,000	555,000	595,000	
Unrestricted Campaign Grant for Community Building & Education	460,000	460,000	585,558	585,558	569,044	569,044	594,884	
Unrestricted Campaign Grant for Overseas Engagement			51,400	51,400	60,982	60,982	89,648	
Unrestricted Campaign Grant for Security Grant for Israel @ 75		-	-	-	35,000	35,000	-	
Endowment								
Lemsky Admin fee	108,642	108,642	130,756	130,756	127,012	127,012	135,032	
Operating Endowment Distribution	90,535	90,535	108,963	108,963	106,843	106,843	112,526	
Hillel		15,000	15,000	15,000	15,000	15,000	15,000	
Directed Gifts for Programs								
Tributes	6,500	8,291	5,000	5,943	5,000	6,500	5,000	
Meals Program (Contributions and MIFA reimbursement)	5,000	5,000	5,000	5,000	5,000	5,000	5,000	
PJ Library Gift		-	-	-	-	-	-	
Outside Grant (HG Foundation for Pj Staffing)		-	1,200	1,200	1,200	1,200	1,200	
Community-Wide Professional Development		-	10,000	10,000	10,000	10,000	10,000	Carry over dir gift for Prof Dev
Special Funding and Directed Gifts to Programming		-	-	13,950	5,000	5,000	6,000	Curt Ward Endowment
Service Revenue & fees								
Agency Contributions for Security		-	-	-	-	-	-	Security Budget under development
Scholarship-Management fee	1,000	1,000	1,000	1,000	1,000	1,000	1,000	
WAFJFS Endowment Marketing Expense	15,000	15,000	15,000	15,000	-	-	-	
Event Revenue								
Event Income - A Taste of Israel	30,000	6,272	30,000	-	30,000	22,500	-	No major event planned at this time
Miscellaneous Income (e.g. Donations, reimbursements, etc.)	12,500	14,373	7,500	11,500	9,820	7,500	10,000	
FedLed Event Income		550	-	-	2,500	3,102	3,600	
Prior Year Surplus	44,375	44,375	-	-	-	-	20,000	
Corporate Sponsorship	40,000	36,500	40,000	57,500	50,000	50,000	75,000	
PPP Funds		-	57,000	172,000	-	-	-	
TOTAL REVENUE	1,263,552	1,255,538	1,563,378	1,684,770	1,587,401	1,579,683	1,678,890	
Personnel								
Salaries	706,488	654,367	914,714	858,291	881,301	849,748	932,317	
Federal and State Payroll Taxes	56,003	43,440	70,433	62,449	68,301	63,382	72,255	
Medical,Dental,Disability,Life Ins (Assumes 5% Increase)	59,773	49,225	64,707	41,217	60,101	53,997	69,786	
Pension Plan	37,210	34,963	39,779	41,487	48,729	35,639	38,906	
Employee Appreciation/ Merit Increases		-	-	-	2,500	2,500	12,000	
PROFESSIONAL DEVELOPMENT	859,474	781,995	1,089,633	1,003,444	1,060,932	1,005,266	1,125,263	
Conferences and Meetings	10,000	624	15,000	9,902	15,000	10,000	20,000	Fall conference 2023 - Jpro
SUPPLIES AND PRINTING								
Office Supplies & General Printing (Letterhead, envelopes, etc.)	11,000	8,731	11,000	15,990	13,150	15,000	15,000	
Computer Maintenance	2,750	5,521	2,750	9,637	3,250	9,000	7,000	
JFNA CRM Fees	11,000	28,757	11,000	8,319	11,000	7,319	14,000	CRM updates
Software Licenses & Outsourced Report Writing	12,500	9,758	12,500	16,244	15,000	15,000	15,000	
Printer Contracts, monthly fees& Maintenance	5,800	7,524	5,800	7,135	5,800	5,000	5,800	
OCCUPANCY	43,050	60,291	43,050	57,325	48,200	51,319	56,800	
MJCC Occupancy	52,000	50,224	52,000	51,052	55,325	55,325	61,405	
Insurance	9,300	9,068	9,300	10,967	10,000	11,000	12,500	
Controlled Access fees and maintenance	1,050	585	1,050	1,720	1,000	1,000	1,000	
TELEPHONE, POSTAGE, INTERNET (65/35)	62,350	59,877	62,350	63,739	66,325	67,325	74,905	
Telephone	3,500	3,310	3,500	2,533	3,300	3,000	3,000	
Postage	6,200	8,718	6,200	5,791	6,200	6,000	6,000	
Internet & Website	5,500	3,089	5,500	27,050	5,500	2,500	30,500	Carry over Website update from 21/22
Marketing (General Branding)	15,200	15,117	15,200	35,374	15,000	11,500	39,500	
Advertising & Swag	5,000	3,606	5,000	1,580	10,000	10,000	15,000	
Annual Report (including design, printing and mailing)	7,500	10,000	7,500	5,181	7,500	7,000	7,500	
2 Newsletters (including design, printing and mailing)	4,500	2,049	4,500	2,360	3,750	2,000	3,750	
Design Disciple Retainer	24,400	30,000	30,000	37,375	30,000	24,750	30,000	
JFS Marketing		-	15,000	15,000	-	-	-	
Fundraising / Campaign/LOJ/Super Sunday/ETC	41,400	45,655	62,000	61,496	51,250	43,750	56,250	
FEDLED and all related costs including marketing, printing, etc.	65,800	77,537	65,800	73,042	70,000	75,000	80,000	
Engagement Programming & FEDLED Event	2,500	8,229	2,500	5,077	7,500	7,000	7,500	
Programming and Community Impact (includes marketing)	2,500	8,229	2,500	5,077	7,500	7,000	7,500	
Lion of Judah - Programming	-	-	8,324	8,324	-	-	-	
Costs for Administering Grants (copying, meeting expense - i.e., Food)	1,000	-	1,000	244	1,000	900	1,000	
Task Forces (Senior Services, Teen Professionals, Special Needs, etc.)	1,000	-	1,000	140	1,000	750	1,000	
Holocaust Remembrance	7,500	11,779	13,324	14,074	13,500	13,500	13,500	
Newcomers	2,000	(800)	2,000	1,257	2,000	2,000	2,000	
Israel Advocacy (mostly marketing and possibly a program)	2,000	1,552	2,000	1,014	2,000	2,000	2,000	
CRC - dues for Israel Action Network, JCPA, interfaith activities, etc.	5,000	21	5,000	24,281	5,000	5,000	10,000	
General Program expense / Special Programs	7,500	12,093	7,500	12,196	10,000	10,000	16,000	Includes \$150 pp for women's spiritual
Study - Southern Growth (2019-20) / JFNA Demo (2021-22)		-	-	-	-	-	-	
Isolated Seniors Program	11,000	10,626	11,000	10,449	11,750	12,000	11,750	
Hillel of Memphis		-	-	-	-	-	-	
Security		-	-	-	-	-	-	
PJ Library		-	-	-	-	-	-	
Senior Meals		-	-	-	-	-	-	
A Taste of Israel	35,000	19,062	35,000	-	35,000	60,000	-	
Israel @75		-	-	-	35,000	40,000	-	
Community wide professional development		-	10,000	10,000	10,000	10,000	10,000	
Leadership Development (including General Assembly)	72,000	54,333	96,148	81,979	126,250	156,150	67,250	
OTHER EXPENSE	2,000	6,178	15,000	39	20,000	15,000	15,000	
Annual Meeting	1,500	2,760	1,500	2,071	2,500	2,500	2,500	
Auditing	21,000	24,514	21,000	39,469	25,000	25,000	30,000	Audit RFP
Dues and Subscriptions	2,000	823	2,000	1,178	2,000	1,500	2,000	
Capital Reserve/Community Ed	10,000	-	10,000	-	10,000	5,000	10,000	
Bank Fees/Credit Card	14,000	10,055	14,000	9,685	14,000	12,000	14,000	
Miscellaneous	2,000	332	2,000	104	2,000	1,000	4,500	sabbatical expense
Endowment Support	4,500	8,151	4,500	8,151	8,151	8,151	8,151	
Office Enhancements	2,500	-	2,500	3,431	5,000	5,000	5,000	
WTD / Contract Acctg	18,000	19,652	19,000	19,686	20,000	21,000	20,000	
Worker's Compensation	2,500	2,006	2,300	2,255	3,100	1,950	3,100	
Recruiting		9,439	-	6,170	-	-	-	
Consulting Fees		-	-	-	-	-	20,000	
Community Participation and Outreach	7,500	2,572	7,500	6,885	15,000	12,500	15,000	
TOTAL ADMINISTRATIVE EXPENSES	85,500	80,304	86,300	99,085	106,751	95,601	134,251	
Net Surplus/(Deficit)	1,259,274	1,190,140	1,552,981	1,490,502	1,587,208	1,537,911	1,678,719	
	4,278	65,398	10,397	194,268	193	41,772	2,171	

* Use of Surplus
5% in reserve
\$20,000 23/24 consulting services
Balance - above the line B7

Changes made on May 3
Re-allocated 20/21 surplus
Added \$20,000 in consulting costs to Operating Budget
Held 5% in reserve
But the balance into allocable dollars Waterfall line B7
Identified a broken link to revised comp resulting in a reduction of adm fees from Lemsky and Operating Endowment and an increase in Campaign grant to fund Federation Overseas programs

Pending: Cumulative surplus calculations
JFNA study expenses

COMMUNITY BUILDING & EDUCATION

Community Relations
Holocaust Memorial
Community Education and Convening
Security Oversight
Coalition Building
Jewish Advocacy
Oversight of Direct Programs: Hillel, PJ Library, Newcomers/Shalom Baby, Affinity Groups, Senior Engagement)
Memorials
Grants Processes (community, fedovation, special)
Priority Setting
Task Forces (Senior Services and Teen Professionals)
Priority Initiatives (e.g. day school operating evaluation, demographic studies, data projects, etc.)

New Priorities:

Impact Evaluation
Leadership Development

OVERSEAS PROGRAMMING

Missions
Partnership

Teen Israel
Inquires
Israel Education
Rallies
Memorials
Lemsky Grants Process