

# Jewish Free Loan Association

2006 Annual Report



*Passion Commitment*

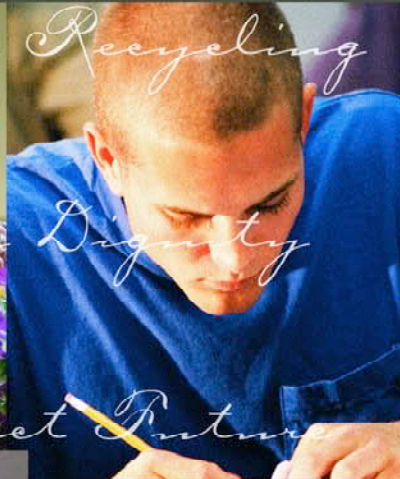
*History Success Support*

*Unique Fighting Poverty*



*Recycling*

*Dignity*



*Respect*

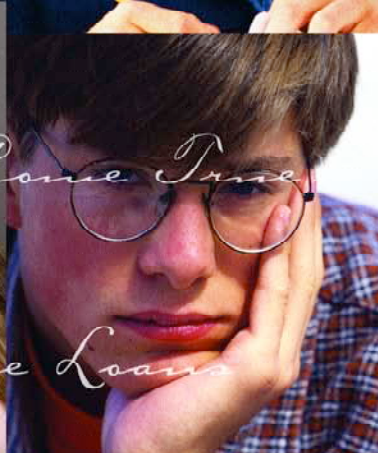
*Future*



*Empowerment*



*Making Hard Interest Free Loans*



*Making Dreams Come True*



6505 Wilshire Boulevard, Suite 715  
Los Angeles, CA 90048  
323.761.8830  
323.761.8841 FAX

[info@jfla.org](mailto:info@jfla.org)  
[www.JFLA.org](http://www.JFLA.org)



The Jewish Free Loan Association is an agency of  
the United Way and The Jewish Federation  
and is a founding member of the  
International Association of Hebrew Free Loans.

November, 2006

*From the President and CEO*

Dear Friends,



Alan Spiwak



Mark Meltzer

Last month the Nobel Peace Prize was awarded to Bangladeshi economist Muhammad Yunus, founder of Grameen Bank, for his contributions to fighting poverty through micro-loans – lending relatively small amounts of money to borrowers that typical financial institutions would not deem creditworthy. What Mr. Yunus and Grameen Bank have done for world poverty is truly remarkable, providing loans instead of charity and encouraging dignity and self-sufficiency.

When a group of businessmen gathered together in downtown Los Angeles in 1904 to establish the Jewish Free Loan Association, they too believed that a loan of \$25 could change the life of someone in need. Indeed it did...in fact, in the 102 years since JFLA began, hundreds of thousands of lives have been changed through interest-free loans. Today, there is close to \$7 million in loans circulating throughout LA, and JFLA continues to fight poverty and help make dreams come true.

We are delighted that the importance and value of micro-lending is being recognized in communities throughout the world. Thank you for your continued support of JFLA and your belief in this unique community resource.

Sincerely,

A handwritten signature in cursive that reads "Alan Spiwak".

Alan Spiwak  
President

A handwritten signature in cursive that reads "Mark M. Meltzer".

Mark M. Meltzer  
CEO/Executive Director



# Dignity

## Thank You JFLA

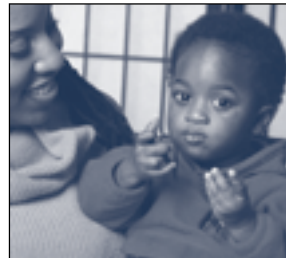
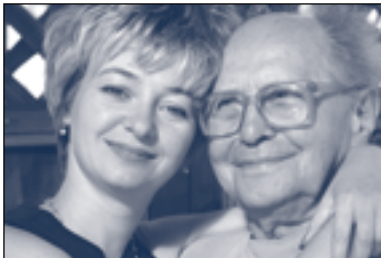


*"JFLA is a wonderful organization helping people in need of financial assistance. I could not have made it without your help. May God bless you all."*

*"Your help was my last hope. It was a blessing that revived my belief in the goodness of people."*

*"I was so happy to learn that a program like JFLA exists to help everybody and anybody in need. Thank you for the loan."*

*"I so appreciate that you trusted me to repay a loan. Thanks for being there for everyone."*



# Changing Lives

## Loan Programs



### **Applied Education Loan Fund**

There are many students in need of financial assistance who are not enrolled in “traditional” undergraduate and graduate programs. These are students in technical and vocational training programs or those who attend school on a part-time basis while working full-time. Loans from the *Parvin Applied Education Loan Fund* have been granted to community college students pursuing two-year degrees; students interested in career-building programs such as Microsoft certification courses, nursing certification programs or teaching credential programs; immigrants in need of basic skills training such as computer classes or English as a Second Language courses; and students enrolled in trade schools to become chefs, massage therapists or x-ray technicians.

Applied education can be costly and financial aid options are fewer than for traditional students. JFLA is addressing this problem by granting interest-free loans of up to \$2,500 to assist with the cost of tuition, books and supplies. Loans are repaid with a 12 to 24-month flexible monthly payment plan established on an individual basis, and students can reapply for additional funding once a loan is repaid.

If you or someone you know is in need of a *Parvin Applied Education Loan*, please contact (323) 761-8830 or e-mail [info@jfla.org](mailto:info@jfla.org).

# Changing Lives

## Loan Programs



### *Micro-Enterprise Loan Programs*

JFLA embodies the highest level of charity, enabling loan recipients to become self-reliant. Today, after 102 years of service to the community, the original vision of helping people to help themselves remains at the core of our work. And nowhere is that principle more evident than in the thriving small businesses that have benefited from our Micro-Enterprise Loan Programs.

Since its inception, the Micro-Enterprise Loan Programs have distributed nearly \$4 million in interest-free loans to entrepreneurs throughout the Greater Los Angeles area. The entrepreneurs and their businesses represent a wide spectrum of LA culture, including a comic book shop, a salon and day spa, a graphic design studio, an organic gardening business, a Curves franchise, a flower shop, an Iranian newspaper, and more. JFLA's Micro-Enterprise Loan Programs include:

- ***Alisa & Aron Abecassis Small Business Loan Fund:*** Providing loans to Jewish entrepreneurs over the age of 30 starting a new business.
- ***Max & Anna Baran, Ben & Sarah Baran & Milton Baran Small Business Loan Fund:*** Providing loans to recent Jewish émigrés to jumpstart a business while settling in the US.
- ***La Kretz Small Business Loan Fund:*** Providing loans on a non-sectarian basis to establish or expand small businesses.
- ***Sylvia & David Weisz Entrepreneurial Loan Fund:*** Providing loans to young, budding entrepreneurs.

If you or someone you know is in need of a micro-enterprise loan, please contact (323) 761-8830 or e-mail [info@jfla.org](mailto:info@jfla.org).

# *Fighting Poverty & Making Dreams Come True*

## Loan Programs

In addition to the *Applied Education and Micro-Enterprise Loan Programs*, the following interest-free loan programs address community needs throughout the year.

- *American Dream Loan Fund*
- *Newton & Rochelle Becker Graduate Student Loan Fund*
- *Newton & Rochelle Becker Israel Experience Loan Fund*
- *Dr. Penrose Desser & Dr. Bella Schimmel Student Loan Fund*
- *Morris Doberne Campership Experience Loan Fund*
- *Emergency Loan Fund*
- *First-time Homebuyers Loan Fund for Jewish Day School Teachers*
- *Rosslyn & Katherine Gaines Loan Fund for Hearing Impaired Students*
- *Ruth & Jack Hirsch Family Art Student Loan Fund*
- *Iranian Émigré Loan Fund*
- *Jewish Communal Student Loan Fund*
- *Kopelove Family Home Healthcare Loan Fund*
- *Kornfeld Accounting Student Loan Fund*
- *Lerner Family Adoption & Fertility Assistance Loan Fund*
- *Loan Fund for Families of Children with Special Needs*
- *Edward Meltzer Student Loan Fund for Undergraduate Students*
- *ORT Student Loan Fund*
- *Silbert-Goldman Women & Children in Crisis Loan Fund*
- *Former Soviet Union Émigré, Rose Weisstein Loan Fund*
- *James Spada Loan Fund for Persons with AIDS*
- *Mitchell J. Stein Student Loan Fund*
- *Sylvia & Carl Titelman and Alan Titelman Memorial Emergency Loan Fund*
- *David & Lillian Zerner Family Day Camp Loan Fund*

# Making a Difference

## Year in Review

### Advisory Council

Established in 2006, the Advisory Council has the opportunity to become connected to the unique community service JFLA provides through increased exposure to the workings of Free Loan and a more intimate knowledge of our loan programs. Serving as an agency support group and “think-tank,” each member of the Advisory Council has made a multi-year financial pledge to JFLA and will participate by:

- Acting as a JFLA Ambassador at a variety of community forums and events;
- Observing a Loan Committee meeting to view the loan making process;
- Providing input and feedback at quarterly meetings that helps to shape the future of JFLA service to the community.

**We are grateful for the commitment of time and resources by the Advisory Council members.**

Nancy Broderick, Stephen Elkind, Mark Klein, Janet Matricciani, Ari Moss, Anthony Sauber, Bruce Schulman, Ruth Lynn Sobel, Larry Title, Harold Tomin

### Genesis: The Next Generation of Free Loan

Led by an Advisory Committee of 15, the JFLA young professionals group is completing a second successful year. With a database of 500 young professionals from throughout Greater LA, Genesis hosted several successful events this year, including Torah & Beer II (a raucous text study) and a Sukkot Happy Hour Under the Stars. Genesis volunteers are working to increase JFLA outreach by volunteering to participate in community fairs and festivals and by coordinating a speakers' bureau to make presentations about JFLA. Genesis members are also working on agency fundraising by coordinating this year's second annual e-auction and helping to plan agency events. These young professionals are proving to be agency leaders today, and for the future.

**2006 GENESIS ADVISORY COMMITTEE** • Ari Sandel & Dax Shelby, *Co-Chairs*

Mayim Bialik, Estee Copans, Davina Dardashti, Allison Gister, Daniel Inlender, Gary Kushner, Joanna Mendelson, Lee Mendelson, Ari Moss, Alexandra Sirota, Amy Shelby, Jesse Slansky



# Making a Difference

## Year in Review

### "Fund-a-Loan" Campaign

Last spring, JFLA invited you to help us confront a community crisis by contributing to our student loan programs. As of July 1, 2006, the Federal Government guidelines for student loans increased interest rates from 5.3% to at least 6.8%, creating a much greater need in the community for assistance with higher education. Because education is one of our community's most esteemed values, JFLA chose not to hold its annual fundraising event, but rather to focus our resources on a campaign to fund additional undergraduate and graduate student loans.

Community support was tremendous and we are so pleased to have raised over \$100,000 to help support our students. Thank you to everyone who supported the Fund-a-Loan campaign. Your gifts will help us to process over 500 student loans this year, totaling more than \$1.5 million.

### A Few Good "Mensch"es

It is high time we spotlight the tremendous commitment of the JFLA Loan Committee, chaired in 2006 by JFLA Vice President, Erwin Diller. Each Thursday afternoon, rain or shine, the volunteer Loan Committee assembles in the JFLA office to approve that week's stack of loan applications, which averages 30-40 loans high. For an hour or two at a time, this group of specially trained board members assesses each applicant's need, financial profile and supporting documentation. Each case is reviewed individually and confidentially, with nearly all loan applications being approved and issued directly to the borrower. From this meeting, community trends are identified, loan relevancy can be determined and the mission of the agency is maintained. With much gratitude, we recognize the dedication of this truly "hands-on" committee.



# Financial Highlights

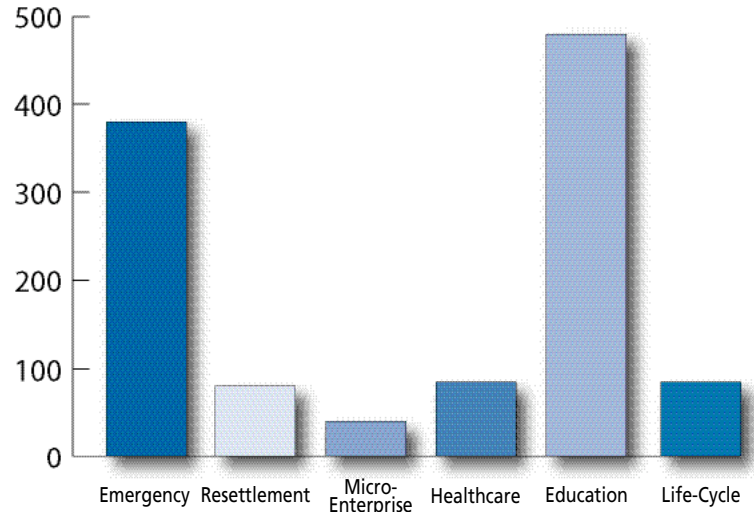
## Audit Excerpts

This financial information has been excerpted from audited financial statements for the fiscal year ending **August 31, 2005.**

|  |                     |
|--|---------------------|
| <b>Total Assets</b>  | <b>\$11,071,738</b> |
| <b>Liabilities</b>   | <b>\$1,010,048</b>  |
| <b>Net Assets</b>  | <b>\$10,061,590</b> |
| <b>Total Public Support, revenue<br/>and other additions</b> | <b>\$1,718,575</b>  |
| <b>Expenses</b>  | <b>\$1,164,063</b>  |
| <b>Increase in Net Assets</b>                                | <b>\$554,512</b>    |
| <b>Net Assets, Beginning of Year</b>                         | <b>\$9,507,078</b>  |
| <b>Net Assets, End of Year</b>                               | <b>\$10,061,590</b> |
| <b>Contributions Receivable<br/>One-Five Years</b>           | <b>\$633,363</b>    |

*A complete set of financial statements audited by PriceWaterhouseCoopers is available by written request to the JFLA Treasurer.*

### Number of Loans per Category



# Financial Highlights

Fiscal Year: September 1, 2005 – August 31, 2006

## Total Dollars per Category

Loans Distributed

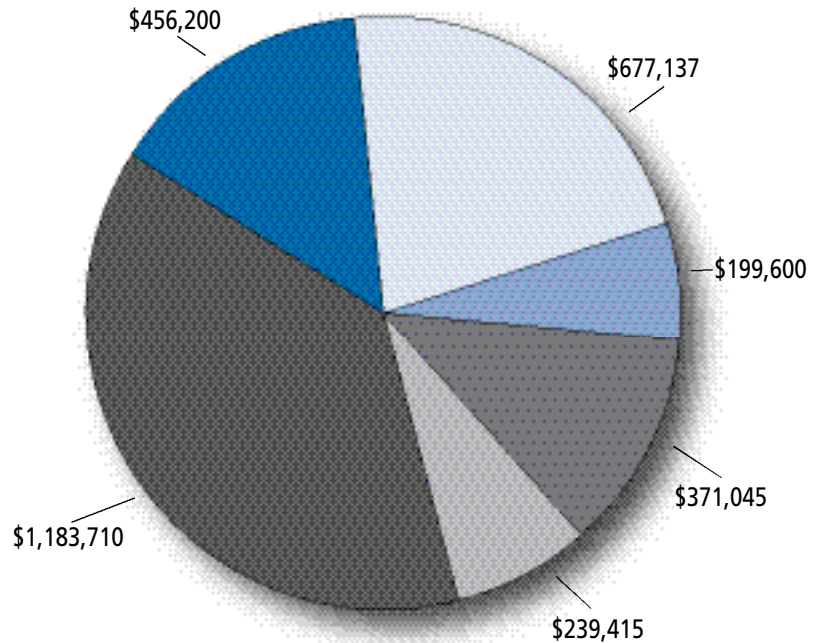
1,157

Total Amount Distributed

\$3,127,107

Total Outstanding Loans

\$6,762,945



# Economic Justice

## Gift Opportunities

JFLA counts on community support to continue providing interest-free loans to fight poverty and help make dreams come true. Contributions to JFLA are used as loan capital, to process loans and to expand the service we provide by granting loans that are more relevant to today's needs. Many gift opportunities are available, including:

- Annual Membership Campaign
- Tribute Cards
- Creating New Loan Funds
- Endowment Fund Support



This year, JFLA expanded its *Legacy Society*, a way for individuals and families to help JFLA continue its mission through planned giving opportunities. JFLA would be honored to include your contribution in the *Legacy Society*. There are many ways of making a charitable donation through planned giving:

- A bequest through your Will or trust
- A beneficiary designation from your retirement plan
- A gift which pays you income, such as a charitable gift annuity or charitable remainder trust
- Naming JFLA as a beneficiary or contingent beneficiary of a life insurance policy

A contribution to the *Legacy Society* will ensure the future of the agency, will make a difference for perpetuity and can reduce estate taxes.



For more information, or to make a contribution to JFLA, please contact (323) 761-8830 or visit [www.JFLA.org](http://www.JFLA.org).

# 2006-2007 JFLA Board of Directors

We recognize the following individuals for their volunteer service on the JFLA Board of Directors. Their vision and dedication are integral to the success of the agency.

## **President**

Alan Spiwak

## **Vice Presidents**

Leslie Aronzon  
Erwin Diller  
Stan King  
Victor Snider

## **Treasurer**

Paul B. Shane

## **Secretary**

Thomas Walsmith

## **CEO/Executive Director**

Mark M. Meltzer

## **Directors**

|                    |                     |
|--------------------|---------------------|
| Aron Abecassis     | James A. Kohn*      |
| Evelyn Baran       | Morton La Kretz     |
| Linda Feinholz*    | John N. Levi, Jr.*  |
| Gloria Frankie     | Eileen Lewis        |
| Ellen Glettner     | Nicholas Merkin     |
| Marsh Gluchow      | Bruce D. Sires      |
| M. Bruce Gumbiner* | Mitchell J. Stein   |
| Daniel Inlender    | Benjamin H. Werber* |
| Joseph Kingsley    | Phil Wexler         |

*\*Past Presidents*



[www.JFLA.org](http://www.JFLA.org)