OpenDor Media

Annual Report

Media for the Jewish Future • 2021

opendormedia.org



Contents

I	Meet Our New CEO	03
II	Letter From Our CEO	04
III	About OpenDor Media	06
	Board of Directors	06
	Supporters	07
	Key Accomplishments	10
	Community Connections	11
IV	2021 Updates & Accomplishments	12
	Unpacked YouTube	14
	Unpacked Podcasts	18
	Unpacked Website	20
	Unpacked Social Media	22
	Unpacked for Educators	24
	The UED Collaborative	28
	Film & TV	31
V	Financials	34

Meet Our New CEO

he OpenDor Media Board of Directors
is delighted to introduce Andrew Savage,
our new CEO. A seasoned development
and education professional, Andrew brings a
wealth of experience leading social entrepreneurs
and educational initiatives that make positive
contributions to the well-being of the Jewish
people and Israel.

Andrew served as Director for Germany of the Ronald S. Lauder Foundation, and comes to OpenDor Media directly after serving as Executive Vice President for the Tikvah Fund. Andrew is a graduate of Oxford University, where he studied Politics, Philosophy and Economics, and he completed Executive Education programs in nonprofit management at Harvard Business School and at Columbia Business School.

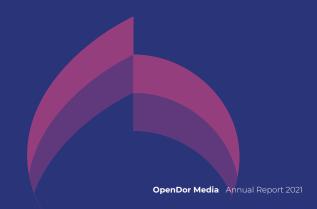
We're excited to have Andrew on board and look forward to great growth and achievement through his professional leadership.

Raphael Shore

Founder and Executive Chairman

a wealth of experience in applying innovative, open and diverse approaches to empower today's generation to embrace Judaism and Israel. Andrew's experience with stakeholders and audiences across the political and religious spectrum is well-aligned with our mission to inform, engage and inspire a commitment to Jewish values, perspectives and ideals among all young Jews, no matter their background or affiliation.

Rivka Noble ZellBoard Member





Letter From Our CEO

Consider the following two statements:

Social media today represents the most significant threat there is to the well-being of young people whose understanding of the world, and indeed sense of self, is heavily informed and shaped by the type of content, often hostile to Jews and to Israel, that they are consuming for many hours each day.

Social media represents an incredible opportunity like none before, to reach young people across the globe at scale, and provide them with highly compelling, informative, and inspirational content that can positively shape their relationship to Israel, to Judaism and to the Jewish people.

I believe both of these statements are true. And it is precisely for this reason that OpenDor Media - through our unique educational approach that combines an unambiguous and transparently positive relationship to Zionism and all things Jewish, alongside an embrace of complexity and commitment to unpacking difficult issues in a way that nurtures credibility and trust - has a critically important role in deepening people's understanding of, and positive connection to, Israel, Judaism and the Jewish people.

There are many instances over the last 12 months that powerfully demonstrate the importance of our work. Here are just three:

In May as Israel found itself in the midst of another escalation of hostilities with Hamas, people turned to YouTube, TikTok and Instagram to learn about the conflict. While Israelis were under fire from Hamas missiles, social media users were also faced with a barrage of antisemitism and misinformation all over the web. During the May conflict, viewing numbers on our Unpacked YouTube channel tripled with 1.33 million monthly views of videos such as "What is Hamas?" providing a critical counter-narrative to much of the other "information" to be found.

In the days before Rosh Hashanah and Yom Kippur we ranked in the top five on Google for those searching for "High Holidays." That drove significant traffic to our Unpacked website where people were able to learn more about the holidays and their meaning.

In November, antisemitic vandals broke into a fraternity house at

George Washington University and desecrated a Torah scroll. We shared a short video on TikTok documenting the incident and the response of the local community. It went viral within minutes and, within two weeks, the video had been viewed 1.8 million times and 150,000 people had engaged with it.

I hope, as a much valued supporter and partner in our work, you share our pride in the scope of our activities and achievements to date. At the same time, we are under no illusions about just how much more there is to be done to meet this generational challenge and we look forward to continuing to invest and grow in the coming months and years.

Thank you for your support and friendship,

ANDREW

Board of Directors



Peter Friedmann Chair



Mitch Julis



Jerry Ostrov



Marc Rowan



Jeff Sagansky



Raphael Shore



Rivka Noble Zell

Supporters

Executive Producer Circle

\$250,000 - \$1 Million

Anonymous Koum Family Foundation Rowan Family Foundation Skolnick Family Charitable Trust

Co-Executive Producer Circle

\$100,000 - \$249,999

Anonymous William Davidson Foundation The Max M. & Marjorie S. Fisher Foundation Evelyn & Shmuel Katz

Robert I. Lappin Charitable Foundation The Marcus Foundation, Inc.

PPP Loan

Moise Y. Safra Foundation

Producer Circle

\$50,000 - \$99,999

Anonymous The Associated: Jewish Federation of Baltimore The Diane P. & Guilford Glazer Foundation Donor Advised Fund Harvey & Gloria Kaylie Foundation Kirsh Foundation Leifer Family Fund Mayberg Foundation Jonathan Mitchell and Family Larry A. Mizel Aimee & Jerry Ostrov RootOne Michael Staenberg

Director Circle \$25,000 - \$49,999

Jake Aronov **Russell Berrie Foundation**

BIMAH Foundation Pamela & Aba Claman

Charles Crane Family Foundation

Gale Foundation

Robyn & Russell Greenberg The Jewish Federation of

Greater Los Angeles Jewish Federations of North

America

Joleen & Mitch Julis Diane & Andy Lappin Shmuel Levine

Hyman Jebb Levy Foundation Iris & Shalom Maidenbaum

Adam & Gila Milstein Family Foundation

The Mitchell Foundation Irving I. Moskowitz Foundation

Phylis & Alan Newman Rivka Noble Zell

Orion Foundation Gay & Alberto Peisach

Jeff Sagansky

Sephardic Community Alliance Judy & David Shore

Elaine & Irving Wolbrom Andrea & Lawrence Wolfe Family Foundation

Writer Circle

\$15,000 - \$24,999

Anonymous

The Bernstein Foundation Michelle & Bob Diener

Yona & Isser Elishis IDF Rescue & Evacuation Unit 669

Lauren & Ezra Kest

Lisa & Victor Kohn Dana & Peter Langerman

Millie & Larry Magid Maspik!. JNF Canada

Elise & Charles Morris

Sandra & Lawrence Post Family Foundation

Rov Tanzman

Michelle & Bruce Taragin Gil Trov

The Uretsky Family

Editor Circle

\$10.000 - \$14.999 Jessica & Brian Anav

Anonymous Anonymous The Morris & Beverly Baker

Foundation

Julia & Brad Berger Deanna & Daniel Blank The Charm/Long Family Crain-Maling Foundation

Craig Darian Betsy & Philip Darivoff

Kathy & Jerry Drew Educating for Impact

Marc Epstein

Jill & Niv Fishbein

Eva & Peter Friedmann Melanie & Martin Glatt

The Goldberg Family Foundation

Anne & Jerry Gontownik

Molline & David Green

Shervl & Gerald Hartman

Hochberg & Lowenstein Families Jewish Federation of

Broward County Jewish Federation of

Metropolitan Detroit Jewish Federation of

Northeastern New York Jewish Federation of Northern

New Jersey

Jewish Federation of Greater

Philadelphia

Beth & Jeff Kopin Corie & Michael Koss

Paulina & Larry Kovalsky Eugene & Janet Lerner

Foundation

Diane & Steve Miller

Saidoff Foresight Foundation

Sandy & Ronnie Schiff Kim & Perry Shwachman

Barbara Sommer & Alan Fisher

Marci & Andrew Spitzer

Jody & Ari Storch Rachie & Jon Teller

Tammy & Jorge Woldenberg Alisa Yaffa & Ken McElvain

Cinematography Circle

\$5.000 - \$9.999

Anonymous Anonymous

Jane & John August

Debra & Dennis Berman Harriet & George Blank

Diane & Les Botnick

Josephine Braitman CATE Miami

Alvce & Philip de Toledo Kim & Jordan Dickstein

Dana & Rick Entin Peter Feinberg

Jayme & Scott Feldman

Five C Foundation

Robert Haar

Chava Tova & David Hartman

Jewish Colorado

Stefanie & Murray Karp Payton Kashani

A.J. Kess

Galit & Scott Kursman & the Jane & Morton Silberman Charitable Fund

Seth Merrin

Cathy & Arnie Peltz

The Resnick Family Foundation

Jarrow Rogovin Pamela Rose

Bobby Saadian of Wilshire Law Firm

Richard Sandler

Evan Schwartzberg Jamie & Scott Seligsohn

Maytal & David Shainberg Aviva & Paul Silberberg

Fileen & Shoel Silver Lisa & Alan Stern

Lisa & Yoni Wintner

May & Richard Ziman & the Rosalinde

& Arthur Gilbert Foundation

Mission & Vision

Mission

OpenDor Media educates, entertains and engages a global audience of millions by producing and distributing Jewish and Israel content.

We drive outsized impact by using today's most popular and far-reaching digital platforms and we strengthen local communities around the world by providing educational resources and programming.

Vision

The leading global media company that today's generation relies on to explore their identity and heritage in order to lead more informed and connected Jewish lives. A resource for non-Jewish audiences to help inform them about Israel and related Jewish content.

Unpacked

Unpacking the complexities of Judaism and Israel for the digital generation.

Unpacked for Educators

The go-to resource for Jewish and Israel education – for educators, by educators.

Film and TV

Award-winning films that tell the story of Israel and the Jewish people through the Iens of personal experience and testimony.



Key Accomplishments in 2021

7.4M

YouTube video views
4.3M in 2020

Nº 1

downloaded Jewish podcast Launched September 2020

1M

social media engagements
82.2k in 2020

2

films in production

Exodus 91 production completed and 1 new film in development

49,590

uses of UED educational resources

21,914 in 2020

54%

English-speaking Jewish schools globally with UED accounts

23% in 2020



Driving Community Connection

1,762

institutions using our content in 2021

2021 Strategic Partners























EDUCATION













FEDERATION & COMMUNITY





























Jewish Federation of Greater Philadelphia Jewish Community Relations Council





Feedback From the Feed

"In the last two months, I have watched your videos religiously (for lack of a better word). They have changed my life. Growing up Jewish, I apparently knew very little about my own culture's history. At least it only took a war to enlighten me. Keep up the good work! It's amazing!"

MLG, YouTube viewer

"Thank you so much for this channel, please never stop. I see so many hateful comments on your videos and that just proves what important work you're doing. As a left-wing activist I'm so tired of having to have conversations with other leftists about this stuff only for them to get defensive and deflect blame to the right-wing. If you can't look at your own backyard your allyship is but performative."

Andromeda, YouTube viewer

"It's really nice to see something put together like this after the overwhelming amount of bashing on social media, especially from celebrities. I'm enjoying the other videos and I'm learning a lot! They very succinctly explain a lot of complex issues. Thanks for pointing me in the right direction!"

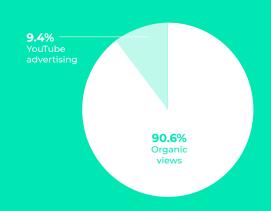
David Moed, YouTube viewer

"I don't know how or precisely when I stumbled upon this channel, but it happened some two or so years ago and by now your videos are 'must view immediately' for me."

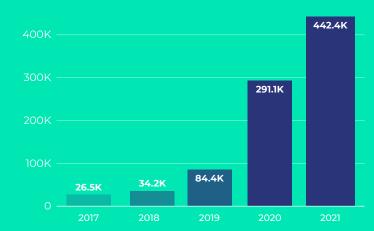
Paul Glotzer, YouTube viewer

Unpacked YouTube Channel

Views By Type







Accomplishments

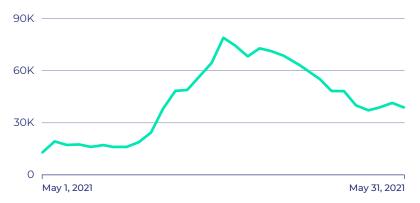
	2019	2020	2021	YOY Growth	All Time Total
Video hours	82,083	291,165	442,465	+52%	957,567
Video views	1,803,485	4,314,741	7,424,110	+72%	16,403,702
New YouTube subscribers	10,858	32,971	44,693	+35.5%	98,441
YouTube target market views (13-34 year olds)	82%	55%	51%	-7%	53%



Case Study

Demand skyrockets during Gaza flare-up

In May 2021, traffic to Unpacked's YouTube channel saw a 400% increase with a heightened user demand for older videos that provided context for the situation.



Videos from top, left-to-right: (1) What is Hamas? (2) The Unique Phemonenon of the IDF's Lone Soldier (3) The Top 10 Most Elite Units of the IDF (4) The Mossad: Inside the Missions of Israel's Elite Spy Agency (5) Eli Cohen: The Mossad's Master Spy (6) Understanding Israeli Politics (7) Wonder Women of the IDF (8) Theodor Herzl: The Zionist Dream of a Jewish State (9) 1972 Olympics: The Munich Massacre (10) Weird Ways Israel Won its War of Independence

2021 Unpacked Video Series



FACES Holocaust

Transcending the sheer enormity of the horror, the series tells the story of the Holocaust differently, introducing viewers to the human paradigms of the period, the place, the culture and the social landscapes and norms.

4 episodes

JEWISH -IDEAS

A series about Jewish priorities and values, produced in partnership with the Z3 Project, which raises crucial questions about peoplehood, Jewish identity, education and community.

7 episodes





ISRAELI- PALESTINIAN CONTEXT

A series that puts radical and superficial opinions to the side in order to ask highly debated questions about Zionism, discuss accusations of apartheid, explain who Israelis really are, and more — all in hopes of leading to a better future for both sides.

6 episodes

Based on the book Letters to Auntie Fori by the renowned historian Martin Gilbert, the series covers the Jewish story from its very beginning up until the modern day.

10 episodes





Unpacked Explains

Our explainers filter out unnecessary information and focus on context and insight to drill down into Jewish and Israel topics.

19 episodes



POWER of

Inviting young people to explore where their timeless questions meet timeless Jewish tradition and teachings, the series shows how Judaism has much to say that is relevant to their lives today.

9 episodes





A series that digs into the historical roots of antisemitism and how it affects Jewish identity and global events. Written by award-winning journalist Yair Rosenberg, the series explores how to identify antisemitic threats that are outside our control, and inspires confidence to stand up against them.

6 episodes

2021 Unpacked Podcast Series



Unpacking Israeli History, Season 2

A fresh perspective on some of the most controversial events in Israel's history

10 episodes



Nice Jewish Girls

with Julia Jassey interviewing powerhouse Jewish women highlighting contributions of Jewish women today

27 episodes



This Week Unpacked

Audio version of the popular e-newsletter on current events in Israel informed by perspectives from across the political spectrum

27 episodes



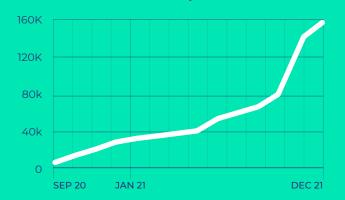
The Power Of

Invites young people to explore where their timeless questions meet timeless Jewish tradition and teachings

4 episodes

Podcast Growth

159.2k



"If you were at O'Hare International Airport last Thursday and heard someone yell 'Yes!,' that was me when I learned that the new season of Noam Weissman's *Unpacking Israeli History* podcast had dropped. Definitely do yourself a favor and check it out!"

Daniel Elbaum, President & CEO of JAID, Head of North America – The Jewish Agency for Israel

Case Study

Israeli history proves to be popular topic for podcast listeners

1



Unpacked Unpacking Israeli History





Tablet Magazine Adventures with Dead Jews





Tablet Magazine Unorthodox





TORCH
This Jewish Life with Rabbi
Yaakov Wolbe



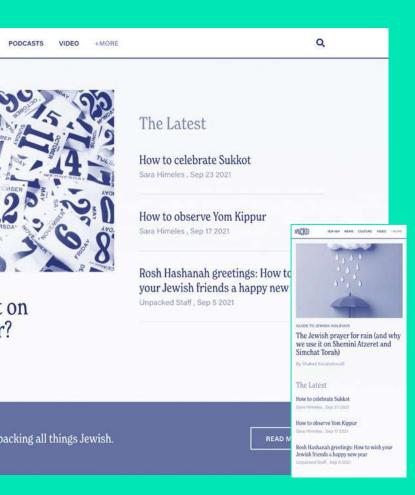


Institute for the next Jewish Future Judaism Unbound





Yaakov Langer & Nachi Gordon Meaningful The Unpacking Israeli History podcast was consistently ranked #1 in the Judaism category on **Apple Podcasts** in October and November. proving that our nuanced approach to complex issues resonates with a new audience.



Unpacked Website – Launched March 2021



697

website articles (includes From the Grapevine articles copied over)



Nº 10

Ranked in top 10 in September on Google for High Holiday searches



632.4k

website page views



14.1M

Google search impressions



2,326
subscribers to The Weekly newsletter

Case Study

High Holiday articles drive growth on new website

Focusing on key hightraffic terms during the High Holiday season brought significant new young Jewish audiences to the website, leading to further discovery of other Jewish and Israel content.



Spikes in traffic: (1) Israel events and Sheikh Jarrah, (2) Rosh Hashanah, (3) Yom Kippur, (4) From the Grapevine transition, (5) Hanukkah

Unpacked Social Media Channels

Case Study

Instagram serves as educational tool for young Jews In May, young people were actively seeking and sharing educational posts to help them navigate the extremism and disinformation that was rampant on the platform. As a result, engagements on Instagram grew by 575%.

Community Growth

1,002,044

total social media content interactions



TikTok

Launched in March 2021

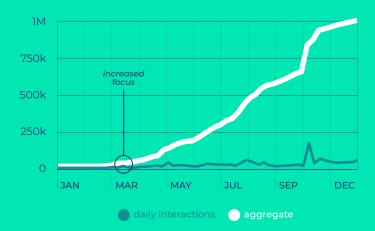
520k interactions 13,430 followers



Instagram

Increased focus March 2021

335k interactions 13,391 followers





Twitter

Increased focus March 2021

1.2k interactions
19.8k followers



Facebook

Increased focus March 2021

145k interactions 262.9k followers

Case Study

TikTok used as space for Jewish solidarity



Our video showcasing the Jewish reaction to the antisemtic attack at George Washington University was shared by thousands, reaching millions of young Jews. The video served as a space for young Jews to connect with one another and share ways to combat antisemitism on campus.



The go-to media and video resource for Jewish and Israel education — for educators, by educators.

Feedback from the classroom

"Thank you so much for this – it's so helpful! was literally teaching a class last night (on the history of antisemitism) where 70% of the class said that they thought Israel is an apartheid state...and this will help address some of the deficits in our students' education. Your work is so crucial and so critical, and really is making a difference. I would be really grateful if you could also pass my thanks on to your colleagues, and also your funders: the way you tackle difficult, controversial and sometimes upsetting topics is really awe-inspiring, since you engage with such a plurality of evidence and arguments, and this is so effective in terms of helping students to look beyond the headlines."

Katherine Harbord, Educator, Liverpool John Moores University, UK "Teachers are always searching for high quality resources and curriculum that engages students, inspires deep learning, and is aligned with our learning goals. These materials are dynamic, incredibly effective, and can serve as a critical tool for a teachers' toolbox."

Daniel Alter, Head, The Moriah School, New Jersey

Accomplishments

Unpacked for Educators





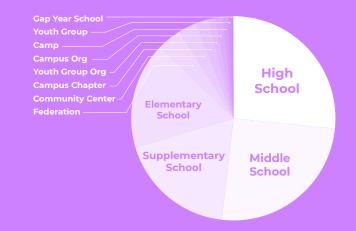
	2019	2020	2021	YOY Growth	All Time Total
Website visits	26,388	100,474	104,196	+3.7%	245,299
Use of educational resources	1,556	21,914	49,591	+126%	78,553
Unique education orgs/ schools	376	1,276	1,762	+38%	N/A
Unique Collaborative/partner schools	14	50	70	+40%	N/A
UED accounts	N/A	1,338	2,827	+111%	4,165

Our quest to reach all Jewish educators

In 2021, we researched the number of English-speaking Jewish* educational organizations worldwide and determined the total to be 3,210.

From the 1,180 English-speaking high schools, middle schools and congregational schools we've identified, approximately 55% hold UED accounts.

Accounts by Category



Feedback from the classroom

"Thank you and your team so much for the great content. As a faculty member and Hillel professional, I am blessed with many opportunities to teach--both formally and informally. Having videos on hand is a great boon to engage students. I don't see any respite in the need to teach about Israel, Judaism, and antisemitism in the near and foreseeable future."

Rabbi Meir Goldstein, Senior Jewish Educator, Oregon Hillel

The UED Collaborative

An exclusive, international community of schools at the forefront of Israel and Jewish education

in partnership with



70 Schools Countries

U.S. States

4K+

Students reached

United States

Jean and Jerry Friedman Shalhevet High School ,AZ

Adat Ari El Jewish Learning Community, CA Brawerman Elementary School, CA

de Toledo High School, CA

Gindi Maimonides Academy, CA Harkham Hillel Hebrew Academy, CA

IKAR Limudim, CA

Jean and Jerry Friedman Shalhevet High School, CA

Kadima Day School, CA

Los Angeles Hebrew High School, CA Malibu Jewish Center & Synagogue, CA Milken Community School, CA Temple Beth Am Jewish Learning

Community, CA Yavneh Hebrew Academv. C.

YULA Girls High School, CA Yeshiva University High School of Los Angeles for Boys, CA

Denver Academy of Torah, CO Donna Klein Jewish Academy, FL Katz Yeshiva High School of South FL, David Posnack Jewish Day School, FL

Hebrew Academy (RASG), FL

Hillel Academy of Tampa, FL

Beth Tfiloh Dahan Community Scho Charles E. Smith Jewish Day Scho Melvin J. Berman Hebrew Acader

The Jean and Samuel Frankel Jewish Academy of Metropolitan Detroit, MI Heilicher Minneapolis Jewish Day School MN

Saul Mirowitz Jewish Community School, MO

Ma'ayanot Yeshiva High School for Girls, NJ Golda Och Academy, NJ Hannah Senesh Community Day Yeshivah of Flatbush, NY
Yeshivah of Flatbush, NY
Park Avenue Synagogue, NY
SAR High School, NY
Solomon Schechter School o

Stand With Us, NY

Hillel Community Day School of

The Leffell School, NY

Jack M. Barrack Hebrew Academy, PA Lower Merion Area Hebrew High, PA Portland Jewish Academy, OR Kehillah High, TX

Northwest Yeshiva High School, WA

Canada

Hebrew Academy of Montreal
JPPS-Bialik School (Montreal)
Anne & Max Tanenbaum Community
Hebrew Academy of Toronto
The Leo Baeck Day School (Toronto)
King David High School (Vancouver)
Vancouver Talmud Torah (Vancouver)
Gray Academy of Jewish Education
(Winniped)

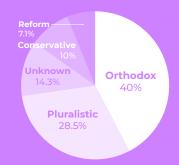
Australia

The King David School (Melbourne) Leibler Yavneh College (Melbourne) Mount Scopus Memorial College (Melbourne)

United Kingdon

JCoss (London)

King David High School Mancheste



South Africa

United Herzlia Schools (Cape Town) Cape Town Torah High School (Cape Town) King David Schools (Johannesburg)

Hong Kong

Carmel School

Hungary

Lauder Javne Jewish Community School (Budapest)

Spain

Colegio Hatikva (Barcelona

Japan

Jewish Community of Japan Sunday School (Tokyo)

Mexico

Colegio Hebreo Maguen David (Mexic City)

Singapore

Sir Manasseh Meyer International School

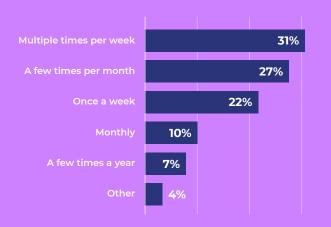
"I have learned so much from being a part of this initiative. My students in all my (11) Judaic courses have been exposed to the videos and teaching resources from the many different aspects of your offeringsfrom culture to history to politics. They have been engaged and have learned a tremendous amount I especially appreciate the effort that is put forth to be as unbiased and apolitical as is possible and to present questions as well as answers to this most complicated place that many of us consider home."

Sherry Wolfe-Elazar, Elementary and High School Judaic Studies Teacher, Gray Academy of Jewish Education, Winnipeg, Canada

Unpacked for Educators Survey Results

Driving impact for Jewish students around the world

How often do you use Unpacked for Educators resources (videos, feature length films, podcast, Weekly newsletter, experiential learning activities, curricular outlines, accompanying educational resources) in class?





of educators find UED resources nuanced / comprehensive



of teens responded they would recommend Unpacked videos and podcasts to friends



of students feel better informed and better equipped to form an opinion about Israel



Film & TV



Upheaval

The Journey of Menachem Begin

FEATURE FILM

Upheaval delivers an unflinching look at the life and legacy of Menachem Begin, a man described in the same breath as a lover, an outlaw, a fighter, a prisoner, a leader and a peacemaker. The film inspires a new generation of Jews to proudly embrace their heritage and Jewish identity in the spirit of Menachem Begin.

- Co-produced
 with Hidden Light
- Feature film released in 2021
- Educational film version created and slated for 2022

"[Upheaval: The Journey of Menachem Begin] is a film as dense as it is informative and is sure to provide some background to the current situation in the Middle East, which might be especially useful for those unfamiliar with its chequered history — and even for those who think they are experts."

Linda Marric, The Jewish Chronicle

Exodus 91

The Untold Story of Operation Solomon

FEATURE FILM

A political thriller based on the extraordinary mission to bring thousands of imperiled Ethiopian Jews to Israel amidst a bloody war and civil unrest that threatened their very existence.



Submissions to film festivals begun

NY premiere scheduled for May 2022



Budgets and Revenue

2021 Revenue



Individual Donors	65%
Foundations	28.5%
Branded Content	2.6%
Paid Partnerships	3.2%
Sales	0.4%
YouTube/Google/Amazon	0.3%

(Bequests: 5 total)

2021 Budget

Total Revenue	\$5,540,000
Production, Publishing and Podcasts	\$2,341,619
Marketing and IT	\$1,141,036
Education	\$572,851
Fundraising	\$566,054
Operations	\$816,360
Total Expenses	\$5,437,921



OpenDor Media

11110 W. Oakland Park Blvd., Suite 288 Sunrise, FL 33351-6808

501(c)(3) non-profit organization EIN: 26-1264680

