OpenDor Media

Annual Report

Media for the Jewish Future • 2021

opendormedia.org



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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 t is a privilege to find a professional with such 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 Zell Board 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**

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 IDE 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 CAJE 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 lens of personal experience and testimony.



Key Accomplishments in 2021

7.4M

4.3M in 2020

NPT 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 **30,918** uses of UED educational

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



Unpacked

Unpacking the complexities of Judaism and Israel into bite-size media for the digital generation.

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 leftwing 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



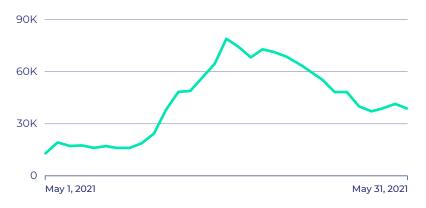
	2019	2020	2021	YOY Growth	All Time Total
Video hours	82,083	291,165	442,465	+52%	957,567
Video views	1,803,485	4,314,741	7,424,110	+72 %	16,403,702
New YouTube subscribers	10,858	32,971	44,693	+35.5%	98,441
YouTube target market views (13-34 year olds)	82%	55%	51%	- 7 %	53%

Accomplishments



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





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



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

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



Unpacked Explains

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

19 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



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

Antisemitism EXPLAINED

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

upko

This Week Unpacked

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

This Week **UNPACKED**

27 episodes



The Power Of

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



Podcast Growth

159.2k

episode downloads



"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



Unpacked Unpacking Israeli History

Tablet Magazine

Adventures with







Tablet Magazine Unorthodox



тоясн This Jewish Life with Rabbi Yaakov Wolbe



Institute for the next Jewish Future Judaism Unbound

Vaakov Lan Niichi Gord Mauningf 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.



on ?

packing all things Jewish.

The Latest

How to celebrate Sukkot Sara Himeles , Sep 23 2021

How to observe Yom Kippur Sara Himeles, Sep 17 2021

Rosh Hashanah greetings: How to your Jewish friends a happy new Unpucked Stuff, Sep 5 2021



The Jewish prayer for rain (and why we use it on Shemini Atzeret and Simchat Torah)

g Trained Speakations.

The Latest New to celebrate Solitor

in the and a log of the local

How to observe Yom Kippur Name Horness, Name of State

READ 1

Bosh Bashanah greetings, Bow to wish your Jewish Triends a happy new year toppoint Duff, Jun 1 (12)

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



資



Google search impressions





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%.



TikTok Launched in March 2021 520k interactions 13,430 followers

1,002,044

Community

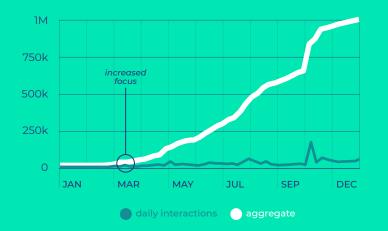
total social media content interactions

Growth



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 antisemitism is living proudly as a Jew.

The antidote to

A fratemity house at GW was broken into & vanderized. Their replica Torah was ripped apart & had detergent poured over it. Then this happened:

627

JJ u Runaway by Kanye Pi

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.

About Dr. Noam Weissman

Unpacked for Educators

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

Unpacked for Educators

MPACKED FOR EDUCATORS



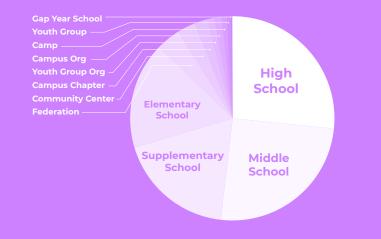
	2019	2020	2021	YOY Growth	All Time Total
Website visits	26,388	100,474	104,196	+3.7%	245,299
Use of educational resources	1,556	21,914	30,918	+41%	59,772
Unique education orgs/ schools	376	1,276	1,762	+38%	N/A
Unique Collaborative/partner schools	14	50	70	+40%	N/A
UED accounts	N/A	1,338	2,827	+111%	4,165

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.





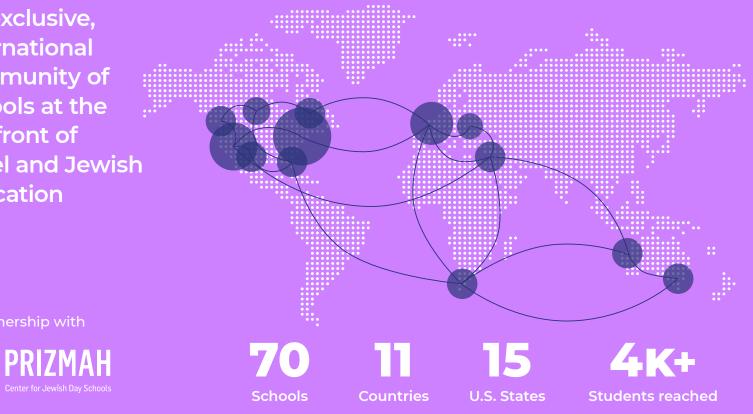
Feedback from the classroom

"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



United States

High School .AZ Hillel Academy of Tampa, FL

Beth Tfiloh Dahan Community School, MD Charles E. Smith Jewish Day School, MD Melvin J. Berman Hebrew Academy, MD 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

School, NY

Magen David Yeshivah, NY Yeshivah of Flatbush, NY Park Avenue Synagogue, NY SAR High School, NY Solomon Schechter School of Manhattan, NY Stand With Us, NY Young Judaea, NY Hillel Community Day School of Rochester, NY The Leffell School, NY Jack M. Barrack Hebrew Academy, PA

Portland Jewish Academy, OR Kehillah High, TX

Northwest Yeshiva High School, WA

Canada

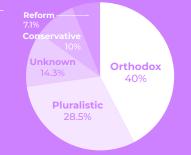
Ecole Maimonide (Montreal) Hebrew Academy of Montreal JPPS-Bialik School (Montreal) Anne & Max Tanenbaum Community Hebrew Academy of Toronto The Leo Baeck Day School (Toronto) King David High School (Vancouver) Vancouver Talmud Torah (Vancouver) Gray Academy of Jewish Education (Winnipeq)

Australia

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

United Kingdon

Coss (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

lewish Community of Japan Sunday School (Tokyo)

Mexico

Colegio Hebreo Maguen David (Mexico City)

Singapore

ir Manasseh Meyer International School

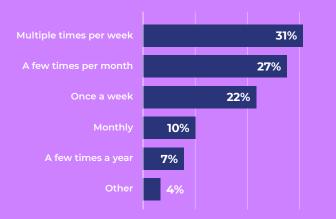
"I have learned so much from being a part of this initiative. My students in all my (11) Judaic courses have been exposed to the videos and teaching resources from the many different aspects of your offeringsfrom culture to history to politics. They have been engaged and have learned a tremendous amount 1 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 Film and television programming that tell the story of Israel and the Jewish people through the lens of personal experience and testimony.

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.







"[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.

🖈 Film completed

Submissions to film festivals begun
NY premiere scheduled for May 2022



Budgets and Revenue

2021 Revenue



Foundations	28.59
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

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OpenDor Media

Thank you for joining us on this journey

Together we can impact Jewish lives forever.

opendormedia.org/donate