

A community is too heavy to carry alone.

DEUTERONOMY RABBAH 1:10



HAROLD GRINSPOON FOUNDATION

2016-2018 FINANCIAL REPORT

To all who contribute and
join us in our common cause:
The work of the
Harold Grinspoon Foundation
is our shared legacy.





One thing that has become very clear to us after many years of living is the importance of community. We have worked hard to strengthen Jewish life within our community but find ourselves deeply grateful for what the Jewish community has given back to us.

How privileged we are to have surrounded ourselves with so many wonderful partners who are committed to walk this path with us: parents who trust us to find the right books for their children, professionals who devote their time to develop great programming, Jewish federations and JCCs that understand the value of outreach, colleagues who excel at working together, funders who leverage their resources in their communities, and those special Alliance partners who help us broaden the reach of PJ Library.

To all who contribute to our common cause: The work of the Harold Grinspoon Foundation is our shared legacy. You've made PJ Library a household name. You've helped thousands of children experience the joys of Jewish summer camp and countless families connect to their Jewish identity. These are your gifts to the Jewish community. Gifts that will go on for many years to come.

Gifts we are giving together,

A handwritten signature in white ink, appearing to read "Harold Grinspoon and Diane Troderman". The signature is written in a cursive, flowing style.

Harold Grinspoon and Diane Troderman

I love seeing our Jewish community in action. Whether I am touring the latest camp bunk made possible by a matching grant or speaking (through an interpreter) with children at a day school in Moscow about the latest PJ Library book in Russian or meeting with a family whose legacy gift will benefit their beloved synagogue, I get to witness the great work we are achieving through partnership.

This past summer, I visited Jewish summer camps across New England. I saw firsthand how JCamp 180's partnership with over 100 Jewish summer camps is changing the face of camping for thousands of children and staff each year.

Our relationship goes deeper than the funding we provide to those camps. For us, camps are not grantees; they are our partners in creating life-changing summer experiences. For camps, we are a strategic partner in building a stronger camp organization. We work side by side to achieve success together; whether on a camp's capital campaign, to develop a strategic plan, or to create a board structure that can help a camp reach new heights. We are there for them, and they make possible our shared goal of creating an excellent Jewish experience for young people.



The same holds true for the organizations that join us to bring PJ Library to hundreds of thousands of children, as well as for the federations and community foundations that partner with us to build a culture of legacy giving through the Life & Legacy program. Whether we are working together to get books to families or to form teams to build legacy societies to fund the future, we thrive by working with others, as partners, to create the changes we want to see.

We are also fortunate to count co-funders among our partners. Whether you contribute the coins from your tzedakah box to your local PJ Library program or write million-dollar checks to the PJ Library Alliance, we value your partnership. Together we are making our dollars go further, in ways we could not achieve alone.

Thank you! It is an honor to work with you.

With gratitude,



Winnie Sandler Grinspoon
President, Harold Grinspoon Foundation



Harold Grinspoon Foundation

It's our love and support for one another that has sustained the Jewish community and keeps our community vibrant and strong.

The Harold Grinspoon Foundation (HGF) offers programs that create opportunities to connect with Judaism and the Jewish community at key life moments. Everything we do is in partnership, and we leverage our philanthropy to encourage others to invest in Jewish life.



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	ACTUAL 2016-2017	ACTUAL 2017-2018	CUMULATIVE 1993-2018
PJ Library® North America and International*	\$8,594,000	\$10,465,000	\$60,519,000
Sifriyat Pijama® and Keren Grinspoon Israel (KGI)*	\$2,628,000	\$3,101,000	\$18,418,000
JCamp 180™	\$2,484,000	\$2,203,000	\$35,925,000
Voices & Visions®	\$318,000	\$182,000	\$3,254,000
Life & Legacy™	\$3,482,000	\$3,299,000	\$12,760,000
Western Massachusetts Programs and Grants	\$1,571,000	\$1,650,000	\$49,236,000
National, International, and Israel Grants	\$233,000	\$243,000	\$31,657,000
Other Programs and Administration	\$1,070,000	\$957,000	\$22,796,000
TOTAL HGF INVESTMENT	\$20,380,000	\$22,100,000	\$234,565,000

HGF fiscal year ends on August 31.

*Represents HGF's investment. See program pages 11 and 17 for total program expenses.



PJ Library®

Across six continents PJ Library is inspiring change. It begins with a book in the hands of a child. As connections weave between families, parents look for opportunities to get more Jewishly involved.

None of the magic of PJ Library would be possible without generous funders and organizational leaders saying, “Yes, I want PJ Library in my community.”

From Montreal to Miami, from Moscow to Mexico City, the support of PJ Library partners and local donors guarantees that every family has a place in PJ Library’s ever-growing, worldwide story.



PJ Library

PROGRAM COSTS

EXPENSES	ACTUAL 2016-2017	ACTUAL 2017-2018	CUMULATIVE 2005-2018
Program Expenses	\$18,227,000	\$21,413,000	\$108,089,000
Grants to Partner Communities	\$3,290,000	\$3,568,000	\$18,635,000
TOTAL EXPENSES	\$21,517,000	\$24,981,000	\$126,724,000

INCOME

PJ Library Alliance	\$4,088,000	\$5,692,000	\$14,435,000
Partner Support*	\$8,835,000	\$8,824,000	\$51,770,000
HGF Investment	\$8,594,000	\$10,465,000	\$60,519,000
TOTAL INCOME	\$21,517,000	\$24,981,000	\$126,724,000

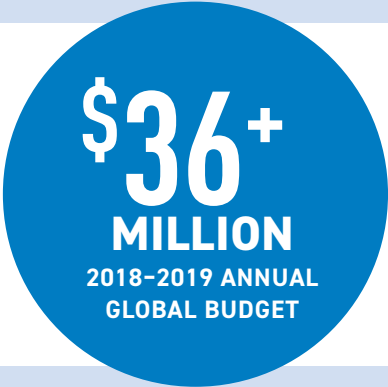
*Includes support from thousands of individual and family donors and partner organizations around the world.



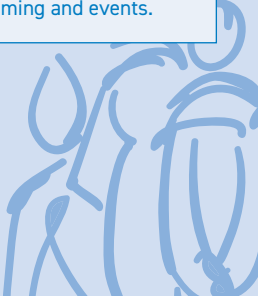
PJ Library® & Sifriyat Pijama®

It costs a lot to be this free

The books and resources are free for families – but of course they aren't free. Books cost money. So does postage, storage, programming, and staff. We don't charge families – even those who can afford it – because our top priority is getting these resources into the hands of parents. A constellation of thousands of funders comes together to make PJ Library possible.



Close to 200 community partners in the United States and Canada support the cost of PJ Library in their local area and engage local families through programming and events.



Read more about the PJ Library Alliance on page 14.

MORE THAN
28
MILLION BOOKS
shared globally
to date

Read more about Sifriyat Pijama's partnership with the Israeli Ministry of Education on page 16.



\$6.4
MILLION
PJ LIBRARY
ALLIANCE
PARTNERS



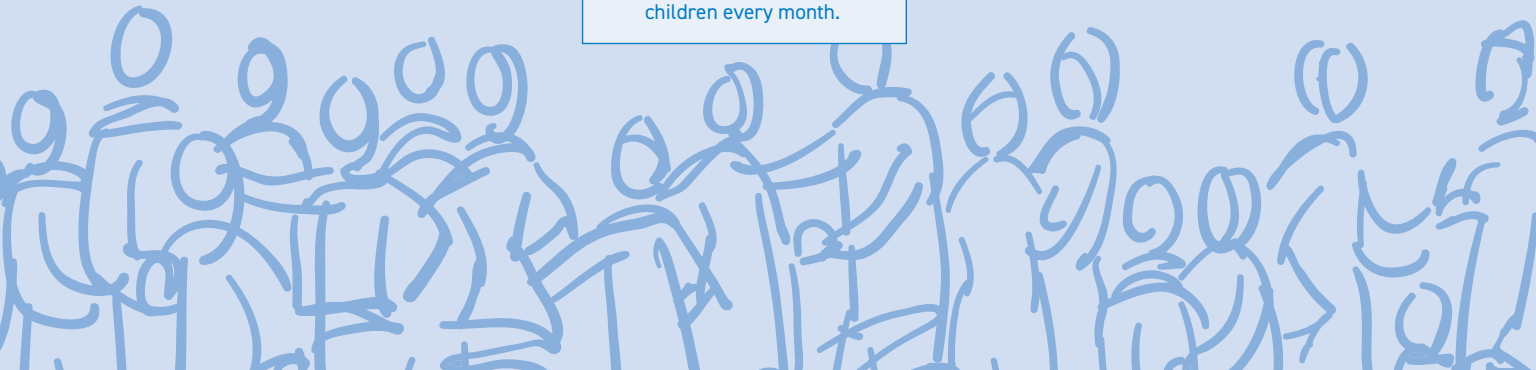
\$4.7
MILLION
INTERNATIONAL
FUNDERS & OTHER



\$1.9
MILLION
ISRAELI MINISTRY
OF EDUCATION

Budget does not include the Maktabat al-Fanoos program.

PJ Library and Sifriyat Pijama reach more than 630,000 children every month.



PJ Library Alliance

The PJ Library Alliance is a growing collective of funders who together invest time and thought-leadership to advance and deepen PJ Library's work. Throughout the length of their commitment, Alliance partners are invited to special gatherings that explore PJ Library's connection to the Jewish community. From discussing education at the White House in 2016, to visiting PJ Library's program in St. Petersburg and Moscow in 2019, these gatherings offer Alliance partners exclusive experiences that support their understanding of PJ Library's impact.

Over the next five years the PJ Library Alliance will further PJ Library's ability to broaden and extend the scope of the program. Some of our goals:

CONTRIBUTE to the canon of great Jewish children's literature

EMPOWER thousands of parents hosting Jewish experiences in their own homes

SUPPORT community partner organizations to grow PJ Library to reach more families

TEST engagement strategies through grant funding

PROVIDE professional development opportunities so that partners utilize the best and most up-to-date approaches to serve their constituencies

The PJ Library Alliance welcomes new partners! Alliance partners pledge a minimum of \$1 million to support and shape PJ Library. If you are interested in learning more, please contact Director of Advancement Will Schneider, will@hgf.org.





PJ Library Alliance Partners

as of August 31, 2018

Harold Grinspoon Foundation

William Davidson Foundation

The Marcus Foundation, Inc.

Genesis Philanthropy Group

The Azrieli Foundation

Jim Joseph Foundation

William and Audrey Farber Philanthropic Fund

Diane and Guilford Glazer / Jewish Community Foundation
of Los Angeles

Anonymous

Carl and Joann Bianco

The Crown Family

The Micah Foundation

Peleh Fund / Gottesman Family Supporting Foundation

Howard and Geraldine Polinger Family Foundation

Mike and Sofia Segal Family Foundation

Susser Family Trust

Walter, Arnee, Sarah, and Aaron Winshall

Zucker Family Foundation



Keren Grinspoon Israel

Sifriyat Pijama® & Maktabat al-Fanoos®

In Israel, Hebrew-speaking and Arabic-speaking children share a common experience: reading.

More than half a million children are introduced to high-quality children's books through classroom activities such as dramatic plays, arts and crafts, and small reading groups. During the school year, these children explore a new book every month and then bring it home to enjoy with their family. Every child has a home library of at least 32 read-aloud books by the end of second grade.

Hebrew-language Sifriyat Pijama and Arabic-language Maktabat al-Fanoos strive to foster a love of books, promote shared reading in the home, and encourage adult-child conversations. And partnership is key to their success. Developed by Keren Grinspoon Israel, Sifriyat Pijama and Maktabat al-Fanoos are operated in partnership with the Israeli Ministry of Education, with support from philanthropic partners (including Price Philanthropies Foundation for Maktabat al-Fanoos).

80% of Israeli children ages 3-8 participate in Sifriyat Pijama or Maktabat al-Fanoos (in public education settings)



Sifriyat Pijama & Maktabat al-Fanoos

PROGRAM COSTS	EXPENSES	ACTUAL 2016-2017	ACTUAL 2017-2018	CUMULATIVE** 2008-2018
	Program Expenses	\$6,923,000	\$7,471,000	\$41,683,000
PROGRAM COSTS	INCOME			
	Israeli Ministry of Education	\$2,604,000	\$2,883,000	\$14,702,000
	Philanthropic Partners	\$526,000	\$426,000	\$3,887,000
	Payments from communities not eligible for Israel Ministry of Education funding	\$1,165,000	\$1,061,000	\$4,676,000
	HGF Investment*	\$2,628,000	\$3,101,000	\$18,418,000
TOTAL INCOME	\$6,923,000	\$7,471,000	\$41,683,000	

*Funded through Keren Grinspoon Israel (KGI).

**Includes HGF funding of Sifriyat Pijama before the formation of KGI.

386,000

**HEBREW-SPEAKING
CHILDREN AGES 2-8**
participate in
Sifriyat Pijama



185,000

**ARABIC-SPEAKING
ISRAELI CHILDREN
AGES 3-8**
participate in
Maktabat al-Fanoos



JCamp 180™

Whether it is testing one's courage by swinging on the ropes course, sharing a laugh with a new friend, or learning to say "good morning" in Hebrew, kids experience Jewish camp as spontaneous and authentic – and that's what makes their summers so transformative.

But behind the scenes, a lot must happen to ensure a camp's success. Through governance and board development, strategic planning, leveraging technology, and fundraising support, JCamp 180 is dedicated to supporting nonprofit Jewish camps from vision to strategy to action. And the more that JCamp 180 invests in a camp's success, the more its campers keep having the unforgettable experience of attending Jewish summer camp.



JCamp 180

PROGRAM COSTS	EXPENSES	ACTUAL 2016-2017	ACTUAL 2017-2018	CUMULATIVE 2004-2018
	Program Expenses	\$1,545,000	\$1,703,000	\$18,452,000
Legacy and Matching Grants to Camps	\$939,000	\$500,000	\$17,473,000	
TOTAL HGF INVESTMENT	\$2,484,000	\$2,203,000	\$35,925,000	



MORE THAN
\$300
MILLION
RAISED
BY CAMPS

LEVERAGED BY

NEARLY
\$17.5
MILLION
INVESTMENT
FROM HGF

A CUMULATIVE
4,759
CAMPSHIP
AWARDS
GIVEN
TO HELP
PJ LIBRARY
SUBSCRIBERS



GO TO CAMP

HGF

\$1,838,600

Contributed over 9 years
for campership awards

THE AZRIELI
FOUNDATION

\$1,396,600

Contributed over 2 years
for campership awards

FOUNDATION FOR
JEWISH CAMP

\$1,175,800

Contributed over 8 years
for campership awards

Contributions to support campership awards for PJ Library subscribers are reflected in PJ Library's program costs.





Voices & Visions®

Conversation is at the heart of Judaism.

Through conversation, we enlist the help of others – an individual, a family, a community – as we do the heavy lifting of life. We ask the hard questions together. We search for truth and meaning together.

And we discover joy together.

It's this essential Jewish tradition of conversation that drives Voices & Visions. Beautiful posters depict visual dialogues between artists and Jewish thinkers, presenting the richness of Jewish history and thought in fresh and new ways. Jewish institutions around the world display Voices & Visions posters, often developing lesson plans, conference sessions, discussions groups, and other engagement opportunities based on the art and commentary. Each poster, each reaction, each voice raised in agreement or question or celebration keeps the Jewish conversation going.

Voices & Visions

PROGRAM
COSTS

EXPENSES	ACTUAL 2016-2017	ACTUAL 2017-2018	CUMULATIVE 2010-2018
Program Expenses	\$318,000	\$182,000	\$3,254,000
TOTAL HGF INVESTMENT	\$318,000	\$182,000	\$3,254,000

VOICES & VISIONS HAS
GIFTED POSTER SETS TO

3,000 JEWISH
ORGANIZATIONS



AROUND THE **WORLD**

AFGHANISTAN
ARGENTINA
AUSTRALIA
CANADA
CHINA
DENMARK
ENGLAND
HUNGARY
ISRAEL
UKRAINE
UGANDA
UNITED STATES



Life & Legacy™

As we grow older, we ask ourselves,
“What is my legacy? How can I sustain
what is important in my life?”

Life & Legacy helps answer these questions. It is a program that works in collaboration with numerous local Jewish entities throughout the US and Canada to set up sustained, after-lifetime giving. And it is succeeding. In just over 6 years we have motivated 58 communities to secure more than 20,683 legacy commitments in places as small as Omaha and as large as Chicago.

20,683

**LEGACY
COMMITMENTS**
with an estimated
value of

**\$757
MILLION**

LEVERAGED BY

**\$12.8
MILLION**
INVESTMENT
from HGF



565
**PARTNER
ORGANIZATIONS**
in the US and
Canada



Life & Legacy

PROGRAM COSTS	EXPENSES	ACTUAL 2016-2017	ACTUAL 2017-2018	CUMULATIVE 2006-2018
	Program Expenses	\$726,000	\$745,000	\$2,810,000
Incentive Grants	\$2,756,000	\$2,554,000	\$9,950,000	
TOTAL HGF INVESTMENT	\$3,482,000	\$3,299,000	\$12,760,000	



Western Massachusetts

The Harold Grinspoon Foundation is a proud member of the vibrant Jewish community that calls Western Massachusetts home. People across the region embrace and express their Jewish identities in a variety of ways. Organizations provide vital programs and spaces for people of all ages and interests to gather and learn and celebrate, from synagogue to summer camp, Hebrew school to havurot.

How people find relevance and meaning in Judaism is dynamic and ever expanding. The Harold Grinspoon Foundation is committed to listening to the needs of the community and providing grant opportunities and programs that meet those needs. We support Jewish programs that are inspirational, engaging, spiritual, and joyful.



Western Massachusetts

PROGRAM COSTS	EXPENSES	ACTUAL 2016-2017	ACTUAL 2017-2018	CUMULATIVE 1993-2018
	Program Expenses	\$134,000	\$208,000	\$16,845,000
Grants	\$1,437,000	\$1,442,000	\$32,391,000	
TOTAL HGF INVESTMENT	\$1,571,000	\$1,650,000	\$49,236,000	

IN FISCAL YEAR 2017-2018



81 RESIDENTS
TRAVELED TO
ISRAEL

with
support
from HGF

36

**COMMUNITY
PARTNERS**

work with HGF
to support
Jewish life
in Western MA



5,500 REKINDLE SHABBAT
participants in Western MA
and southern Vermont



15 HAVUROT INITIATED
through connector-focused pilot program





This is our community.

We build it together.



2018 TRUSTEES

Alex Berger

Rabbi Tuvia Brander

Jason Glasgow

Harold Grinspoon

Winnie Sandler Grinspoon

Jeremy Pava

Marcie Greenfield Simons

Diane Troderman

Rabbi Ethan Tucker



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