



## *The Power of Partnership*

MINNESOTA  
SAFETY  
COUNCIL



*Making Minnesota A Safer Place To Live*

© Chapter of the National Safety Council

*Interactive, hands-on learning is a key strategy in helping us fulfill our mission—to make Minnesota a safer place to live.*



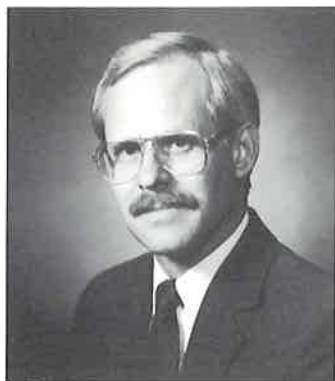
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## MESSAGE FROM THE CHAIR



*Steven J. Holmstoen, Chairman of the Board of Directors and Senior Vice President, Operations, Minnegasco, Inc.*

**F**or almost seventy years, the Minnesota Safety Council has been making our state a safer place to live. Our achievements in 1996 built on that firm foundation, and helped prepare us for the future. Our theme has been "The Power of Partnership". Partnering with organizations, agencies and individuals is a deliberate strategy of the Minnesota Safety Council. You'll find evidence of its effectiveness in every section of this Annual Report.

As we move toward the future, our vision is clear. By 2003 when we celebrate 75 years of service to Minnesota, we will be known for creating and implementing innovative programs and partnerships. We will harness cutting-edge technology and educational techniques to improve the safety and health of our citizens. We will implement these strategies throughout all Minnesota communities—cutting across lines of geography, age, culture and economic status. We will lead the way in reducing preventable incidents which result in human and economic loss.

In 1996, we began to rebuild this organization to be even more responsive, innovative, flexible, accessible—and enthusiastic—about our work. We began to make ourselves more entrepreneurial—better able to identify and quickly implement creative, effective solutions to meet member needs; and to deliver effective, interactive (and even entertaining) programs for employees, children and families. We raised significant contributed funds to bring those creative programs to life. We built strong media partnerships to make Minnesotans aware that unintentional injury is a critical public health issue which costs us people and dollars, and steals from our future. We worked to shape public policy to strengthen safety and health in Minnesota.

Every step we have taken will help us fulfill our mission. Past leaders gave us a strong foundation. The leadership of our Board of Directors today is moving us ahead. Our talented and energetic staff is committed to our present and our future. And **you**, our members, continue to support, encourage and demand that we move ahead. Together, we are strong evidence of the power of partnership. Together, we will continue to improve the quality of life for all Minnesotans by making our state a safer place to live.

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# THE PRESIDENT'S REPORT



*Carol A. Bufton, President*

**O**ur 1996 activities and accomplishments are detailed in this Annual Report. Some of the things of which we're particularly proud are highlighted below:

We added over 300 new members; member retention was 95%. Growth and high retention are signs of a solid partnership between the Minnesota Safety Council and our members. New safety and health networks in Rochester and Bemidji served more members close to home. Members called our toll-free telephone line almost 2,000 times a month. It provides direct access to our staff expertise.

Almost 11,000 people participated in workplace safety and health training sessions around the state. Through the Great Lakes Training Consortium, we brought OSHA Training Institute courses to Minnesota. Over 30,000 folks completed Defensive Driving Courses for licensed drivers.

Through a close partnership with the Minnesota Department of Public Safety (DPS), *Minnesota SAFE KIDS Buckle Up!* and *Buckle Up Minnesota!* aimed at increasing child restraint and safety belt use. The *Face the Facts* youth traffic safety program earned national recognition for excellence.

We began developing a telephone information line to put safety information at the fingertips of kids, families and others. It will be introduced in May of 1997.

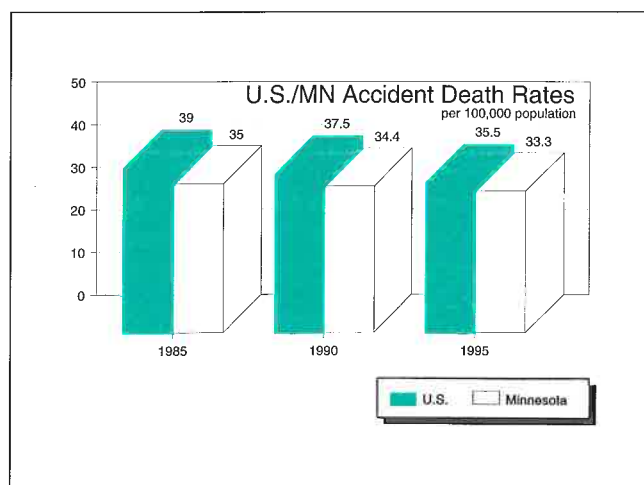
We achieved a strategic goal of becoming a real resource to the news media on safety and injury prevention issues. We saw increased coverage of safety issues AND increased calls from Minnesotans responding to that coverage.

Our accomplishments are the result of strong partnerships—with an active, supportive Board of Directors, a membership committed to our mission, and an outstanding staff recognized nationally for their skills, technical expertise and effectiveness in working as a team. Using the power of partnership, we are ready to meet the challenges of the 21st century.



## RESULTS

It's a commonly held belief that "accidents just happen". However, we know that most "accidents" are not random events, but are predictable and preventable. Education, technology (as simple as a hard hat or as complex as an air bag), environmental safeguards and legislation can all combine to reduce unintentional injuries. This fact is supported by a



comparison of injury rates in the early part of the century with the present day. The National Safety Council reports that the unintentional injury death rate dropped 57 percent from 1912 to 1995—a saving of 3,800,000 lives—at the same time that the U.S. population doubled.

In Minnesota, injury rates have historically been lower than the national average, and last year was no exception. The latest information available indicates that Minnesota's unintentional injury death rate (per 100,000 population) is 33.3, compared to the national average of 35.5.

In the workplace, Minnesota's total injury rates for the first half of the 1990s were at or below the national average in the majority of industry divisions.

Minnesota also consistently ranks among the safest states in terms of motor vehicle deaths by several measures. For example, by population, our traffic death rate is 13.0 per 100,000 people, compared to the U.S. rate of 16.7.

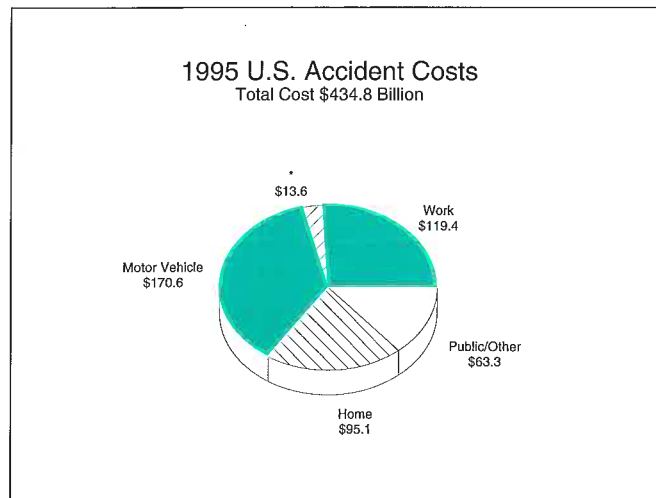
Clearly we as a society have made impressive strides in reducing our risk of unintentional injury. However, we continue to face an enormous task: on the road, where disabling injuries from crashes outnumber deaths 50 to 1; at work, where last year the U.S. lost 120,000,000 days of work because of injuries; and in the home, where disabling injuries outnumber those suffered at work and on the road combined.

Unintentional injuries are the leading cause of death among people ages 1 to 38 and the fifth leading cause for all ages. More than 93,000 people in the U.S. died from unintentional injuries in 1995, at a cost of \$434.8 billion. Minnesota's share of that cost, by population, was \$7.7 billion. In addition, the National Safety Council places the value of lost quality of life from these injuries at \$775.8 billion, bringing the total cost to \$1,210.6 billion.

According to the National Safety Council, the victims of unintentional injury are typically younger than those who suffer the four leading causes of death (heart disease, cancer, stroke, and chronic obstructive pulmonary disease). Therefore, when ranked by years of potential life lost before age 65, unintentional injury emerges as the leader—responsible for 1.9 million years lost in 1992 (latest information available).

Unintentional injury is truly a costly killer, stealing lives, quality of life, productivity and dollars.

*The total cost of unintentional injuries in 1995, \$434.8 billion, includes estimates of economic costs of fatal and nonfatal unintentional injuries together with employer costs, vehicle damage costs, and fire losses. Wage and productivity losses, medical expenses, administrative expenses, and employer costs are included in all four classes of injuries. Cost components unique to each class are identified below.*



*Motor vehicle costs include property damage from motor vehicle accidents. Work costs include the value of property damage in on the job motor-vehicle accidents and fires. Home and public costs include estimated fire losses, but do not include other property damage costs.*

*\* Duplication between Work and Motor Vehicle, which amounted to \$13.6 billion, was eliminated in the total.*

Source: National Safety Council

## MEMBERSHIP

More than 300 Minnesota employers joined the Minnesota Safety Council in 1996, bringing the total number of members to nearly 2,800. The State of Minnesota continued its appropriation, providing membership for all state departments and agencies. As partners in safety, our members—corporations, unions, professional and community organizations, school districts, cities and counties, state and federal agencies—help provide a foundation for developing traffic, youth, home, occupational and recreational safety programs.

As members, employers and employees gain unique access to a broad range of safety and health resources, programs and expertise. This relationship is a strong one—our member retention rate was 95 percent in 1996.

We continued to expand training opportunities for our members, both through local safety networks and individualized on-site training. One of every four classes was offered in Greater Minnesota. We also continued to diversify training content in response to member requests, tailoring it to a variety of employees in addition to safety officers.

### ● Six

We regularly gathered feedback from our members through informal focus groups and through surveys. Our new e-mail capability provided another quick and easy way for members to communicate with us.

Throughout the year our members relied on us to provide effective safety products and materials. We worked with members to coordinate safety education with injury prevention tools such as carbon monoxide detectors, smoke and fire detectors, and winter auto survival kits.

Member use of our services again grew significantly with more than 2,000 seeking safety and health training, consultation, materials or products (an 11 percent increase from 1995). We received national recognition for service excellence, and our staff and volunteers served in national leadership roles in the safety and health arena.

"The Minnesota Safety Council's staff has been a great resource for Beltrami County, very knowledgeable in safety issues and responding to whatever our request may be. We are particularly grateful for your help in dealing with OSHA citations. Employers and employees in northern Minnesota very much appreciate having training opportunities provided locally!" Marlys Beckman, Safety Coordinator, Office of Emergency Management/Safety, Beltrami County



## MEMBERSHIP

*Employees of Minnesota Safety Council member Westling Manufacturing, Princeton, (and Vince and Larry, the crash test dummies), enjoy a Twins game at one of our major traffic safety events of 1996.*



*Our annual Minnesota Safety & Health Conference, the largest regional gathering of its kind in the nation, provides a showcase for the latest in safety and health products (and a chance to experience our friendly and attentive service face to face!).*

SEVEN ●

Nearly 2,800 members support our work and our mission.

Current-member retention remained high, at 95%.

One of every four classes was offered in Greater Minnesota.

## ON THE JOB

In 1996, the Minnesota Safety Council provided nearly 11,000 managers, supervisors and employees with the tools they need to comply with regulations and reduce worker injuries and deaths. Our staff of experienced safety and health professionals provided hands-on training, classroom sessions and on-site services. Our training programs also featured local and national experts.

In sessions from applied ergonomics to workers' compensation, employers received information and strategies that will help them go beyond compliance to create truly effective safety programs. Much of our training is designed to help participants achieve new levels of competence as trainers themselves or through certification in areas ranging from emergency response to hazardous waste disposal to First Aid/CPR.

Our staff consultants provided on-site safety audits, helping employers prioritize their efforts to reduce risk and minimize costs. Our consultants also developed written programs to help employers structure specific safety and health programs, and assisted in implementing them.

### ● EIGHT

This year, the Olmsted County and Bemidji Safety and Health Networks joined our other regional networks (based in Duluth, Fergus Falls, and Mankato). A Minnesota Safety Council staff person based in Detroit Lakes provided training and consultation support to employers in the northwestern part of the state. We also joined forces with the Center for Innovation and Economic Development at St. Cloud Technical College, offering monthly workshops on current occupational safety and health topics. As a partner in the Great Lakes Training Consortium, one of only twelve OSHA Training Institutes in the nation, we presented courses to students from Minnesota and throughout the United States.

For the 62nd year, we administered the Governor's Occupational Safety and Health Awards. This year, 267 public and private employers were honored for their safety performance.

"The theme of this annual report, 'The Power of Partnership', indicates the outstanding commitment and dedication Minnesotans have to maintaining safety awareness. The continuing efforts of the Minnesota Safety Council in coordinating the Governor's Safety Awards are greatly appreciated, as well as the outstanding efforts of organizations and communities throughout the state, who work hard to meet the challenge of keeping Minnesota a safe place to live." Arne H. Carlson, Governor, State of Minnesota

## ON THE JOB



*Instructor Dale Kluver travels the state with a mobile training unit, providing hands-on education about fire extinguisher use.*



*Our training goes to the dogs! This well-trained pooch demonstrated drug-finding skills in our "Introduction to Drug and Alcohol Testing in the Workplace" class. (The drugs were planted by enforcement officers - honest!)*

Our classes and on-site training and consultation reached nearly 11,000 people.

We offered over 80 different training topics, an increase of 33%, in hundreds of sessions throughout the state.

Our Basic Safety Certificate Program graduated 51 people. Another 22 earned the Advanced Safety Certificate.

## A Look At 1996



Photographer: Sherri Leu

(Above) No, this baby isn't receiving a citation—her car seat is being checked by a Hennepin County paramedic at one of the many car seat checks coordinated by Minnesota SAFE KIDS Buckle Up! in 1996.

(Right) On behalf of the Minnesota Safety Council, staff members Mark Olson (left) and John Ruddy accept recognition for "Buckle Up Night at the Dome" from Kirby Puckett. The event stressed the benefits of safety belts and air bags.



Board Chair Steve Holmstoen, Commissioner of Labor and Industry Gary Bastian, Commissioner of Public Safety Don Davis, and Minnesota Safety Council President Carol Bufton at the annual Minnesota Safety and Health Conference. The commissioners presented the Governor's Safety Awards



## A LOOK AT 1996



*Vince and Larry, always a hit with kids, made scores of appearances at traffic safety events throughout Minnesota.*



*We practice what we teach. Minnesota Safety Council staff receiving fire extinguisher training.*



*Staff member Gina Hoffman recognizing the service of Jim Lasky, a long time leader in the Northern Occupational Safety Division of the Minnesota Safety Council, at the Division's annual conference in Duluth.*



## ON THE ROAD

**T**raffic crashes are the leading cause of unintentional-injury death both on and off the job. Preventing them is a primary focus of the Minnesota Safety Council.

Our driver training programs instruct private citizens as well as professional drivers of autos, trucks, school buses and other vehicles. Working with employers, community centers, senior centers and community education programs, our programs reached over 30,000 people in 1996.

Our commercial vehicle safety services included training and consulting on DOT regulations, drug and alcohol recognition and fleet safety, among others. Through the Honor Roll program we worked with the Minnesota Department of Public Safety (DPS) and the Network of Employers for Traffic Safety (NETS) to help employers promote increased safety belt use.

Working in partnership with DPS, with funding from the National Highway Traffic Safety Administration (NHTSA) we also coordinated:

### ● TWELVE

- *Face the Facts*, which reaches young drivers through the workplace;
- *Buckle Up Minnesota!*, which promotes safety belt use and the benefits of air bags through creative events such as "Buckle Up Night at the Dome", developed in cooperation with the Minnesota Twins; and
- *Minnesota SAFE KIDS Buckle Up!*, which educates health and safety professionals, and the public, about the use of child car seats. The program also supported more than 120 networks for distribution of car seats throughout the state.

Minnesota Operation Lifesaver is part of a nationwide educational effort to prevent crashes at highway-rail grade crossings. Our staff worked with the railroads, state and federal agencies, legislative groups, law enforcement, and volunteer speakers who educate groups throughout Minnesota.

Coordinated by the Minnesota Safety Council since 1934, the Governor's Traffic Safety Awards recognized the outstanding efforts of 31 cities and counties in reducing traffic crashes, injuries and fatalities.

"Minnesota Operation Lifesaver has a successful record of pulling together all the railroads of Minnesota to work on reducing crashes, injuries and fatalities at our highway-rail grade crossings. Our partnership with Minnesota Operation Lifesaver is an alliance involving close cooperation and mutual benefit." Holly Schafer, Twin Cities & Western Railroad

## ON THE ROAD



*Vince and Larry rock the Dome! The crash test dummies throw out the first pitch at "Buckle Up Night at the Dome."*



*Ed Olson, Manager of Traffic Services, brings 35 years of experience in traffic safety to our Defensive Driving training. Working with employers and community organizations we offer driver training in hundreds of communities in Minnesota.*

THIRTEEN ●

Through our defensive driving training we reached over 30,000 Minnesotans.

We distributed nearly 2,500 car seats, 80% to low income families, and trained 155 car seat advocates.

Since Operation Lifesaver began in 1972, fatalities at highway-rail grade crossings have dropped 50%.

# MINNESOTA SAFE KIDS

**T**he Minnesota Safety Council coordinates Minnesota SAFE KIDS, a statewide coalition of over 140 professionals and organizations dedicated to preventing the number one killer of children—unintentional injury.

During National SAFE KIDS Week in May we worked with the National SAFE KIDS Campaign and the St. Paul public schools to distribute the Family Safety Check, which reached nearly 14,000 third- through sixth-graders and their families. We also promoted the SAFE KIDS Check America Challenge, a nationwide competition for children which resulted in the development of new safety programs throughout the state.

Nearly 450 School Safety Patrol members were recognized at the high energy Youth Safety Conference in May. Year-round partners in this program include the State Patrol Safety Education Officers, AAA Minnesota and the American Society of Safety Engineers, Northwest Chapter.

Contributed funds enabled the Coalition to coordinate distribution of free bicycle helmets to low income children. The five program partners--the St. Paul Fire Intervention Project; Pilot City Health Center, Minneapolis; Willmar Hospital; Ramsey County Health Department, and Express Bike Shop in St. Paul, educated children about safe cycling behavior, and helmet use.

We continued working with Minnesota First Lady Susan Carlson on "Kids Can't Wait", which offers resources for parents and caregivers, including telephone information and referral services.

Minnesota SAFE KIDS was one of five coalitions nationwide chosen by the National SAFE KIDS Campaign to participate in a high profile toy safety awareness campaign. Working with the media, Target, and numerous toy stores, we distributed toy safety guides and generated print, radio and TV coverage about choosing age appropriate toys.

"The Minnesota Safety Council is a strong, effective partner with innovative strategies and creative solutions. Together we are safety leaders." Greg S. Rindal, Certified Industrial Hygienist, Minnesota Power, Duluth

# MINNESOTA SAFE KIDS



*Minnesota SAFE KIDS  
Director Sue James shares  
tips on choosing age-  
appropriate toys. The  
Minnesota SAFE KIDS  
Coalition is a national  
leader in developing  
programs to prevent  
childhood injury.*



*An in-line skating  
demonstration at Youth  
Safety Day, emphasizing  
protective gear. The  
Minnesota Safety Council  
has coordinated the event  
for more than 30 years.*

FIFTEEN ●

We coordinate  
Minnesota SAFE  
KIDS, a statewide  
coalition of more  
than 140  
professionals and  
organizations.

We distributed  
more than 1,000  
bicycle helmets,  
including 200 given  
free to low income  
children.

Minnesota SAFE  
KIDS was one of  
five coalitions  
nationwide chosen  
to participate in a  
toy safety  
campaign.

## COMMUNICATION

The Minnesota Safety Council seeks to raise awareness of unintentional injury and to promote behaviors that will prevent it. We work with and through the media to help people understand the problem and to provide solutions. Our relationship with the media continued to grow throughout 1996, generating a significant increase in radio, television and newspaper coverage.

We engaged in a number of public education and information campaigns in cooperation with other agencies on issues such as young drivers and alcohol, snowmobile safety and water safety. The *Face the Facts* program, created by the Minnesota Safety Council in partnership with the Minnesota Department of Public Safety (DPS), received national recognition from the American Society of Association Executives as an outstanding community service program. This traffic safety education program, used by over 300 Minnesota employers in 1996, involves collaboration between public and private agencies, industry associations and employers throughout the state. In partnership with the National Safety Council and the U.S. Environmental Protection Agency, we also distributed information about indoor air issues, including lead, radon and carbon monoxide, among others.

### ● SIXTEEN

Public events such as the annual Minnesota Safety & Health Conference and Youth Safety Day provided opportunities to share up-to-the-minute information, exchange ideas, recognize achievement, and, through the media, reach a broader audience.

Through our publications we provided timely information to a variety of audiences. The *Memo to Members*, a monthly digest of the latest safety and health news, issues and regulatory developments, is sent to safety directors, managers, CEOs and others with safety responsibilities in the workplace. The quarterly *SAFE KIDS Update* provides information about childhood injury issues, programs and resources to professionals with an interest in child safety. Each publication is circulated to more than 5,000 readers.

"As a former school safety patrol member, I think Youth Safety Day is a great way for kids to get well-deserved recognition for their efforts throughout the school year. Through their smiles, I could see the sense of pride and accomplishment these students have developed by keeping other children safe. This program is truly wonderful." Paul Magers, KARE TV news anchor and presenter of 1996 Youth Safety Day awards



## COMMUNICATION



*Our Board of Directors Communications Committee takes a tour of the Weisman Art Museum in Minneapolis via CD-ROM. Our communications planning involves exploring a variety of interactive technologies.*



*We work with the media to reach the public with safety information. Here, Minnesota Safety Council staff provides toy safety information.*

SEVENTEEN ●

We work to raise awareness of unintentional injury and to promote behaviors that will prevent it.

We created news, resulting in increased coverage of safety issues.

The *Face the Facts* traffic safety program for youth received national recognition.

## DEVELOPMENT

Our vision for the future is aggressive. Significant new financial resources are essential to help us achieve our goals. In 1993, our Board of Directors established a development program to secure contributed dollars to fund the new and innovative programming required by our vision. Contributions from corporations, foundations, individuals and other sources will enable us to expand safety programs and services to the public; and will support our efforts to build greater awareness of the importance of safety and health issues.

The Development Program will enable us to remain a leader in promoting safety and health. It will provide a way for members to support safety and health initiatives over and above membership dues, tuition and product purchases. And, it will allow community organizations such as foundations to participate in making Minnesota a safer place to live.

Our Development Program does not seek general operating support. It raises needed dollars to fund new and important projects which will move us toward fulfilling our mission and vision. These include:

### ● EIGHTEEN

- A comprehensive telephone information line which will provide childhood injury prevention messages to kids and adults in a quick, easy and entertaining way.
- Public education displays designed to increase awareness of injury prevention.
- A high-tech interactive safety education "experience" which will deliver injury prevention messages around the state.
- A major public education initiative with a dual purpose: to build awareness that preventable injuries are the leading health risk to children and to let the public know that we will help them reduce that risk.
- The Arthur E. McCauley, Jr. Memorial Fund which provides tuition assistance allowing employees from small businesses to participate in training.

Through our Development Program, contributors become partners in a worthy goal to make Minnesota a safer place to live.

"This is the first time that Uvex has provided financial support of this type at the local level. As a national company, we most often look toward the broader programs. Your local program, however, may be the most aggressive in its approach to public safety education. We believe very strongly in your message and the focus the Minnesota Safety Council places on personal safety, and are pleased to support your efforts." Harry D. Neff, Vice President-Sales, Uvex Safety, Inc.

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# THE POWER OF PARTNERSHIP

**P**artnership is a powerful concept. When people and organizations work effectively in partnership, there is a synergistic effect. Together, partners can dream bigger dreams, take larger risks, and implement more effective, far-reaching programs than either could do alone.

That's why a key strategy of the Minnesota Safety Council as we move toward the future is to work in partnership. Our mission—to make Minnesota a safer place to live—requires us to work in partnership if we hope to achieve results. To make strides, we must make Minnesotans aware that injuries and deaths from preventable causes are a critical public health issue. It will be an enormous challenge to develop a culture that does not tolerate annual losses—most of them preventable—of 100,000 lives, 100 times as many injuries, and more than \$400 billion a year.

We must help people accept responsibility—and act—to protect themselves and their loved ones from harm. Joining forces with a diverse group of partners—health and safety organizations, employers, labor groups, government agencies, individuals—is the only way we can marshal the resources necessary to continue developing creative solutions to reduce unintentional injuries and deaths. Those resources are not limited to dollars—they also include people, ideas, influence and more.

NINETEEN ●

The Minnesota Safety Council and our members demonstrate the power of partnership every day. Members support our work—and our mission. So do the thousands of volunteers who work with us to develop and implement innovative, effective programs that save lives. Those partnerships are too numerous to note here, but they are tremendously important to our work.

You've read just some of the results of our partnerships in this Annual Report. They have helped the Minnesota Safety Council to become a leader in shaping safety and health here at home and at regional and national levels. We have gained national recognition for our skill in working in coalition with diverse organizations and individuals. Our Board of Directors and our staff have committed to nurturing that skill and the partnerships we have created.

To all of our partners, we send a hearty thanks. We look forward to jointly facing the challenge of finding and implementing the creative strategies which will make Minnesota—and our nation—a safer place to live.

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# FINANCIAL

## Minnesota Safety Council, Inc. Statements of Activities

Years Ended June 30,	1996	1995
<b>UNRESTRICTED NET ASSETS</b>		
Revenue		
Program Fees	2,251,933	2,223,506
Contributions	80,670	67,000
Dues Contributed by Members	482,891	432,816
Educational and Safety Materials Sales	830,188	808,753
Management Fees	18,000	18,000
Interest Income	2,817	
Other	15,314	21,075
Net Assets Released by Fulfillment of Usage Restrictions	<u>65,649</u>	<u>60,685</u>
Total Revenue	3,747,462	3,631,835
Expenses		
Program Services:		
Safety Programs	1,927,640	1,886,358
Public Education	569,151	423,452
Cost of Educational and Safety Materials Sold	<u>675,776</u>	<u>638,209</u>
Total Program Services	3,172,567	2,948,019
Supporting Services:		
Management and General	197,428	178,764
Fund Development	<u>255,711</u>	<u>258,130</u>
Total Supporting Services	453,139	436,894
Total Expenses	<u>3,625,706</u>	<u>3,384,913</u>
Net Change in Unrestricted Net Assets	<u>121,756</u>	<u>246,922</u>
<b>TEMPORARILY RESTRICTED NET ASSETS</b>		
Contributions:		
Operation Lifesaver	29,241	26,506
SAFE KIDS		8,833
Development	137,465	22,645
Net Assets Released by Fulfillment of Usage Restrictions	<u>(65,649)</u>	<u>(60,685)</u>
Net Change in Temporarily Restricted Net Assets	101,057	(2,701)
Change in Net Assets	222,813	244,221
<b>CHANGES IN NET ASSETS</b>		
Net Increase in Net Assets	222,813	244,221
Net Assets, Beginning of Year	1,122,202	877,981
Net Assets, End of Year	1,345,015	1,122,202

### Basis of Prevention - Accounting for Net Assets

The organization's financial statements are segregated into classes of net assets according to the use of related resources. These classes of net assets are summarized as follows: Unrestricted Net Assets - Accounting for resources that the Board of Directors has the discretion and intention to use in carrying on the organization's operations. Temporarily Restricted Net Assets - Accounts for resources restricted by the donors for specific operating activities or specific future periods.

Minnesota Safety Council, Inc.  
Schedule of Functional Expenses

Year Ended June 30, 1996 with Comparative Totals for 1995

	Program Services				Supporting Services				Total Expenses	
	Safety	Public	Cost of	Total	Management	Fund	Total	1996	1995	
	<u>Programs</u>	<u>Education</u>	<u>Educational and Safety Materials Sold</u>		<u>and General</u>	<u>Raising</u>				
Salaries	\$ 438,725	\$ 238,789	\$	\$ 677,514	\$ 109,681	\$ 133,184	\$ 242,865	\$ 920,379	\$ 802,139	
Payroll Taxes	41,222	9,569		50,791	10,306	12,514	22,820	73,611	63,936	
Retirement Contributions	1,292	42,748		44,040	323	392	715	44,755	33,981	
Professional Services				- 0 -	31,196	5,756	36,952	36,952	29,670	
Telephone	18,559	6,582		25,141	174	6,148	6,322	31,463	26,149	
Supplies, Printing and Postage	546,177	95,671		641,848	8,941	46,493	55,434	697,282	626,212	
Staff Expenses and Travel	31,645	8,435		40,080	1,456	7,301	8,757	48,837	51,721	
Library and Film		14,464		14,464			- 0 -	14,464	20,897	
Insurance and Dues	39,979	9,281		49,260	9,995	12,137	22,132	71,392	65,303	
Rent and Utilities	40,562	9,416		49,978	10,452	12,313	22,765	72,743	66,064	
Repairs and Maintenance	5,936	10,643		16,579	1,113	1,352	2,465	19,044	4,292	
Depreciation and Amortization	38,852	9,019		47,871	9,713	11,794	21,507	69,378	55,952	
Conferences, Meetings and Special Programs	69,515	66,854		136,369	867	1,052	1,919	138,288	141,558	
Educational and Safety Materials			675,776	675,776			- 0 -	675,776	638,209	
Course Instructors	567,047	18,170		585,217			- 0 -	585,217	632,414	
Course and Special Programs	75,283	19,700		94,983		1,375	1,375	96,358	101,015	
Interest	12,846	2,982		15,828	3,211	3,900	7,111	22,939	24,661	
Miscellaneous		6,828		6,828			- 0 -	6,828	740	
Total Expenses	1,927,640	569,151		3,172,567	197,428	255,711	453,139	3,625,706	3,384,913	

FINANCIAL

# MINNESOTA SAFETY COUNCIL STAFF



## ● TWENTY-FOUR

- Carol A. Bufton, President
- Ann L. Kulenkamp, Director, Communications
- Cary A. Swenson, Director, Membership Services
- John Ruddy, Director, Development
- Regina M. Hoffman, Director, Continuing Education
- Sue James, Director, Community Programs
- Wade A. Salstrom, Manager, Administration
- Mark Nolan, Membership Representative
- Michael Sandberg, Membership Representative
- Mark T. Olson, Manager, Product Sales
- Lisa Miller, Coordinator, Continuing Education
- Lisa Kons, Coordinator, Continuing Education
- Maryellen Skan, Consultant, Occupational Safety & Health Services
- Rick Reber, Consultant, Occupational Safety & Health Services
- Chris Trostad, Field Consultant, Occupational Safety & Health Services
- Edward E. Olson, Consultant, Traffic Services
- Dave Jones, Consultant, Commercial Vehicle Safety Compliance
- Julie Prom, Coordinator, Minnesota SAFE KIDS Buckle Up!
- Rene' Burroughs, Coordinator, Minnesota SAFE KIDS Coalition & Minnesota Operation Lifesaver
- Mike Langer, Coordinator of Community Initiatives
- Liz Reque, Administrative Assistant
- Dena A. Johannsen, Communications Assistant
- Chris Johnson, Communications Assistant
- Lisa Novak, Bookkeeper
- Julie Apikelis, Accounts Receivable
- Linda McNurlin, Membership Services Assistant & AV Librarian
- Carol M. Wicks, Occupational Program Assistant
- Jean Seeger, Occupational Program Assistant
- Patti Alberg, Traffic Program Assistant
- Jill M. Dixon, Community Program Assistant
- Leslie Hernandez, Community Program Assistant

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**B**equests of all sizes have helped to make the Minnesota Safety Council's lifesaving activities possible since we were established in 1928.

Our record of careful management ensures the enduring usefulness of funds entrusted to our care. You can assure the Minnesota Safety Council of continued financial support by using the following bequest form:

"I give and bequeath to the Minnesota Safety Council, a corporation organized under the laws of the State of Minnesota, the sum of \$\_\_\_\_\_ for its corporate purposes."

Like all other gifts to the Minnesota Safety Council, bequests by will of money, securities, property, the residue of an estate or any part of it, are tax deductible. Before making a gift of substance, you should consult your attorney.

**C**orporate contributions and sponsorships also help provide the margin for excellence in Minnesota Safety Council training programs, conferences and public education activities.

You can join the fight to prevent unintentional injury by becoming a corporate partner in support of the Minnesota Safety Council.

For further information, write to John Ruddy, Director of Development, Minnesota Safety Council, 474 Concordia Avenue, St. Paul, Minnesota 55103, call 612-228-7309, or e-mail him at [ruddy@mnsafetycouncil.org](mailto:ruddy@mnsafetycouncil.org).

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*Making Minnesota A Safer Place To Live*

© Chapter of the National Safety Council

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