Our Growing Family of Donors...
Making an Impact
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We’re pleased to announce the publication of a new Foundation book, *Your Philanthropic Journey: Leaving an Legacy*, where you’ll find insightful stories of how our family of donors is able to achieve meaningful charitable goals by partnering with us. The stories are varied and inspiring, each deeply personal and rooted in profound generosity and a desire to repair the world.

Please contact us at philanthropicjourney@jewishfoundationla.org if you’d like a copy.
Looking back at this year, I am tremendously proud of what we have accomplished. From addressing the homelessness crisis in Los Angeles, to supporting Jewish innovation, to providing much-needed funding to Jewish nonprofits at critical points of their development, we have focused on the growth and sustainability of our evolving community.

Speaking of growth, dozens of new donors have joined our Foundation family including several featured in this issue of Legacy. Shawni Modrell-Astrof and Jeff Astor, Jim Freedman, Daniel Kianmahd, Avigal and Michael Horrow, Michael Scott, and Arleen and Allen Steiner all share their approach to giving and why they became Foundation donors. Also featured are longtime donors Lynn and Marc Rohatiner. We are privileged to partner with these and many other passionate philanthropists.

Partnering with The Foundation means having access to our charitable resources, expertise, and educational events. Through our Center for Designed Philanthropy, we work closely with donors to help them explore their interests, identify the causes that resonate with them, and make introductions to nonprofits. We also provide the tools to effectively support the causes they choose, helping them magnify the impact of their giving.

Strengthening our community is our ongoing mission, not just in terms of our donors but also our grant recipients. To that end, we recently awarded $1.25 million in Next Stage Grants, investing in the sustainability, operations, and future growth of five Los Angeles Jewish nonprofits that address a range of issues, from addiction treatment to services for individuals with special needs.

These are capacity building grants designed to strengthen each organization’s effectiveness by investing in financial management—improving fundraising, infrastructure, and leadership development to help these nonprofits successfully address community needs. Several of these grant recipients had previously received a Foundation grant. In one case, Beit T’Shuvah, our partnership spans over three decades. This deep community investment has paid significant dividends, and we look forward to supporting their continued growth.

Chanukah is a time of celebration, and year-end is a time of reflection. With both just around the corner, we encourage you to give generously to the causes you’re passionate about. Through our mutual giving, may we continue to pursue our mission of tikkun olam and build the foundation for a peaceful and prosperous 2020.

Best wishes for a meaningful Chanukah and a happy New Year! xx

Marvin I. Schotland
President & CEO
Jewish Community Foundation of Los Angeles
As our family of caring donors grows, so does our capacity to have a real, measurable impact in our community and in Israel. New donors and families bring fresh perspective, new passions, and deeply rooted values that enable us to strengthen our legacy of tikkun olam. New donors turn to us for expertise and support to match their ambition and generosity, and we partner with them to make their charitable visions a reality. From Israel advocacy to healthcare, Jewish education to human services, homelessness to children’s rights, donors use our deep knowledge and experience to make a tangible difference in our community. In this issue of Legacy, we introduce you to several of the newest members of our family to give you a taste of the variety of people who are attracted to The Foundation for their charitable giving.

Jeff Astrof and Shawni Modrell-Astrof

Home base: Hancock Park
Profession: Television writer/producer
Giving philosophy: “As Jews, we are obligated to help our brothers and sisters around the world.”
Charitable passions: Jewish causes, helping the poor in Los Angeles and Israel

Jeff Astrof has channeled Hollywood success into a serious dedication to charitable giving, but he is quick to deflect credit for his generous philanthropy. “As an observant Jew, I believe tzedakah is one of the few mitzvot that you can use to ‘challenge’ G-d – so if you give more, you will acquire more,” he says. “It has been my experience that G-d has always held up his end of the bargain!” A TV writer/producer on shows like Trial & Error, Partners, Friends and dozens of others, Jeff and his wife Shawni enlisted the support of The Foundation to facilitate their annual contributions. “I’m very disorganized, and Shawni and I give to a lot of different causes, so at the end of every tax year I would wind up having to rifle through my emails hoping I had saved the tax receipts,” he recalls. “The Foundation has simplified my life in tremendous ways. Plus, I can contribute stock to my Donor Advised Fund and save on capital gains, which allows me to give even more!”

The Foundation has simplified my life in tremendous ways.” — Jeff Astrof
Jim Freedman

**Home base:** Brentwood  
**Local roots:** Graduate, UCLA Anderson School of Management  
**Profession:** Entrepreneur  
**Charitable passions:** Education, cancer research, environmental advocacy, Jewish causes

For investment banker Jim Freedman, one of the primary benefits of profit is powering effective philanthropy. “Giving back to the community has always been critical to me,” he says. Over the course of four decades, Jim’s involvement in a broad range of charitable endeavors has distinguished him as a leader in strengthening the fabric of our community. This year, he set his sights on launching a Donor Advised Fund at The Foundation. “My partners and I sold our primary company and realized a significant capital gain, and I wanted to use some of those earnings to help improve lives both locally and beyond,” he says. “I knew about The Foundation and all the good it does, and the staff made setting up a fund incredibly easy.” He was able to start making distributions right away. “The Donor Advised Fund is a great charitable vehicle,” he says. “I’m looking forward to leveraging it to advance causes that are near to my heart.”

Daniel Kianmahd

**Home base:** Beverly Grove  
**Inspirational figures:** Parents, colleagues, mentors  
**Profession:** Real estate developer  
**Charitable passions:** Assisting seniors, combating homelessness

As a seasoned real estate developer in Los Angeles, Daniel Kianmahd understands the pressures presented by the city’s lack of affordable housing. His particular area of expertise—senior housing facilities—has opened his eyes to what he calls “the serious underfunding of resources dedicated to our aging population.” It’s one of the reasons he decided to open a Donor Advised Fund at The Foundation. “The Foundation is like a brain trust that helps you spend your time, energy, and money better,” Daniel says. Optimizing his efficiency and effectiveness translates to greater impact in addressing issues such as senior welfare and homelessness. “Rarely does a day go by without seeing someone living on the street, and I want to be part of the solution,” he says. Daniel attributes his philanthropic passion to having soaked up the ethos of Jewish day school and to watching his parents at work in the world. “They are kindhearted and charitable,” he says, “and they have always given however and whenever they could.”
Avigal and Michael Horrow

**Home base:** Manhattan Beach  
**Giving philosophy:** “Pay it forward.”  
**Family matters:** Talia, 20; Corey, 20; Rebecca, 18  
**Charitable passions:** Israel, women’s rights, homeless youth, Jewish education

Building community comes naturally to Avigal and Michael Horrow. “We’ve always been committed to helping others,” says Avigal, who oversees outreach and education for a local family crisis center. The couple, who met in law school, graduated with significant debt—but, Avigal notes, “From the moment we cleared it, which took 17 years, we made a decision to start paying it forward.” Their focus on philanthropy quickly became a family affair: Together with their three young daughters, Avigal and Michael started an adopt-a-family program, hosting an annual lunch—complete with fun activities, a choral performance, and gifts—for 10 families unable to afford their own holiday celebrations. Today, their children are in college, and to help create a more formal vehicle for giving as their family matures, Avigal and Michael (a plaintiff’s attorney who specializes in consumer litigation) established a Donor Advised Fund at The Foundation. “We’re very concerned about issues involving Israel, women’s rights, and homeless youth,” Avigal says. “Our relationship with The Foundation has greatly helped us pursue our charitable goals.”

Allen and Arleen Steiner

**Home base:** Pacific Palisades  
**Giving philosophy:** “Charity comes from the heart, not the pocketbook.”  
**Family matters:** Two children, six grandchildren  
**Charitable passions:** Veterans issues, medical research, Jewish causes

Allen Steiner traces his interest in charitable giving back to his European roots. “My grandmother was a bubbe from the old country,” he says. “She came to Los Angeles as a widow with two children and opened a small grocery store. Supporting the community with the little she had left over after paying her bills was just part of who she was.” Her example still guides Allen today. A Vietnam War veteran, he has a particular interest in helping servicemen and women recover from tours of duty abroad. Every year, in coordination with The Jewish Federation, he also coordinates Chanukah gift drop-off locations around the city, encouraging families to donate as a way to bring joy to those less fortunate. Allen and his wife, Arleen, have both a Donor Advised Fund and an Endowment with The Foundation to advance their philanthropic interests. “It can be hard to ensure you’re making the right giving decisions,” Allen says. “Fortunately, people at The Foundation are so professional, and they are eager to help.”
Michael Scott

**Home base:** Pacific Palisades

**Giving philosophy:** “There’s too much sadness; we need more gladness.”

**Family matters:** Rachel, 28; Zachary, 26; Shoshanna, 24

**Charitable passions:** Cancer treatment and prevention

Michael Scott’s wife of 32 years, Carrie, z”l, was the picture of good health. “She hiked, played paddle tennis, and was a double black diamond skier,” Michael recalls. “But she drew an unlucky hand and was in the 15 percent of nonsmokers who get non-small cell lung cancer.” She died 10 months after being diagnosed, just weeks after her 60th birthday, leaving Michael and their three children devastated—and determined to make a difference. In collaboration with The Foundation, they established a Donor Advised Fund and Tribute Fund dedicated to pioneering scientific discoveries for lung cancer patients and advancing other causes close to Carrie’s heart.

“Working with The Foundation, we have access to all kinds of advisory services, and we also get to support the Jewish community, which has always been important to Carrie and me,” Michael says. A longtime philanthropist, Carrie spent decades advocating for organizations such as the United Jewish Fund and Birthright Israel. “We’re going to carry on her legacy,” Michael says, “and she’ll still be able to do her part to help repair the world.”

These six donor families are representative of the more than 1,300 families and individuals who conduct their charitable giving through The Foundation. People come from a broad array of backgrounds and for myriad reasons. But central to their decision to partner with us is a desire to give back, to do good, and to help repair what’s broken in our world. As the year comes to a close and you reflect on your achievements in 2019 and your hopes and dreams for the future, please consider how a Donor Advised Fund could help you better achieve your charitable goals. It’s a wonderful way to conclude the year! To learn more, please visit www.jewishfoundationla.org, call our Development Department at 323. 761.8704, or email development@jewishfoundationla.org.

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The Scott Family – Zachary, Rachel, Carrie, z”l, Michael, and Shoshanna.

Steve Gamer, Vice President, Advancement
Dan Rothblatt, Executive Vice President
Natella Royzman, Director, Charitable Gift Planning

www.jewishfoundationla.org
The Foundation recently awarded $1.25 million in Next Stage Grants, investing in the sustainability, operations, and future growth of five Los Angeles Jewish nonprofits. Each grantee will receive $250,000 over three years.

Established in 2017, Next Stage Grants is a capacity building program designed to strengthen the organizational effectiveness of nonprofits and support a dynamic and thriving community of Los Angeles Jewish institutions. The grant invests in improving organizational needs such as fundraising, strategic planning, financial management, staff structure, and leadership development.

**BEIT T’SHUVAH**

**The Mission:** Beit T’Shuvah is a residential addiction treatment center serving hundreds of people each year. Over the past 30 years, The Foundation has supported Beit T’Shuvah in each step of its growth.

**The Grant:** Beit T’Shuvah is entering a crucial period of transition both to the next generation of leadership and to a new financial model that will include increased public funding. Our grant will provide the support, staffing, and expertise needed to ensure that the organization grows as a thriving center of recovery for many years to come.

**HILLEL AT UCLA**

**The Mission:** Hillel at UCLA helps Jewish students build their identities through learning and leadership. It is the center of Jewish life on campus. In the past decade, Hillel at UCLA has grown substantially, adding a building on campus, increasing the number of students it serves, and expanding its staff.

**The Grant:** Our grant will enable Hillel at UCLA to invest in the staffing and expertise needed to establish a significant endowment that will sustain its operations and programs to serve Jewish Bruins for years to come.

To learn more about the recipients of our Next Stage Grants, visit www.jewishfoundationla.org/grantees.
JEWSH LOS ANGELES SPECIAL NEEDS
TRUST & SERVICES  
www.jlatrust.org

The Mission: Jewish Los Angeles Special Needs Trust & Services (JLA Trust) was launched in 2015 with a Foundation Cutting Edge Grant. It is the first and only pooled special needs trust in Los Angeles. It helps families plan for the financial security of their loved ones with physical, mental, or intellectual disabilities without jeopardizing their essential government benefits.

The Grant: Our grant will invest in JLA Trust’s capacity to recruit and enroll clients and to become self-sustaining by hiring additional staff, creating a marketing and recruitment plan, building its referral network, and redesigning its website.

JQ INTERNATIONAL  
www.jqinternational.org

The Mission: Since 2007, The Foundation has supported JQ International with Cutting Edge Grants to support its early growth and launch its Helpline. It is now the premier LGBTQ+ Jewish organization in Los Angeles. JQ promotes inclusion by providing education, support, and identity enrichment through programs such as JQ Helpline, Teen Jewish Queer Straight Alliance, Persian Pride programming, and inclusion training for Jewish organizations.

The Grant: Our grant will provide the resources JQ needs to develop its infrastructure and connect with potential donors and funders. It will support the organization’s long-term financial sustainability by funding its strategic fund development plan, which includes increasing staff capacity, investing in new technology, and expanding the board.

MOVING TRADITIONS  
www.movingtraditions.org

The Mission: Moving Traditions is a national nonprofit that empowers teens by fostering self-discovery, challenging sexism, and inspiring a commitment to Jewish life and learning. Its work with teens and partner synagogues has grown over the years, particularly with a 2014 Cutting Edge Grant to launch its b’nai mitzvah program in Los Angeles.

The Grant: As Moving Traditions seeks to deepen its roots and magnify its impact in Los Angeles, our grant will help it build its local financial and lay leadership infrastructure and expand its partnership model to work with Jewish teens throughout the city, beyond the synagogue community.
What’s Next in Jewish Innovation?

We recently hosted an event with forward-thinking Jewish leaders making a meaningful difference in our community. The event was held at the Beverly Hills home of Foundation trustee Lynn Bider and her husband, Les. It featured a discussion with prominent leaders in Jewish Los Angeles — Andrea Goldrich Cayton, philanthropist and community leader, and Jessie Kornberg, president and CEO of Bet Tzedek. Sam Yebri, Foundation trustee and Cutting Edge Grants Committee vice chair, moderated.

The evening also featured Foundation Cutting Edge Grant recipients who are innovating in the arts, empowering individuals with disabilities, and connecting people of all ages to Jewish life. The grantees shared details of their work with guests during the cocktail hour.

The Foundation’s Cutting Edge Grants award up to $300,000 to launch transformative new programs in the Los Angeles Jewish community. Since the inception of Cutting Edge Grants in 2006, The Foundation has awarded more than $21 million to over 100 initiatives designed to reimagine and shape our local Jewish future. To learn more about our grantees, please visit www.jewishfoundationla.org/grantees.
Mr. Yebri asked our speakers about their backgrounds and approaches to philanthropy. Ms. Kornberg has been working in anti-poverty and anti-homelessness for 20 years and explained that with all the need that surrounds us in Los Angeles, choosing where and how to give can be overwhelming. She believes that by connecting with nonprofit leaders, as many donors did at the event, people can see the issues as more manageable and more personal, making it easier to take action or make a contribution.

Ms. Goldrich Cayton credits her father, Jona Goldrich, z”l, for introducing her to philanthropy. She agreed that philanthropy can be overwhelming but encouraged donors to “take on one project at a time,” noting that some causes will instantly resonate.

“There are some things that strike a chord, and you’ll know it when you see it,” said Ms. Goldrich Cayton. “For example, my father had dementia near the end of his life, and therefore we support Alzheimer’s research at Cedars-Sinai.”

The evening provided a forum to hear inspiring speakers who are making a difference through their giving and work, and it was also an ideal opportunity for donors to connect with innovative nonprofits and learn about their impact. We look forward to continuing to inform and inspire our donors at future events about topics in philanthropy and issues facing our community.

Donor Impressions

“What a wonderful opportunity to meet and learn about The Foundation’s innovative grantees who have an impact on our Jewish community. Donors need to learn more and be more engaged in helping our communities thrive.”

– Arnold L. Gilberg, MD, PhD

“As longtime donors, we always appreciate the opportunity to learn more about The Foundation’s innovative grantees and what our community can do to support them. We loved hearing from both grantees and philanthropists about their strategies to be more effective, the challenges they face, and the resources they need to succeed. It’s important to be strategic in your giving and to support the causes that resonate with you.”

– Irene and Marvin Perer

“By attending the event, I now have a fuller appreciation of how The Foundation’s grantees not only affect our local Jewish community but also have the potential to grow and influence other communities. The panelists also inspired us by sharing their personal wisdom with extraordinary candor.”

– Matthew Louchheim
I was inspired at an early age by my father, Jona Goldrich, z’l, to be involved and give back to those less fortunate. He also taught me the importance and responsibility of supporting Jewish organizations. My family and I are continuing my dad’s legacy by giving back with gifts that influence people’s lives in our community.”

— Andrea Goldrich Cayton, philanthropist and community leader

The Jewish Community Foundation’s Cutting Edge Grants provide seed funding to launch transformative initiatives that are shaping the future of Jewish Los Angeles and helping those most in need. At events like this, we learn about the impact these initiatives are having firsthand from nonprofit leaders and the philanthropists who support them. When we invest in Jewish innovation, we support the growth and future of our community.”

— Sam Yebri, Foundation trustee and Cutting Edge Grants Committee vice chair

Bet Tzedek Legal Services is so grateful to have the support of The Foundation and its philanthropic community. The injustices we fight – homelessness, elder abuse, human trafficking — can feel insurmountable. Our community’s continued faith in us and investment in our clients gives us renewed confidence to keep up the fight. Onward!”

— Jessie Kornberg, president & CEO, Bet Tzedek
Recently Seen... at What’s Next in Jewish Innovation Event

1  Sheryl Neuman & Mark Hyman; Clive Segil
2  Dan Rothblatt, executive vice president (far left), and Marvin I. Schotland, president & CEO (third from right) with Foundation board members (L-R) Larry Rauch, Sam Yebri, Mark Schwartz, Bill Feiler, Annette Shapiro, Mindy Freedman, Jeff Loeb, Lynn Bider, Heidi Monkarsh
3  Adam & Gosia Weiss
4  Stephanie Lewis, Bertha Merikanskas, and Regina Annenberg Weingarten
5  Mel & Susan Plutsky and Andrea & Barry Cayton
6  Marvin I. Schotland and Annette & Leonard Shapiro
7  Sue & Marty Sherman
8  Steve Gamer and Matthew Louchheim
9  Lew Groner, Tom Corby, and Marvin I. Schotland
10 Arny Gilberg and Gloria Lushing
11 Marvin & Irene Perer
12 Julie Bram and Natella Royzman

Photos: Vivien Best

Learn more about the Center for Designed Philanthropy at www.jewishfoundationla.org/center.
Year-End Tax Planning Tip:  
Charitable Gift Bunching Using Donor Advised Funds

Every year you (or someone on your behalf) decide whether to itemize deductions on your income taxes or take the standard deduction. To justify itemizing, your total deductions for the year need to exceed the applicable standard deduction, which was increased under the new tax law to $12,200 for individuals and $24,400 for joint filers.

Without getting into the weeds of tax law, here is what’s important to understand: The increase in the standard deduction, combined with the reduction or elimination of many itemized deductions, means that most people will no longer be itemizing. And without itemizing on your 2019 tax return, you won’t be able to claim any tax benefit for your charitable giving.

Fortunately, there is a simple four-step strategy called bunching that you can use to retain your charitable tax deduction. If you are charitable and would otherwise be taking the standard deduction on this year’s tax return, following these steps allows you to maintain your normal giving patterns while preserving your full charitable tax benefits. This is a win-win for both you and the causes you care about, which will benefit from continuing to receive consistent contributions.

1. Estimate the amount of charitable gifts you plan to make over the next two or three years.

2. Contribute that amount into a Donor Advised Fund (or DAF), an easily established charitable giving account that can be opened with contributions as low as $5,000 at The Foundation.

3. Claim a charitable deduction for the entire contribution made to your DAF on the current year’s tax return. Your contribution to a DAF qualifies as a charitable deduction while you maintain a high degree of discretion to recommend gifts from it to charities of your choice on your timeline.

4. Continue your regular giving from your DAF and take the standard deduction on your tax return in the subsequent year or two.

Using a DAF for bunching provides you the greatest flexibility and helps nonprofits maintain the stability needed for their important work in our community. Establishing a DAF at The Foundation is a simple, straightforward process. To learn more, please visit www.jewishfoundationla.org, call us at 323.761.8704, or email development@jewishfoundationla.org.
Every day, we have the privilege of collaborating with individuals dedicated to community improvement and empowerment. Their focus on advancing the public good results in a more compassionate and cohesive society—one that enables people from all walks of life to thrive.

One of our longtime donors is Marc Rohatiner, a dedicated community leader and philanthropist who, along with his wife, Lynn, relies on The Foundation’s expertise to facilitate their charitable giving. During a recent conversation, Marc shared his thoughts about giving back and the power of coordinated collaboration.

**Giving Close to Home**

Marc is an Angeleno born and bred. “With the exception of a year in Israel, I’ve lived my entire 66 years within a three-mile radius,” says the Beverlywood resident. From his earliest days, he was attuned to issues affecting the welfare of our city. “I grew up with people I consider to be activists,” Marc notes. “My father used to run the Democratic Party headquarters on Fairfax; people called him ‘the mayor of Fairfax.’” Philanthropic involvement came naturally to the Rohatiners, and Marc was quick to build on the family tradition. His first foray into community work was as regional president of NCSY during high school. As he grew into adulthood, Marc continued giving back to the local Jewish community, sitting on the boards of Hillel, Shalhevet, The Jewish Federation of Greater Los Angeles, Builders of Jewish Education, and Beth Jacob Congregation, where he served as president. He currently devotes a substantial amount of time to the National Council of AIPAC.

“At my first granddaughter’s baby naming, I said that if she became a board member at Beth Jacob, she’d be the fifth generation in my family to do so,” he chuckles.

**Impressed from the Start**

A business litigator with deep roots in Los Angeles, Marc first became involved with The Foundation nearly a quarter-century ago, when he sat on a grants advisory committee. He was struck immediately by how thoughtful and strategic the process was. “It was clear to me right away that this was an organization dedicated to getting it right—emphasizing innovative programs and carefully weighing their potential for impact,” he recalls. “After 25 years of witnessing The Foundation’s work firsthand, I can say with certainty that its approach stands the test of time. I know of a number of programs thriving today that were at one time new ideas receiving important funding from The Foundation.”

**Partnering for Good**

As a longtime fan of The Foundation’s work, Marc and his wife, Lynn, knew where to turn when it came to formalizing their approach to philanthropy. “The Foundation makes it so simple,” he says. “The initial creation of our Donor Advised Fund online was seamless.” As they pursue their charitable passions, which include their synagogue, schools, The Jewish Federation of Greater Los Angeles, Builders of Jewish Education, and Israel advocacy, Marc and Lynn like knowing they can count on The Foundation’s guidance and support. For them, the combination of easy interface and high impact makes partnering a total pleasure. As Marc sees it, “Enjoying the ease of using The Foundation’s website to manage our giving while contributing to The Foundation’s good work is a no-brainer.”
Special Israel Briefing with Dr. Avi Weiss

Professor Avi Weiss, president of the Taub Center and professor of economics at Bar Ilan University, recently visited The Foundation to brief donors and staff on current socioeconomic trends in Israel. Titled “A Picture of the Nation 2019: Israel’s Society and Economy in Figures,” Dr. Weiss’ presentation was based on the research by the Taub Center for Social Policy Studies in Israel. The findings addressed five policy areas: microeconomics, education, employment, health, and social welfare. Dr. Weiss gave an engaging talk about complex trends that was enriched by his humor, intellect, and deep expertise. According to Foundation trustee Alan Gindi, “One of the benefits of being a donor is that The Foundation provides opportunities to learn about our favorite causes, including the State of Israel. Dr. Weiss’ presentation was informative and easy to understand, and my wife, Barbara, and I enjoyed the lively discussion.”

Professor Avi Weiss explains to Foundation donors and staff the complex socioeconomic state of affairs in Israel.