

NATIONAL 4-H COUNCIL



ANNUAL REPORT 2019

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# FROM OUR CHAIRMAN & CEO

## A SHARED VISION: CREATE OPPORTUNITY FOR ALL KIDS

As the nation's largest youth development organization, 4-H's purpose is to grow young people with the skills to lead in life and career.

As the non-profit, private partner to the 4-H system, which includes 100-plus land-grant universities and the United States Department of Agriculture, National 4-H Council's mission is to increase investment and participation in 4-H programs. We are dedicated to a future in which millions more young people are engaged in Cooperative Extension's high-quality 4-H youth development programs, where 4-H youth, volunteers and staff are representative of the diversity of our nation.

Our strategic objectives are aligned with the 4-H system's priorities and represent Council's assets and unique role in the 4-H movement: (1) elevate 4-H's role in expanding economic mobility in America; (2) engage a community of alumni and supporters to help grow 4-H; and (3) broaden corporate and foundation support for 4-H.

The details of our work and progress can be found on the following pages. We invite you to see how America's largest youth development organization is growing a new generation of leaders and innovators in science, agriculture, healthy living and civic engagement. And how 4-H alums are giving back to ensure that all youth are provided with opportunities to succeed today and always.



*Jennifer L. Sirangelo*

**Jennifer L. Sirangelo**  
President & CEO  
National 4-H Council



*Landel C. Hobbs*

**Landel C. Hobbs**  
Chair, National 4-H Council  
Board of Trustees  
Chairman, LCH Enterprises



# BOARD OF TRUSTEES

National 4-H Council is governed by a diverse leadership board which is comprised of corporate executives and 4-H youth, as well as representatives from America's land-grant universities, Cooperative Extension System and the federal government.

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4-H Alumna  
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U.S. Department of Agriculture,  
National Institute of Food and  
Agriculture  
Washington, DC

\*Executive Committee member

\*\*Ex Officio member

## YOUNG ALUMNI ADVISORY COMMITTEE

NOOR ALSHAFIE  
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TENNESSEE

ANNA MARIE VAGNOZZI  
NORTH CAROLINA

GABRIELA VALENTIN  
FLORIDA

# INSPIRE KIDS TO DO


**THIS COUNTRY WAS BUILT BY DOERS.** For more than 100 years, 4-H has been a part of that growth, always empowering youth to speak through action. And in doing so, helping 4-H'ers to become true leaders - developing their skills and the communities around them.

**BUT WHAT IF** across our country we could apply this idea to all youth by growing a culture and generation of doers?

**WHAT IF** we can help kids grow the life skills they need by creating the life experiences that inspire them to do: to do well, do over, do amazing, do STEM, do healthy, do differently and to do good in their communities?

**WHAT IF** you can spark change and impact for millions of kids, support your community and create value for your company by inspiring a Movement through the power of one phrase:

**INSPIRE KIDS TO DO.**

 [Watch: Love, Mom PSA](#)

# INVESTING IN A GENERATION OF DOERS:

## Technology, Jobs and the Future of Work

4-H's infrastructure reaches nearly six million youth nationwide, including military youth, children of incarcerated parents and economically disadvantaged youth, especially in rural communities. 4-H is creating the spark for youth to explore careers, particularly in STEM and agriculture, to develop the next generation of workforce-ready professionals in a variety of career pathways.

## PROGRAMS

TECH CHANGEMAKERS • COMPUTER SCIENCE PATHWAY • AG INNOVATORS EXPERIENCE • NATIONAL YOUTH SCIENCE DAY • AG SCIENCE SUMMIT CORTEVA GROWS POLLINATOR HABITAT • 4-H YOUTH IN ACTION AWARDS PROGRAM • 4-H SMART CENTS • JUNTOS 4-H • SCIENCE MATTERS

## PARTNERS



## PROGRAM IMPACT

### Computer Science Pathway

#### 4-H + Google: Increasing Access to CS

Our partnership has provided nearly 1M youth access to digital skills and computer programming—two years ahead of schedule. Google funding pioneered a framework for 4-H educators, growing from a handful of clubs in 2017 to hundreds of events and clubs in 30 states—that's 8x the reach, from 119K youth in 2017 to 930K and counting.



#### FOCUSED RESULTS

As a result of our teen-led education:



**3,600**

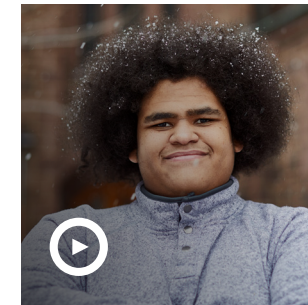
Recruited mentors and volunteers



**1,969**

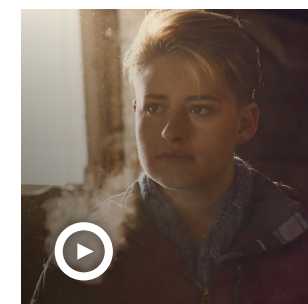
Trained teen leaders

## YOUTH IN ACTION AWARD WINNERS



"Without 4 H, I would have slipped through the cracks. 4 H gave me the motivation and resources I needed to overcome the mindset that I couldn't succeed. Now, I show other kids the path for success and what they can gain in 4 H, too."

CLYDE VAN DYKE, 2019 STEM YOUTH IN ACTION WINNER  
NEW YORK 4-H | CORNELL COOPERATIVE EXTENSION



"My personal goal has been to empower youth to be the change they want to see in the world. The youth who have been involved in my project have seen that their efforts can truly make a difference."

ADDY BATTEL, 2019 AGRICULTURE YOUTH IN ACTION WINNER  
MICHIGAN 4-H | MICHIGAN STATE UNIVERSITY EXTENSION

# HEALTH EQUITY, DIVERSITY & INCLUSION AND CIVIC ENGAGEMENT

As the challenges from poverty facing our communities increase in complexity, our solutions require comparable levels of innovation, collaboration, diversity and inclusion. 4-H has been at the forefront of health equity and civic engagement for over 100 years. We believe in the power of youth - their voice, their passion and their potential - as they lift up their communities and build stronger futures.

## PROGRAMS

HEALTHY LIVING SUMMIT • CITIZENSHIP WASHINGTON FOCUS • LEADERSHIP WASHINGTON FOCUS • FOOD SMART FAMILIES • HEALTHY HABITS • TRUE LEADERS IN EQUITY INSTITUTE  
WELL CONNECTED COMMUNITIES • HEALTH ROCKS!

## PARTNERS



## PROGRAM IMPACT

### 4-H + Walmart Foundation: Nutrition Education



**80%**

learned about healthy food choices



**84%**

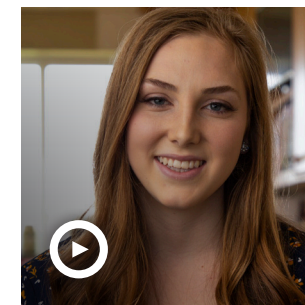
ate at least one meal with their family



**81%**

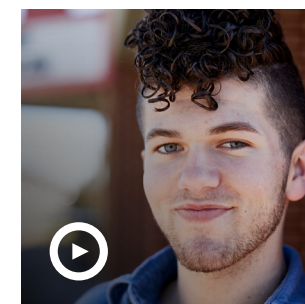
said they pay attention to how much fruit & vegetables they eat each day

## YOUTH IN ACTION AWARD WINNERS



“Working with youth to help them develop the self-confidence to accomplish something great is so fulfilling.”

ELISABETH WATKINS, 2019 HEALTHY LIVING YOUTH IN ACTION WINNER  
CALIFORNIA 4-H | UNIVERSITY OF CALIFORNIA COOPERATIVE EXTENSION



“4-H helped me realize that it’s okay to be different and that it’s a good thing. Every single day I am driven to show others that same acceptance and belonging I found in 4-H.”

MASON MCCLINTOCK, 2019 CIVIC ENGAGEMENT YOUTH IN ACTION WINNER  
GEORGIA 4-H | UNIVERSITY OF GEORGIA EXTENSION

# ALUMNI CHAMPIONS & LUMINARIES

4-H alumni are proof of the unparalleled impact of the 4-H experience. They live it every day - reaching the highest points of achievement in virtually every industry and sector. National 4-H Council is helping to engage a community of doers - alums, partners and influencers - as advocates, donors and volunteers who share 4-H's vision and values.

*Above: 10th Anniversary Legacy Awards Host Carla Hall, Celebrity Chef, Tennessee 4-H Alumna*

*Top Left: Youth in Action Award Winners  
Top Right: Corporate Leadership Award: Bayer, U.S. (presented to Philip Blake)  
Lower Left: Honorary Event Chair, 4-H Luminary and Country Music Star Jennifer Nettles  
Lower Right: Carla Hall with Distinguished Alumni Medallion recipients: U.S. Representative Cathy McMorris Rodgers (WA); Ericka Flanigan, U.S. Air Force Colonel; Charlie Kimball, Indy Car Driver; Bob Baffert, Race-Horse Trainer, Triple Crown Winner*





# FINANCIALS

## SUMMARY STATEMENT OF FINANCIAL POSITION

Assets:	2019	2020
Cash and cash equivalents	\$16,262,239	\$21,365,557
Investments	\$12,116,031	\$12,592,197
Receivables	\$11,527,978	\$14,450,339
Merchandise inventories	\$2,019,951	\$1,785,169
Property and equipment, net of depreciation	\$6,414,528	\$6,010,177
Other assets	\$200,717	\$195,210
<b>TOTAL ASSETS</b>	<b>\$48,541,444</b>	<b>\$56,398,649</b>

Liabilities:	2019	2020
Accounts payable and accrued expenses	\$4,069,050	\$4,003,765
Line of credit	\$2,000,000	\$2,000,000
Deferred revenue	\$3,048,637	\$1,848,903
Accrued post-retirement benefit liability	\$3,468,529	\$4,335,029
Unfunded pension liability	\$3,500,917	\$6,355,570
Agency funds and other	\$489,947	\$619,837
<b>TOTAL LIABILITIES</b>	<b>\$16,577,080</b>	<b>\$19,163,104</b>

Unrestricted Net Assets:	2019	2020
Without donor restriction	3,276,480	323,592
With donor restriction	28,687,884	36,911,953
<b>TOTAL UNRESTRICTED NET ASSETS</b>	<b>\$2,709,906</b>	<b>\$ 5,443,927</b>

<b>TOTAL NET ASSETS</b>	<b>\$31,964,364</b>	<b>\$37,235,545</b>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>\$48,541,444</b>	<b>\$56,398,649</b>

\*FY 19 (March 1, 2019--February 28, 2020)

## SUMMARY STATEMENT OF ACTIVITIES

Revenue:	2019	2020
Contributions and grants	\$28,088,084	\$36,449,406
National 4-H Conference Center	\$11,269,992	\$10,680,734
National 4-H Supply Service	\$4,855,182	\$4,524,494
Investment income	\$399,144	\$393,288
Other	\$1,428,098	\$1,338,136
<b>TOTAL REVENUE</b>	<b>\$46,040,500</b>	<b>\$53,386,058</b>

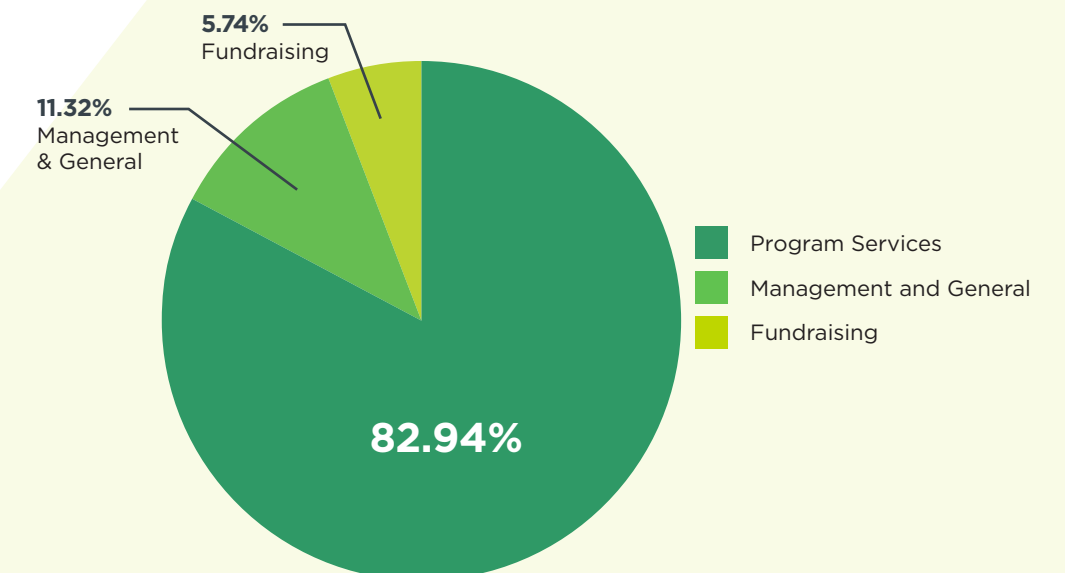
  

Expenses:	2019	2020
Program services		
Educational programs	\$23,926,908	\$24,156,905
National 4-H Conference Center	\$8,532,642	\$8,154,058
National 4-H Supply Service	\$4,462,995	\$4,338,307
Management and general	\$4,243,570	\$5,001,030
Fundraising	\$2,533,756	\$2,537,730
<b>TOTAL EXPENSES</b> before Investment Gains/(Losses), Pension Costs and Post-Retirement Benefit Costs	<b>\$43,699,871</b>	<b>\$ 44,188,030</b>

Investment gains/(losses)	(\$210,074)	\$ 147,593
Net periodic pension cost	(\$413,641)	(\$444,295)
Pension related changes other than net period pension costs	\$262,537	(\$2,868,397)
Post-retirement benefit costs	(\$47,176)	(\$761,748)
<b>CHANGE IN NET ASSETS</b>	<b>\$1,932,275</b>	<b>\$5,271,181</b>

### 2020 EXPENSE COMPONENTS





# HONOR ROLL

National 4-H Council's work on behalf of the 4-H youth development movement would not be possible without the generosity of our individual, corporate and foundation donors. **Thank you.**

*We wish to thank the following organizations for their long-term support of our work. While we have listed their support in previous annual reports, their funds continued to support our work this year.*

- Altria Group
- Bayer
- CHS Foundation
- CME Group
- Comcast
- Coppertone
- Corteva Agriscience
- Google, Inc.
- Hughes Communications Inc
- Jo-Ann Stores, LLC
- Lockheed Martin Corporation
- Margaret Ann Cargill Philanthropies
- Microsoft Corporation
- Molina Healthcare, Inc.
- Monsanto Company
- Nationwide
- New York Life Foundation
- Robert Wood Johnson Foundation
- S. D. Bechtel, Jr. Foundation
- Subway
- Target Corporation
- Tractor Supply Company
- UnitedHealthcare
- Walmart Foundation

## SECOND CENTURY OF EXCELLENCE CLUB

Corporations and Foundations  
March 1, 2019 - February 29, 2020

### EMERALD CLOVER

**\$1,000,000 AND UP**

- Altria Group
- Bayer
- Nationwide
- Robert Wood Johnson Foundation
- Tractor Supply Company
- Walmart Foundation

### PLATINUM CLOVER

**\$250,000 - \$999,999**

- Google, Inc.
- Hughes Network Systems, LLC
- JOANN Stores, LLC
- Nutrien Ag Solutions
- TD Ameritrade
- Toyota USA Foundation
- UnitedHealthcare

### GOLD CLOVER

**\$100,000 - \$249,999**

- Archer Daniels Midland Company
- CHS Foundation
- Donaldson Foundation
- GSD&M
- S. D. Bechtel, Jr. Foundation

### SILVER CLOVER

**\$50,000 - \$99,999**

- Ascena Retail Group, Inc.
- BOGS Footwear
- DeGroot
- Facebook, Inc.
- Manna Pro Products, LLC

### BRONZE CLOVER

**\$25,000 - \$49,999**

- Aramark Corporation
- BDO
- Benevity Social Ventures, Inc.
- Fiserv
- JCPenney
- National Shooting Sports Foundation
- Pet Valu US
- TABCom, LLC (State Line Tack)
- Vista Outdoor Sales, LLC

### GREEN CLOVER

**Up to \$24,999**

- AmazonSmile Foundation
- American College of Education
- American Excelsior Company
- American Income Life Insurance Co.
- Anthem BCBS
- Anthem, Inc.
- API
- Arizona 4-H Youth Foundation
- Bank of America Corporation
- BCW
- Blue Ridge Trailers
- Boston Consulting Group
- Calibre CPA Group, PLLC
- Cetera
- Charitable Adult Rides & Services, Inc.
- Charity Gift Certificates
- Cision
- Clark Constructions Group, LLC
- Clifton Park Family Medicine
- CLS Strategies
- Compass
- Dairy Management Inc.
- DAK Enterprises
- Delaware Town & Country 4-H

- Delta Dental of California
- Diamond J Custom Farming, Inc.
- Dickson Foundation, Inc.
- DLA Piper, LLC
- Domaine Carneros LTD
- Duke Energy Foundation
- Enid Storm Dwyer Foundation
- Exelon Corporation
- Fertco Indiana LLC
- Fillmore Container, Inc.
- Fine Designs Great Plains LLC
- FrontStream Workplace Philanthropy
- Georgia 4-H Foundation
- Georgia Boot, Inc.
- Givinga Foundation, Inc.
- Greenleaf Integrative
- Hodgdon Powder Co. Inc.
- Hornady Manufacturing Company
- Isles Bridge LLC, DBA Lock and Lube
- Jeengle
- JPMorgan Chase Employee Giving Program
- Justin Brands, Inc.
- Kansas 4-H Foundation, Inc.
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- Kenwood Garden Club
- Kworq Inc.
- Land O'Lakes, Inc.
- Local Hens
- Love FL Travel by Mila Bryce
- McGuireWoods, LLP
- Medina Montessori
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- Mohonasen Teachers Association
- Monsanto Company
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- MyDoGood LLC
- Nationwide Foundation
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- Omnicom Group, Inc.
- Orange County School of the Arts
- Pfizer
- Pledgeling Foundation
- Rachel Stockley Donelson NSDAR
- Reagent Chemical & Research, Inc.
- Red Bull
- Rocky Mountain Elk Foundation
- Sidley Austin LLP
- Spectrum Science
- St John 707 Aktion Club
- The College Board
- The Herald Group
- The University of Tennessee Cooperative Extension Program
- TisBest Philanthropy
- U.S. Chamber of Commerce
- Universal Title Southern Maryland, LLC
- Virginia Tech

Weaver Bros. Insurance Associates, Inc.  
Weaver Leather  
Wells Fargo  
Whitetails Unlimited, Inc.

## SECOND CENTURY OF EXCELLENCE CLUB

Individual Donors  
March 1, 2019 - February 29, 2020

## PRESIDENT'S CLUB

*Individual Donors*  
*Special appreciation for those individuals who have contributed \$25,000 or more during their lifetimes in support of National 4-H Council and its programs.*

Dr. Sharon Anderson  
Anonymous (3)  
Stephen D. Barr  
Margaret Krochta Bartosek and John M. Krochta  
Roger C. Beach  
The Bernadett Family  
Jim and Marcia Borel  
Andrew Bosworth  
Scott and Jill Bramble  
Gary and Trudie Davis  
Joseph and Leslie Dzialo  
David and Paula Epstein  
Don and Carolyn Floyd  
Robert B. Gill  
Susan W. Halbert  
Puff Hampson  
Ken and Lucy Hicks  
Landel and Chris Hobbs  
Alison Lewis and Family  
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William G. Lowrie  
Richard Maltsbarger  
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Munson-Simu Family Gift Fund, a donor advised fund at BNGF  
Teresa Paulsen  
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Larry & Brenda Potterfield Youth Shooting Fund  
Richard J. and Elizabeth L. Sauer  
Sharon Schainker  
Jennifer L. Sirangelo  
Mary E. Snapp  
Gene and Sharon Swackhamer  
Mr. and Mrs. Lawrason Thomas  
James P. Tobin and Virginia E. Heagney  
The Omer G. Voss Family Foundation  
Jennifer M. Whitlow  
Eleanor L. Wilson

*We wish to thank the following individual donors for their long-term support of our Grow True Leaders Campaign and other important work. Their generosity has been recognized in previous annual reports, and they continued to fund our work this year.*

The Bernadett Family  
Jim and Marcia Borel  
Scott and Jill Bramble

Joseph and Leslie Dzialo  
David and Paula Epstein  
Janet and James Golden  
Ken and Lucy Hicks  
Landel and Chris Hobbs  
Dan A. Klingenberg\*  
Alison Lewis and Family  
Deborah A. McDonald  
Patrick McNerney  
Munson-Simu Family Gift Fund, a donor advised fund at BNGF  
Teresa Paulsen  
Bo and Becky Ryles  
Jennifer L. Sirangelo

## GIVING LEVELS

*Council is pleased to recognize the following individuals for their generous contributions in FY19.*

## EMERALD CLOVER \$10,000 and Up

The Bernadett Family  
Mark Berven  
Andrew Bosworth  
C. Michael Brown  
Don and Carolyn Floyd  
Ken and Lucy Hicks  
Landel and Chris Hobbs  
Individual's Giving on Facebook  
Lockheed Martin Employee Giving  
Richard Maltsbarger  
Munson-Simu Family Gift Fund, a donor advised fund at BNGF  
Larry & Brenda Potterfield Youth Shooting Fund  
Estate of Justus W. Seaman\*  
Mary E. Snapp  
Gene and Sharon Swackhamer  
Edward R. Tinker\* Charitable Trust

## PLATINUM CLOVER \$5,000 - \$9,999

Jonathan F. Cohn  
New York Life Employee Giving  
Melvin R. & Irene M. Sheffer\* Trust  
James P. Tobin and Virginia E. Heagney  
Elizabeth and Arthur Sans

## GOLD CLOVER \$1,000 - \$4,999

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Juliette B. Bell, PhD  
Mark and Nadine Berkowsky  
Elizabeth A. Birnstihl  
Jim and Marcia Borel  
Cindy Brown  
Robert Bryant  
Marty and Elna Butterfield  
Frank and Kate Caskin  
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Jim Rutledge  
Lisa M. Safarian  
Grant and Alma Shrum  
Dan and Judy Timpe Siegmund  
Dolph Simons  
Douglas L. and Lori Steele  
Kip Tom  
John and Kendra Wells  
Eleanor L. Wilson  
Aaron Wollman  
Mary Lee Wood

## SILVER CLOVER \$500 - \$999

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Anonymous  
Samuel B. Baker  
Mr. and Mrs. Edward J. Beckwith  
Gail Hamilton Berardino  
Kenneth R. and Mary C. Bolen  
Justine Boyd  
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Daryl and Joyce Buchholz  
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Ellen Sawtell  
Richard Sayre  
Scott Schulz  
Jeremy Stump  
Thomas Tate  
Seth Turner  
James G. and Loretta M. Walls  
Robert Watt  
Amy K. Weisenbach  
Eric Zehnder  
Gregory Zwicke

## BRONZE CLOVER up to \$499

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Thomas Ahern  
Richard A. Ahrens  
Glen and Tricia Allison  
Kenneth Allison  
John Amaya  
Owen D. and Diane E. Ambur  
Oliver C. Anderson  
Brenda J. Anding  
Deborah Andreadis  
Dan and Susan Arnholt  
Jessica Arnold  
Dorothy Asboth  
Connie Askin  
Joe and Linda Atkins  
Ronald Babcock  
Julia Baca  
Harold K. Bandy  
Mr. and Mrs. Perry S. Banks  
Julie Bannister  
Moon Barker  
Jonathon Barrett  
Cynthia Bartel  
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Patricia Baynes  
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Sally Bowman  
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Darwin Boyd  
David Bradford  
James Brear  
Nora and Barry Breindel  
Jennifer Brendel  
Martha and Darrell Breyfogle Family  
Andrea Brown  
Karen Brown  
Lynn and Marjorie Brown  
Nettie Ruth Brown  
Dr. Patricia and Mr. Dewey Brown  
Paul A. Brown  
Marcia K. Buchs  
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