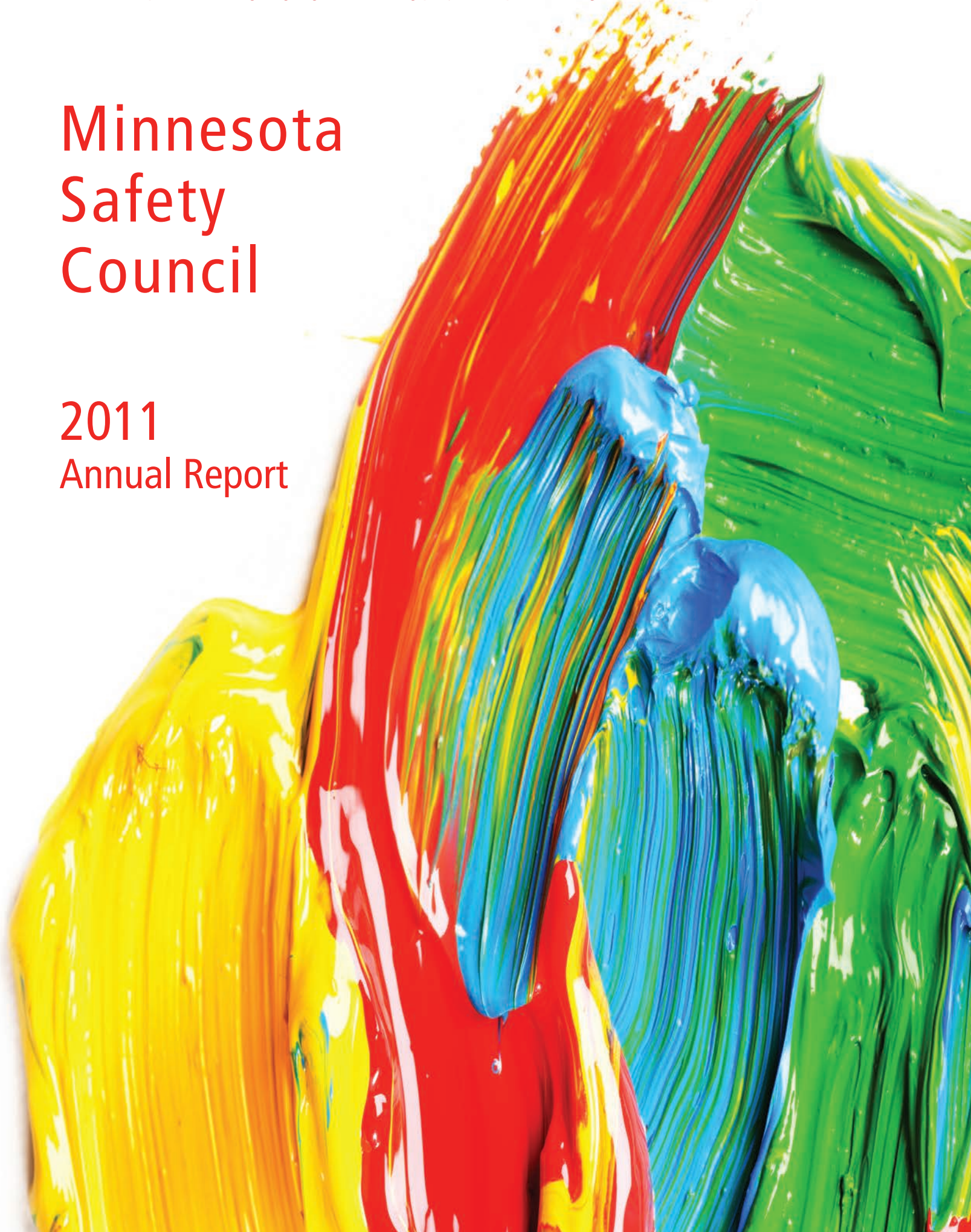


Minnesota Safety Council

2011
Annual Report





Our Mission

To make Minnesota a safer and healthier place to live by helping you prevent unintentional injuries at work, on the road, at home and at play.



Our Board of Directors heard directly from members about their safety issues and challenges at our annual meeting. Above, board member Mike Doherty, left, with members Paul Burck and John Olin. Board members gave generously of their time and leadership skills, providing thoughtful counsel on our strategic direction.



The third annual Minnesota Childhood Injury Summit featured keynote speaker Meri-K Appy, left, president of Safe Kids USA, pictured with Erin Petersen, Coordinator of Safe Kids Minnesota, and of family safety programs for the Minnesota Safety Council.



Workplace training and consultation in occupational safety and health, first aid and traffic/DOT reached more than 26,000 people. Left, students gained hands-on experience with respirator fit testing.



Partnerships with local and national organizations enriched programs and services for our members and the public. Above, National Safety Council President Janet Froetscher met with Carol Bufton, president of the Minnesota Safety Council, at our St. Paul training center.



Our 3,000 member organizations are committed to keeping their workplaces safe, productive and in compliance with government regulations.

Making Progress

2011 was a good year for the Minnesota Safety Council, for our members and for safety in Minnesota. You'll see evidence in the pages of this annual report. Here are a few highlights.

Remarkable progress has been made in bringing down unintentional deaths and injuries in Minnesota. Minnesota's non-fatal workplace injury and illness rate is near an all-time low. Preliminary numbers place traffic deaths at the lowest number since 1944. Our work is making a difference.

There's good news, too, from our members as you tell us that despite continued economic pressure, things are looking up in terms of organizational growth and solid safety results in your workplaces. *Your* work is making a difference!

Our members are at the core of the Minnesota Safety Council. We focused on deepening that relationship, and so we listened closely to you. Every time we asked for input, you responded with wisdom and candor. You were clear in telling us that resources – both dollars and time – are still tight. You asked us to deliver practical, cost-effective, easy-to-implement solutions to keep your safety programs strong, and to help your employees and their families stay injury-free away from work.

We responded with more training tailored to your worksite and your workers. We added more no-cost webinars. We continued to build content in the Members Only section of our website. We hosted networking opportunities for members to share safety solutions. We found ways to help you encourage your employees to take safety home with them.

As we planned for the future, we worked with business leaders, policy-makers and other groups and organizations to advocate the importance of safety – in the workplace, on the road and at home. With the Minnesota Department of Health, we hosted focus groups to learn more about unintentional injury in Minnesota and to develop a ten-year plan for injury prevention in our state. With the National Safety Council, we formed a new group to focus on making teen drivers better drivers.



Mary Carter, left, Chair of the Board of Directors and Senior Vice President and Chief Administrative Officer, Andersen Corporation, and Carol Bufton, President of the Minnesota Safety Council.

As we listened and learned and partnered to provide safety solutions, we were reminded that we are living in a new reality. Available resources have changed. The composition of our workforce is changing. Technology is changing the way we communicate and do business. And more change is ahead.

Some important things haven't changed, though. One – unintentional injuries continue to be a significant risk to each of us, and a drain on human and financial resources. Two – the Minnesota Safety Council's mission remains relevant and our vision is clear. And three – our relationships with members and our many safety partners are solid and strong.

We are grateful for the astute and courageous leadership of our Board of Directors, the strong bond with our members and partners, and the deep commitment of our enthusiastic and talented staff. Together, we are making a difference. Together, we are making Minnesota a safer place to live.



Injury in Minnesota

Unintentional injuries are the number one killer of people ages 1 – 34, they are expensive, and they are predictable and preventable.

Each year, unintentional injuries take the lives of more than 1,800 Minnesotans. They are the number one killer of children, youth and young adults, and the fourth leading cause for all ages. They are the leading cause of hospitalization and send more than 300,000 people to Minnesota emergency departments each year. The National Safety Council estimates the annual cost of unintentional injuries at nearly \$700 billion, the majority of it in wage and productivity losses, medical expenses and administrative expenses. The annual cost of traffic crashes alone in Minnesota is most recently estimated at nearly \$1.5 billion.

Remarkable progress in reducing injuries has been made, particularly on our roads and in our workplaces. Since 2001, traffic deaths have dropped 38 percent in Minnesota, resulting in the second lowest traffic death rate in the

nation. Preliminary reports put the number of traffic fatalities last year at 349, an 11 percent drop from 2010 and the lowest number since 1944. Our seat belt use rate reached a record high 93 percent, compared to the national rate of 84 percent. Alcohol-related crashes and DWI arrests continued to drop.

In the workplace, Minnesota's non-fatal workplace injury and illness rate is near an all-time low. From 2005 to 2010, the state's estimated rate dropped from 5.1 per 100 full-time-equivalent (FTE) workers to 3.9. Minnesota's nonfatal workplace injuries and illnesses were estimated at 76,700 in 2010, a drop of nearly 30,000 from 2005.

These successes have been driven by the hard work and leadership of individuals, government, public agencies and organizations such as the Minnesota Safety Council, working with our members and other partners. They are the result of strong legislation and enforcement, effective education, and modifications to our roads, homes, workplaces and community spaces.

However, there is much to be done:

- More than half of those killed on our roads are not wearing seat belts.
- On average, more than 200 workers are injured or become ill from job-related causes each day.
- Fatal injuries in the home, most prominently falls and poisonings from misuse of painkillers, continue to climb.
- Our death rate for falls is among the fifth highest in the country.
- One hundred thousand Minnesotans live with traumatic brain injury-related disabilities – and the leading causes are falls, traffic crashes and sports-related injuries.

The repercussions affect families, friends, places of work and entire communities.

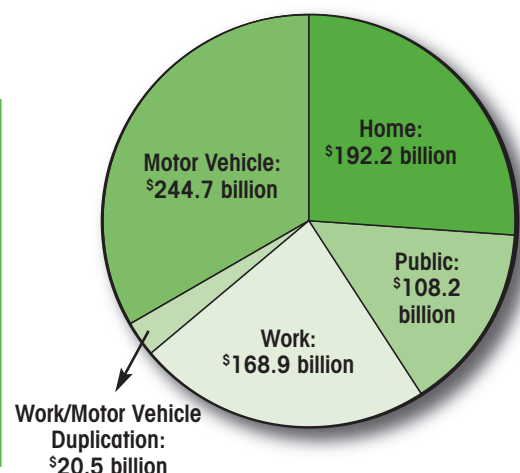
Our mission is to reduce these injuries – to save lives, reduce loss and help people live to their full potential. On the following pages, you'll see how we translated that mission into action in 2011, as we worked to make Minnesota a safer place to live.

Leading Causes of Unintentional Injury, Minnesota, 2001- 2010

Emergency Department Visits	Hospitalization	Deaths
Falls	Falls	Falls
Struck by or against objects or persons	Motor vehicle crash (vehicle occupant)	Motor vehicle crashes (occupants, motorcyclists, bicyclists, pedestrians)
Cuts (knives, power tools, household appliances, etc.)	Poisoning	Poisoning

Cost of Unintentional Injuries, U.S.

Source: National Safety Council



Membership

Organizations join the Minnesota Safety Council to keep their employees safe and their businesses productive and healthy – in every sense of the word.

Our membership includes more than 3,000 organizations from a diverse range of industries: manufacturing, healthcare, construction, transportation, wholesale and retail trade and other services. Our continuing partnerships with the state of Minnesota, the Minnesota Counties Intergovernmental Trust, and the League of Minnesota Cities Insurance Trust provides membership to virtually all units of local, county and state government.

Our members' safety needs are as varied as their organization size and industry. They turned to us for consultation, training and training tools, publications and reference books, Web-based resources and opportunities to network with other organizations.

Meetings throughout the state provided the opportunity for members to speak face-to-face with our staff, learn more about programs and services, and share information with each other. A new networking group was established in the east metro Minneapolis-St. Paul area. Member gatherings were complemented by individual meetings, phone consultation and our staff's participation in employee health and safety fairs.

Member newsletters provided breaking safety news and helpful resources, reaching nearly 8,700 people involved in workplace safety. The *Members Only* section

of our website provided daily news updates, information about standards and best practices, sample plans and policies, and interactive tools. Visits to the site increased 20 percent over the previous year. Another popular resource, the video lending library, provided access to more than 700 training videos and DVDs; on average, members borrowed 40 per week.

We helped members take employee safety beyond the workplace, assisting them in implementing employee purchase programs and distributing thousands of bicycle helmets, weather radios, carbon monoxide alarms and vehicle emergency kits. We worked with members to develop off-the-job safety materials for employees, focused on the injuries most common

to their workers. The ongoing project is funded, in part, by the American Society of Safety Engineers, Northwest Chapter.

Our member retention rate is high (91 percent) but we do not take it for granted. We are committed to deepening our understanding of the challenges our members face and how we can best meet them. As part of that effort we conducted in-depth research with our members, seeking to serve them – and our mission – to the best of our ability.

Members make the commitment to safety in the face of numerous challenges: tight safety budgets and safety staff who may be few in number, new to safety or juggling other responsibilities. Whatever the issues for our members, we act as their safety partner, supporting their efforts and providing cost-effective resources and services that meet their needs.



Members demonstrated their commitment to safety beyond the workplace, distributing thousands of products to help keep their employees safe at home, on the road and at play.



Our staff participated in member safety events an average of twice a week throughout 2011. Interactive tools like “drunk goggles” (which simulate the effects of alcohol impairment on vision) provided education in an engaging way.



In the Workplace

Minnesota's workplace injury and illness rate continues to drop, nearing an all-time low in 2011. Yet even one injury can have serious repercussions, and not only for the person involved; it can significantly affect an organization's morale, productivity and worker's compensation costs.

Occupational safety and health training and consultation. As the economy slowly improved, demand for occupational safety and health training and consultation increased, particularly for onsite projects. Members throughout the state asked us to perform safety assessments, train their safety committees, manage their safety programs, conduct annual OSHA training, and offer a variety of safety topics ranging from aerial lift to ergonomics, to safety and the aging workforce. Phone consultation increased as well, with an emphasis on supervisor development, recordkeeping and training requirements.

Training requests typically involved complying with regulations, including forklift, confined space, fall protection and bloodborne pathogens. Electrical safety training was among the most popular classroom training topics, as were audiometric technician training and core OSHA courses for general industry and construction.

Our largest educational event of the year, the three-day Minnesota Safety and Health Conference, drew nearly 1,400 attendees. The event offered 90-plus sessions, direct observation of best practices through safety tours, and a chance to network with individuals from a variety of organizations and industries. The third day of the conference

was highlighted by the Governor's Safety Awards luncheon, at which 179 workplaces were recognized for safety excellence.

Annual workplace safety conferences in greater Minnesota – the Northern Regional Safety Day in Duluth and the Northern Minnesota Safety Conference in Bemidji – offered rich training and networking opportunities.

Professional development programs strengthened individual skills and benefited organizational safety programs. Sixty people earned the Basic Safety Certificate, a designation from the Minnesota Safety Council and the Minnesota Department of Labor and Industry, and another 15 achieved the National Safety Council's Advanced Safety Certificate.



Attendees at the annual Minnesota Safety & Health Conference found the latest workplace safety resources and tools – and the experts who back them up.

Online training expanded significantly in 2011. The 12-hour Safety Management for Supervisors course, taught by our staff and customized for individual organizations, was added to our online training options. A partnership with National Safety Council

and Summit Training Source provided access to another 100-plus web-based sessions.

Training was supplemented by free member webinars on topics such as back safety, effective safety committees, distracted driving and conducting effective safety fairs. Members also participated in workplace safety webinars offered in partnership with the Minnesota Chamber of Commerce.

“I always go back to work remembering why I chose this field after I go to the Minnesota Safety & Health Conference.”

In total, our occupational safety and health training, including onsite instruction and consultation, reached more than 20,475 people.

Driver training and DOT compliance.

Traffic crashes continue as the leading cause of work-related death. Whether dealing with fleet issues, commercial vehicle regulations, a workforce on the road or simply driving to and from work, traffic safety is a significant issue for employers.

Classroom training and onsite consultation reached more than 2,900 people with education about defensive driving, DOT compliance, recognizing use of drugs and alcohol, and more. Long-term contracts allowed us to provide ongoing support for commercial motor vehicle safety and defensive driving skills. Online defensive driving continued to be a popular option; nearly 2,500 people took advantage of this flexible training option.

Through the Minnesota Network of Employers for Traffic Safety (NETS), a joint project of the Minnesota Safety Council and the Minnesota Department of Public Safety, Office of Traffic Safety, we provided employers with strategies, speakers, print materials and online resources to help them keep employees and their families safe on our roads. Through NETS, we offered presentations statewide to help employers develop traffic safety initiatives and implement policies. Information about seat belt use and distracted driving were of particular interest.

First Aid/CPR/AED training. Being prepared for emergencies is an essential part of workplace safety. Demand for First Aid/CPR/AED classes increased by 18 percent in 2011, with particular growth in onsite training. This area of workplace safety training has seen continuing growth over the past several years, driven by our high-quality, cost-effective program and responsiveness to employer needs. Nearly 3,000 people participated in the classes last year. We trained 31 new instructors, expanding our statewide network to 208, and assisted all of them with the transition to new American Heart Association Standards for First Aid/CPR issued last year. We also provided assistance with

selection and placement of automated external defibrillators (AEDs) and training on their use. Distribution of AEDs increased by 10 percent; demand for replacement pads, batteries and other AED supplies increased 20 percent.

Training packages and safety program resources. In addition to training and consultation, we provided resources to help employers conduct their own training and enrich their safety programs: more than 400 programs and training packages, including video- and computer-based materials, technical manuals, booklets and brochures. Partnerships with National Safety Council; J.J. Keller; CLMI; Mancomm; FLI; Coaching Systems, LLC; Summit Training Source and Kidde allowed us to offer access to thousands more at special member prices. Popular options included DVD-based packages focused on regulatory compliance topics and our Train-the-Trainer PLUS seminars, which provide complete training programs and instruction on how to implement them. Based on attendee feedback we've developed a new seminar in this series focused on aerial lift safety, which will debut early in 2012.

“Thank you for all the help you have given us in setting up our First Response Team. [The First Aid/CPR instructor] was great yesterday; everyone not only enjoyed her class, but learned much and felt very confident when they left the session. You guys are the best!!”



Our training helped employers comply with regulations and create safer workplaces. Above, students learned the fine points of constructing scaffolding.



First Aid/CPR training grew by nearly 20 percent. Above, early childhood educators from the Community Action Partnership of Ramsey and Washington Counties learned CPR skills.



Traffic safety was an important issue for employers whether employees drove on the job or simply to and from work.



In the Community

Unintentional-injury deaths in the home and community continue to climb. Traffic deaths are declining, but remain the number one cause of death for Minnesotans ages 1 – 34. In response to these challenges, we worked with local, state and national partners to develop strategies, programs and hands-on resources for use in communities statewide.

Working in coalition for traffic safety.

Minnesota was one of ten states selected to launch a teen safe driving coalition, with the support of National Safety Council and funding from The Allstate Foundation. The coalition has developed teen driver safety education tool kits to reach teens, tweens and parents and will continue its work in 2012.

Our staff continued to participate actively in the Minnesota Toward Zero Deaths partnership, serving on the leadership team, participating in webinar presentations, and presenting at the annual state conference. This partnership has become a national model of effectively integrating education, engineering, enforcement and emergency response to reduce traffic crashes and deaths.

We supported a similar multi-disciplinary approach to ensuring the safety of children walking, biking or riding buses to school, helping plan the Safe Routes to School National Conference, held in Minneapolis in August. At the state level, we are participating in a newly-formed Safe Routes to School (SRTS) Steering Committee, led by the Minnesota Department of Transportation. We also work actively with the Minnesota Operation Lifesaver, Inc. railroad crossing safety program, serving on the board of directors and providing website technical support.

Defensive driving training. Our network of defensive driving instructors provided classroom training to seasoned drivers through senior centers and community centers around the state. The training helped drivers brush up on their skills and receive an insurance discount. More than 23,000 people participated in the classroom

and online courses in 2011. Another 1,067 drivers were referred to classes through the courts.

Family safety. Nearly 70 people attended the third annual Minnesota Childhood Injury Summit in September. Local and national speakers provided fresh perspectives and practical strategies for preventing unintentional childhood injuries. A “Champion of Child Safety” award was presented to Abbey’s Hope Charitable Foundation and its president, Katey Taylor for significant contributions in advancing the prevention of childhood injury in Minnesota. Sponsors of the 2011 summit included the Minnesota Department of Health, Children’s Hospitals and Clinics of Minnesota, Regions Hospital/Gillette Children’s Hospital, Hennepin County Medical Center, Amplatz Children’s Hospital, EMS for Children, and Johnson & Johnson.

Good Going! Adventures in Safety, was published to rave reviews and strong demand. Created in partnership with

AAA Minnesota/Iowa and The Auto Club Group, the single-issue safety magazine for kids blends safety information with games, stories, puzzles and vivid illustrations addressing common injury areas for children. More than 130,000 copies have been distributed in 19 states.

Requests to use online senior fall prevention resources, especially our fall prevention checklist, came from throughout the United States. The checklist has been used by numerous public health, insurance and senior programs around the country and as far away as Malaysia. At the other end of the age spectrum, we partnered with the Minnesota Department of Education to provide child safety articles for inclusion on the state of Minnesota parent website MNParentsKnow.info.

Safety and health events and fairs hosted by member companies were a significant opportunity for outreach to families. Our staff participated in 96 member events, providing information, presentations and safety tools.



U.S. Senator Amy Klobuchar and the Minnesota Teen Safe Driving Coalition joined forces at Eden Prairie High School to raise awareness of heightened traffic risks for teens in the summer.



Funding from Safe Kids USA helped us support water safety education for inner city children.

Working with members and other community partners, we distributed thousands of products to support safety on the road, at home and at play. Bicycle helmets remained the most popular item, followed by weather alert radios, for which demand increased 30 percent over 2010. We continued to provide helmets for the Arrowhead Regional Development Commission's bicycle safety program for elementary schools, as well as for several Girl Scout summer camps.

Safe Kids Minnesota. Safe Kids Minnesota, coordinated by the Minnesota Safety Council since 1988, gave support to six coalitions and chapters located throughout the state, providing materials and assistance with targeted childhood injury prevention outreach and car seat checkups. Safe Kids and local partners were selected for several grants from Safe Kids USA:

- A *Safe Sports* grant, implemented in partnership with TRIA Orthopaedic Center, supported youth sports safety clinics for athletes, parents, coaches and athletic trainers.
- Safe Kids Minnesota and Safe Kids NW Metro Minneapolis were among 10 coalitions nationwide chosen to raise awareness about the dangers of swallowing coin-sized lithium batteries, which can cause severe burns if they become stuck in a child's throat.
- A water safety education grant for underserved youth (matched by Abbey's Hope Charitable Foundation) funded water safety lessons at the Blaisdell YMCA in South Minneapolis.
- *Safe Kids Walk this Way* reached more than 600 children at Grey Cloud Elementary in Cottage Grove on International Walk to School Day in October and provided funding for new safety signage around the school.

Other Safe Kids community partnerships included:

- The "I Got Caught!" program, through which law enforcement rewarded children wearing helmets with a coupon for free ice cream. Partners included AAA, KSTC-TV, Hennepin County Medical Center, the Minnesota Chiefs of Police and Sheriffs Associations, and Dairy Queen.

- *Spring into Summer Safety* events, sponsored by Abbey's Hope Foundation, offered fun, interactive education on safety in and around pools at events in Minnetonka, St. Paul, Elk River, St. Louis Park and North Minneapolis.
- The "Outstanding Coalition-Dealer Partnership Award," presented by Safe Kids USA to Safe Kids Minnesota and Merit Chevrolet, marked a ten-year partnership of hosting monthly car seat checks – more than 100 events total.



Outreach through the media included creation of a public service announcement for the "I Got Caught!" bicycle safety program, in partnership with AAA Minnesota/Iowa.

With funding from the American Society of Safety Engineers, Northwest Chapter, Safe Kids continued to provide webinars on timely childhood injury topics for safety professionals. The Safe Kids LinkedIn group offered another avenue for sharing childhood injury prevention news and resources.

Many paths for ongoing outreach. We continually received and responded to inquiries about childhood injury, home and community safety issues. We also reached out through the media, providing information on a variety of safety topics. Our websites supplied round-the-clock access to safety information, programs and materials: our primary site, minnesotasafetycouncil.org; the children's website, safe-a-rooni.org; and our detailed guide to transporting children safely, CarSeatsMadeSimple.org.



Classroom and online defensive driving training reached more than 23,000 seasoned drivers in 2011.

"Thank you so much for this great [fall prevention] checklist. Very helpful for me and my 86-year-old mother!"



Contributions

Your gifts make a difference! Our deepest thanks to the many organizations and individuals who made financial or in-kind contributions to the Minnesota Safety Council in 2011.

While most of our dollars are earned through training, membership dues, and distribution of safety materials and products, we receive essential support for our mission from charitable contributions.

These gifts support our mission in many ways, including:

- Training scholarships for small businesses through the Art McCauley Fund
- The annual Minnesota Safety & Health Conference
- Development of off-the-job safety materials for our members
- Safe Kids Minnesota childhood injury webinars
- The annual Minnesota Childhood Injury Summit
- Creation of special publications in traffic safety, childhood injury and more.

A particular thanks to:

- Our members, who support injury prevention by making contributions above and beyond their membership dues, and by providing in-kind goods and services.
- Our Board of Directors, each of whom also contribute generously of their time and leadership skills.
- Our staff, who show their commitment through hard work as well as charitable gifts.

Good Going! used stories, games and puzzles to provide safety information and education to kids. The single-issue magazine was produced with support from AAA Minnesota/Iowa and the Auto Club Group.



“With regard to the new Good Going publication – I checked it out on the Minnesota Safety Council website and it is fantastic!

Just got the safety publication. LOVE IT!!! Thank you so much for offering it to us!”



Conference sponsors and other contributors helped make the 77th annual Minnesota Safety & Health Conference a big success.

The following individuals and organizations contributed to the work of the Minnesota Safety Council in 2011:

In support of our mission

AAA Minnesota/Iowa
The Austin Mutual Insurance Company Fund of the Minneapolis Foundation
Minnesota Safety Council Board of Directors
Minnesota Safety Council Staff
Minnesota Wireless Foundation
The Prudential Foundation
The Valspar Foundation
Voith Paper North America
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Minnesota Safety & Health Conference

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Traffic Safety Programs

AAA Minnesota/Iowa
The Allstate Foundation
Mark Helland, in memory of
Kelsey Kjos and in sup-
port of teen safe driving
initiatives
Kline Volvo
National Safety Council
Volvo of North America

Art McCauley Small Business Workplace Safety Training Fund

American Society of Safety
Engineers, Northwest
Chapter
Andersen Corporation
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Otter Tail Power Company

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Contributions to Children's Injury Prevention Programs Including Safe-a-Rooni and Safe Kids Minnesota

General Support

AAA Minnesota/Iowa
Allan and Margaret Moore
Foundation
American Society of Safety
Engineers, Northwest
Chapter
Dr. Heather Bergeson
Johnson & Johnson
Safe Kids Worldwide
The Margaret Rivers Fund

Childhood Injury Summit

Children's Hospitals and
Clinics of Minnesota
Emergency Medical Services
for Children
Hennepin County Medical
Center
Johnson & Johnson
Minnesota Department of
Health
North Memorial Medical
Center
Regions Hospital/Gillette
Children's Specialty Health
Care
University of Minnesota
Amplatz Children's
Hospital

Gifts in Kind

AAA Minnesota/Iowa
Abbey's Hope Charitable
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Anoka County Safe Kids, led
by Fridley Police
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Grey Cloud Elementary
Hennepin County Safe Kids,
led by Hennepin County
Medical Center
Mahube Safe Kids, led by
Mahube Community
Council
Merit Chevrolet
Minnesota State Fire Marshal
Division
Northwest Metro
Minneapolis Safe Kids
Coalition, led by North
Memorial Medical Center
Rochester/Olmsted County
Safe Kids, led by Olmsted
County Public Health and
the Rochester Police
Department
Saint Paul/Ramsey County
Safe Kids, led by Saint
Paul Department of Fire
and Safety Services
TRIA Orthopaedic Center

These committed Minnesota Safety Council members contributed generously over and above their membership dues to support our Family Safety Programs!

All Home Health, Inc.
American Peat Technology,
LLC
Andersen Corporation
Arvig Communication
Systems
Baldinger Baking Company
Construction/Safety
Consultants
Cragun's
Cummins NPower
Dymax Service, Inc.
Eye Kraft Optical, Inc.
Gauthier Industries, Inc.
General Dynamics – AIS
General Electric

Grand Portage Reservation
Tribal Council
Grand Village Nursing Home
IWCO Direct
Jennie-O Turkey Store
Lake Country Power
Lakes Gas Company
Long Prairie Packing
Company
Madsen Fixture & Millwork,
Inc.
Minncast, Inc.
Northern Pipeline
Northland Aluminum
Products, Inc.
Quality Pork Processors, Inc.
Road Machinery & Supplies
Company
SFM Mutual Insurane
Company
Silgan Containers
Steinwall, Inc.
Thiele Technologies, Inc.

Statements of Activities

Years Ended June 30,	2011	2010
UNRESTRICTED NET ASSETS		
<u>Revenue and Support</u>		
Program Fees	\$1,551,241	\$1,421,774
Contributions	36,139	14,355
Dues Contributed by Members	724,314	700,385
Educational and Safety Materials Sales	1,494,248	1,372,010
Management Fees	31,440	31,440
Interest and Investment Income	4,099	4,037
Other	80,907	52,967
Net Assets Released by Fulfillment of Usage Restrictions	81,988	32,122
Total Revenue and Support	4,004,376	3,629,090
<u>Expenses</u>		
Program Services:		
Safety Programs	1,837,656	1,757,230
Public Education	443,021	350,516
Cost of Educational and Safety Materials Sold	1,047,178	943,114
Total Program Services	3,327,855	3,050,860
Supporting Services:		
Management and General	412,121	381,108
Fund Development	201,287	195,948
Total Supporting Services	613,408	577,056
Total Expenses	3,941,263	3,627,916
Change in Unrestricted Net Assets	63,113	1,174
TEMPORARILY RESTRICTED NET ASSETS		
Contributions	98,707	29,039
Net Assets Released by Fulfillment of Usage Restrictions	(81,988)	(32,122)
Change in Temporarily Restricted Net Assets	16,719	(3,083)
Change in Net Assets	\$79,832	\$(1,909)
Net Assets, Beginning of Year	803,097	805,006
Change in Net Assets	79,832	(1,909)
Net Assets, End of Year	882,929	803,097

Statement of Functional Expenses

Year Ended June 30, 2011 (with comparative totals for 2010)

	Program Services				Supporting Services					
	Cost of Educational and Safety Materials				Management and Fund					
	Safety Programs	Public Education	Sold	Totals	General	Development	Totals	Total Expenses 2011	Total Expenses 2010	
Salaries	\$ 597,847	\$ 202,357	\$ 0	\$ 800,204	\$ 236,406	\$ 102,146	\$ 338,552	\$ 1,138,756	\$1,080,848	
Payroll Taxes	55,764	18,875		74,639	22,051	9,528	31,579	106,218	91,354	
Retirement Contributions	39,601	13,404		53,005	15,659	6,766	22,425	75,430	67,529	
Total Personnel Expenses	693,212	234,636		927,848	274,116	118,440	392,556	1,320,404	1,239,731	
Educational and Safety Materials			1,047,178	1,047,178				1,047,178	943,114	
Course Instructors	381,961	27,089		409,050	9,019	7,480	16,499	425,549	415,368	
Supplies, Printing and Postage	208,607	62,330		270,937	1,976	17,158	19,134	290,071	221,582	
Insurance and Dues	75,621	25,596		101,217	29,903	12,920	42,823	144,040	136,287	
Depreciation and Amortization	69,338	23,469		92,807	27,418	11,847	39,265	132,072	127,926	
Staff Expenses and Travel	79,743	3,142		82,885	1,990	1,904	3,894	86,779	93,284	
Rent and Utilities	64,912	21,971		86,883	25,668	11,091	36,759	123,642	108,633	
Conferences, Meetings and Special Programs	109,766	7,467		117,233	395	190	585	117,818	101,415	
Course and Special Programs										
Space Rentals	43,129	824		43,953	906	542	1,448	45,401	69,481	
Repairs and Maintenance	34,224	11,943		46,167	13,533	5,847	19,380	65,547	46,645	
Interest	23,013	7,790		30,803	9,100	3,932	13,032	43,835	47,565	
Miscellaneous	35,810	10,904		46,714	12,745	5,507	18,252	64,966	43,181	
Professional Services	9,117	3,086		12,203	3,605	1,558	5,163	17,366	17,705	
Telephone	9,203	2,774		11,977	1,747	2,871	4,618	16,595	15,999	
Total Expenses	\$1,837,656	\$443,021	\$1,047,178	\$3,327,855	\$412,121	\$201,287	\$613,408	\$3,941,263	\$3,627,916	

Basis of Presentation — 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 — accounts 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.



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The Minnesota Teen Safe Driving Coalition, a partnership with the National Safety Council and The Allstate Foundation worked to reduce teen crashes, injuries and deaths. Above, students at Tartan High School in Oakdale received a grant from the coalition in support of their peer education activities.

Safe Kids Minnesota worked to prevent unintentional injuries to children, supporting community outreach in many areas, including pedestrian and water safety, sports injury prevention and child passenger safety.



The three-day Minnesota Safety & Health Conference drew more than 1,400 people, with many organizations (such as Thomson Reuters, below) sending large contingents. Attendees immersed in more than 90 educational sessions, learned about safety resources in the Exhibit Hall and celebrated significant achievement at the Governor's Safety Awards Luncheon, held on the final day of the conference. Right, Commissioner of Labor and Industry Ken Peterson spoke to attendees at the luncheon, which recognized 179 organizations for exceptional safety programs and performance.





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