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For many people, the American Dream is no longer a birthright. The widely held principle that if you work hard, a better economic future awaits, is increasingly eluding our nation’s young people. The good news is that those communities that invest in young people are most likely to beat the averages and find economic opportunity and upward mobility.

Cooperative Extension and 4-H have a 100-year history of creating favorable conditions for youth through education, engagement and a deep understanding of youth development. With targeted investments aimed at new and underserved audiences, 4-H is expanding its circle of success and impacting millions of kids and families in every corner of America.

As the national non-profit partner to the 4-H program, 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 supporting 4-H’s growth initiative to reach 10 million 4-H’ers in three phases. In phase one, completed in 2018, Council launched a new brand story (Inspire Kids to Do), engaging Extension and outside partners, 4-H families and millions of 4-H alumni in a contemporary vision about the importance of 4-H and its young leaders.

The details of this 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 – prepared to succeed in life and career.

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

Landel C. Hobbs
Chair, National 4-H Council
Board of Trustees
Chairman, LCH Enterprises
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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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*Executive Committee member  
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ELIZABETH SANDERS
TENNESSEE

ANNA MARIE VAGNOZZI
NORTH CAROLINA

GABRIELA VALENTIN
FLORIDA
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 good, do over, do amazing, do STEM, do healthy, do differently and to do themselves?

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 • SCIENCE MATTERS
NATIONAL YOUTH SCIENCE DAY • AG SCIENCE SUMMIT • CORTEVA GROWS
POLLINATOR HABITAT • 4-H YOUTH IN ACTION AWARDS PROGRAM

PARTNERS
PROGRAM IMPACT

Tech Changemakers

Microsoft + 4-H: Bridging the Digital Divide

Youth digital ambassadors in nearly 100 rural communities nationwide are driving broadband adoption through outreach and education.

YOUTH IN ACTION AWARD WINNERS

“4-H taught me that STEM is an enabler. Regardless of what your passion is or what you want to do, STEM can make you more capable. Because people have invested in me, I can help my community. I’m grateful for my mentors and the skills they taught me and I hope I can play the same role for others in the future.”

CASSANDRA IVIE, 2018 NATIONAL YOUTH IN ACTION WINNER
UTAH 4-H | UTAH STATE UNIVERSITY EXTENSION

“4-H taught me the skills that I need to go out into my community and do something awesome.”

SERENA WOODARD, 2018 AGRICULTURE YOUTH IN ACTION WINNER
OKLAHOMA 4-H | OKLAHOMA 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

NATIONAL YOUTH SUMMIT SERIES • CITIZENSHIP WASHINGTON FOCUS
LEADERSHIP WASHINGTON FOCUS • FOOD SMART FAMILIES • HEALTHY HABITS
TRUE LEADERS IN EQUITY INSTITUTE • WELL CONNECTED COMMUNITIES

PARTNERS
“I am able to give back and help others by using the skills that I acquired in 4-H, including citizenship, public speaking, leadership and mentorship skills.”

KYRA-LEE HARRY, 2018 CIVIC ENGAGEMENT YOUTH IN ACTION WINNER  
NEW YORK 4-H | CORNELL COOPERATIVE EXTENSION

“I’m grateful that I’m able to be a partner in the effort to expand the awareness of mental health, which is so important.”

SOPHIA RODRIGUEZ, 2018 HEALTHY LIVING YOUTH IN ACTION WINNER  
GEORGIA 4-H | UNIVERSITY OF GEORGIA EXTENSION
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.

Right: 4-H champions honored at the 9th annual Legacy Awards in Washington, D.C.
## SUMMARY STATEMENT OF FINANCIAL POSITION

<table>
<thead>
<tr>
<th>Assets:</th>
<th>2018 A</th>
<th>2018 B</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents</td>
<td>$12,883,100</td>
<td>$16,262,239</td>
</tr>
<tr>
<td>Investments</td>
<td>$11,904,560</td>
<td>$12,116,031</td>
</tr>
<tr>
<td>Receivables</td>
<td>$14,645,514</td>
<td>$11,527,978</td>
</tr>
<tr>
<td>Merchandise inventories</td>
<td>$2,031,296</td>
<td>$2,019,951</td>
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<tr>
<td>Property and equipment, net of depreciation</td>
<td>$6,965,022</td>
<td>$6,414,528</td>
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<tr>
<td>Other assets</td>
<td>$133,445</td>
<td>$200,717</td>
</tr>
<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td><strong>$48,562,937</strong></td>
<td><strong>$48,541,444</strong></td>
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</table>

<table>
<thead>
<tr>
<th>Liabilities:</th>
<th>2018 A</th>
<th>2018 B</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts payable and accrued expenses</td>
<td>$3,939,035</td>
<td>$4,069,050</td>
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<tr>
<td>Line of credit</td>
<td>$3,500,000</td>
<td>$2,000,000</td>
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<tr>
<td>Deferred revenue</td>
<td>$3,274,177</td>
<td>$3,048,637</td>
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<tr>
<td>Accrued post-retirement benefit liability</td>
<td>$3,286,918</td>
<td>$3,468,529</td>
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<tr>
<td>Unfunded pension liability</td>
<td>$3,775,071</td>
<td>$3,500,917</td>
</tr>
<tr>
<td>Agency funds and other</td>
<td>$755,647</td>
<td>$489,947</td>
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<tr>
<td><strong>TOTAL LIABILITIES</strong></td>
<td><strong>$18,530,848</strong></td>
<td><strong>$16,577,080</strong></td>
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</table>

<table>
<thead>
<tr>
<th>Unrestricted Net Assets:</th>
<th>2018 A</th>
<th>2018 B</th>
</tr>
</thead>
<tbody>
<tr>
<td>Undesignated</td>
<td>($2,571,409)</td>
<td>($1,481,634)</td>
</tr>
<tr>
<td>Designated</td>
<td>$5,281,315</td>
<td>$6,925,561</td>
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<tr>
<td><strong>TOTAL UNRESTRICTED NET ASSETS</strong></td>
<td><strong>$2,709,906</strong></td>
<td><strong>$5,443,927</strong></td>
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</table>

<table>
<thead>
<tr>
<th>Restricted Net Assets:</th>
<th>2018 A</th>
<th>2018 B</th>
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<tbody>
<tr>
<td>Temporarily restricted net assets</td>
<td>$27,086,786</td>
<td>$26,285,040</td>
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<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>$30,032,089</strong></td>
<td><strong>$31,964,364</strong></td>
</tr>
</tbody>
</table>

| **TOTAL LIABILITIES AND NET ASSETS** | **$48,562,937** | **$48,541,444** |

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*FY 18 A (July 1, 2017 – February 28, 2018) FY 18 B (March 1, 2018 - February 28, 2019)
### SUMMARY STATEMENT OF ACTIVITIES

#### Revenue:

<table>
<thead>
<tr>
<th>Source</th>
<th>2018 A</th>
<th>2018 B</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions and grants</td>
<td>$26,816,063</td>
<td>$28,036,444</td>
</tr>
<tr>
<td>National 4-H Conference Center</td>
<td>$5,088,394</td>
<td>$11,269,992</td>
</tr>
<tr>
<td>National 4-H Supply Service</td>
<td>$3,231,989</td>
<td>$4,855,182</td>
</tr>
<tr>
<td>Investment income</td>
<td>$222,232</td>
<td>$399,144</td>
</tr>
<tr>
<td>Other</td>
<td>$1,120,249</td>
<td>$1,428,098</td>
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<tr>
<td><strong>TOTAL REVENUE</strong></td>
<td><strong>$36,478,927</strong></td>
<td><strong>$45,988,860</strong></td>
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#### Expenses:

<table>
<thead>
<tr>
<th>Category</th>
<th>2018 A</th>
<th>2018 B</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program services</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Educational programs</td>
<td>$16,007,780</td>
<td>$24,100,554</td>
</tr>
<tr>
<td>National 4-H Conference Center</td>
<td>$5,158,872</td>
<td>$8,583,098</td>
</tr>
<tr>
<td>National 4-H Supply Service</td>
<td>$2,923,025</td>
<td>$4,495,337</td>
</tr>
<tr>
<td>Management and general</td>
<td>$3,014,464</td>
<td>$4,256,582</td>
</tr>
<tr>
<td>Fundraising</td>
<td>$1,382,876</td>
<td>$2,543,546</td>
</tr>
<tr>
<td><strong>TOTAL EXPENSES</strong> before Investment Gains/(Losses), Pension Costs and Post-Retirement Benefit Costs</td>
<td><strong>$28,487,017</strong></td>
<td><strong>$43,979,077</strong></td>
</tr>
<tr>
<td>Investment gains/(losses)</td>
<td>$629,656</td>
<td>($158,434)</td>
</tr>
<tr>
<td>Pension related changes other than net period pension costs</td>
<td>$1,343,044</td>
<td>$262,537</td>
</tr>
<tr>
<td>Post-retirement benefit costs</td>
<td>$146,070</td>
<td>($181,611)</td>
</tr>
<tr>
<td><strong>CHANGE IN NET ASSETS</strong></td>
<td><strong>10,110,680</strong></td>
<td><strong>1,932,275</strong></td>
</tr>
</tbody>
</table>

#### 2018 A EXPENSE COMPONENTS

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

#### 2018 B EXPENSE COMPONENTS

- Program Services: 84.54%
- Management and General: 9.68%
- Fundraising: 5.78%
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.

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Bayer
CMA Foundation
CME Group
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Hughes Communications Inc.
Lockheed Martin Corporation
Molina Healthcare, Inc.
Monsanto Company
New York Life Foundation
Robert Wood Johnson Foundation
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SECND CENTURY OF EXCELLENCE CLUB
Corporations and Foundations
July 1, 2017 – February 28, 2019

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$1,000,000 AND UP

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New York Life Foundation
Robert Wood Johnson Foundation
S. D. Bechtel, Jr. Foundation
Tractor Supply Company
Walmart Foundation

PLATINUM CLOVER
$250,000 - $999,999

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Hughes Communications Inc.
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Lockheed Martin Corporation
Monsanto Company

GOLD CLOVER
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CHS Foundation
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DuPont Company
Nationwide
Target Corporation

SILVER CLOVER
$50,000 - $99,999

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Subway

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$25,000 - $49,999

Facebook, Inc.
Land O’Lakes, Inc.

GREEN CLOVER
Up to $24,999

Always Picture This
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The Herald Group
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Individual Donors
July 1, 2017 – February 28, 2019

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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.

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Roger C. Beach
Drs. Martha and Faustino Bernadett
Jim and Marcia Borel
Gary and Trudie Davis
Joseph and Leslie Dzialo
David and Paula Epstein
Landel and Chris Hobbs
Dan A. Klingenberg
Alison Lewis and Family
Teresa Paulsen
Jennifer L. Sirangelo
Jennifer M. Whitlow

EMERALD CLOVER
$10,000 and Up

Stephen D. Barr
Drs. Martha and Faustino Bernadett
Jim and Marcia Borel
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Landel and Chris Hobbs
John Kim
Lockheed Martin Employee Giving
Ted and Keryn Mathas
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Munson-Simu Family Gift Fund, a donor advised fund at BNGF
New York Life Employee Giving
Austin Pittman
Larry & Brenda Potterfield Youth Shooting Fund
Estate of Justus W. Seaman*
Mary E. Snapp
Carrie Spurlin
Gene and Sharon Swackhamer
Edward R. Tinker* Charitable Trust
James P. Tobin and Virginia E. Heagney
Jennifer M. Whitlow

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Council is pleased to recognize the following individuals for their generous contributions in FY18A & B.

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$10,000 and Up

Stephen D. Barr
Drs. Martha and Faustino Bernadett
Jim and Marcia Borel
Individual’s Giving on Facebook
Ken and Lucy Hicks
Landel and Chris Hobbs
John Kim
Lockheed Martin Employee Giving
Ted and Keryn Mathas
Microsoft Employee Giving
Munson-Simu Family Gift Fund, a donor advised fund at BNGF
New York Life Employee Giving
Austin Pittman
Larry & Brenda Potterfield Youth Shooting Fund
Estate of Justus W. Seaman*
Mary E. Snapp
Carrie Spurlin
Gene and Sharon Swackhamer
Edward R. Tinker* Charitable Trust
James P. Tobin and Virginia E. Heagney
Jennifer M. Whitlow

PLATINUM CLOVER
$5,000 - $9,999

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Juliette B. Bell, Ph.D.
Krysta Harden
Kevin Krug

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Eric Zehnder  
Gregory Zwicke

SILVER CLOVER  
$500 - $999

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Oliver C. Anderson  
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Patrick McNerney  
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Zachary Potter  
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Linda Roggli  
Patrick Sampson  
Ellen Sawtell  
Ruth Schulz

Scott Schulz  
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The James & Lark Wallwork Family Fund  
Cynthia Wendt  
William Williams  
K.L. Wiberly

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up to $499

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Julie Adamcin  
Jessica Adamitis  
Cheryl Adams  
Emily Adams  
Mr. and Mrs. David Adams  
Hans Adelfang  
Jessica Adelmann  
Krishna Aerabati  
Thomas Ahern  
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Donna AhSue  
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Dan and Susan Arnholt  
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