



INSPIRE KIDS TO DO

2018A ANNUAL REPORT



NATIONAL 4-H
COUNCIL

From our Chief Financial Officer

In 4-H, we believe in growing young people with the skills needed to succeed in life and career.

When young people are empowered to pursue their passions, their unique skills grow and take shape, helping them to become true leaders in their lives, careers and communities. National 4-H Council exists to support America's Cooperative Extension System, 100-plus land-grant universities and their 4-H programs. We are grateful to the generosity of our Board of Trustees, partner corporations and foundations, as well as our significant alumni network for their commitment to supporting and growing 4-H.

In 2017, National 4-H Council's Board of Trustees changed its fiscal year from July 1 – June 30 to March 1 – February 28. With this change, Council moved its significant revenue and margin generating months to the beginning of the year in an effort to more strategically manage its revenue and expenses throughout the year. Moving to a new fiscal year resulted in the need for two 2018 fiscal year reports, as follows:

- Fiscal Year 2018 A: July 1, 2017-February 28, 2018
- Fiscal Year 2018 B: March 1, 2018-February 28, 2019

What follows is the FY 2018 A financial report. A companion annual report, to include both FY 18A and B financials and programmatic accomplishments (July 1, 2017 - February 28, 2019), is being developed and will be made public later this year.

Sincerely,

Joseph P. Roche, CPA
Senior Vice President and Chief Financial Officer
National 4-H Council

Financials

SUMMARY STATEMENT OF FINANCIAL POSITION

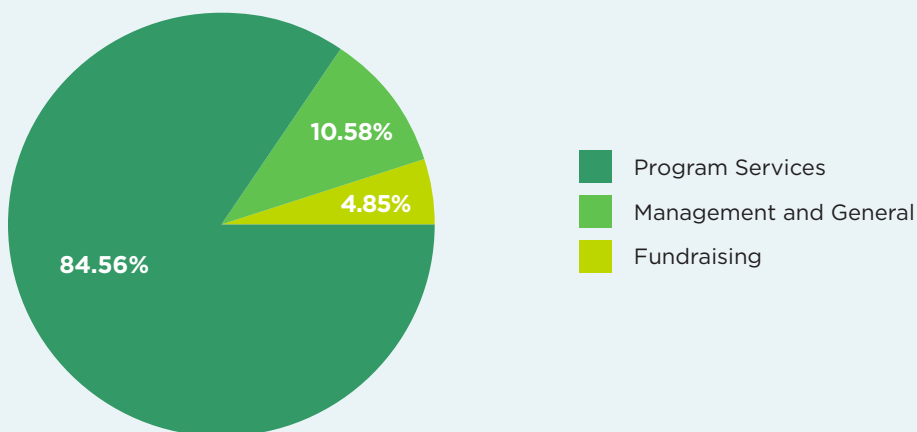
Assets:	2017	2018A
Cash and cash equivalents	\$7,765,951	\$12,883,100
Investments	\$11,100,717	\$11,904,560
Receivables	\$10,010,293	\$14,645,514
Merchandise inventories	\$1,922,257	\$2,031,296
Property and equipment, net of depreciation	\$7,653,738	\$6,965,022
Other assets	\$142,561	\$133,445
TOTAL ASSETS	\$38,595,517	\$48,562,937
Liabilities:	2017	2018A
Accounts payable and accrued expenses	\$5,377,359	\$3,939,035
Line of credit	\$2,500,000	\$3,500,000
Deferred revenue	\$1,893,881	\$3,274,177
Accrued post-retirement benefit liability	\$3,432,988	\$3,286,918
Unfunded pension liability	\$5,039,484	\$3,775,071
Agency funds and other	\$430,396	\$755,647
TOTAL LIABILITIES	\$18,674,108	\$18,530,848
Unrestricted Net Assets:	2017	2018A
Undesignated	(\$1,732,307)	(\$2,571,409)
Designated	\$4,466,223	\$5,281,315
TOTAL UNRESTRICTED NET ASSETS	\$2,911,916	\$2,709,906
Restricted Net Assets:	2017	2018A
Temporarily restricted net assets	\$16,774,096	\$27,086,786
Permanently restricted net assets	\$235,397	\$235,397
TOTAL NET ASSETS	\$19,921,409	\$30,032,089
TOTAL LIABILITIES AND NET ASSETS	\$38,595,517	\$48,562,937

Fiscal Year 2018A (July 1, 2017-February 28, 2018)

SUMMARY STATEMENT OF ACTIVITIES

Revenue:	2017	2018A
Contributions and grants	\$24,681,184	\$26,816,063
National 4-H Conference Center	\$11,270,236	\$5,088,394
National 4-H Supply Service	\$4,839,899	\$3,231,989
Investment income	\$447,000	\$222,232
Other	\$1,422,242	\$1,120,249
TOTAL REVENUE	\$42,660,561	\$36,478,927
Expenses:	2017	2018A
Program services		
Educational programs	\$26,819,030	\$16,007,780
National 4-H Conference Center	\$8,755,382	\$5,158,872
National 4-H Supply Service	\$4,237,428	\$2,923,025
Management and general	\$3,097,611	\$3,014,464
Fundraising	\$2,341,487	\$1,382,876
TOTAL EXPENSES before Investment Gains/(Losses), Pension Costs and Post-Retirement Benefit Costs	\$45,250,938	\$28,487,017
Investment gains/(losses)	\$681,195	\$629,656
Pension related changes other than net period pension costs	\$1,315,797	\$1,343,044
Post-retirement benefit costs	(\$154,205)	\$146,070
CHANGE IN NET ASSETS	(\$747,590)	10,110,680

2018A EXPENSE COMPONENTS





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As the nation's largest youth development organization, 4-H grows confident young people who are empowered for life today and prepared for a career tomorrow. 4-H is led by a unique private-public partnership of universities, federal and local government agencies, foundations and professional associations.

National 4-H Council is the private sector, non-profit partner of the Cooperative Extension System and the National Institute of Food and Agriculture within the United States Department of Agriculture.

Learn more at www.4-H.org

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