

**Jewish National Fund  
(Keren Kayemeth Lelsrael), Inc.**

**Financial Statements**  
Year Ended September 30, 2020

**Jewish National Fund (Keren Kayemeth LeIsrael), Inc.**

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Financial Statements  
Year Ended September 30, 2020

# Jewish National Fund (Keren Kayemeth Lelsrael), Inc.

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## Independent Auditor's Report

The Board of Trustees  
Jewish National Fund (Keren Kayemeth Lelsrael), Inc.  
New York, New York

We have audited the accompanying financial statements of Jewish National Fund (Keren Kayemeth Lelsrael), Inc. (JNF), which comprise the statement of financial position as of September 30, 2020, and the related statements of activities, functional expenses and cash flows for the year then ended, and the related notes to the financial statements.

### *Management's Responsibility for the Financial Statements*

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

### *Auditor's Responsibility*

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to JNF's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of JNF's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.



*Opinion*

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of JNF as of September 30, 2020, and the changes in its net assets and cash flows for the year then ended, in accordance with accounting principles generally accepted in the United States of America.

**Report on Summarized Comparative Information**

We have previously audited the 2019 financial statements of JNF and our report, dated May 18, 2020, expressed an unmodified opinion on those audited financial statements. In our opinion, the summarized comparative information presented herein as of and for the year ended September 30, 2019, is consistent, in all material respects, with the audited financial statements from which it has been derived.

*BDO USA LLP*

May 20, 2021

# Jewish National Fund (Keren Kayemeth Lelsrael), Inc.

## Statement of Financial Position (with comparative totals for 2019)

<i>September 30,</i>	2020	2019
<b>Assets</b>		
<b>Current</b>		
Cash and cash equivalents	\$ 22,370,633	\$ 5,200,405
Contributions receivable, current portion, net of allowance of \$7,000,000 and \$7,000,000 and discount of \$1,186,611 and \$1,266,258 for 2020 and 2019, respectively	24,654,622	31,164,180
Prepaid expenses and other assets	1,256,821	1,760,471
Investments, at fair value	296,225,287	277,336,587
<b>Total Current Assets</b>	<b>344,507,363</b>	<b>315,461,643</b>
Contributions Receivable, Net, less current portion	13,917,548	13,506,339
Investments Held Under Split-Interest Agreements	91,627,648	93,097,811
Property Held for Sale	1,424,000	2,092,076
Beneficial Interest in Trust Held by Others	653,480	604,926
<b>Fixed Assets, Net</b>	<b>18,165,191</b>	<b>20,625,485</b>
<b>Total Assets</b>	<b>\$ 470,295,230</b>	<b>\$ 445,388,280</b>
<b>Liabilities and Net Assets</b>		
<b>Current Liabilities</b>		
Accounts payable and accrued expenses	\$ 652,943	\$ 2,327,244
Accrued payroll and related liabilities	1,891,753	1,664,384
Grants payable, current portion	3,057,558	4,185,425
<b>Total Current Liabilities</b>	<b>5,602,254</b>	<b>8,177,053</b>
Grants Payable, less current portion	4,513,058	5,528,570
Note Payable	4,578,650	4,381,483
Paycheck Protection Program (PPP) Loan	3,330,267	-
<b>Obligations Due Under Split-Interest Agreements</b>	<b>38,128,284</b>	<b>40,586,172</b>
<b>Total Liabilities</b>	<b>56,152,513</b>	<b>58,673,278</b>
<b>Commitments and Contingencies</b>		
<b>Net Assets</b>		
Without donor restrictions:		
Operating	144,316,428	131,598,732
Boruchin Israel Education Advocacy Center	126,632,232	118,222,925
Building fund	3,332,913	3,204,984
JNF Initiatives Fund	64,405,815	60,450,405
<b>Total Without Donor Restrictions</b>	<b>338,687,388</b>	<b>313,477,046</b>
With donor restrictions	75,455,329	73,237,956
<b>Total Net Assets</b>	<b>414,142,717</b>	<b>386,715,002</b>
<b>Total Liabilities and Net Assets</b>	<b>\$ 470,295,230</b>	<b>\$ 445,388,280</b>

*See accompanying notes to financial statements.*

**Jewish National Fund (Keren Kayemeth Lelsrael), Inc.**

**Statement of Activities  
(with comparative totals for 2019)**

*Year ended September 30,*

	Without Donor Restrictions					Total	With Donor Restrictions	2020	2019
	Operating	Boruchin Israel Education Advocacy Center	Building Fund	JNF Initiatives Fund					
<b>Revenues, Gains and Other Support</b>									
Contributions	\$ 47,407,894	\$ -	\$ -	\$ -	\$ 47,407,894	\$ 7,712,898	\$ 55,120,792	\$ 61,402,121	
Special events revenue	8,480,807	-	-	-	8,480,807	-	8,480,807	9,667,150	
Less: direct cost of special events	(2,311,724)	-	-	-	(2,311,724)	-	(2,311,724)	(4,599,094)	
<b>Net Special Events Revenue</b>	<b>6,169,083</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>6,169,083</b>	<b>-</b>	<b>6,169,083</b>	<b>5,068,056</b>	
Bequests	19,309,624	-	-	-	19,309,624	47,765	19,357,389	9,534,067	
Contributions from split-interest agreements	-	-	-	-	-	4,485,178	4,485,178	2,184,038	
Changes in value of split-interest agreements	-	-	-	-	-	2,321,810	2,321,810	(2,422,309)	
Investment income, net	2,132,004	10,011,288	127,929	3,955,410	16,226,631	2,865,357	19,091,988	11,867,046	
Other revenue	619,929	-	-	-	619,929	-	619,929	802,983	
Net assets released from restrictions	15,215,635	-	-	-	15,215,635	(15,215,635)	-	-	
<b>Total Revenues, Gains and Other Support</b>	<b>90,854,169</b>	<b>10,011,288</b>	<b>127,929</b>	<b>3,955,410</b>	<b>104,948,796</b>	<b>2,217,373</b>	<b>107,166,169</b>	<b>88,436,002</b>	
<b>Expenses</b>									
Program services:									
Israel projects	49,474,972	1,601,981	-	-	51,076,953	-	51,076,953	47,866,037	
Education	7,656,621	-	-	-	7,656,621	-	7,656,621	8,256,639	
Missions and scholarships	7,443,947	-	-	-	7,443,947	-	7,443,947	11,805,514	
<b>Total Program Services</b>	<b>64,575,540</b>	<b>1,601,981</b>	<b>-</b>	<b>-</b>	<b>66,177,521</b>	<b>-</b>	<b>66,177,521</b>	<b>67,928,190</b>	
Supporting services:									
Management and general	6,238,275	-	-	-	6,238,275	-	6,238,275	7,388,726	
Donor development and fundraising	7,322,658	-	-	-	7,322,658	-	7,322,658	7,916,064	
<b>Total Supporting Services</b>	<b>13,560,933</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>13,560,933</b>	<b>-</b>	<b>13,560,933</b>	<b>15,304,790</b>	
<b>Total Expenses</b>	<b>78,136,473</b>	<b>1,601,981</b>	<b>-</b>	<b>-</b>	<b>79,738,454</b>	<b>-</b>	<b>79,738,454</b>	<b>83,232,980</b>	
<b>Change in Net Assets</b>	<b>12,717,696</b>	<b>8,409,307</b>	<b>127,929</b>	<b>3,955,410</b>	<b>25,210,342</b>	<b>2,217,373</b>	<b>27,427,715</b>	<b>5,203,022</b>	
<b>Net Assets, beginning of year</b>	<b>131,598,732</b>	<b>118,222,925</b>	<b>3,204,984</b>	<b>60,450,405</b>	<b>313,477,046</b>	<b>73,237,956</b>	<b>386,715,002</b>	<b>381,511,980</b>	
<b>Net Assets, end of year</b>	<b>\$ 144,316,428</b>	<b>\$ 126,632,232</b>	<b>\$ 3,332,913</b>	<b>\$ 64,405,815</b>	<b>\$ 338,687,388</b>	<b>\$ 75,455,329</b>	<b>\$ 414,142,717</b>	<b>\$ 386,715,002</b>	

*See accompanying notes to financial statements.*

**Jewish National Fund (Keren Kayemeth Lelsrael), Inc.**

**Statement of Functional Expenses  
(with comparative totals for 2019)**

*Year ended September 30,*

	Program Services				Supporting Services			2020	2019
	Israel Projects	Education	Missions and Scholarships	Total Program Services	Management and General	Donor Development and Fundraising	Total Supporting Services		
Salaries	\$ 5,273,658	\$ 3,357,159	\$ 3,424,081	\$ 12,054,898	\$ 3,235,233	\$ 3,863,135	\$ 7,098,368	\$ 19,153,266	\$ 18,976,798
Employee benefits	1,780,000	876,728	954,358	3,611,086	882,544	1,025,017	1,907,561	5,518,647	5,523,223
<b>Total Salaries and Benefits</b>	<b>7,053,658</b>	<b>4,233,887</b>	<b>4,378,439</b>	<b>15,665,984</b>	<b>4,117,777</b>	<b>4,888,152</b>	<b>9,005,929</b>	<b>24,671,913</b>	<b>24,500,021</b>
Advertising	353,869	172,506	188,229	714,604	108,733	154,688	263,421	978,025	1,124,026
Conferences and education	19,022	29,791	237,262	286,075	28,287	6,104	34,391	320,466	3,540,854
Delivery and messenger	426,282	339,736	158,108	924,126	156,105	329,222	485,327	1,409,453	1,752,224
Depreciation and amortization	416,839	61,754	54,034	532,627	77,192	162,104	239,296	771,923	796,992
Dues and subscriptions	45,697	8,724	8,083	62,504	28,113	15,091	43,204	105,708	116,529
Equipment and leases	129,181	46,667	36,256	212,104	42,043	44,645	86,688	298,792	244,062
Insurance	185,608	72,987	23,506	282,101	43,841	25,465	69,306	351,407	311,644
Stipends and sponsorships	40,933	56,320	18,272	115,525	3,232	4,310	7,542	123,067	395,194
Meetings	56,897	47,769	51,401	156,067	33,559	46,097	79,656	235,723	417,833
Missions	76,657	712,859	1,045,008	1,834,524	78,823	27,166	105,989	1,940,513	2,438,414
Printing	553,417	465,129	219,987	1,238,533	147,670	444,384	592,054	1,830,587	2,258,531
Professional fees	1,639,723	443,102	171,751	2,254,576	288,513	304,240	592,753	2,847,329	2,964,423
Rent, security and maintenance	926,156	404,241	377,946	1,708,343	293,275	415,952	709,227	2,417,570	2,562,281
Speaker/honorarium fees and promotions	218,098	88,622	145,675	452,395	78,861	105,556	184,417	636,812	1,096,385
Supplies	117,590	73,220	43,580	234,390	40,487	49,872	90,359	324,749	457,249
Taxes, licenses, and miscellaneous	485,439	44,530	38,638	568,607	25,161	62,615	87,776	656,383	903,490
Telephone	222,455	85,339	96,113	403,907	68,754	82,645	151,399	555,306	523,121
Transfers for Israel projects	37,833,635	-	-	37,833,635	-	-	-	37,833,635	34,839,558
Travel	177,221	224,736	133,755	535,712	92,549	141,828	234,377	770,089	1,262,000
Utilities	98,576	44,702	17,904	161,182	20,291	12,522	32,813	193,995	167,877
Bad-debt expense	-	-	-	-	465,009	-	465,009	465,009	560,272
<b>Total Expenses</b>	<b>\$ 51,076,953</b>	<b>\$ 7,656,621</b>	<b>\$ 7,443,947</b>	<b>\$ 66,177,521</b>	<b>\$ 6,238,275</b>	<b>\$ 7,322,658</b>	<b>\$ 13,560,933</b>	<b>\$ 79,738,454</b>	<b>\$ 83,232,980</b>

*See accompanying notes to financial statements.*



# Jewish National Fund (Keren Kayemeth Lelsrael), Inc.

## Statement of Cash Flows (with comparative totals for 2019)

<i>Year ended September 30,</i>	2020	2019
<b>Cash Flows from Operating Activities</b>		
Change in net assets	\$ 27,427,715	\$ 5,203,022
Adjustments to reconcile change in net assets to net cash provided by (used in) operating activities:		
Depreciation and amortization	771,923	796,992
Realized and unrealized gains on investments	(14,317,077)	(7,458,500)
Realized and unrealized gains on investments under split-interest agreement	(3,780,516)	(3,947,486)
Realized gain on sale of fixed assets	(2,915,825)	(461,060)
Realized loss on sale of property held for sale	1,921,430	-
Contributions from split-interest agreements	(4,485,178)	(2,184,038)
Change in value of split-interest agreements	(2,321,810)	2,422,309
Change in discount and allowance on contributions receivable	(79,647)	389,888
Bad-debt expense	465,009	560,272
Decrease (increase) in assets:		
Contributions receivable	5,712,987	(11,000,626)
Beneficial interest in trusts	(48,554)	230,929
Prepaid expenses and other assets	503,650	(639,879)
(Decrease) increase in liabilities:		
Accounts payable and accrued expenses	(1,674,301)	114,350
Accrued payroll and related liabilities	227,369	391,923
Grants payable	(2,143,379)	(1,222,694)
<b>Net Cash Provided by (Used in) Operating Activities</b>	<b>5,263,796</b>	<b>(16,804,598)</b>
<b>Cash Flows from Investing Activities</b>		
Purchases of fixed assets	(71,630)	(357,222)
Proceeds from sale of investments	273,083,617	206,120,824
Purchase of investments	(272,404,561)	(190,357,375)
Proceeds from sale of fixed assets	4,675,826	1,981,060
Purchase of properties held for sale	(1,355,000)	-
Proceeds from sale of property held for sale	101,646	-
<b>Net Cash Provided by Investing Activities</b>	<b>4,029,898</b>	<b>17,387,287</b>
<b>Cash Flows from Financing Activities</b>		
Proceeds from note payable	197,167	188,676
Proceeds from PPP loan	3,330,267	-
Proceeds from contributions restricted for split-interest agreements	9,984,811	5,723,293
Payments to annuitants of split-interest agreements	(5,635,711)	(7,266,687)
<b>Net Cash Provided by (Used in) Financing Activities</b>	<b>7,876,534</b>	<b>(1,354,718)</b>
<b>Net Increase (Decrease) in Cash and Cash Equivalents</b>	<b>17,170,228</b>	<b>(772,029)</b>
<b>Cash and Cash Equivalents, beginning of year</b>	<b>5,200,405</b>	<b>5,972,434</b>
<b>Cash and Cash Equivalents, end of year</b>	<b>\$ 22,370,633</b>	<b>\$ 5,200,405</b>

*See accompanying notes to financial statements.*

# Jewish National Fund (Keren Kayemeth Lelsrael), Inc.

## Notes to Financial Statements

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### 1. Nature of Organization

Jewish National Fund (Keren Kayemeth Lelsrael), Inc. (JNF) is a not-for-profit corporation, founded in 1901 and incorporated in the United States in 1926, that is devoted to promoting and furthering the cultural, physical, social, medical, agricultural and general welfare of the people of Israel. JNF invests its efforts in seven action areas, including forestry and ecology, water management, community development, security roads, education, research and development and tourism and recreation. JNF is also involved in Israel advocacy and education throughout the United States. Israeli projects are carried out by JNF Board-approved, select Israeli not-for-profit organizations. JNF consists of its national and zone offices throughout the country. The accompanying financial statements include the accounts of the national headquarters and all of the zone offices.

JNF is a Section 501(c)(3) not-for-profit organization and is exempt from federal income taxes under Section 501(a) of the Internal Revenue Code (the Code). JNF has been classified as a publicly supported organization, as described in Section 509(a)(1) of the Code. JNF is also exempt from state and local income taxes. Jewish National Fund and JNF are registered trademarks of JNF with the U.S. Patent and Trademark Office since April 2002.

A related entity, Jewish National Fund-USA, Inc. (JNF-USA), was incorporated on September 4, 2018. JNF and JNF-USA are related through common Board control. During fiscal year 2019, JNF's Board signed documents that shift control of Beyachad Fund (R.A.) and Alexander Muss Institute for Israel Education, Inc. (AMIIE) to JNF-USA.

Beyachad Fund (R.A.) is an Israeli not-for-profit organization (Amuta) that is organized to provide support to and develop areas in Israel. JNF was related to the Beyachad Fund (R.A.) through Board control until control was transitioned to JNF-USA on October 1, 2018.

AMIIE provides an Israel educational experience to students. This experience brings 4,000 years of Israel's history to life. AMIIE d/b/a Alexander Muss High School in Israel, or AMHSI, is a Section 501(c)(3) Florida not-for-profit organization registered to do business in New York and is exempt from federal income taxes under Section 501(a) of the Code. AMIIE is also exempt from state and local income taxes.

### 2. Summary of Significant Accounting Policies

#### *Basis of Presentation*

The financial statements of JNF are presented using the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America (U.S. GAAP).

#### *Financial Statement Presentation*

The classification of a not-for-profit organization's net assets and its support, revenue and expenses is based on the existence or absence of donor-imposed restrictions. This requires that the amounts for each of the classes of net assets—with donor restrictions and without donor restrictions—be displayed in a statement of financial position and that the amounts of change in each of those classes of net assets be displayed in the statement of activities.

# Jewish National Fund (Keren Kayemeth Lelsrael), Inc.

## Notes to Financial Statements

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Net asset classifications are defined as follows:

*Without Donor Restrictions* - This classification consists of the part of net assets that is not restricted by donor-imposed stipulations.

Included in Board-designated net assets without donor restrictions is The Boruchin Israel Education Advocacy Center (the Center) fund. The Center was created during fiscal 2015 with a \$100 million allocation of funds received from the John and Dora Boruchin Trust that were designated by the JNF Board of Directors. The Center will provide programming, funding, and fundraising. Among other programs, this will include scholarships, JNFuture Leadership Institute, Zionist teacher training programs, JNF Israel Advocacy Department activities (including Spring Break, Birthright, and Caravan for Democracy), Faculty Fellowship, and additional educational initiatives. The Center fund is structured in such a manner as to distribute no more than \$5 million annually or 5% of the Center's assets, as revalued each year on January 1st, whichever is greater. Any use of the Center's core assets other than previously stated, or a change in its mission, can only be determined and approved by a majority vote of JNF's Board of Directors. The balance of net assets designated to The Boruchin Israel Education Advocacy Center as of September 30, 2020 was \$126,632,232.

During 2015, JNF established a JNF Board-designated fund (the JNF Initiatives Fund) with a \$50 million allocation from the John and Dora Boruchin Trust. Income from this fund can be used towards general operating costs of JNF, as well as special projects and new initiatives that may not have originally been budgeted by JNF. This will allow for creativity and innovative ideas within JNF. The balance of net assets designated to the JNF Initiatives Fund as of September 30, 2020 was \$64,405,815.

Following the renovations at the 69<sup>th</sup> street building, the Building Fund was established for any potential capital projects or future renovations. The balance of the net assets designated to the Building Fund, as of September 30, 2020, was \$3,332,913.

*With Donor Restrictions* - This classification consists of net assets resulting from contributions and other inflows of assets whose use by JNF is limited by donor-imposed stipulations, time and/or purpose restrictions. JNF reports gifts of cash and other assets as revenue with donor restrictions if they are received with donor stipulations that limit the use of donated assets. When a donor restriction expires—that is, when a stipulated time restriction ends, or purpose restriction is accomplished—the net assets are reclassified as net assets without donor restriction.

Some net assets with donor restrictions include a stipulation that assets provided be maintained permanently (perpetual in nature) while permitting JNF to expend the income generated by the assets in accordance with provisions of additional donor-imposed stipulations or a Board-approved spending policy.

See Note 11 for more information on the composition of net assets with donor restrictions and the release of restrictions.

### *Cash and Cash Equivalents*

JNF considers highly liquid financial instruments with original maturities of three months or less from the date of purchase, other than those held in JNF's investment portfolio, to be cash equivalents.

# Jewish National Fund (Keren Kayemeth Lelsrael), Inc.

## Notes to Financial Statements

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### *Financial Instruments and Fair Value*

Accounting Standards Codification (ASC) 820, *Fair Value Measurement*, establishes a hierarchy for inputs used in measuring fair value that maximizes the use of observable inputs and minimizes the use of unobservable inputs by requiring that inputs that are most observable be used when available. Observable inputs are inputs that market participants operating within the same marketplace as JNF would use in pricing JNF's asset or liability based on independently derived and observable market data. Unobservable inputs are inputs that cannot be sourced from a broad active market in which assets or liabilities identical or similar to those of JNF are traded. JNF estimates the price of any assets for which there are only unobservable inputs by using assumptions that market participants who have investments in the same or similar assets would use, as determined by the money managers for each investment based on the best information available in the circumstances. The input hierarchy is broken down into three levels based on the degree to which the exit price is independently observable or determinable, as follows:

*Level 1* - Valuation is based on quoted market prices in active markets for identical assets or liabilities. Since valuations are based on quoted prices that are readily and regularly available in an active market, valuation of these products does not entail a significant degree of judgment.

*Level 2* - Valuation is based on quoted market prices of investments that are not actively traded or for which certain significant inputs are not observable, either directly or indirectly.

*Level 3* - Valuation is based on inputs that are unobservable and reflect management's best estimate of what market participants would use as fair value.

### *Contributions and Contributions Receivable*

Contributions, including unconditional promises to give (pledges), are reported as revenues in the period received or pledged at their net realizable value. Unconditional promises to give, which are to be received after one year, are discounted using an appropriate discount rate (credit-adjusted) commensurate with the risks involved. Amortization of the discount is recorded as additional contribution revenue, in accordance with donor-imposed restrictions, if any. An allowance for uncollectible contributions receivable is provided in the net asset class in which the contribution receivable resides based on management's assessment of the aged basis of its receivables, current economic conditions, subsequent receipts and historical information. Receivables are charged to bad debt when they are deemed to be uncollectible based upon a periodic review of the accounts by management. JNF writes off any amounts that are no longer considered to be recoverable, and any payments subsequently received on such receivables are recorded as income in the period received.

Contributions with purpose or time restrictions are reported as increases in net assets with donor restrictions and subsequently released when the restrictions on which they depend are met. Contributions subject to donor-imposed stipulations that the corpus be maintained in perpetuity are recognized as increases in net assets with donor restrictions.

Conditional promises to give and intentions to give are not recognized until they become unconditional—that is, when the conditions on which they depend are substantially met.

# Jewish National Fund (Keren Kayemeth Lelsrael), Inc.

## Notes to Financial Statements

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### *Contributed Services*

For the year ended September 30, 2020, the value of contributed services meeting the requirements for recognition in the financial statements was not material and has not been recorded. In addition, many individuals volunteer their time and perform a variety of tasks that assist JNF. JNF receives on average more than 120 volunteer hours per Board member, per year.

### *Split-Interest Agreements*

JNF holds assets under split-interest agreements consisting of pooled life income funds, charitable remainder trusts and charitable gift annuities for which JNF serves as the trustee. Such agreements provide for payments to the donors or their stipulated beneficiaries of either income earned on related investments or specified annuity amounts. Assets held under these agreements are reported as investments held under split-interest agreements on the statement of financial position. A portion of the contributed assets is considered to be a charitable contribution for income tax purposes and has been recognized as a contribution at the date of gift. When the terms of the gift instrument have been met, the remaining amount of the gift may be used for general or specific purposes, as stipulated by the respective donor.

Under JNF's charitable remainder trusts and charitable gift annuities programs where JNF is the trustee, liabilities are recorded for the present value of the estimated future payments expected to be made to the donors and/or beneficiaries, as long as they live, after which time the remaining assets, if any, are available for the unrestricted use of JNF, unless otherwise stipulated by the donor. Under JNF's pooled life income funds program, the difference between the fair value of the assets when received and the revenue recognized is recorded as an obligation, representing the amount of the discount for future interest, on the statement of financial position. Upon termination of a life interest, the share of the corpus attributable to the life tenant becomes available to JNF. Changes in the life expectancy of the donor or beneficiary, amortization of the discount, and other changes in the estimates of future payments are reported as change in value of split-interest agreements on the statement of activities.

### *Beneficial Interest in Trusts Held by Others*

Donors have established and funded trusts, which are administered by organizations other than JNF. Under the terms of these trusts, JNF has the irrevocable right to receive all or a portion of the income earned on the trust assets either in perpetuity or for the life of the trust. JNF does not control the assets held by outside trusts. The value of the beneficial interest is estimated by discounting the estimated future cash flows using a risk-adjusted interest rate.

### *Fixed Assets, Net*

JNF considers purchases to be fixed assets if the cost is greater than \$2,500. Depreciation is provided over the estimated useful life of each class of depreciable asset and is computed using the straight-line method. Equipment under capital lease obligations is amortized on the straight-line method over the shorter period of the lease term or the estimated useful life of the equipment. Such amortization is included in depreciation and amortization in the financial statements.

# Jewish National Fund (Keren Kayemeth Lelsrael), Inc.

## Notes to Financial Statements

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The current estimated useful lives are as follows:

	Years
Building and building improvements	40
Furniture, fixtures and equipment	5
Vehicles	5

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Leasehold improvements are depreciated over the shorter of their useful lives or the remainder of the lease period.

Gifts of long-lived assets, such as land, buildings or equipment, are reported as without donor restrictions unless explicit donor stipulations specify how the donated assets must be used. Gifts of long-lived assets with explicit restrictions that specify how the assets are to be used and gifts of cash or other assets that must be used to acquire long-lived assets are reported as restricted. Absent explicit donor stipulations about how long those long-lived assets must be maintained, expirations of donor restrictions are reported when the donated or acquired long-lived assets are placed in service.

### *Impairment of Long-Lived Assets*

JNF follows the provisions of ASC 360-10-35, *Accounting for the Impairment or Disposal of Long-Lived Assets*, which requires JNF to review long-lived assets, including property and equipment and intangible assets, for impairment whenever events or changes in business circumstances indicate that the carrying amount of an asset may not be fully recoverable. An impairment loss would be recognized when the estimated future cash flows from the use of the asset are less than the carrying amount of that asset. For the year ended September 30, 2020, there have been no such losses.

### *Grants (Transfers for Israel Projects) and Grants Payable*

Grants are recorded as expenses in the year in which they are awarded, including multi-year awards, which are discounted to present value. The discounts on these amounts are computed using an appropriate discount rate (credit-adjusted) applicable to the years in which the promises are made.

### *Advertising Expense*

Advertising, consisting primarily of the cost of publications, public awareness and literature, is recorded as expense in the period incurred. Advertising expense was \$978,025 for the year ended September 30, 2020.

### *Concentrations of Credit Risk*

Cash, cash equivalents and investments are exposed to various risks, such as interest rate, market and credit. To minimize such risks, JNF has a diversified investment portfolio in a variety of asset classes managed by an independent investment manager. JNF's cash, cash equivalents and investments are placed with high-credit-quality financial institutions. JNF regularly evaluates its investments, including performance thereof. Due to inherent risks and potential volatility in investment valuations, the amounts reported in the accompanying financial statements can vary substantially from year to year. JNF maintains its cash in various bank deposit accounts that, at times, may exceed federally insured limits; however, JNF does not anticipate nonperformance by these financial institutions.

# Jewish National Fund (Keren Kayemeth Lelsrael), Inc.

## Notes to Financial Statements

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### *Use of Estimates*

The preparation of financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, and the disclosure of contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenues and expenses during the reporting period. The more significant estimates include the valuation of real estate and non-exchange-traded alternative investments, the collection of contributions receivable and obligations under and residual interests pertaining to split-interest agreements. Actual results could differ from those estimates.

### *Comparative Financial Information*

The financial statements are not comparative but include certain prior-year summarized comparative information. With respect to the statement of activities, the prior-year information is presented in total, not by net asset class. With respect to the statement of functional expenses, the prior year expenses are presented by expense classification in total rather than functional category. Such information does not include sufficient detail to constitute a presentation in conformity with accounting principles generally accepted in the United States of America. Accordingly, such information should be read in conjunction with JNF's financial statements for the year ended September 30, 2019, from which the summarized information was derived.

### *Income Taxes*

JNF qualifies as a tax-exempt, not-for-profit organization under Section 501(c)(3) of the Code and as a non-profit corporation in New York state. Accordingly, no provision for federal or state income taxes is required. JNF has been determined by the Internal Revenue Service (IRS) not to be a "private foundation" within the meaning of Section 509(a) of the Code.

JNF adopted the provisions of ASC 740, *Accounting for Uncertainty in Income Taxes*. Under ASC 740, an organization must recognize the tax benefit associated with tax positions taken for tax return purposes when it is more likely than not that the position will not be sustained. The implementation of ASC 740 had no impact on JNF's financial statements. JNF does not believe there are any material uncertain tax positions and, accordingly, it will recognize any liability for unrecognized tax benefits. JNF has filed for and received income tax exemptions in the jurisdictions where it is required to do so. Additionally, JNF has filed IRS Form 990 tax returns, as required, and all other applicable returns in jurisdictions when it is required. JNF is subject to routine audits by taxing authorities.

### *Recently Adopted Accounting Pronouncements*

In June 2018, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) 2018-08, *Not-For-Profit Entities (Topic 958): Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made*. The update clarifies and improves current guidance by providing criteria for determining whether the resource provider is receiving commensurate value in return for the resources transferred, which, depending on the outcome, determines whether JNF follows contribution guidance or exchange-transactions guidance in the revenue recognition and other applicable standards. The update also provides a more robust framework for determining whether a contribution is conditional or unconditional, and for distinguishing a donor-imposed condition from a donor-imposed restriction. JNF has adopted this ASU for the year ended September 30, 2020. The adoption of this standard did not have a material impact on JNF's financial statements.

# Jewish National Fund (Keren Kayemeth Lelsrael), Inc.

## Notes to Financial Statements

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### *Accounting Pronouncements Issued but Not Yet Adopted*

In May 2014, the FASB issued ASU 2014-09, *Revenue from Contracts with Customers (Topic 606)*, which is a comprehensive new revenue recognition standard that will supersede existing revenue-recognition guidance. The core principle of the guidance is that an entity should recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. The FASB also issued ASU 2020-05, which deferred the effective date for JNF until annual periods beginning after December 15, 2019. Earlier adoption is permitted, subject to certain limitations. The amendments in this update are required to be applied retrospectively to each prior-reporting period presented or with the cumulative effect being recognized at the date of initial application. Management of JNF is currently evaluating the impact of this ASU on its financial statements.

In February 2016, the FASB issued ASU 2016-02, *Accounting for Leases*, which applies a right-of-use (ROU) model that requires a lessee to record, for all leases with a lease term of more than 12 months, an asset representing its right to use the underlying asset and a liability to make lease payments. For leases with a term of 12 months or less, a practical expedient is available whereby a lessee may elect, by class of underlying asset, not to recognize an ROU asset or lease liability. At inception, lessees must classify all leases as either finance or operating based on five criteria. The statement of financial position recognition of finance and operating leases is similar, but the pattern of expense recognition in the income statement, as well as the effect on the statement of cash flows, differs depending on the lease classification. In addition, lessees and lessors are required to provide certain qualitative and quantitative disclosures to enable users of financial statements to assess the amount, timing and uncertainty of cash flows arising from leases. The amendments are effective for fiscal years beginning after December 15, 2021. Management is currently evaluating the impact of the pending adoption of ASU 2016-02.

### *Reclassification*

Certain prior-year balances have been reclassified to be consistent with the current-year financial statement presentation.

### **3. Investments, at Fair Value**

JNF's assets recorded at fair value have been categorized based upon a fair value hierarchy, in accordance with ASC 820. See Note 2 for the discussion of JNF's policies regarding this hierarchy. A description of the valuation techniques applied to JNF's major categories of assets measured at fair value are as follows. There have been no changes in valuation methodology as of September 30, 2020.

*Equities, U.S. Government Securities, Preferred Stock and Exchange-Traded Funds* - These assets are valued at the closing price reported on the active market on which the individual securities are traded. These investments are classified as Level 1.

*Municipal Bonds* - These assets are valued based on recently executed transactions, bid/asked prices and pricing models that factor in, where applicable, interest rates, bond spreads and volatility. These investments are classified as Level 2.

*Mutual Funds* - These assets are valued on a daily basis at the close of business day. Each mutual fund's net asset value (NAV) is the value of a single share that is actively traded on national securities exchanges. These investments are classified as Level 1.



# Jewish National Fund (Keren Kayemeth Lelsrael), Inc.

## Notes to Financial Statements

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*Corporate Bonds and U.S. Treasury Securities* - JNF also has investments in fixed-income securities, which include corporate bonds and U.S. Treasury securities. The investment managers priced these investments using nationally recognized pricing services. Since fixed-income securities other than U.S. Treasury securities may not trade on a daily basis, the pricing services prepare estimates of fair value measurements for these securities using its proprietary pricing applications, which include available relevant market information, benchmark curves, benchmarking of similar securities, sector grouping and matrix pricing. These investments are classified as Level 2.

*State of Israel Bonds* - These are valued based on yields currently available on comparable securities of issuers with similar credit ratings. These investments are classified as Level 2.

*Precious Coins and Medals* - Investments in precious coins, medals and real estate are carried at their fair value, which is based on the latest appraised value available. These investments are classified as Level 3.

*Fixed-Income Securities* - JNF has investments in fixed-income securities comprised of open-end funds. These investments are priced by JNF's investment managers using nationally recognized pricing services based on observable market data and are classified as Level 1.

*Real Estate* - JNF has investments in real estate comprised of various properties. These investments are valued based on their most recent appraisals and are classified as Level 3.

*Alternative Investments* - Alternative investments are those made in limited partnerships and limited liability corporations, all of which are valued based on the NAV or its equivalent of the interest owned by JNF at year-end. Given the absence of market quotations, their fair value is estimated using information provided to JNF by the investment advisor. The values are based on estimates that require varying degrees of judgment and, for fund of funds investments, are primarily based on financial data supplied by the investment managers of the underlying funds. Individual investment holdings within the alternative investments may include investments in both nonmarketable and market-traded securities. Nonmarketable securities may include equity in private companies, real estate, thinly traded securities and other investment vehicles. The investments may indirectly expose JNF to the effects of securities lending, short sales of securities and trading in futures and forward contracts, options, swap contracts and other derivative products. While these financial instruments entail varying degrees of risk, JNF's exposure with respect to each such investment is limited to its carrying amount (fair value as described above) in each investment plus JNF's commitment to provide additional funding, as described in the following paragraph. The financial statements of the investees are audited annually by nationally recognized firms of independent auditors. JNF does not directly invest in the underlying securities of the investment funds and, due to restrictions on transferability and timing of withdrawals from the limited partnerships, the amounts ultimately realized upon liquidation could differ from reported values that are based on current conditions.

Certain alternative investments, which include limited partnership investments, have rolling lockups ranging from quarterly to one year with a redemption notice period of up to 90 days.

# Jewish National Fund (Keren Kayemeth Lelsrael), Inc.

## Notes to Financial Statements

Investments are made under the authority and oversight of an investment committee in consultation with an outside consultant. Together, they have established investment guidelines and developed a diversified asset allocation structure, which includes high-cap equities, low-cap equities, international equities, fixed-income securities and alternative investments. JNF engages individual managers who specialize in each asset category, and each manager is monitored for compliance with guidelines and performance is evaluated against appropriate benchmarks.

JNF's investments, by level within the fair value hierarchy, consist of the following:

*September 30, 2020*

	Fair Value Measurement at Reporting Date			Balance
	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Other Unobservable Inputs (Level 3)	
Cash and cash equivalents and money market funds	\$ 46,105,274	\$ -	\$ -	\$ 46,105,274
Exchange-traded funds	31,059,441	-	-	31,059,441
Mutual funds	120,015,357	-	-	120,015,357
U.S. government securities	12,550,456	-	-	12,550,456
Municipal bonds	-	5,182,437	-	5,182,437
Corporate bonds	-	17,927,623	-	17,927,623
Equities	42,569,865	-	-	42,569,865
State of Israel bonds	-	3,740,341	-	3,740,341
Fixed income	8,718,021	-	-	8,718,021
Preferred stock	167,236	-	-	167,236
Real estate	-	-	1,677,165	1,677,165
Precious coins and medals	-	-	193,510	193,510
Other	3,045	-	-	3,045
<b>Total Investment Assets, in the fair value hierarchy</b>	<b>\$ 261,188,695</b>	<b>\$ 26,850,401</b>	<b>\$ 1,870,675</b>	<b>289,909,771</b>
Limited partnerships at NAV*				<u>6,315,516</u>
<b>Total Investments</b>				<b>\$ 296,225,287</b>

\* Certain investments that are measured at fair value using the NAV per share (or its equivalent) practical expedient have not been categorized in the fair value hierarchy. The fair value amounts presented in this table are intended to permit reconciliation of the fair value hierarchy to the amounts presented in the statement of financial position.

There were no transfers between levels for the year ended September 30, 2020.

# Jewish National Fund (Keren Kayemeth Lelsrael), Inc.

## Notes to Financial Statements

JNF uses, as a practical expedient, for fair value, a reported NAV per share or its equivalent for purposes of valuing certain alternative investments within its investment portfolio as of September 30, 2020, as detailed below.

Alternative Investment Type	Alternative Investment Strategy	Number of Funds	NAV in Funds	Remaining Life	Amount of Unfunded Commitments	Redemption Term	Redemption Restrictions
Limited partnerships	Achieve capital appreciation through direct and indirect investments in domestic and international equity and fixed-income securities	11	\$ 6,315,516	As determined by the respective fund manager	\$ -	Two funds are quarterly with 60-days' notice; one fund is monthly with 15-days' notice; and one fund is quarterly with 90-days' notice	None

The table below sets forth a summary of changes in fair value of the Level 3 assets for the year:

*Year ended September 30, 2020*

	Precious Coins and Medals	Real Estate	Total
Balance, beginning of year	\$ 193,510	\$ 1,677,165	\$ 1,870,675
Balance, end of year	\$ 193,510	\$ 1,677,165	\$ 1,870,675

#### 4. Split-Interest Agreements

JNF is the beneficiary or agent for a third-party beneficiary of a number of split-interest agreements with donors. Certain agreements provide that JNF hold the contributed assets as trustee (e.g., pooled income funds and charitable remainder trusts), while other agreements are part of the general assets of JNF (e.g., charitable gift annuities). Under both forms of agreement, JNF invests the donated assets and distributes to the donor or donor's designee income generated from those assets until such time as stated in the agreement (usually upon the death of the donor or donor's designee). JNF will be able to utilize that part of the gift in which it has an interest upon the death of the respective life income beneficiary and will distribute to any third-party beneficiaries their respective remainder interests.

At the time of the gift, and adjusted annually, JNF records contribution income and a liability for amounts payable to annuitants and third-party beneficiaries using an actuarial calculation based on estimated mortality rates and other assumptions that could change in the near-term. The discount rates used in the calculation of obligations due to annuitants under split-interest agreements at September 30, 2020 ranged from 1.2% to 11.2%. State-mandated insurance reserves related to charitable gift annuity agreements are maintained at the required level.

Assets held for split-interest agreements are as follows:

*September 30, 2020*

Charitable gift annuities	\$ 75,565,299
Charitable remainder trusts	15,303,027
Pooled-life income funds	759,322
	\$ 91,627,648

# Jewish National Fund (Keren Kayemeth Lelsrael), Inc.

## Notes to Financial Statements

Obligations due under split-interest agreements are as follows:

*September 30, 2020*

Charitable gift annuities	\$	31,634,603
Charitable remainder trusts		6,064,669
Pooled-life income funds		429,012
	\$	38,128,284

JNF's investments held under split-interest agreements, by level within the fair value hierarchy, consist of the following:

*September 30, 2020*

	Fair Value Measurement at Reporting Date			Balance
	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Other Unobservable Inputs (Level 3)	
Cash and cash equivalents and money market funds	\$ 24,059,246	\$ -	\$ -	\$ 24,059,246
Equities	32,909,289	-	-	32,909,289
Mutual funds	684,667	-	-	684,667
U.S. government securities	3,855,986	-	-	3,855,986
Fixed income	27,308,634	-	-	27,308,634
Exchange-traded funds	488,897	-	-	488,897
Mortgages and loans	-	184,005	-	184,005
Real estate	-	-	1,677,165	1,677,165
<b>Total Investment Assets in the Fair Value Hierarchy</b>	<b>\$ 89,306,719</b>	<b>\$ 184,005</b>	<b>\$ 1,677,165</b>	<b>91,167,889</b>
Limited partnerships at NAV*				459,759
<b>Total Investments</b>				<b>\$ 91,627,648</b>

\* Certain investments that are measured at fair value using the NAV per share (or its equivalent) practical expedient have not been categorized in the fair value hierarchy. The fair value amounts presented in this table are intended to permit reconciliation of the fair value hierarchy to the amounts presented in the statement of financial position.

There were no transfers between levels for the year ended September 30, 2020.

The table below sets forth a summary of changes in fair value of the Level 3 assets for the year:

*Year ended September 30, 2020*

	Real Estate	Total
<b>Balance, beginning of year</b>	<b>\$ 1,677,165</b>	<b>\$ 1,677,165</b>
<b>Balance, end of year</b>	<b>\$ 1,677,165</b>	<b>\$ 1,677,165</b>

# Jewish National Fund (Keren Kayemeth Lelsrael), Inc.

## Notes to Financial Statements

JNF uses, as a practical expedient, for fair value, a reported NAV per share or its equivalent for purposes of valuing certain alternative investments within its investment portfolio as of September 30, 2020, as detailed below.

Alternative Investment Type	Alternative Investment Strategy	Number of Funds	NAV in Funds	Remaining Life	Amount of Unfunded Commitments	Redemption Term	Redemption Restrictions
Limited partnerships	Generate attractive returns over the long-term by investing in a European and European-related publicly listed securities	1	\$ 459,759	As determined by the respective fund manager	\$ -	One fund is weekly with 10-days' notice and one fund is annually with 90-days' notice	None

### 5. Contributions Receivable, Net

Contributions receivable, net, are expected to be collected as follows:

*September 30, 2020*

Due in less than one year	\$ 24,654,622
One to five years	13,528,641
Five years and greater	8,575,518
	<u>46,758,781</u>
Less: discount to present value (at rates ranging from 0.45%-5.30%)	(1,186,611)
Allowance for doubtful accounts	(7,000,000)
	<u>\$ 38,572,170</u>

JNF has been notified of certain intentions to give under various wills and trust agreements, the realizable amounts of which are not presently determinable. JNF's share of such bequests is recorded when JNF has an irrevocable right to the bequest and the proceeds are measurable.

### 6. Fixed Assets, Net

Fixed assets, net, consist of the following:

*September 30, 2020*

Land	\$ 1,147,500
Buildings and building improvements	20,718,344
Leasehold improvements	111,211
Furniture, fixtures, vehicles and equipment	9,131,832
	<u>31,108,887</u>
Less: accumulated depreciation and amortization	(12,943,696)
<b>Total Fixed Assets, Net</b>	<b>\$ 18,165,191</b>

Depreciation and amortization expenses for the year ended September 30, 2020 were \$771,923.

# Jewish National Fund (Keren Kayemeth Lelsrael), Inc.

## Notes to Financial Statements

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### 7. Grants Payable, Net

Grants payable, net, are expected to be paid as follows:

*September 30, 2020*

Less than one year	\$	3,057,558
One to five years		4,334,058
More than five years		179,000
	\$	7,570,616

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### 8. Note Payable

During March 2018, JNF received a note in the amount of \$5,000,000 at 0% interest. JNF is not required to make any payments for the first five years of the loan. After five years, the holder may demand payment of no more than \$1,000,000 per year for each of the remaining five years. Upon the tenth anniversary of the note, any amounts still due will be forgiven.

Since this note is below the market interest rate, imputed interest and contribution revenue should be reported in connection with the note. JNF used a 4.5% risk-free rate to calculate interest expense and contribution revenue. The balance of the note payable was \$4,578,650 at September 30, 2020.

### 9. Small Business Administration (SBA) - Paycheck Protection Program (PPP) Loan

In April 2020, JNF applied for and received approval for a loan under the PPP administered by the United States SBA. As mentioned in Note 17, the PPP was legislated as part of the Coronavirus Aid, Relief, and Economic Security Act (the CARES Act), and is a program designed to provide a direct incentive for small business to keep their workers on payroll. The loan may be partially or fully forgiven if JNF meets the PPP criteria for forgiveness.

The loan had a balance of \$3,330,267 as of September 30, 2020 and it is included on the statement of financial position. No payments have been made on this loan and JNF is in the process of applying for loan forgiveness, which it expects to be granted.

### 10. Defined Contribution Plan

JNF sponsors a 403(b) plan, which covers substantially all of its employees. The plan is funded through voluntary contributions by participants, JNF's matching contributions and/or a formula-based JNF contribution based on each eligible participant's compensation for the plan year. The contribution expense for the year ended September 30, 2020 was approximately \$1,560,000.

### 11. Related-Party Transactions with AMIIE

In September 2013, an agreement was entered into between JNF and AMIIE (the Agreement). The provisions of the Agreement established the creation of a \$5 million fund with funds received from the Chair of the AMIIE Board (the Muss Fund) and a separate matching fund of \$5 million pledged from JNF (the JNF Fund). The funds are held and administered by JNF and restricted for the administration and operation of AMHSI for specific purposes as outlined in the Agreement and have been reported as part of net assets with donor restrictions in the accompanying financial statements.

# Jewish National Fund (Keren Kayemeth Lelsrael), Inc.

## Notes to Financial Statements

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JNF records an asset and contribution revenue when it receives assets from a donor on behalf of AMIIE.

### 12. Net Assets with Donor Restrictions

Net assets with donor restrictions were available for the following purposes or periods:

*September 30, 2020*

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Restricted for specific purposes/periods:

Israel programs	\$ 12,068,388
Time-restricted under split-interest agreements	30,552,588
Time-restricted—for periods after September 30	15,506,596
Scholarships	4,915,594
Other	1,357,549

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64,400,715

Restricted in perpetuity:

General operations	3,772,154
Scholarships	1,733,445
Special events	5,000,000
Trees	200,000
Beneficial interest in perpetual trust	349,015

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11,054,614

\$ 75,455,329

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Net assets released from donor restrictions consisted of the following:

*Year ended September 30, 2020*

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Israel programs	\$ (539,063)
Split-interest agreements expired	(8,144,926)
Time restriction lapsed	(5,833,377)
Scholarships	(491,102)
Other	(207,167)

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\$ (15,215,635)

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### 13. Endowment Funds

#### *General*

JNF's endowments consist of individual donor-restricted endowment funds established to support activities of JNF. As required by U.S. GAAP, net assets associated with endowment funds are classified and reported based on the existence of donor-imposed restrictions.

# Jewish National Fund (Keren Kayemeth Lelsrael), Inc.

## Notes to Financial Statements

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### *Interpretation of Relevant Law*

The state of New York has enacted the New York State Prudent Management of Institutional Funds Act (NYPMIFA), its version of the Uniform Prudent Management of Institutional Funds Act (UPMIFA). All not-for-profit organizations formed in New York must apply this law. JNF classifies as net assets with donor restrictions held in perpetuity, unless otherwise stipulated by the donor: (a) the original value of gifts donated to its permanent endowment, (b) the original value of subsequent gifts to its permanent endowment and (c) accumulations to its permanent endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the funds.

The remaining portion of the donor-restricted endowment fund not restricted in perpetuity is classified as net assets with donor restrictions until such amounts are appropriated for expenditure by JNF in a manner consistent with the uses, benefits, purposes and duration for which the endowment is established and the standard of prudence prescribed by NYPMIFA.

In accordance with NYPMIFA, JNF considers the following factors in making a determination to appropriate for expenditure or accumulate donor-restricted endowment funds: the purpose, duration, and preservation of the endowment fund; expected total return on endowment investments; general economic conditions; the possible effects of inflation and deflation; other resources of JNF; and the investment policy of JNF.

### *Return Objectives, Strategies Employed and Spending Policy*

The primary objective of the endowment in the near term is to preserve the nominal market value of its assets in order to limit realized and unrealized investment losses. The secondary objective of the endowment is to grow the value of its assets at a modest rate to allow for continued support of JNF's operations.

Due to JNF's current financial circumstance, the first priority, in the near-term, is to reduce the potential for short-term investment losses. The objective therefore prioritizes short-term stability, risk reduction and liquidity over long-term capital appreciation. The current investment approach for the endowment is to prioritize capital preservation and liquidity and to limit losses within the portfolio by minimizing its exposure to equities and other investments with the potential for significant losses. With this investment approach, the majority of the endowment's assets are invested in investments that are expected to generate modest returns with lower risk. A smaller portion of the endowment may be invested in asset classes and investment strategies with a higher risk-return profile, as appropriate.

From time to time, the fair value of assets associated with individual donor-restricted endowment funds may fall below the level that the donor or UPMIFA requires JNF to retain as a fund of perpetual duration. There were no deficiencies as of September 30, 2020.

Investment income on the endowments is recorded as with donor restriction - purpose restricted and is appropriated in accordance with the spending policy.

Endowment net asset composition by type of fund is as follows:

*September 30, 2020*

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Donor-restricted funds	\$ 8,169,106
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# Jewish National Fund (Keren Kayemeth Lelsrael), Inc.

## Notes to Financial Statements

Changes in endowment net assets are as follows:

*September 30, 2020*

<b>Endowment Net Assets with Donor Restrictions, beginning of year</b>	<b>\$ 7,776,207</b>
Investment return:	
Interest and dividends, net	163,490
Net realized and unrealized gain	24,472
<b>Total Investment Return</b>	<b>187,962</b>
Contributions	400,000
Appropriation of endowment net assets for expenditure—spending policy	(195,063)
<b>Endowment Net Assets with Donor Restrictions, end of year</b>	<b>\$ 8,169,106</b>

### 14. Liquidity and Availability of Resources

JNF's financial assets available within one year of the statement of financial position date for general expenditure are as follows:

*September 30, 2020*

Cash and cash equivalents	\$ 22,370,633
Contributions receivable, net	24,654,622
Investments, at fair value	296,225,287
<b>Total Financial Assets Available Within One Year</b>	<b>343,250,542</b>
Less: amounts unavailable for general expenditures within one year, due to:	
Restricted by donors with purpose restrictions	18,341,531
Restricted by donors with time restrictions	46,059,184
Restricted by donors in perpetuity	11,054,614
<b>Total Amounts Unavailable for General Expenditures Within One Year</b>	<b>75,455,329</b>
Amounts unavailable to management without Board's approval:	
Board-designated for Boruchin Israel Advocacy Center	126,632,232
Board-designated for JNF Initiatives Fund	64,405,815
Board-designated for Buildings Fund	3,332,913
<b>Total Amounts Unavailable to Management Without Board's Approval</b>	<b>194,370,960</b>
<b>Total Financial Assets Available to Management for General Expenditure Within One Year</b>	<b>\$ 73,424,253</b>

### *Liquidity Management*

JNF maintains a policy of structuring its financial assets to be available as its general expenditures, liabilities and other obligations come due.

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Additionally, JNF has Board-designated net assets without donor restrictions that, while JNF does not intend to spend these for purposes other than those identified, the amounts could be made available for current operations, if necessary.

### 15. Methods Used for Allocation of Expenses

Direct expenses are assigned to the various programs and supporting services based upon actual costs incurred. The financial statements also report certain categories of expenses that are attributable to one or more program or supporting functions of JNF. Those expenses are allocated based upon various allocation factors, including square footage occupied and time and effort. Depreciation is allocated based on estimated use of square footage. Employee expenses are allocated based on time studies. Other expenses are allocated based on estimates of time and effort.

### 16. Commitments

#### *Operating Leases*

JNF occupies certain of its zone and community offices under sublease agreements that expire through September 2024. Under the terms of the subleases, JNF pays annual base rents and building operating expenses based on its pro rata share of the space occupied.

Future minimum (base) lease payments are as follows:

#### *Year ending September 30,*

2021	\$	727,598
2022		456,341
2023		447,157
2024		262,487
2025		82,309
Thereafter		11,514
	\$	1,987,406

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Total rent expense for the year ended September 30, 2020 was \$1,052,501.

#### *Litigation*

Various lawsuits against JNF may arise in the ordinary course of business. Contingent liabilities arising from such litigation and other matters are not expected to be material in relation to the financial position of JNF.

### 17. Risks and Uncertainties: COVID and CARES Act

On January 30, 2020, the World Health Organization (WHO) announced a global health emergency because of a new strain of coronavirus originating in Wuhan, China (the COVID-19 outbreak) and the risks to the international community as the virus spreads globally beyond its point of origin. In March 2020, the WHO classified the COVID-19 outbreak as a pandemic, based on the rapid increase in exposure globally.

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As a result of COVID-19 outbreak, JNF has incurred, and it is expected to incur for the foreseeable future, incremental and other COVID-19 pandemic-related expenses. COVID-19-related expenses consist of additional costs that JNF is incurring to protect its employees, contractors and customers, and to support social-distancing requirements resulting from the COVID-19 pandemic. These costs include, but are not limited to, new or added benefits provided to employees, the purchase of additional personal protection equipment and disinfecting supplies, additional facility cleaning services, initiated programs and communications to customers on utility response, and increased technology expenses to support remote working, where possible.

The full impact of the COVID-19 outbreak continues to evolve as of the date of this report. As such, it is uncertain as to the full magnitude of the impact that the pandemic will have on JNF's financial condition, liquidity and future results of operations. Management is actively monitoring the global situation on its financial condition, liquidity, operations, suppliers, industry and workforce.

On March 27, 2020, the CARES Act was enacted. The CARES Act contains measures designed to bring some economic and fiscal relief to companies, small businesses and individuals facing financial difficulties due to the COVID-19 crisis. JNF's management is currently evaluating the effect of the CARES Act on its financial statements.

The CARES Act appropriated funds for the SBA PPP loans that are forgivable in certain situations to promote continued employment, as well as Economic Injury Disaster Loans to provide liquidity to small businesses harmed by the COVID-19 outbreak. JNF received a SBA PPP loan. Refer to Note 9 for further detail.

Management continues to examine the impact that the COVID-19 outbreak and CARES Act may have on its business. Management is currently unable to determine any additional impact on its financial condition, results of operation or liquidity. Although JNF cannot estimate the length or gravity of the impact of the COVID-19 outbreak at this time, if the pandemic continues, it may have a material adverse effect on JNF's results of operations, financial position and liquidity in fiscal year 2021.

On December 27, 2020, President Trump signed the Consolidated Appropriations Act, 2021 (the Act), which includes \$900 billion in stimulus relief as a result of the COVID-19 pandemic. JNF is currently evaluating the impact of the Act.

On March 10, 2021, President Biden signed the \$1.9 trillion American Rescue Plan Act into law. JNF is currently evaluating the impact of the American Rescue Plan Act.

### 18. Subsequent Events

JNF has evaluated its September 30, 2020 financial statements for subsequent events through May 20, 2021, the date the financial statements were available to be issued. JNF is not aware of any other subsequent events that would require recognition or disclosure in the financial statements.