

Minnesota Safety Council

2010
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.



Safe Kids, FedEx and the Minneapolis public schools joined forces to support pedestrian safety at a *Safe Kids Walk this Way* event on International Walk to School Day.

Members of our committed Board of Directors gave generously of their time and leadership skills. Above, left to right, Board Chair Ron Hanson, Oscar J. Boldt Construction Company; Vice President Finance Sue Woodhall, Bremer Financial Services; and Steve Sviggum, Minnesota Commissioner of Labor and Industry, at the Minnesota Safety & Health Conference.



Whether onsite, online or on the phone, our staff provided experienced support, answering questions, identifying issues and developing solutions.



The power of partnership fueled ongoing public awareness activities. Left to right: Carol Bufton, president of the Minnesota Safety Council; Gail Weinholzer, AAA Minnesota/Iowa; Representative Frank Hornstein; and teen safety advocates announced an interactive website focused on distracted driving.

What a Difference A Year Makes...

Perhaps those words, paraphrased from that old standard, “What a Difference a Day Makes,” bring memories of the Big Band sound of the 1930s. But for most of our members, they likely evoke thoughts of the painful state of our economy in the beginning of 2010 – and how, inch by inch, as the economy began to improve, most started to make progress again. It was a year filled with challenges, but also filled with achievements highlighted in this Annual Report.

We continued to talk with members – and to listen intently. Our members are the core of the Minnesota Safety Council – tightly linked as partners in injury prevention. Even in the toughest times, you have been committed to safety not as a commodity but as a responsibility. We are grateful for that – and for your willingness to speak out to let us know how to serve you better. Your candor is critical in helping us shape our programs and activities to meet your needs. Thank you!

A recurring theme ran through member feedback. The economic crunch is easing – but it isn’t over. You asked for practical, cost-effective solutions to keep your safety programs fresh and strong, and to help your employees and their families stay injury-free away from work. You asked for more opportunities to network with other members to learn from each other.

We responded with training built just for your worksites and your employees; with no-cost or low-cost webinars; with even more free and always-accessible Web resources; with more opportunities to “stay connected” and share safety solutions with other members and safety experts from around the country.

We worked with business leaders, policy-makers and partners to advocate the importance of safety – in the workplace, on the road, at home. We harnessed traditional and new technology to communicate the message that unintentional injuries are a significant risk to each of us and a drain on human and financial resources. And we provided solutions to help reduce that risk. That is our mission.

As we listen to you, it is clear that your world and ours has changed. We’re living in a new reality filled with challenges and uncertainties.

But we move into 2011 with confidence. Our mission is relevant. Our vision is clear. Our relationships with members and our many safety partners are solid and strong.

We close with thanks to some people who are critical to our organization and our mission. 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 an enthusiastic and talented staff. Together, we are a mighty force for injury prevention. With your continued support, the Minnesota Safety Council will move boldly ahead, renewing our dedication and redoubling our efforts to make Minnesota a safer place to live.

To again paraphrase that old song, “What a difference a year makes . . . and the difference is you!”

Ronald J. Hanson, Chair, Board of Directors
Carol A. Bufton, President and CEO



Carol Bufton, President of the Minnesota Safety Council, and Ron Hanson, Chair of the Board of Directors and Executive Vice President and General Manager, Minnesota Office, Oscar J. Boldt Construction Company.

Injury in Minnesota

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

Among Minnesotans aged 1 – 34 they are *the* leading cause of death and the fifth cause for all ages, exceeded only by cancer, heart disease, stroke and chronic lower respiratory disease.

But deaths are just a small part of the problem. The Minnesota Department of Health estimates that for every death resulting from an injury, there are three severe traumas, including disabling injuries to the brain and spinal cord; ten other injuries requiring hospitalization and 100 injuries that send people to emergency departments. Hundreds of thousands more are treated in clinics or doctors’ offices, or are self-treated outside of health care systems.

Workplace injuries and illnesses continued to decline in 2010, resulting in the lowest number of cases and total case rate on record. Since 2003, the number of Minnesota workers has increased by more than 110,000. At the same time, the estimated number of recordable injury and illness cases has decreased by about 23,700.

The downward trend in Minnesota traffic deaths also continued last year. Based on preliminary figures, the final toll for 2010 is expected to be comparable to the 2009 total of 421, the lowest since 1944. It’s anticipated that the death rate (based on miles

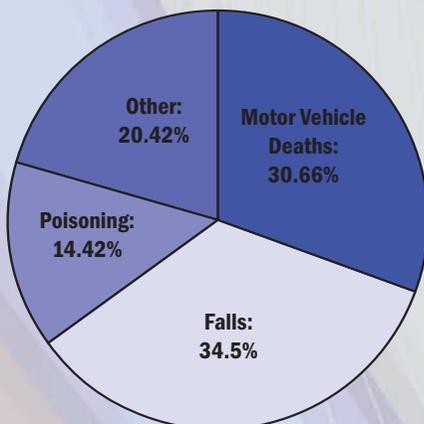
traveled) will be lower than last year’s rate of 0.74 — the second lowest in the nation. Public safety officials credit a number of factors including traffic laws (such as the relatively new primary seat belt law), proactive enforcement campaigns and education, effective engineering improvements on our roads, safer vehicles and efficient emergency response systems, while also citing the importance of safe driver behavior. Estimated seat belt use climbed two percentage points in 2010 to 92%, compared to the national rate of 85%.

Still, on average, unintentional injuries take the lives of more than 1,800 Minnesotans each year and, in 2009 (most current data), sent about 250,000 Minnesotans to the hospital for emergency department treatment or admission. Often, these non-fatal incidents result in long term disability, entailing significant financial costs and human suffering. Even relatively minor injuries can disrupt lives, families and workplaces.

However, most unintentional injuries are no “accident” – they are predictable and preventable. The work described in these pages demonstrates the Minnesota Safety Council’s commitment to reducing these injuries and the needless death, disability, pain and suffering they cause.

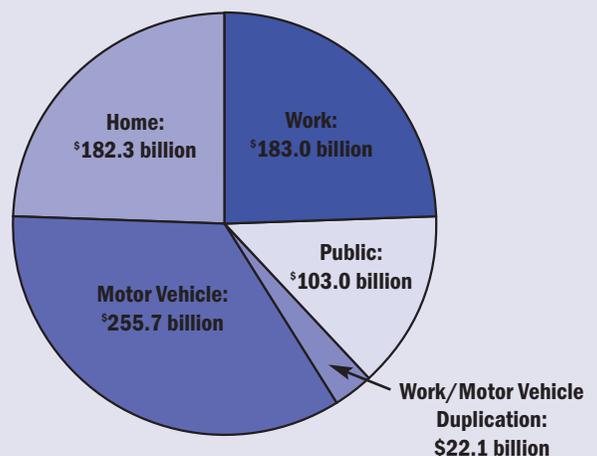
Leading Causes of Unintentional-Injury Deaths in Minnesota

Source: Minnesota Department of Health



Cost of Unintentional Injuries, U.S.

Source: National Safety Council



Membership

Members turned to us for knowledge, safety resources and support.

Relationships with our members are central to our mission. More than 3,000 organizations strong, our members represent the full spectrum of industries in Minnesota: manufacturing, transportation, utilities, government, health care, education, construction and more. They employ hundreds of thousands of workers and grapple with diverse safety concerns across a range of work environments.

To meet these varied needs, we listened, explored options and crafted solutions. Whether responding to a question or concern by phone or e-mail, meeting individually to discuss issues, or conducting membership meetings around the state, we continuously sought information about member needs and preferences.

Surveys on e-communication, social media and our website helped us develop new resources and fresh ways of delivering them. Member feedback shaped the development of a webinar series, launched in November. The webinars will include a mix of workplace safety topics, information about membership resources and off-the-job safety.

Weekly e-newsletters reached nearly 8,000 member employees. They were supplemented by our bi-monthly member newsletter, the *Memo to*



The first in a series of member webinars featured Jim Krueger, director of compliance for Minnesota OSHA.

Members, frequent updates in the “Members Only” section of our Web site and targeted e-mails. These communications provided current safety news and regulatory information, in-depth articles about best practices, and links to online tools and resources.

We initiated a well-received “30 minute tour” of the Members Only section of our website for new member contacts and any member who requested. Traffic to www.minnesotasafetycouncil.org surged in the last quarter of 2010, averaging more than 40,000 visits to the site per month.

New memberships increased and member retention rebounded to pre-recession levels, ending 2010 at more than 92 percent. A new agreement with the League of Minnesota Cities Insurance Trust provided membership benefits to more than 1,200 cities across Minnesota. Combined with our existing relationship with the Minnesota Counties Intergovernmental Trust, this step ensured that nearly every county and city in the state will have access to the Minnesota Safety Council’s member benefits.



Members shared their expertise at a seminar hosted by the Minnesota Council for Quality. Left to right: Chuck LeRoux, Andersen Corporation; Carol Bufton, Minnesota Safety Council; John Ficklin, Medtronic, Inc., and Bill Heim, Seagate.

Safety Beyond the Workplace

Members are valued partners in reaching beyond the workplace with safety information and tools. We developed a series of online resource packages on topics that bridged work and home, including emergency preparedness, distracted driving and winter safety. Working with partners such as Kidde, Lifeline First Aid and Oregon Scientific, we developed employee purchase programs which allowed members to offer off-the-job safety products to their employees at special pricing. Among the most popular items: bike helmets, carbon monoxide alarms, weather radios and winter emergency kits for vehicles. Member safety fairs provided another avenue for off-the-job safety. Our staff shared information and resources at more than 67 events.

Our members say:

“You are an awesome resource and that is why we have been a member so long!”

“Keep up the great job. Love having you as a resource and can always count on you to provide me with the answer I was looking for.”

In the Workplace

Experienced instructors and consultants, effective training programs and a rich supply of safety training tools provided employers with support in occupational safety and health, driver and vehicle safety, and first aid.

Occupational safety and health training and consultation.

Demand for training increased in 2010, as did employers' need for flexibility. In response, we developed adaptable, individualized programs to meet their needs – and their budgets.

Long-term training contracts, ranging from several months to several years, became more common.

A web-based version of our Safety Management for Supervisors course was launched in collaboration with Bemidji State University, and was further developed as a customized company-specific course. In another online venture, a series of free hour-long safety webinars co-sponsored with the Minnesota Chamber of Commerce provided an additional flexible learning opportunity.

Hot topics. Developing effective safety committees was a frequently-requested topic. We helped organizations craft committee mission statements, define roles and learn how to conduct investigations and inspections. Office ergonomics, lockout/tagout, bloodborne pathogens, AWAIR, right-to-know and incident investigation were also in demand. The three courses comprising the Basic Safety Certificate, a designation offered jointly by the Minnesota Safety Council and the Minnesota Department of Labor and Industry, were taken on the road to companies with new supervisors as well as being taught at our training center.

Our consultants received many calls about OSHA recordkeeping and our training in this area was particularly popular with those new to safety. Consultants' expertise in regulatory compliance, ergonomics, industrial hygiene, construction, forklift and other areas was just a phone call or e-mail away.

Some of our courses helped support safety programs and professional development at the same time. The Basic Safety Certificate was achieved by 65 people. Another 26 completed the Advanced



First aid training was increasingly in demand; we also distributed life-saving automated external defibrillators.

Safety Certificate, a national designation earned through coursework developed by the National Safety Council. Other courses provided preparation for the associate safety professional (ASP) and certified safety professional (CSP) exams.

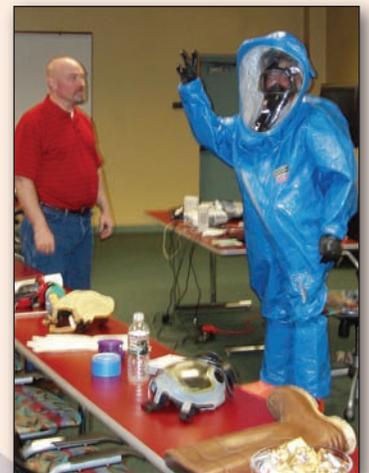
Minnesota Safety & Health Conference. The 2½-day conference drew more than 1,400 people for educational sessions, exhibits and networking opportunities – a significant increase in attendance from 2009. The conference concluded with the presentation of Governor's

Safety Awards to 261 workplaces. Regional conferences in Duluth and Bemidji provided daylong immersions in safety for hundreds of safety coordinators, safety committee members and other employees.

In total, our occupational safety and health training and consultation reached more than 12,500 people in 2010.

The tools to “do it yourself.”

Employers seeking to conduct their own training most frequently selected video-based programs. The “Train-the-Trainer PLUS” series continued to be a popular option, providing video training programs and instruction in how to implement them. We added a new back safety program to



Our training and consultation reached workplaces throughout the state. Above, hands-on learning in an emergency preparedness class.

sessions on forklift, lockout/tagout, right-to-know and blood-borne pathogens. Nearly 400 proven products were offered on our website, with thousands more available, all at special pricing, through our partnerships with National Safety Council, J.J. Keller, Mancomm, CLMI and others. Our well-stocked video library provided additional support for training activities. Members borrowed videos at the rate of 45 a week.

Traffic safety and DOT compliance. Traffic-related injuries on and off the job are a significant worker safety issue. Employers turned to us for defensive driving training, vehicle-specific skills and compliance with Department of Transportation regulations. Classroom instruction (both at our training center and, increasingly, onsite) and online training reached 2,525 people through the workplace.

Our staff's extensive experience in transportation provided a deep well of assistance in driver safety, fleet safety, drug and alcohol recognition and DOT compliance. In particular, employers had many questions about the U.S. DOT's new Compliance, Safety and Accountability (CSA) initiative, which creates new linkages between individual driver behavior and the safety rating of motor carrier companies. Long-term contracts allowed us to provide ongoing support for commercial motor vehicle safety, defensive driving training and "train-the-trainer" programs.

Minnesota Network of Employers for Traffic Safety. Funding from the Minnesota Department of Public Safety continued to support the Network of Employers for Traffic Safety (NETS) program, which provides traffic safety resources through the workplace for employees and their families. Activities ranged from providing educational materials and developing seat belt and cell phone policies to creating a comprehensive distracted driving prevention campaign for employees and their families. A new part-

nership with Toward Zero Deaths Safe Community Coalitions will support statewide presentations to Minnesota Safety Council members, other business leaders and their employees on distracted driving, traffic safety initiatives and how to implement traffic safety policies.



Driver and fleet safety services included commercial vehicles and DOT compliance.

Get There! Your Guide to Traffic Safety was published to great reviews and high demand. The eye-catching booklet, developed in partnership with AAA Minnesota/Iowa (a part of the Auto Club Group), with additional funding provided by Minnesota NETS, provided engaging and practical tips for drivers of all ages. More than 70,000 copies have been distributed in Minnesota, Iowa, North Dakota and Michigan.

First Aid/CPR/AED training. Our First Aid/CPR/AED training provided life-saving skills and essential support for workplace emergency preparedness plans. Participation in training increased nearly 10 percent over 2009. We offered a variety of National Safety Council courses, including instructor training designed especially for workplace settings. We also distributed customized first aid kits and state-of-the-art Philips automated external defibrillators (AEDs). Nearly 200 certified instructors, based in regional population centers, offered our training statewide.

“The training we receive through the Minnesota Safety Council has been excellent. The instructors are top-notch. They really bring the subject alive.”

In the Community

Most unintentional injuries occur on our roadways and in our homes. Working with members and other partners, we provided information and training, developed strategies, events and programs, and distributed hands-on safety tools.

Safety on our roads. Traffic-related injuries and deaths continue as the leading cause of injury death for Minnesotans from ages 1- 44, and a leading cause of traumatic brain injury and disability. Our classroom defensive driving courses provided a refresher (and an insurance discount) to mature drivers throughout the state. Our network of certified instructors offered programs from the National Safety Council and Coaching Systems LLC. Nearly 24,000 people participated in the training.

In partnership with the Hennepin County Department of Corrections and Rehabilitation we coordinated a classroom defensive driving program for adults with traffic fines under \$400. Drivers completing the program had their fines waived (the citation remained intact). The program began in July and by the end of December nearly 400 people had participated. The *Alive at 25* program, offered as a court-referred option, helped young drivers develop strategies to keep themselves safer.



Minnesota Safety Council, AAA Minnesota/Iowa and other safety advocates created a new website, PayAttentionandDrive.org as part of the effort to raise public awareness about distracted driving and improve traffic safety. The site was designed to collect public input from Minnesotans and firsthand accounts of encounters with distracted drivers.

Safe kids and families. Safe Kids Minnesota, which the Minnesota Safety Council has coordinated since 1988, provided childhood injury prevention information, programs and support

to parents, communities and other safety partners, including six coalitions and chapters located throughout the state.

Responding to requests from injury prevention colleagues, Safe Kids Minnesota established a LinkedIn group for organizations and individuals with a stake in childhood injury prevention. The group shares up to date child safety news and resources.

With funding from the American Society of Safety Engineers, Northwest Chapter, Safe Kids Minnesota launched a childhood injury webinar series in October. The inaugural webinar focused on youth sports concussion issues. We also participated in the Safe Kids/Safe Sports initiative with Hennepin County Medical

In response to rising concerns about distracted driving, we developed new online resources, including the interactive website, PayAttentionandDrive.org

Center, which provides comprehensive resources on concussion prevention and hydration to parents, youth and coaches.

The second annual Childhood Injury Summit, presented by Safe Kids Minnesota, the Minnesota Safety Council and the Minnesota Department of Health, drew approxi-



mately 60 injury prevention professionals. Local and national experts, including Dr. Carolyn Cumpsty Fowler from Johns Hopkins University, challenged attendees to look at the issue of childhood injury prevention from a new perspective.

Approximately 630 students at Pillsbury Elementary in Minneapolis participated in our Safe Kids Walk this Way event on International Walk to School Day, in partnership with Safe Kids

Hennepin County, Minneapolis Public Schools and program sponsor FedEx. Activities focused on walking and biking safely. Through another Safe Kids Minnesota/Safe Kids USA partnership we provided two fire safety grants to the Minneapolis Fire Department for cooking safety and rapid response.

The power of partnership. Home safety activities centered on carbon monoxide poisoning and fire prevention. We worked with the fire service to distribute carbon monoxide alarms, and are part of a group crafting a script for a multi-cultural CO/smoke alarm television program through the ECHO (Emergency and Community Health Outreach) program.

Traffic safety initiatives included:

- providing booster seat and bicycle helmet safety information at nine AAA Minnesota/Iowa Safety Day events held statewide throughout the summer, reaching approximately 900 people;
- distributing 300 booster seats to families in need at a July Como Zoo Safety Event sponsored by Regions Hospital, KS-95/KSTP-TV and AAA Minnesota/Iowa;
- serving on the steering committee of the Safe Routes to School 2011 National Conference, led by Blue Cross Blue Shield;
- supporting Minnesota Operation Lifesaver, Inc. (railroad crossing and right-of-way safety), by serving on its board;
- partnering with AAA to update the Car Seats Made Simple Web site.

We promoted our bicycle helmet group purchase program to community groups and public safety organizations. Through an



Community events and member safety events provided opportunities to reach families with safety information and tools. Above, we distributed 300 booster seats to families in need.

ongoing partnership with the Arrowhead Regional Development Commission, we provided 1,778 helmets as part of a bike safety program taught in elementary schools in the region.

In another community partnership, we served on the planning team for the Abbey's Hope "Spring into Summer Safety" event, designed to provide education about summer and pool safety.

On a daily basis we responded to calls and e-mails about 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, www.minnesotasafetycouncil.org; the children's website www.safe-a-rooni.org; www.CarSeatsMadeSimple.org, a detailed guide to transporting children safely; and www.PayAttentionandDrive.org, focused on distracted driving.

Community partnership hits a home run



Many public safety organizations worked with us to distribute safety devices in their communities. One of those partners (also a Minnesota Safety Council member) sent us the following story: "Yesterday a resident stopped by to buy another [weather radio]. She had been in Iowa at a softball tournament. They brought their radio and had it on the travel mode. The radio sounded, issuing an immediate alert for where they were playing. She told everyone of the danger, closed down the game, got people into their cars, and eight minutes later a severe storm crashed the ball fields."



Contributions

We couldn't do it without you! Our heartfelt thanks to all who made financial or in-kind gifts to the Minnesota Safety Council in 2010.

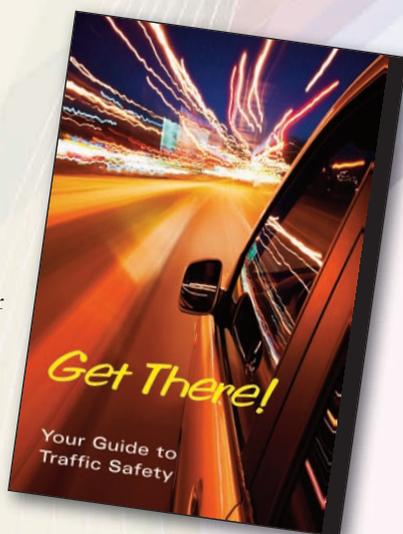
We earn most of our revenue through training, membership dues and distribution of safety materials and products, but contributions are an essential resource in supporting our mission. And, because we are a 501(c)(3) organization, all gifts to the Minnesota Safety Council are tax deductible.

A special thanks to the American Society of Safety Engineers, Northwest Chapter, for continuous support to the Safe Kids Minnesota program over more than two decades. Funding has supported numerous projects that help members of the next generation of workers grow up safer. ASSE's contribution this past year helped us launch a series of childhood injury webinars for safety professionals.

A big thank you as well to AAA Minnesota/Iowa, a member of the Auto Club Group, for funding the development and printing of *Get There! Your Guide to Traffic Safety*. We value AAA as both a collaborator on project content and a funding partner.

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, all of whom participate in our internal giving campaign, and who dedicate themselves daily to our mission.



Get There! Your Guide to Traffic Safety was a popular resource funded by AAA Minnesota/Iowa, a member of the Auto Club Group.



Left to right: ASSE member and Safe Kids Advisory Board member Don Nast, Safe Kids Minnesota Coordinator Erin Petersen and ASSE Northwest Chapter President Kris Johnson.

The following individuals and organizations contributed to the work of the Minnesota Safety Council in 2010:

In support of our mission

AAA Minnesota/Iowa
Ameriprise Employee Giving Program
The Austin Mutual Insurance Company Fund of the Minneapolis Foundation
Minnesota Power, an ALLETE Company
Minnesota Safety Council Board of Directors
Minnesota Safety Council Staff
Minnesota Wireless Foundation
The Prudential Foundation

Carol A. Bufton
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Michael Dougherty
Robert K. Eddy
Janet W. Fedora
Cary Grover
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Erin K. Petersen
Pine Tree Apple Orchard
Steven J. Rauh
Walter (Rocky) and Jodell Rockenstein
Wade A. Salstrom
William Schmitt
William R. Schreiner
Karen E. Scott
William R. Stuart
Steve Sviggum
Cary A. Swenson
Robyn M. Sykes
Alan R. Terwedo
Carol M. Wicks
Randy Williams
Susan D. Woodhall
Kristy M. Zack

Gifts in Kind

AAA Minnesota/Iowa
Applied Environmental Sciences
Boca Chica Restaurante Mexicano
Creative Catering, LLC
Culver's
3M Occupational Health and Environmental Safety Products Division
Minnesota Department of Labor and Industry, OSHA
Wendy's/Four Crown, Inc.
Wilkerson Associates
Ziegler Cat

In support of specific programs

Minnesota Safety & Health Conference

Presenting Sponsors

AAA Minnesota/Iowa
Andersen Corporation
CenterPoint Energy
Midwest Center for Occupational Health and Safety, University of Minnesota School of Public Health
Minnesota Power, an ALLETE Company
Otter Tail Power Company
Park Printing
SFM Mutual Insurance Company
Xcel Energy

Major Sponsors

The Eddy Family Foundation
The Schwan Food Company

Additional Sponsors

J.J. Keller
Minnesota Chamber of Commerce
SOS Technologies
Totally Chocolate

Gifts in Kind

Aveda Corporation
Bill, The Wine Guy
Blue Stem Brands
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Hilton Garden Inn
Hilton Hotels
Kowalski's Markets
Larsmont Cottages
Malmborg Garden Center
Mancomm
Pearson Candy Company
Shooting Star Casino
Showcore
Solbrekk, Inc.

Art McCauley Small Business Workplace Safety Training Fund

American Society of Safety Engineers, Northwest Chapter
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
Safe Kids Worldwide
The Margaret Rivers Fund

Childhood Injury Summit

Minnesota Department of Health
North Memorial Medical Center

Gifts in Kind

Abbey's Hope Charitable Foundation
Anoka County Safe Kids, led by Fridley Police Department
Foresight Childproofing
Hennepin County Medical Center
Hennepin County Safe Kids, led by Metropolitan Health Plan
Johnson & Johnson
Mahube Safe Kids, led by Mahube Community Council
Merit Chevrolet
Minneapolis Public Schools
Minnesota State Fire Marshal Division
Northwest Metro
Minneapolis Safe Kids Coalition, led by North Memorial Medical Center
Olmsted County Public Health

Pillsbury Elementary School
Rochester Police Department
Saint Paul/Ramsey County Safe Kids, led by Saint Paul Department of Fire and Safety Services
University of Minnesota
Amplatz Children's Hospital

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

All Home Health, Inc.
Andersen Corporation
Arvig Communication Systems
Baldinger Baking Company
Biofuel Energy
Carl Bolander & Sons Company
Community Shares of Minnesota
Construction/Safety Consultants
Crane Engineering
Crow Wing Power
DiaSorin, Inc.
Duno Nobel
Dymax Service, Inc.
Emerson Process Management – Rosemount
Gauthier Industries, Inc.
General Dynamics-AIS
Grand Portage Reservation Tribal Council
Great River Energy
Imation
IWCO Direct
Kraft Foods Global, Inc.
Lakes Gas Company

Landscape Structures, Inc.
Long Prairie Packing Company
New Flyer of America, Inc.
Northern Pipeline
Northstar Auto Auction (Manheim)
P & H Minepro
Quality Pork Processors, Inc.
SFM Mutual Insurance Company
Swede-O, Inc.
Trane Company
Transit Team, Inc.
W.P. & R.S. Mars Co.
Wenger Corporation
Xcel Energy

Statements of Activities

Years Ended June 30,	2010	2009
UNRESTRICTED NET ASSETS		
<u>Revenue and Support</u>		
Program Fees	\$1,421,774	\$1,590,813
Contributions	14,355	24,423
Dues Contributed by Members	700,385	677,290
Educational and Safety Materials Sales	1,372,010	1,616,311
Management Fees	31,440	30,840
Interest Income	4,037	7,978
Other	52,967	45,782
Net Assets Released by Fulfillment of Usage Restrictions	32,122	29,194
Total Revenue and Support	3,629,090	4,022,631
<u>Expenses</u>		
Program Services:		
Safety Programs	1,757,230	1,928,747
Public Education	350,516	509,206
Cost of Educational and Safety Materials Sold	943,114	1,164,302
Total Program Services	3,050,860	3,602,255
Supporting Services:		
Management and General	381,108	359,708
Fund Development	195,948	194,814
Total Supporting Services	577,056	554,522
Total Expenses	3,627,916	4,156,777
Change in Unrestricted Net Assets	1,174	(134,146)
TEMPORARILY RESTRICTED NET ASSETS		
Contributions	29,039	20,134
Net Assets Released by Fulfillment of Usage Restrictions	(32,122)	(29,194)
Change in Temporarily Restricted Net Assets	(3,083)	(9,060)
Change in Net Assets	\$(1,909)	\$(143,206)
Net Assets, Beginning of Year	805,006	948,212
Change in Net Assets	(1,909)	(143,206)
Net Assets, End of Year	803,097	805,006

Statement of Functional Expenses

Year Ended June 30, 2010 (with comparative totals for 2009)

	Program Services				Supporting Services			Total Expenses 2010	Total Expenses 2009
	Safety Programs	Public Education	Cost of Educational and Safety Materials Sold	Totals	Management and General	Fund Development	Totals		
Salaries	\$568,958	\$193,904	\$	\$762,862	\$220,169	\$97,817	\$317,986	\$1,080,848	\$1,145,597
Payroll Taxes	48,088	16,389	\$	64,477	18,609	8,268	26,877	91,354	97,089
Retirement Contributions	28,304	15,862		44,166	18,789	4,574	23,363	67,529	46,691
Total Personnel Expenses	645,350	226,155		871,505	257,567	110,659	368,226	1,239,731	1,289,377
Educational and Safety Materials			943,114	943,114				943,114	1,164,302
Course Instructors	385,527	16,651		402,178	8,852	4,338	13,190	415,368	554,431
Supplies, Printing and Postage	192,197	6,198		198,395	2,170	21,017	23,187	221,582	257,230
Insurance and Dues	71,741	24,450		96,191	27,762	12,334	40,096	136,287	149,321
Depreciation and Amortization	67,340	22,950		90,290	26,059	11,577	37,636	127,926	134,565
Staff Expenses and Travel	83,260	2,920		86,180	2,012	5,092	7,104	93,284	124,826
Rent and Utilities	57,350	19,230		76,580	22,193	9,860	32,053	108,633	116,700
Conferences, Meetings and Special Programs	100,999	162		101,161	176	78	254	101,415	106,676
Course and Special Programs									
Space Rentals	64,430	596		65,026	677	3,778	4,455	69,481	75,044
Repairs and Maintenance	24,615	8,345		32,960	9,475	4,210	13,685	46,645	52,991
Interest	25,038	8,533		33,571	9,689	4,305	13,994	47,565	48,958
Miscellaneous	21,036	8,476		29,512	9,464	4,205	13,669	43,181	39,672
Professional Services	9,320	3,176		12,496	3,607	1,602	5,209	17,705	24,490
Telephone	9,027	2,674		11,701	1,405	2,893	4,298	15,999	18,194
Total Expenses	\$1,757,230	\$350,516	\$943,114	\$3,050,860	\$381,108	\$195,948	\$577,056	\$3,627,916	\$4,156,777

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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“It is the best regional conference – or maybe just the BEST! The programs cover the full range of content from the beginner to the advanced learner. The topics are current and the speakers are top quality. There is something for everyone.”



The 76th annual Minnesota Safety & Health Conference featured local and national workplace safety experts, a packed exhibit hall and great networking opportunities, including the chance to get up close and personal with Pete the Perch, mascot for the famed Fish! philosophy. More than 1,400 people participated in the event.



Our workplace safety training programs (occupational safety and health, first aid, driver safety and DOT compliance) reached more than 15,000 people. Left, students in an instructor development class prepared in-class presentations.

Our staff took a rare break for our annual summer picnic (which included the popular sport of catapulting rubber chickens). Front row, left to right: Linda McNurlin, Carol Bufton, Gina Hoffman, Angie Kupczak, Erin Petersen, Vicki Daca. Back row, left of tree: Jan Fedora, Carol Wicks, Ann Kulenkamp, Jeff Lovig. Back row, right of tree: Bill Schreiner, Lisa Kons, Al Terwedo, Cary Swenson, Kristy Zack, Steve Rauh, Wade Salstrom.





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Chapter of the National Safety Council

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