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
Board of Trustees

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

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Founder & CEO  
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Bethesda, MD

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Treasurer  
Retired Chairman of the Board and CEO  
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Partner  
Baker & Hostetler, LLP  
Washington, DC

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President & CEO  
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Molina Foundation  
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Virginia Cooperative Extension  
Virginia Tech University  
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Vice President  
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MUQUARRAB QUERISH, PH.D.**  
Federal Government Liaison  
Deputy Director  
Institute of Youth, Family, and Community  
U.S. Department of Agriculture, National Institute of Food and Agriculture  
Washington, DC

*Executive Committee member  
**Ex Officio member
Programmatic Activities

JULY 1, 2017 – FEBRUARY 28, 2018

**STEM:**
- 4-H National Youth Science Day: Incredible Wearables
- 4-H CS Pathway
- Maker Summit
- 4-H Connecting Youth to Nature
- 4-H Tech Changemakers

**Healthy Living:**
- 4-H Food Smart Families
- 4-H Healthy Habits
- Healthy Living Summit
- Well Connected Communities

**Agriculture:**
- 4-H Ag Innovators Experience
- Commodity Carnival
- Ag Science Summit
- True Leaders in Agriculture

**Civic Engagement:**
- 4-H National Mentoring Program
- Juntos 4-H
- Citizenship Washington Focus
- Leadership Washington Focus
## SUMMARY STATEMENT OF FINANCIAL POSITION

### Assets:

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2018A</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents</td>
<td>$7,765,951</td>
<td>$12,883,100</td>
</tr>
<tr>
<td>Investments</td>
<td>$11,100,717</td>
<td>$11,904,560</td>
</tr>
<tr>
<td>Receivables</td>
<td>$10,010,293</td>
<td>$14,645,514</td>
</tr>
<tr>
<td>Merchandise inventories</td>
<td>$1,922,257</td>
<td>$2,031,296</td>
</tr>
<tr>
<td>Property and equipment, net of depreciation</td>
<td>$7,653,738</td>
<td>$6,965,022</td>
</tr>
<tr>
<td>Other assets</td>
<td>$142,561</td>
<td>$133,445</td>
</tr>
<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td><strong>$38,595,517</strong></td>
<td><strong>$48,562,937</strong></td>
</tr>
</tbody>
</table>

### Liabilities:

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2018A</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts payable and accrued expenses</td>
<td>$5,377,359</td>
<td>$3,939,035</td>
</tr>
<tr>
<td>Line of credit</td>
<td>$2,500,000</td>
<td>$3,500,000</td>
</tr>
<tr>
<td>Deferred revenue</td>
<td>$1,893,881</td>
<td>$3,274,177</td>
</tr>
<tr>
<td>Accrued post-retirement benefit liability</td>
<td>$3,432,988</td>
<td>$3,286,918</td>
</tr>
<tr>
<td>Unfunded pension liability</td>
<td>$5,039,484</td>
<td>$3,775,071</td>
</tr>
<tr>
<td>Agency funds and other</td>
<td>$430,396</td>
<td>$755,647</td>
</tr>
<tr>
<td><strong>TOTAL LIABILITIES</strong></td>
<td><strong>$18,674,108</strong></td>
<td><strong>$18,530,848</strong></td>
</tr>
</tbody>
</table>

### Unrestricted Net Assets:

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2018A</th>
</tr>
</thead>
<tbody>
<tr>
<td>Undesignated</td>
<td>($1,732,307)</td>
<td>($2,571,409)</td>
</tr>
<tr>
<td>Designated</td>
<td>$4,466,223</td>
<td>$5,281,315</td>
</tr>
<tr>
<td><strong>TOTAL UNRESTRICTED NET ASSETS</strong></td>
<td><strong>$2,911,916</strong></td>
<td><strong>$2,709,906</strong></td>
</tr>
</tbody>
</table>

### Restricted Net Assets:

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2018A</th>
</tr>
</thead>
<tbody>
<tr>
<td>Temporarily restricted net assets</td>
<td>$16,774,096</td>
<td>$27,086,786</td>
</tr>
<tr>
<td>Permanently restricted net assets</td>
<td>$235,397</td>
<td>$235,397</td>
</tr>
<tr>
<td><strong>TOTAL NET ASSETS</strong></td>
<td><strong>$19,921,409</strong></td>
<td><strong>$30,032,089</strong></td>
</tr>
</tbody>
</table>

### TOTAL LIABILITIES AND NET ASSETS

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2018A</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>TOTAL LIABILITIES AND NET ASSETS</strong></td>
<td><strong>$38,595,517</strong></td>
<td><strong>$48,562,937</strong></td>
</tr>
</tbody>
</table>

Fiscal Year 2018A (July 1, 2017-February 28, 2018)
## SUMMARY STATEMENT OF ACTIVITIES

### Revenue:

<table>
<thead>
<tr>
<th>Source</th>
<th>2017</th>
<th>2018A</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions and grants</td>
<td>$24,681,184</td>
<td>$26,816,063</td>
</tr>
<tr>
<td>National 4-H Conference Center</td>
<td>$11,270,236</td>
<td>$5,088,394</td>
</tr>
<tr>
<td>National 4-H Supply Service</td>
<td>$4,839,899</td>
<td>$3,231,989</td>
</tr>
<tr>
<td>Investment income</td>
<td>$447,000</td>
<td>$222,232</td>
</tr>
<tr>
<td>Other</td>
<td>$1,422,242</td>
<td>$1,120,249</td>
</tr>
<tr>
<td><strong>TOTAL REVENUE</strong></td>
<td><strong>$42,660,561</strong></td>
<td><strong>$36,478,927</strong></td>
</tr>
</tbody>
</table>

### Expenses:

<table>
<thead>
<tr>
<th>Category</th>
<th>2017</th>
<th>2018A</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program services</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Educational programs</td>
<td>$26,819,030</td>
<td>$16,007,780</td>
</tr>
<tr>
<td>National 4-H Conference Center</td>
<td>$8,755,382</td>
<td>$5,158,872</td>
</tr>
<tr>
<td>National 4-H Supply Service</td>
<td>$4,237,428</td>
<td>$2,923,025</td>
</tr>
<tr>
<td>Management and general</td>
<td>$3,097,611</td>
<td>$3,014,464</td>
</tr>
<tr>
<td>Fundraising</td>
<td>$2,341,487</td>
<td>$1,382,876</td>
</tr>
<tr>
<td><strong>TOTAL EXPENSES</strong> before Investment Gains/(Losses), Pension Costs and Post-Retirement Benefit Costs</td>
<td><strong>$45,250,938</strong></td>
<td><strong>$28,487,017</strong></td>
</tr>
</tbody>
</table>

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

- **Program Services**: 84.56%
- **Management and General**: 10.58%
- **Fundraising**: 4.85%
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.