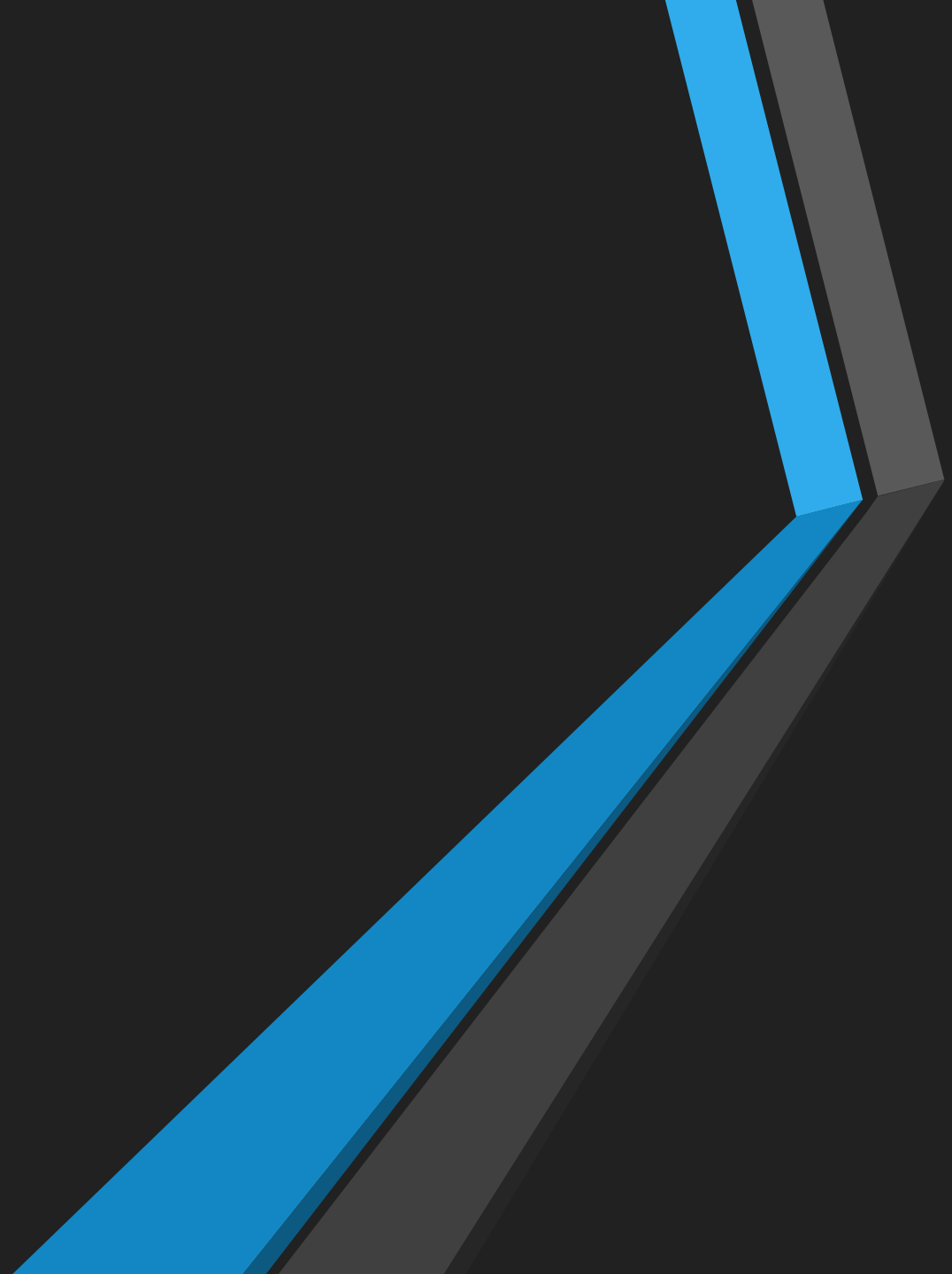
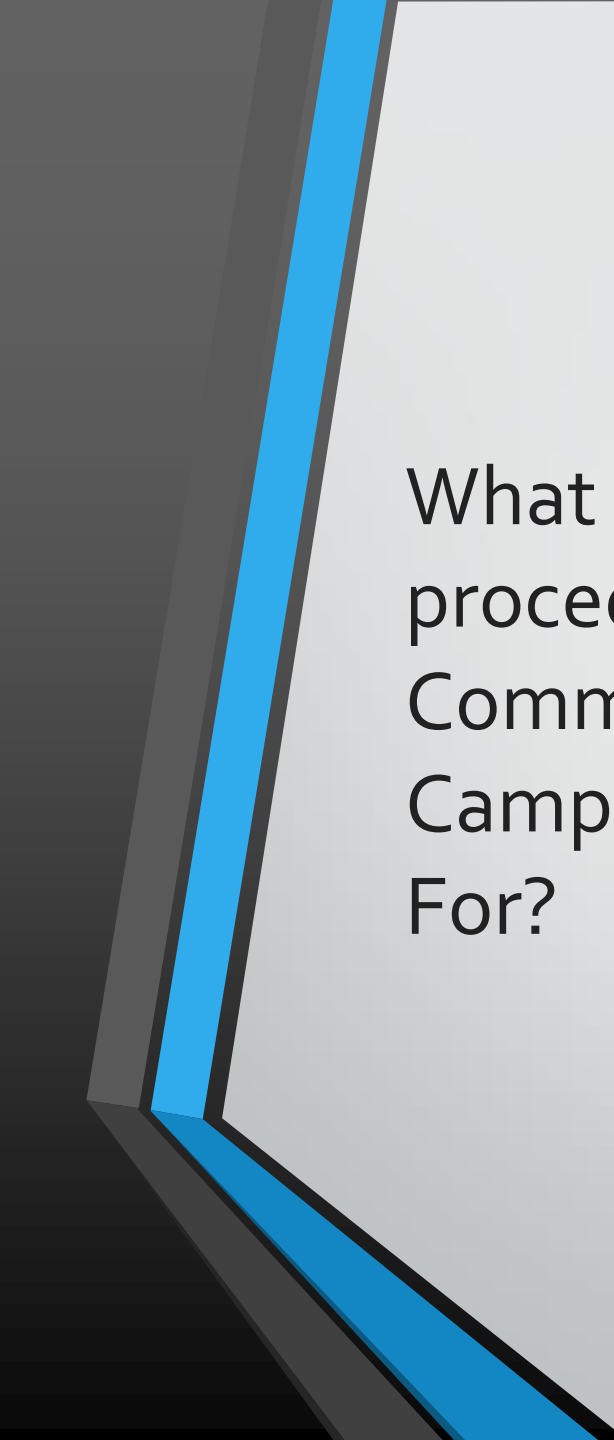


# Memphis Jewish Federation

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		
<b>Total</b>	<b>\$ 4,577,519</b>	<b>\$ 2,082,974</b>	<b>\$ 1,701,876</b>	<b>\$ 407,268</b>	<b>\$ 385,401</b>
Percentage		46%	37%	9%	8%

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

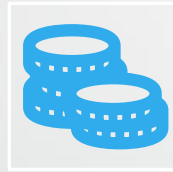
Has the budget changed over the years?

	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)



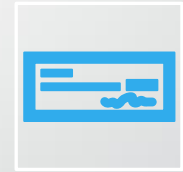
Treasurer and Finance Committee reviews annual budget



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