

JCP FY 2022-2023 (FEDERATION)
Administration and Fundraising Budget (Detail)

JFP FY 2022-2023 (FEDERATION)			----- FEDERATION -----									
Administration and Fundraising Budget (Detail)			2020-2021 Budget	2020-2021 Actual	2021-22 Budget	2021-2022 Actual	2022-2023 Annual Budget	2022-23 Budget YTD	2022-2023 Preliminary As of 12.31.2022	2022-2023 Variance As of 12.31.2022		
INCOME						(Preliminary)						
	Unrestricted Campaign Grant for Admin & Fundraising	N/A	450,000	450,000	500,000	500,000	555,000	277,500	277,500	-		
	Unrestricted Campaign Grant for Programming	N/A	460,000	460,000	636,958	636,958	630,026	315,013	315,013	-		
	SBA PPP Loan Forgiveness		-	-	57,000	172,000	-	-	-	-		
	Lemsky Admin fee	10-3005	108,642	108,642	130,756	130,756	127,012	63,506	63,506	-		
	Operating Endowment Fee	10-3005	90,535	90,535	108,963	108,963	105,843	52,922	52,922	-		
	Corporate Sponsorship	10-3011	40,000	36,500	40,000	57,500	50,000	25,000	38,500	13,500	Cash Collected	
	Tributes	10-3111	6,500	8,291	5,000	5,943	5,000	2,500	2,901	401	Cash Collected	
	Event Income (Non-YAD) - A Taste of Israel / Israel @ 75	10-3132	30,000	6,272	30,000	-	65,000	32,500	-	(32,500)		
	Miscellaneous Income (e.g. Donations, reimbursements, etc.)	10-3312	11,300	11,373	7,500	11,500	9,820	4,910	5,001	91		
	Special funding - Yom Hashoah Program	10-3313	-	3,000	-	13,950	5,000	2,500	-	(2,500)		
	FEDLED Event Income	32-3321	-	550	-	-	2,500	1,250	3,102	1,852		
	Grinspoon Grant for PJ staff	30-3017	1,200	-	1,200	1,200	1,200	600	2,876	2,276		
	Meals Program Administrative Management Fee	10-3221	5,000	5,000	5,000	5,000	5,000	2,500	2,500	-		
	Scholarship-Management fee	10-3219	1,000	1,000	1,000	1,000	1,000	500	500	-		
	Hillel Management Fee	10-3220	15,000	15,000	15,000	15,000	15,000	7,500	7,500	-		
	WAFJFS Endowment Marketing Fee	10-	15,000	15,000	15,000	15,000	-	-	-	-		
	Prior Year Surplus	N/A	44,375	44,375	-	-	-	-	-	-		
	Wish List Gift (2019) Community Wide Professional Development		-	-	10,000	10,000	10,000	5,000	5,000	-		
TOTAL REVENUE			1,278,552	1,255,538	1,563,377	1,684,770	1,587,401	793,701	776,821	(16,880)	Rollover from 2021-2022	
Personnel												
	Salaries	10-5011	706,488	654,367	914,714	858,291	881,301	440,651	418,214	22,437		
	Federal and State Payroll Taxes	10-5013	56,003	43,440	70,433	62,449	68,301	34,151	29,106	5,045		
	Medical,Dental,Disability,Life Ins (Assumes 10% Increase)	10-5111	59,773	49,225	64,707	41,217	60,101	30,051	29,805	246		
	Pension Plan	10-5112	37,210	34,963	39,779	41,487	48,729	24,365	17,135	7,230		
	Employee Appreciation	?????					2,500	1,250	1,790	(540)		
			859,474	781,995	1,089,633	1,003,444	1,060,932	530,466	496,050	34,416		
PROFESSIONAL DEVELOPMENT												
	Conferences and Meetings	10-5411	10,000	624	15,000	9,902	15,000	7,500	3,793	3,707		
SUPPLIES AND PRINTING												
	Office Supplies & General Printing (Letterhead, envelopes, etc.)	10-5211	11,000	8,731	11,000	15,990	13,150	6,575	7,342	(767)		
	Computer Maintenance	10-5214	2,750	5,521	2,750	9,637	3,250	1,625	5,119	(3,494)		
	JFNA CRM Fees		11,000	28,757	11,000	8,319	11,000	5,500	7,319	(1,819)		
	Software Licenses & Outsourced Report Writing	10-5212	12,500	9,758	12,500	16,244	15,000	7,500	5,992	1,508		
	Printer Contracts, monthly fees& Maintenance	10-5213	5,800	7,524	5,800	7,135	5,800	2,900	2,125	775		
			43,050	60,291	43,050	57,325	48,200	24,100	27,897	(3,797)		
OCCUPANCY												
	MJCC Occupancy	10-5311	52,000	50,224	52,000	51,052	55,325	27,663	27,660	3		
	Insurance	10-5312	9,300	9,068	9,300	10,967	10,000	5,000	6,130	(1,130)		
	Controlled Access fees and maintenance	10-5510	1,050	585	1,050	1,720	1,000	500	-	500		
			62,350	59,877	62,350	63,739	66,325	33,163	33,790	(628)		
TELEPHONE, POSTAGE, INTERNET (65/35)												
	Telephone	10-5511	3,500	3,310	3,500	2,533	3,300	1,650	1,311	339		
	Postage	10-5512	6,200	8,718	6,200	5,791	6,200	3,100	2,277	823		
	Internet & Website	10-5519	5,500	3,089	5,500	27,050	5,500	2,750	804	1,946	25k accrued at 6.30.2022	
			15,200	15,117	15,200	35,374	15,000	7,500	4,392	3,108		
Marketing (General Branding)												
	Advertising	10-5414	5,000	3,606	5,000	1,580	10,000	5,000	4,854	146		
	Annual Report (including design, printing and mailing)	10-5612	7,500	10,000	7,500	5,181	7,500	3,750	5,212	(1,462)		
	2 Newsletters (including design, printing and mailing)	10-5417	4,500	2,049	4,500	2,360	3,750	1,875	-	1,875		
	Design Disciple Retainer	10-5413	24,400	30,000	30,000	37,375	30,000	15,000	15,000	-		
	JFS Marketing	10-6019	-	-	15,000	15,000	-	-	85	(85)		
			41,400	45,655	62,000	61,496	51,250	25,625	25,151	474		
Fundraising / Campaign/LOJ/Super Sunday/ETC			15-XXXX	65,800	77,537	65,800	73,042	70,000	35,000	40,387	(5,387)	
FEDLED related costs including marketing, printing, etc.												
	Engagement Programming	32-6103	2,500	8,229	2,500	5,077	7,500	3,750	4,541	(791)		
			2,500	8,229	2,500	5,077	7,500	3,750	4,541	(791)		
Programming and Community Impact (includes marketing)												
	Costs for Administering Grants (copying, meeting expense - i.e.. Food)	37-6200	1,000	-	1,000	244	1,000	500	334	166		
	Task Forces (Senior Services, Teen Professionals, Special Needs ,etc.)	37-6201	1,000	-	1,000	140	1,000	500	-	500		
	Lion of Judah (Programming)		-	-	8,323	8,324	-	-	-	-		
	Holocaust Remembrance	37-6202	7,500	11,779	13,324	14,074	13,500	6,750	-	6,750		
	Newcomers	37-6203	2,000	(800)	2,000	1,257	2,000	1,000	904	96		
	Israel Advocacy (mostly marketing and possibly a program)	37-6204	2,000	1,552	2,000	1,014	2,000	1,000	500	500		
	CRC - dues for Israel Action Network, JCPA, interfaith activities, etc.	37-5635	5,000	21	5,000	24,281	5,000	2,500	313	2,187		
	General Program expense	37-6205	7,500	12,093	7,500	12,196	10,000	5,000	4,442	558		
	Professional Development	37-????	-	-	10,000	10,000	10,000	5,000	-	5,000	Note 2021-22 Budget rolls forward to 2022-2023	
	Isolated Seniors Program	37-4521	11,000	10,626	11,000	10,449	11,750	5,875	6,112	(237)		
	A Taste of Israel / Israel @ 75	37-6211	35,000	19,062	35,000	-	70,000	35,000	204	34,796		
			72,000	54,333	96,147	81,979	126,250	63,125	12,809	50,316		
Leadership Development (including General Assembly)			10-5622	2,000	6,178	15,000	39	20,000	10,000	9,356	644	
OTHER EXPENSE												
	Annual Meeting	10-5611	1,500	2,760	1,500	2,071	2,500	1,250	407	843		
	Auditing	10-5613	21,000	24,514	21,000	39,469	25,000	12,500	3,951	8,549		
	Dues and Subscriptions	10-5619	2,000	823	2,000	1,178	2,000	1,000	554	446		
	Capital Reserve/Community Ed	10-5630	10,000	-	10,000	-	10,000	5,000	-	5,000		
	Bank Fees/Credit Card	10-5513	14,000	10,055	14,000	9,685	14,000	7,000	6,440	560		
	Miscellaneous	10-5627	2,000	332	2,000	104	2,000	1,000	(1,079)	2,079		
	Endowment Support	10-5633	4,500	8,151	4,500	8,151	8,151	4,076	8,151	(4,076)		
	Office Enhancements	10-5317	2,500	-	2,500	3,431	5,000	2,500	-	2,500		
	Worker's Compensation	10-5015	2,500	2,006	2,300	2,255	3,100	1,550	870	680		
	WTD / Contract Acctg / Retirement Plan Services	10-5016	18,000	19,652	19,000	19,686	20,000	10,000	10,158	(158)		
	Recruiting	10-5412	-	9,439	-	6,170	-	-	-	-		
	Community Participation and Outreach (Tables, Ads, Etc)	10-5520	7,500	2,572	7,500	6,865	15,000	7,500	1,175	6,325		
			85,500	80,304	86,300	99,065	106,751	53,376	30,627	22,749		
TOTAL ADMINISTRATIVE EXPENSES			1,259,274	1,190,140	1,552,980	1,490,482	1,587,208	793,604	688,793	104,811		
Net Surplus/(Deficit)			19,278	65,398	10,397	194,288	193	97	88,028	87,931		

Memphis Jewish Federation
Statement of Financial Position - Accrual Basis
As of December 31, 2022

	<i>Unaudited and Preliminary</i>	<i>Unaudited and Preliminary</i>	<i>Audited</i>	<i>Audited</i>	<i>Audited</i>
	12.31.2022	June 30, 2022	June 30, 2021	June 30, 2020	June 30, 2019
Assets					
<i>Cash and Equivalents</i>	2,792,880	1,640,989	2,019,667	1,910,077	1,664,510
<i>Pledges and Other Receivables, net of allowances</i>	2,833,594	3,647,579	4,504,456	2,165,206	2,211,563
<i>Prepaid Expenses</i>	26,653	22,778	8,148	20,021	30,742
<i>Property and Equipment, net of depreciation</i>	248,482	199,509	199,509	238,888	273,733
<i>Investments</i>	18,467,440	18,618,993	22,342,118	18,591,126	17,008,332
Total Assets	24,369,049	24,129,848	29,073,898	22,925,318	21,188,880
Liabilities and Equity					
<i>Accounts Payable</i>	36,127	40,994	59,298	9,058	109,493
<i>Allocations Payable</i>	627,006	1,168,812	1,943,047	2,494,362	2,297,720
<i>SBA PPP Loans Eligible for Forgiveness</i>	-	-	-	172,000	-
Net Assets - Equity	23,705,916	22,920,042	27,071,553	20,249,898	18,781,667
Total Liabilities and Equity	24,369,049	24,129,848	29,073,898	22,925,318	21,188,880

Memphis Jewish Federation
Comparison of Campaign Collections at Same Monthly Cut-off
As of 12.31.2022

Date of Measurement	Campaign Year	Pledge Totals	Uncollected Balance	Percentage Collected	
12.31.2022	2022	3,885,697.70	305,828.79	92.13%	
		491,523.00	-		Ukraine
		3,394,174.70	305,828.79	90.99%	Adjusted for Ukraine
12.31.2021	2021	3,440,046.60	225,027.52	93.46%	
12.31.2020	2020	3,276,665.48	133,603.55	95.92%	
12.31.2019	2019	3,475,090.31	185,283.26	94.67%	
12.31.2018	2018	3,483,648.93	Not available due to conversion.		
12.31.2017	2017	3,389,415.01	168,372.45	95.03%	

JCP FY 2021-2022 (FOUNDATION)
Administration and Fundraising Budget (Detail)

		2020-2021	2020-2021	2021-2022	2021-2022	2022-2023	2022-2023	2022-23	2022-23
		Budget	Actual	Budget	Actual	Budget	Budget YTD	Preliminary	Variance
					(Unaudited)			As of 12.31.2022	As of 12.31.2022
INCOME									
Interest Income		3,500	5,645	3,500	8,279	5,500	2,750	6,389	3,639
Fee Income - DA		275,000	303,924	295,000	414,596	365,000	182,500	214,235	31,735
Fee Income Designated		21,000	34,890	30,000	81,913	90,000	45,000	54,584	9,584
Fee Income Agency		27,750	33,468	30,000	16,290	22,500	11,250	11,255	5
Fee income - Trust		-	-				-	-	-
Fee Income - Support Income		65,750	68,220	66,000	68,767	74,000	37,000	41,388	4,388
Agency Participation		30,000	44,380	44,380	44,380	44,380	22,190	38,444	16,254
Corporate Sponsorships		5,000	5,000	5,000	5,000	5,000	2,500	-	(2,500)
B'nai Tzedek		15,000	16,792	15,500	17,516	15,000	7,500	250	(7,250)
Legacy Society		2,500	2,500	2,500	2,500	2,500	1,250	-	(1,250)
Operating Endowmwnt		58,000	61,701	60,000	62,212	60,000	30,000	31,990	1,990
Contributions		15,000	18,962	15,000	13,403	15,000	7,500	7,940	440
Prior Year surplus		26,120	26,120	-	-	54,000	27,000	27,000	-
IRS Refund (20-21) /Sale Realty (22-23)		-	719	-	-	-	-	4,375	4,375
SBA PPP Loan Forgiveness		-	-	58,800	58,800	-	-	-	-
TOTAL REVENUE		544,620	622,321	625,680	793,656	752,880	376,440	437,850	61,410
Personnel									
Salaries	40-5011	307,735	331,223	366,083	392,651	456,268	228,134	156,214	71,920
Federal and State Payroll Taxes	40-5013	23,849	21,817	28,371	27,241	35,361	17,681	8,580	9,101
Worker's Compensation	40-5015	1,500	1,500	1,150	1,214	1,350	675	468	207
Medical,Dental,Disability,Life Ins (Assumes	40-5111	17,384	14,211	16,429	15,061	32,110	16,055	11,251	4,804
Pension Plan	40-5112	16,263	19,477	21,048	23,625	24,108	12,054	9,239	2,815
Employee Appreciation	40-5114	-	-	-	-	-	-	964	(964)
WTD / Contract Acctg / Retirement Plan Se	40-5016	18,000	19,453	19,000	18,956	20,000	10,000	10,158	(158)
		384,731	407,681	452,081	478,748	569,197	284,599	196,874	87,725
PROFESSIONAL DEVELOPMENT									
Conferences and Meetings	40-5411	5,000	605	7,500	3,755	7,500	3,750	272	3,478
SUPPLIES AND PRINTING (65/35)									
Office Supplies & General Printing (Lett	40-5211	6,000	4,655	7,000	8,267	9,500	4,750	4,473	277
Computer Maintenance	40-5214	1,500	4,085	1,500	5,089	3,000	1,500	2,871	(1,371)
Software Licenses & Outsourced Repor	40-5212	27,500	51,801	37,500	64,066	37,500	18,750	16,564	2,186
Printer Contracts, monthly fees& Mainte	40-5213	3,100	4,150	4,000	3,893	4,250	2,125	1,144	981
		38,100	64,691	50,000	81,315	54,250	27,125	25,052	2,073
OCCUPANCY									
MJCC Occupancy	40-5311	7,900	7,942	8,000	8,398	8,750	4,375	4,374	1
Insurance	40-5312	5,000	5,080	5,000	7,980	6,250	3,125	3,301	(176)
Controlled Access fees and maintenanc	40-5510	600	315	600	926	600	300	-	300
		13,500	13,337	13,600	17,304	15,600	7,800	7,675	125
TELEPHONE, POSTAGE, INTERNET (65/35)									
Telephone	40-5511	1,700	1,349	2,000	1,364	1,750	875	706	169
Postage	40-5512	3,300	4,738	3,300	2,955	3,500	1,750	1,178	572
Internet & Website	40-5519	6,300	952	10,000	10,051	10,000	5,000	433	4,567
		11,300	7,039	15,300	14,370	15,250	7,625	2,317	5,308
Marketing (General Branding 65/35) - Matt									
Advertising (e.g. 4 full page ads in HW)	40-5414	2,750	3,388	3,000	2,645	3,000	1,500	3,743	(2,243)
Annual Report (including design, printing	40-5612	4,000	5,000	4,000	2,790	4,000	2,000	-	2,000
2 Newsletters (including design, printing	40-5417	1,800	898	2,000	1,271	2,000	1,000	-	1,000
Marketing Retainers	40-5413	-	-	-	2,625	-	-	-	-
		8,550	9,286	9,000	9,331	9,000	4,500	3,743	757
Fundraising - MJF and JFOM									
Marketing	40-6018	4,500	1,646	10,000	485	10,000	5,000	3,135	1,865
Events (includes Outsourcing Coordinat	40-4125	2,500	-	2,500	-	2,500	1,250	7,288	(6,038)
							-	-	-
Donor Cultivation (lunches/coffee)	40-6101	1,000	880	1,000	1,246	2,500	1,250	429	821
General Meeting expense (e.g. food for	40-6102	500	-	500	-	500	250	-	250
		8,500	2,526	14,000	1,731	15,500	7,750	10,852	(3,102)
Programming and Community Impact (includes marketing)* Bluma									
		-	-						
Professional Advisors	40-6207	4,500	2,273	6,500	1,487	6,500	3,250	1,035	2,215
B'nai Tzedek	40-4374	15,000	16,792	15,000	17,516	15,000	7,500	250	7,250
Special Event	40-6212	17,500	16,103	-	-	-	-	-	-
Other Programming	40-6500	-	1,400	-	166	-	-	-	-
		37,000	36,568	21,500	19,169	21,500	10,750	1,285	9,465
Leadership Development (including General		1,500	96	1,500	-	5,000	2,500	225	2,275
OTHER EXPENSE									
Annual Meeting	40-5611	1,500	1,130	1,500	1,027	1,500	750	219	531
Auditing	40-5613	20,000	23,035	21,000	33,797	25,000	12,500	4,778	7,722
Dues and Subscriptions	40-5619	1,500	1,624	1,500	1,057	1,500	750	432	318
Office Enhancements	40-5317	-	-	-	1,847	-	-	-	-
Bank Fees/Credit Card	40-5513	1,200	1,921	2,000	1,663	2,000	1,000	1,051	(51)
Miscellaneous	40-5627	1,500	172	1,500	166	1,500	750	-	750
Match for New DA Funds	40-????	6,000	3,500	6,000	6,000	6,000	3,000	563	2,437
Community Participation and Outreach (Tat	40-5520	1,200	100	1,500	1,275	2,500	1,250	325	925
		32,900	31,482	35,000	46,832	40,000	20,000	7,368	12,632
TOTAL ADMINISTRATIVE EXPENSES		541,081	573,311	619,481	672,555	752,797	376,399	255,663	120,736
Net Surplus/(Deficit)		3,539	49,010	6,199	121,101	83	42	182,187	182,146

Jewish Foundation of Memphis
Statement of Financial Position - Accrual Basis
As of December 31, 2022

	Unaudited and Preliminary	Unaudited and Preliminary	Audited	Audited	Audited
	12.31.2022	June 30, 2022	June 30, 2021	June 30, 2020	June 30, 2019
Assets					
Cash and Equivalents	17,923,943	18,086,065	19,053,523	19,024,408	18,752,864
Pledges and Other Receivable, net of allowances	1,940,209	4,338,406	7,276,500	5,851,576	6,281,062
Prepaid Expenses	16,815	36,143	-	-	-
Property and Equipment, net of depreciation	50,528	50,528	50,528	52,516	54,504
Investments	116,484,957	93,370,845	92,409,761	65,290,473	59,560,807
Total Assets	136,416,452	115,881,987	118,790,312	90,218,973	84,649,237
Liabilities and Equity					
Accounts Payable		-	-	53	53
Allocations Payable	6,100,000	100,000	100,000	10,470	10,470
SBA PPP Loans Eligible for Forgiveness	-	-	-	58,800	-
Assets Held For Participating Agencies	16,541,943	17,505,041	19,145,926	16,107,939	14,708,048
Net Assets - Equity	113,774,509	98,276,946	99,544,386	74,041,711	69,930,666
Total Liabilities and Equity	136,416,452	115,881,987	118,790,312	90,218,973	84,649,237