

2012

# MINNESOTA SAFETY COUNCIL

ANNUAL REPORT



**COMMITMENT | CONNECTION | COLLABORATION**

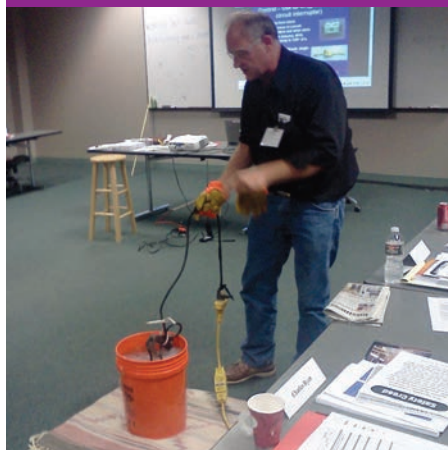
[WWW.MINNESOTASAFETYCOUNCIL.ORG](http://WWW.MINNESOTASAFETYCOUNCIL.ORG)

## 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 and staff were united in their commitment to our members as primary partners in serving our mission. The annual membership meeting provided an opportunity for the board (including board chair Mary Carter, above left), staff and members to connect face-to-face.



Occupational safety and health programs included hands-on training and consultation that reached more than 26,000 people in workplaces throughout the state. First aid and traffic training in both work and community settings involved nearly 30,000 more.



Our family safety programs, including Safe Kids Minnesota, provided injury prevention resources for individuals, families, safety advocates and community organizations.



### *Nice alliteration—but what do those words mean?*

For the Minnesota Safety Council, they are about commitment to our mission, connection to our members and collaboration with the partners who help us to make Minnesota a safer place to live. As you read this Annual Report, you'll see how we live out those concepts.

Collaborative relationships are critical to our ability to deliver on our mission. We work with business leaders, policy-makers and partners to advocate the importance of safety – in the workplace, on the road and at home. We've played a vital part in Minnesota's remarkable progress in reducing unintentional deaths and injuries. Especially exciting to the future is the 2012 process we led with the Minnesota Department of Health and more than sixty safety experts, resulting in a strategic plan to drive down unintentional injuries over the next decade. The collaborative efforts of the Minnesota Safety Council, our members and our mission partners are making a life-saving difference.



*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.

Our members are at the heart of this organization. We focus on deepening our connection with you. Throughout the year, we've listened intently to you. You've asked us to find ways to better connect you to the Minnesota Safety Council and to each other. You've asked us to help you to take your workplace safety program to the next level by building a strong safety culture. You've asked us to continue to provide cost-effective, easy-to-implement solutions to help your employees and their families stay injury-free away from work.

We responded by forming regional groups where members can meet face-to-face to exchange proven workplace safety strategies. A new online community will be rolled out in the spring of 2013 so that members can easily connect with each other. We established a partnership with a national expert in building strong safety cultures to provide deep resources for you. We found ways to help you encourage your employees to take safety home with them. And you've told us you like what you see!

As we have focused on connections and collaboration to strengthen our bond with members and our ability to serve our mission, we are reminded that we live in a new reality. The economic climate has improved, but available resources have changed. The composition of our workforces and our communities is changing. Technology is changing the way we do business. And more change is ahead.

One thing hasn't changed, though. The Minnesota Safety Council has a passionate commitment to our mission and a clear vision for the future. And through solid connection and collaboration with our members and our many safety partners, we will continue our life-saving work.

We end our message with gratitude for the wise and strategic leadership of our Board of Directors, the mighty bond with our members and partners, and the passion and enthusiasm of our talented staff. Together, we are making Minnesota a safer place to live.

- *Mary Carter*      - *Carol Bufton*

# INJURY IN MINNESOTA

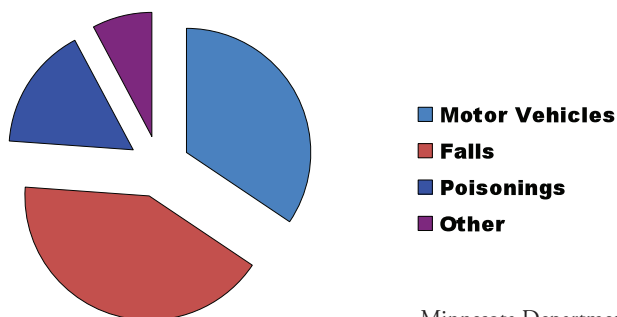
*Unintentional injuries – falls, traffic crashes and other events typically called “accidents” – are a leading cause of death, disability and economic loss in Minnesota.*

In Minnesota, unintentional injury:

- Is the number one killer of people ages 1 – 34.
- Is the fourth largest cause of death for all ages, surpassed only by cancer, heart disease and stroke.
- Takes the lives of more than 1,800 Minnesotans each year, on average.
- Requires nearly 300,000 people to seek hospital care annually.
- Is the leading cause of years of potential life lost before age 65, and at a higher proportion than the U.S. as a whole (6.3 percent higher).
- Is associated with costs in the billions of dollars. The annual cost of Minnesota’s motor vehicle crashes, deaths and injuries alone is estimated by National Safety Council at nearly \$1.5 billion.

Falls, motor vehicle injuries and poisoning are the leading causes of unintentional injury death in Minnesota. Minnesota’s rate of fall deaths among older adults is one of the highest in the nation. Falls and poisoning/overdoses are on the rise. After years of decline, motor vehicle deaths increased in 2012. They are the leading cause of unintentional-injury death from ages 1 - 64.

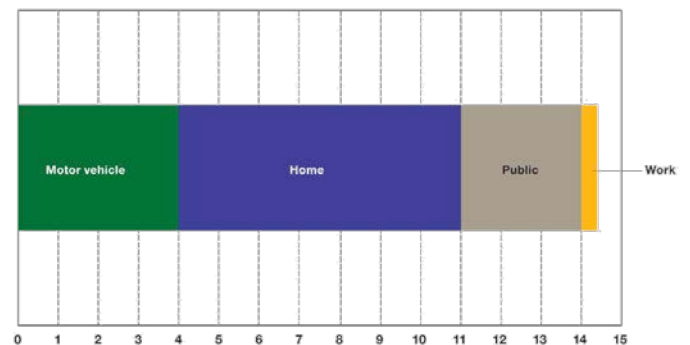
## Minnesota Unintentional Injury Deaths



- Minnesota Department of Health

## Perspective ...

Deaths every hour...



- National Safety Council

In the workplace, injury and illness cases and rates are on the decline, but still, an average of 200 workers a day are injured or become ill from job-related causes.

Deaths are the tip of the iceberg. Unintentional injuries send an average of 265,000 people to Minnesota emergency departments and 25,000 to hospitals each year. These are the injuries that are recorded; others are treated in clinics or doctors’ offices or outside of health care systems and simply not recorded. Overwhelmingly, falls are the leading type of injury requiring medical treatment. 100,000 Minnesotans live with traumatic brain injury-related disabilities, most frequently caused by falls, traffic crashes and sports-related injuries.

Long term, we have seen a decline in unintentional injury overall—there has been tremendous progress. But these injuries continue to result in enormous human suffering, affecting not only injured individuals, but also their families, friends, co-workers and wider community. And most are predictable and preventable.



*Listening to members, linking them to solutions and helping them learn from each other were hallmarks of our membership activity in 2012.*

The diversity of our membership – in size, industry and areas of risk – is also reflected in their level of safety experience and the maturity of their safety programs. The need for help in complying with regulations is a constant and a common reason that new members join. But more and more, members want tools to help them go beyond compliance and strengthen their safety culture.

Members have communicated clearly that they seek greater collaboration – with the Minnesota Safety Council and with other members – to find the resources that will meet their specific needs. In response, we created significant new opportunities for member-driven discussion and education, including:

- Six regional groups to allow members to discuss issues of concern, share ideas and learn from safety experts and each other's best practices.
- An alliance with a national partner to help members go beyond compliance to build and sustain a stronger safety culture.
- An online member community that will be launched in the spring of 2013.

We continued to focus on strong relationships with members, providing rapid and flexible response, expanded local and online training options, and new resources to address regulatory changes and other high profile safety issues. We listened to their concerns and linked them with the person or program that could help.

## Membership in Brief

**How many?** 1,500 members representing 3,000 organizations and more than 400,000 employees

**Who?** Manufacturing; Minnesota's city, county and state government; transportation; health care; utilities; education; construction; services and more

**Where?** 65% in Minneapolis-St. Paul metro area; 35% in Greater Minnesota

Members found comprehensive resources on the Minnesota Safety Council website: current safety news, training options, information about standards and best practices, and more. Monthly traffic to the site averaged 44,500 visits, 93,000 page views and 457,000 hits. Weekly electronic newsletters provided regulatory updates, safety news and helpful resources to nearly 9,000 people.



We created new opportunities to listen to members, seeking to develop deeper relationships and effective resources.



Members counted on us for expert advice, training and tools to support their safety programs – and the occasional piece of logowear.

Knowing that workers are most likely to be injured off the job, member commitment to safety went beyond the workplace. Many worked with us to distribute items such as weather radios, bike helmets and vehicle emergency kits to employees and their families. With funding support from the American Society of Safety Engineers, Northwest Chapter, we created the *HOME/work* program, which provides resources to address off-the-job safety injuries identified by our members. We also provided safety information and education directly at numerous member safety and health fairs.

Member surveys indicated rising levels of satisfaction with the Minnesota Safety Council and member retention remained strong at 91 percent. Our commitment to this collaborative relationship remains a core principle: as we serve our members, we serve our mission.

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## IN THE WORKPLACE

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*Employers work with us to limit injuries and losses, to comply with regulations and to ensure a safe and productive workplace. For an increasing number, safety is viewed as an essential element of their culture and integral to their success.*

Workplace injury and illness cases and rates continue to decline in Minnesota. Despite this progress, an average of 200 workers a day are injured or become ill from job-related causes. Nearly 36,000 workers experienced injuries requiring days away from work, job transfer or restriction in 2011 (most current data). Sixty workers were killed. And while workers' compensation claim rates have dropped 43 percent since 1997, medical benefits have risen 90 percent.

**Occupational safety and health.** The effectiveness of our workplace safety training and consultation programs is grounded in strong relationships, flexibility and a commitment to excellence. For most, the need for help in complying with government regulations is ongoing. This need was reflected in our classroom training, with demand greatest for compliance-based topics and for federal OSHA training courses. As a host site for the National Safety Education Center, an OSHA training center, we attracted the highest enrollment in the region.

Professional development courses strengthened individual skills and benefitted organizational safety programs. Thirty-six people earned the Basic Safety Certificate, a joint designation from the Minnesota Safety Council and the Minnesota Department of Labor and Industry, and another 14 achieved the National Safety Council's Advanced Safety Certificate.



Occupational safety and health training and consultation provided safety skills, help with compliance and customized solutions. Above, hands-on fire extinguisher training.



Member requests for training options were met in part by online courses. The popular Safety Management for Supervisors course was customized for online delivery to several large members, reaching 367 people. Another 100-plus online sessions were made available through a partnership with National Safety Council and Summit Training Source. Training was supplemented by webinars, allowing direct connection with experts on topics of concern to members.

Our consultants provided expertise in safety management, regulatory compliance, ergonomics, commercial vehicle safety and driver training. Customized support included projects large and small: organization-wide ergonomic evaluations, monthly audits and inspections, numerous projects addressing the needs of employers from widely varied industries, and hundreds of onsite training sessions.

In partnership with Minnesota OSHA, we launched a series of statewide workshops addressing new hazard communication requirements. Member interest in developing a stronger safety culture led to an alliance with Quality Safety Edge, an organization that specializes in employee-driven safety and quality initiatives.

The three-day Minnesota Safety & Health Conference drew 1,500-plus attendees – an increase of more than 100 attendees from 2011 – to its diverse educational sessions, packed exhibit hall and numerous networking opportunities. A new daylong

program on safe patient handling attracted a large contingent from the health care industry. The conference concluded with the Governor's Safety Awards Luncheon, which recognized the achievements of 162 Minnesota workplaces. Regional conferences in Duluth and Bemidji attracted hundreds more. In total, our occupational safety and health training, including onsite instruction and consultation, reached 26,500 people.



The 78th Minnesota Safety & Health Conference drew 1500-plus attendees to a three-day immersion in workplace safety and health strategy and skills, offered by local and national experts.

**First Aid/CPR/AED training.** Effective emergency response is an essential element of workplace safety programs. Demand for First Aid/CPR/AED training continued to grow in 2012. Strong relationships with members, expert instruction and cost-effective programs led to a 10 percent increase in both first aid training and distribution of automated external defibrillators (AEDs). Our network of 232 instructors (including 39 newly certified in 2012) reached nearly 3,000 people across the state.

#### **Driver training and DOT compliance.**

Traffic safety is a critical issue in the workplace, whether for workers who

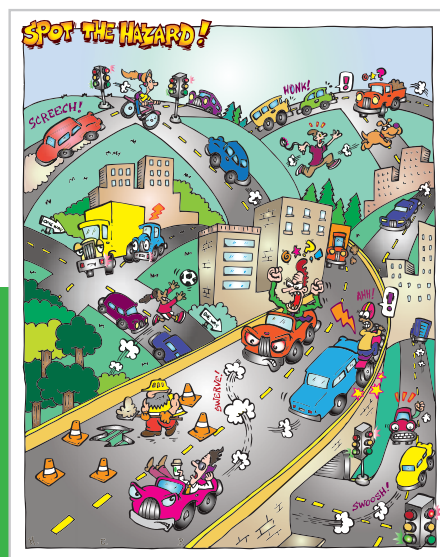


First Aid/CPR/AED training reached 3,000 people around the state.

travel, drivers of specialty vehicles, or those who simply drive to and from work. We offered a variety of training options and consulted with members to determine specific needs. Our consultants delivered on-site training to ninety-three member companies, reaching 2,790 employees with information about driver behavior, fleet safety, DOT compliance and more. Another 2,000-plus participated in online training.

The Minnesota Network of Employers for Traffic Safety continued to provide strategies and tools for the workplace. Workplace presentations on impaired driving and distracted driving were in particular demand. “Fatal Vision” goggles, which simulate alcohol-impaired vision, were powerful learning tools at employee health and safety fairs throughout the state. In partnership with AAA we produced *On the Go!*, an engaging, interactive publication aimed at seasoned drivers that addresses driver and roadway issues of particular importance as we age.

*On the Go! A Safety Guide for Seasoned Drivers* was produced in partnership with AAA and distributed through the workplace. Right, an illustration from *On the Go!*



### **The tools to “do it yourself”**

To support workplace safety programs, we offered more than 500 programs and training packages: DVD-based and online materials, regulation books, technical manuals, booklets and brochures. Partnerships with National Safety Council, J.J. Keller, CLMI, Mancomm, Summit Training Source, Lifeline First Aid and Kidde allowed us to offer access to thousands more resources at special member prices. Popular tools included DVD-based training 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. Nearly 200 trainers participated in the seminars, up 25 percent from 2011. Members also showed strong interest in supervisor development tools, employee safety perception surveys and, in response to recent rulemaking activity, hazard communication resources.

## IN THE COMMUNITY

*Partnerships with state and national organizations supported strategies, programs and tools for our roads and our homes, where the vast majority of unintentional injuries occur.*

Traffic injuries are the second leading cause of unintentional injury death and traumatic brain injury in Minnesota. Working in coalition with a dynamic community of safety partners, we focused much of our activity on at-risk drivers—teens and older adults:

- The Minnesota Teen Safe Driving Coalition entered its second year, marked by widespread implementation of educational programs developed for teens, tweens and parents. The coalition, coordinated by the Minnesota Safety Council, is one of ten groups nationwide launched in 2011 with the support of National Safety Council and funding from The Allstate Foundation. Minnesota high schools participated in the coalition's "Trash the Crash" competition, part of National Youth Traffic Safety Month, and earned funds for ongoing traffic safety activities. More than 7,000 teens participated.



Colonel Anne Beers, former State Patrol chief, received a Defensive Driving Course (DDC) "Instructor of the Year" award from National Safety Council President Janet Froetscher and Board Chairman Kent McElhattan for her work with the Minnesota Safety Council.

- State Farm Insurance provided a \$55,000 grant to develop an interactive online training session for teens aged 16 – 18. The session will focus on best practices based on the principles of graduated driver licensing and will be delivered in partnership with high schools around the state.
- We continued to support the Minnesota Toward Zero Deaths (TZD) partnership, serving on the leadership team, participating in webinar presentations and speaking at the annual TZD conference. The TZD concept, which originated in Minnesota, has become a national model.
- We also served on the newly-formed Safe Routes to School Steering Committee, led by MnDOT, which advises on safety grants to communities statewide; and on the board of directors for the Minnesota Operation Lifesaver railroad crossing safety program.

Classroom defensive driving training for seasoned drivers reached more than 21,000

people in partnership with senior centers and community centers around the state. More than half of the highly qualified instructors for this National Safety Council program are current or retired law enforcement officers, many from the Minnesota State Patrol. One of them, Colonel Anne Beers, former chief of the Minnesota State Patrol, was honored as a defensive driving "Instructor of the Year" by the National Safety Council.

Drivers aged 55 and older receive an insurance discount by taking the course, a benefit that became available through online training for the first time in 2012. Several hundred drivers took advantage of that option. Defensive driving classes were also made available for people referred by the courts, reaching nearly 2,000.

**Safe kids and families.** Unintentional injury is the leading cause of death among children; they also have the highest rates of emergency department treatment for unintentional injury. Our efforts included coordination of the state's annual childhood injury conference, support for community-based projects and local safety networks, and the development of information and tools for individual families.



The Minnesota Teen Safe Driving Coalition provided educational programs and sponsored "Trash the Crash," through which eight high schools earned funds to support teen traffic safety activities.

Eighty-eight people participated in the fourth annual Minnesota Childhood Injury Summit in September. The event brought together practitioners from a variety of health and safety disciplines to focus on key concepts and effective strategies in childhood injury prevention. Presented by the Minnesota Safety Council, Safe Kids Minnesota and the Minnesota Department of Health, the event featured Commissioner of Health Edward Ehlinger and other experts.

Safe Kids Minnesota, dedicated to preventing unintentional injuries among Minnesota's children, has been coordinated by the Minnesota Safety Council since 1988. In 2012 the coalition was selected by Safe Kids Worldwide to receive funding for programs to prevent television



tip-overs and to promote pedestrian safety on the way to school. A Safe Kids-FedEx partnership supported education and awareness activities at Jenny Lind Community School in Minneapolis and funding to Fairmont Elementary School to support ongoing safe walking and biking activities. Other Safe Kids initiatives included:

- Childhood injury prevention webinars supported in part by funding from the American Society of Safety Engineers, Northwest Chapter. The Safe Kids LinkedIn group offered another avenue for sharing childhood injury prevention news and resources.
- In partnership with AAA Minnesota/Iowa and others, support for the “I Got Caught” bicycle helmet safety program, which rewarded kids with a Dairy Queen gift certificate if they were “caught” wearing helmets. In another collaboration with AAA, we hosted a car and booster seat recycling event.
- Ongoing statewide support and resources for the six Safe Kids Minnesota chapters and their members.

On a daily basis we responded to calls and e-mails about childhood injury, as well as home and community safety issues. We also reached out through the media, regularly providing information on a variety of safety topics. Our websites provided round-the-clock access to safety information, programs and materials: our primary site, [minnesotasafetycouncil.org](http://minnesotasafetycouncil.org); the children’s website [safe-a-rooni.org](http://safe-a-rooni.org); and [CarSeatsMadeSimple.org](http://CarSeatsMadeSimple.org), a detailed guide to transporting children safely. Social media sites augmented our activity in teen traffic safety and childhood injury prevention.

Members and other organizations collaborated with us in distributing thousands of safety devices for home, travel and play. Weather radios, bike helmets and vehicle emergency kits were among the most popular.



Left, Mark Kinde, MDH Injury and Violence Prevention Program Director congratulated Julie Philbrook, Hennepin County Medical Center, who received the 2012 Champion of Child Safety Award at the fourth annual Minnesota Childhood Injury Summit.



Safe Kids and FedEx joined forces to support pedestrian safety on International Walk to School Day.

## Long-term prevention strategies

In partnership with the Minnesota Department of Health (MDH), we produced “Preventing Unintentional Injury in Minnesota: A Working Plan for 2020,” a strategic plan to reduce injury in Minnesota. The publication explores our biggest injury problems, and discusses trends, prevention strategies and resources for further action. In addition to rich data provided by MDH, valuable insights were offered by more than sixty safety experts who participated in a series of meetings facilitated by the Minnesota Safety Council.

## CONTRIBUTIONS

*We couldn't do it without you! Our heartfelt thanks to all who gave financial or in-kind gifts to the Minnesota Safety Council in 2012.*

Most of our support comes from training and consultation, membership dues and distribution of safety materials and products, but contributions are an essential resource.

These gifts support our mission in many ways, including:

- Training scholarships for small businesses through the Art McCauley Fund
- Support for the annual Minnesota Safety & Health Conference
- Development of childhood injury prevention projects
- Creation of targeted safety publications and more.

We extend special thanks to the Tubby Smith Foundation. The University of Minnesota basketball coach's charitable organization selected Safe Kids Minnesota to benefit from the Charity Stripe program, through which \$50 is given for every free throw attempted in a given home game. That number equaled thirty-four during the November 18 game, resulting in a \$1,700 contribution to support injury prevention education and tools for elementary school-age children throughout Minnesota.

We recognize AAA for funding the development and printing of *"On the Go! A Safety Guide for Seasoned Drivers."* AAA has been our valued traffic safety partner for many decades.

We also thank:

- Our members, many of whom provide conference sponsorships, support for family safety programs and other contributions beyond their membership dues, as well as in-kind services.
- Our board of directors, who give generously of their time and talents, providing strategic guidance to the Minnesota Safety Council, in addition to financial contributions.
- Our staff, who participate in our internal giving campaign, and who dedicate themselves daily to our mission.



University of Minnesota basketball coach Tubby Smith presented a check to Minnesota Safety Council staff member Carol Wicks (center) and family members in support of our childhood injury prevention programs.

### The following individuals and organizations contributed to the work of the Minnesota Safety Council in 2012:

#### *In support of our mission*

AAA Minnesota/Iowa  
CenterPoint Energy  
3M  
Minnesota Safety Council Board of Directors  
Minnesota Safety Council Staff  
Minnesota Wireless Foundation  
Oscar J. Boldt Construction Company  
The Prudential Foundation  
The Valspar Foundation  
UPM Blandin Paper Company

Stephanie Battista  
Barbara Baum  
Bryan Bruley  
Carol A. Bufton  
Mary Carter  
Vicki M. Daga  
Michael Dougherty  
Janet W. Fedora  
Cary Grover  
Ronald J. Hanson  
John S. Hay and Jo Frerichs  
Mark Helland  
Regina M. Hoffman

John R. Houle  
Kristopher Johnson  
Lisa M. Kons  
Ann L. Kulenkamp  
Angie M. Kupczak  
Jeffery P. Lovig  
Robert T. Lund  
Joseph C. Maher  
Linda J. McNurlin  
Bradley W. Oachs  
Jeffrey S. Ogden  
Erin K. Petersen  
Ken Peterson  
Steven J. Rauh  
Walter (Rocky) and Jodell Rockenstein  
Wade A. Salstrom  
William Schmitt  
William R. Schreiner  
Cary A. Swenson  
Robyn M. Sykes  
Alan R. Terwedo  
Wesley A. Thies  
Carol M. Wicks  
Randy Williams  
Susan D. Woodhall  
Kristy M. Zack



## Gifts in Kind

AAA Minnesota/Iowa  
Creative Catering, LLC  
Kline Volvo  
Larsmont Cottages  
3M Occupational Health  
and Environmental  
Safety Products  
Division  
Minnesota Department of  
Labor and Industry,  
OSHA  
Pine Tree Apple Orchard  
USG Interiors Cloquet  
Volvo Cars – North  
America LLC  
Wilkerson Associates  
Winthrop and Weinstine

## *In support of specific programs*

## Minnesota Safety & Health Conference

### *Presenting Sponsors*

AAA Minnesota/Iowa  
Andersen Corporation  
CenterPoint Energy  
Lockton Companies, LLC  
Minnesota Power, an  
ALLETE Company  
Otter Tail Power Company  
Park Printing, Inc.  
SFM Mutual Insurance  
Company  
Xcel Energy

### *Major Sponsors*

The Eddy Family  
Foundation  
The Schwan Food  
Company  
Medcare Products

## *Additional Sponsors*

J.J. Keller  
Malmborg's Garden Center  
and Greenhouse  
Mancomm  
Philips Corporation  
Totally Chocolate  
SOS Technologies

### *Gifts in Kind*

Bluestem Brands, Inc.  
Brede Exposition Services  
J.J. Keller  
Kowalski's Markets  
Larsmont Cottages  
Mancomm  
Minneapolis Hilton Hotel  
Minnesota Wild  
Mystic Lake Casino  
Pearson Candy Company  
Solbrekk, Inc.  
SOS Technologies  
Totally Chocolate

## Traffic Safety Programs

AAA Minnesota/Iowa  
The Allstate Foundation  
Minnesota Department  
of Public Safety/Office  
of Traffic Safety (NETS)  
National Safety Council  
State Farm Insurance

## Art McCauley Small Business Workplace Safety Training Fund

Andersen Corporation  
CenterPoint Energy  
Minnesota Power,  
an ALLETE Company  
Otter Tail Power Company  
SFM Mutual Insurance  
Company  
Xcel Energy

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

### *General Support*

AAA Minnesota/Iowa  
American Society of Safety  
Engineers, Northwest  
Chapter  
Johnson & Johnson  
Safe Kids Worldwide  
Janna Severance  
The Margaret Rivers Fund  
Tubby Smith Foundation

### *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  
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  
Foundation  
Anoka County Safe Kids,  
led by Fridley Police  
Department  
FedEx  
Jenny Lind Community  
School

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  
Minnesota Department of  
Transportation  
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

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

All Home Health, Inc.  
All Systems Installation  
Arvig Communication  
Systems  
Construction/Safety  
Consultants  
DiaSorin, Inc.  
Dymax Engineering  
Dyno Nobel  
E. J. Ajax & Sons, Inc.

Emerson Process  
Management-Rosemount  
Eye Kraft Optical, Inc.  
Farmer's Union Industries  
Grand Portage Reservation  
Tribal Council  
Greif  
H & S Construction of  
TRF Inc.  
IWCO Direct  
JR's Appliance  
Kraemer Mining &  
Materials, Inc.  
Lakes Gas Company  
Long Prairie Packing  
Company  
Madsen Fixture &  
Millwork, Inc.  
Minncast, Inc.  
Northern Pipeline  
Retail Construction  
Services, Inc.  
Ryan Companies US, Inc.  
SFM Mutual Insurance  
Company  
Thiele Technologies, Inc.

# STATEMENTS OF ACTIVITIES

UNRESTRICTED NET ASSETS	2012	2011
<b>Revenue and Support</b>		
Program Fees	\$1,878,968	\$1,551,241
Contributions	12,856	36,139
Dues Contributed by Members	717,050	724,314
Educational and Safety Materials Sales	1,151,495	1,494,248
Management Fees	31,440	31,440
Interest and Investment Income	6,016	4,099
Other	95,033	80,907
Net Assets Released by Fulfillment of Usage Restrictions	33,701	81,988
<b>Total Revenue and Support</b>	<b>3,926,559</b>	<b>4,004,376</b>
<b>Expenses</b>		
Program Services:		
Safety Programs	1,998,374	1,837,656
Public Education	415,132	443,021
Cost of Educational and Safety Materials Sold	774,179	1,047,178
<b>Total Program Services</b>	<b>3,187,685</b>	<b>3,327,855</b>
Supporting Services:		
Management and General	432,871	412,121
Fund Development	214,129	201,287
<b>Total Supporting Services</b>	<b>647,000</b>	<b>613,408</b>
<b>Total Expenses</b>	<b>3,834,685</b>	<b>3,941,263</b>
Change in Unrestricted Net Assets	91,874	63,113
<b>TEMPORARILY RESTRICTED NET ASSETS</b>		
Contributions	57,674	98,707
Net Assets Released by Fulfillment of Usage Restrictions	(33,701)	(81,988)
<b>Change in Temporarily Restricted Net Assets</b>	<b>23,973</b>	<b>16,719</b>
<b>Change in Net Assets</b>	<b>\$115,847</b>	<b>\$79,832</b>
Net Assets, Beginning of Year	882,929	803,097
Change in Net Assets	115,847	79,832
Net Assets, End of Year	998,776	882,929

# STATEMENT OF FUNCTIONAL EXPENSES

Year Ended June 30, 2012 (with comparative totals for 2011)

	Program Services				Supporting Services				
	Safety Programs	Public Education	Cost of Educational and Safety Materials Sold	Totals	Management and General	Fund Development	Totals	Total Expenses 2012	Total Expenses 2011
Salaries	\$629,709	\$206,594		\$836,303	\$241,341	\$104,242	\$345,583	\$1,181,886	\$1,138,756
Payroll Taxes	56,351	18,487		74,838	21,597	9,328	30,925	105,763	106,218
Retirement Contributions	40,646	13,335		53,981	15,578	6,729	22,307	76,288	75,430
Total Personnel Expenses	726,706	238,416		965,122	278,516	120,299	398,815	1,363,937	1,320,404
Educational and Safety Materials			774,179	774,179				774,179	1,047,178
Course Instructors	463,271	25,115		488,386	12,645	9,321	21,966	510,352	425,549
Supplies, Printing and Postage	232,303	36,714		269,017	19,700	27,127	46,827	315,844	290,071
Insurance and Dues	77,474	25,418		102,892	29,693	12,825	42,518	145,410	144,040
Depreciation and Amortization	72,661	23,839		96,500	27,848	12,028	39,876	136,376	132,072
Staff Expenses and Travel	87,250	4,524		91,774	2,281	2,073	4,354	96,128	86,779
Rent and Utilities	64,548	21,177		85,725	24,739	10,685	35,424	121,149	123,642
Conferences, Meetings and									
Special Programs	130,022	4,968		134,990	1,181	1,181	2,362	137,352	117,818
Course and Special Programs									
Space Rentals	41,933	845		42,778	987	1,054	2,041	44,819	45,401
Repairs and Maintenance	23,817	7,814		31,631	9,128	3,943	13,071	44,702	65,547
Interest	19,872	6,519		26,391	7,616	3,290	10,906	37,297	43,835
Miscellaneous	37,618	13,292		50,910	12,607	5,445	18,052	68,962	64,966
Professional Services	11,231	3,685		14,916	4,305	1,859	6,164	21,080	17,366
Telephone	9,668	2,806		12,474	1,625	2,999	4,624	17,098	16,595
<b>Total Expenses</b>	<b>\$1,998,374</b>	<b>\$415,132</b>	<b>\$774,179</b>	<b>\$3,187,685</b>	<b>\$432,871</b>	<b>\$214,129</b>	<b>\$647,000</b>	<b>\$3,834,685</b>	<b>\$3,941,263</b>

## 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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# MINNESOTA SAFETY COUNCIL BOARD OF DIRECTORS

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**Ronald J. Hanson**, Executive Vice President and General Manager, Minnesota Office, Oscar J. Boldt Construction Company

*Chair, Board of Directors*

**Mary Carter**, Senior Vice President and Chief Administrative Officer, Andersen Corporation

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**Debra Boardman**, President and CEO, Fairview University Medical Center-Mesabi

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**Bradley W. Oachs**, Chief Operating Officer, Minnesota Power, an ALLETE Company

**Ken Peterson**, Commissioner, Minnesota Department of Labor and Industry

**Robyn Sykes**, Executive Director, Minnesota Counties Intergovernmental Trust

**Wesley A. Thies**, Vice President, North American Sales and Operations, Red Wing Shoe Company

**Ron Vetter**, President, Vetter Stone Company

**Jason Ward**, President, AAA Minnesota/Iowa



The Minnesota Safety & Health Conference provided strategic and tactical educational sessions, access to the latest tools and resources, and the opportunity to network.



Below, Ken Peterson, Commissioner of the Minnesota Department of Labor and Industry (DLI) and Minnesota Safety Council board member, joined in recognizing 167 Minnesota workplaces at a conference highlight – the Governor's Safety Awards Luncheon. Our partnership with DLI in 2012 included joint training sessions on new regulations, a full-day conference track on safe patient handling and safety council President Carol Bufton's service as chair of the Occupational Safety and Health Advisory Council.



Safety tools such as weather radios, bike helmets and vehicle emergency kits reached Minnesota's families through partnerships with our members and other organizations.





*Making Minnesota A Safer Place To Live*  
Chapter of the National Safety Council

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