

JCP Executive Committee Meeting

June 22, 2020

AGENDA

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|-------------|---|-----------------------|
| I. | Welcome and Call to Order | Ken Steinberg |
| | a. Jewish Family Service Update and MOU* | |
| II. | Campaign final achievement | Scott Vogel |
| III. | Budget Presentation | Irvin Skopp |
| | a. Introduction | Laura Linder |
| | b. Grants Committee Recommendations | Steve Libby |
| | c. Lemsky Grants Budget | Scott Notowich |
| | d. JCP Operating Budgets | Tim Wheat |
| IV. | Campaign Corridor Discussion | Laura Linder |
| V. | Closing and Thanks | Ken Steinberg |

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
INCOME					
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 Endowment		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		-	?	?	?
TOTAL REVENUE		571,650	264,000	279,000	543,000
Personnel					
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
		403,274	206,993	206,993	413,985
PROFESSIONAL DEVELOPMENT					
Conferences and Meetings	40-5411	7,500	2,500	2,500	5,000
SUPPLIES AND PRINTING (65/35)					
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
		37,765	17,800	17,800	35,600
OCCUPANCY					
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
		13,325	6,750	6,750	13,500
TELEPHONE, POSTAGE, INTERNET (65/35)					
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
		11,144	5,650	5,650	11,300
Marketing (General Branding 65/35) - Matt					
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		-	-	-	-
		7,455	4,275	4,275	8,550
Fundraising - MJF and JFOM					
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
		9,000	4,250	4,250	8,500
Programming and Community Impact (includes marketing)* Bluma					
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	- ?	- ?	- ?
		52,000	1,500	16,500	18,000
Leadership Development (including General Assembly)	40-5622	1,000	750	750	1,500
OTHER EXPENSE					
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
		26,640	12,700	14,200	26,900
TOTAL ADMINISTRATIVE EXPENSES		569,103	263,168	279,668	542,835
Net Surplus/(Deficit)		2,547	832	(668)	165

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

----- FEDERATION -----

		2019-2020	2020-21	2020-21	2020-21
		Budget	July -	January -	Combined
			December	June	
INCOME					
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
Event Income (Non-YAD) - A Taste of Israel	10-3132	30,000	-	30,000	30,000 ?
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
TOTAL REVENUE		1,249,185	591,779	646,778	1,238,557
Personnel					
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
		905,644	442,533	428,182	870,714
PROFESSIONAL DEVELOPMENT					
Conferences and Meetings	10-5411	15,000	5,000	5,000	10,000
SUPPLIES AND PRINTING					
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
JFNA CRM Fees		-	5,500	5,500	11,000
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
		29,725	18,275	24,775	43,050
OCCUPANCY					
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
		62,165	31,175	31,175	62,350
TELEPHONE, POSTAGE, INTERNET (65/35)					
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
		14,196	7,600	7,600	15,200
Marketing (General Branding)					
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
Design Disciple Retainer		-	15,000	15,000	30,000
		17,445	23,500	23,500	47,000
Fundraising / Campaign/LOJ/Super Sunday/ETC	15-XXXX	51,000	35,000	16,000	51,000
YAD and all related costs including marketing, printing, etc. - Lauren					
Engagement Programming	32-6103	2,500	1,250	1,250	2,500
		2,500	1,250	1,250	2,500
Programming and Community Impact (includes marketing)					
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
A Taste of Israel	37-6211	35,000	-	35,000	35,000
		63,250	12,000	54,500	66,500
Leadership Development (including General Assembly)	10-5622	5,000	1,000	1,000	2,000
OTHER EXPENSE					
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
		78,000	35,500	32,000	67,500
TOTAL ADMINISTRATIVE EXPENSES		1,243,925	612,833	624,982	1,237,814
Net Surplus/(Deficit)		5,260	(21,054)	21,796	743

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)
Unrestricted Campaign:	2,816,378	2,665,899	2,650,696		2,554,954	2,583,220	2,600,943
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)
Net Allocable Income:	1,919,406	1,831,952	1,913,392		1,848,970	2,029,930	1,870,896
OVERSEAS ALLOCATION - 50%	959,703	915,976	956,696	C	924,485	#	935,448
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)					
Total Unrestricted Overseas Allocation	919,703	797,976	861,696		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	-		
Total Overseas Dollars - Allocated & Designated	1,027,321	998,476	1,050,593	Sum of Cs	990,785	1,116,665	1,066,452
LOCAL ALLOCATION - 50%	959,703	915,976	956,696		924,485	1,014,965	935,448
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
Total Unrestricted Local Allocation (ULA):	1,194,201	1,131,930	1,206,505	D	1,208,961	1,214,216	1,149,851
AVAILABLE FOR FEDOVATION GRANTS (up to 6% ULA ****PC****) 6%	?	(64,389)	(71,978)		(80,000)	(75,250)	
AVAILABLE FOR COMMUNITY GRANTS	1,194,201	1,067,541	1,134,527		1,128,961	1,138,966	1,149,851
RESTRICTED DESIGNATED GIFTS							
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				
Total Local Dollars - Allocated & Designated:	1,585,664	1,771,879	1,642,660	Sum of D's	1,695,244	1,826,026	1,335,501
TOTAL OVERSEAS AND LOCAL:	2,612,985	2,770,355	2,693,253	Cs + D's	2,686,029	2,942,691	2,401,954

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

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)