

# MINNESOTA SAFETY COUNCIL



# The Power of Partnership



# 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, comprising senior executives from member organizations, provided thoughtful and effective leadership.



In individual meetings and focus groups, at “open houses” and conferences, we listened to our members, gathered feedback and learned how we could more effectively help meet their safety needs.



Our members demonstrated their commitment to safety in a variety of ways. Above, Minnesota Power provided major sponsorship for the Minnesota Safety & Health Conference, and sent eighty-plus employees.

# Partnership...

It's a powerful word ... and a powerful concept.

Working in partnership is a powerful way to tackle the challenge of reducing unintentional injuries and deaths in the workplace, on the road, at home and at play.

During 2007, the Minnesota Safety Council continued to build and grow partnerships that get results in making Minnesota a safer place to live.

Deepening our relationship with members is a priority. You are the foundation for all that we do. You've asked us to get even closer to you — to better know your organizations and your challenges. Through focus sessions, surveys, small groups and one-on-one conversations, we listened and learned.

We have continued to address what you told us is your top need — practical, effective solutions to reduce injuries on and off the job. You'll see evidence of that in this report — more just-for-you customized training, more at-your-fingertips Web resources, more get-connected opportunities for members to learn from each other. And we've made a major investment in strengthening our information management infrastructure to help us better understand and respond to your organization, your industry and your injury prevention issues.

We kept a focus on making injury prevention fresh and relevant to all Minnesotans. Our partnerships with industry associations, policy makers, government agencies, and other organizations helped us build bridges for our members. Through electronic and print media, expansion of our award-winning Web site, and participation in



Carol Bufton, President of the Minnesota Safety Council (left) and Jean Krause, Chair of the Board of Directors and Director, Community and Public Relations, CenterPoint Energy

company and community events around the state, we delivered the message to your employees and their families, friends and neighbors that unintentional injuries are a significant risk to each of us — as individuals, businesses and communities. And we provided resources to help them reduce that risk.

2007 was a good year for the Minnesota Safety Council. In our work there is much of which to be proud. But our work is not done.

We look to the future with a mission that is relevant, a vision that is clear and a membership base that is solid and strong. We will continue to listen to you. We will continue to be your partner in reducing unintentional injuries and deaths, and the huge economic loss which results from them.

Our message would not be complete without acknowledging some key relationships — the astute leadership and vision of our Board of Directors, a mighty bond with our members and partners, and the deep commitment of an enthusiastic and talented staff. What a powerful partnership in the important work we do to make Minnesota a safer place to live.

*Jean Krause, Chair, Board of Directors*  
*Carol Bufton, President*

# Injury in Minnesota

On average, unintentional injuries take the lives of more than 1,600 Minnesotans each year. Nearly 40 percent of these deaths are traffic-related; another 30 percent are caused by falls. Non-fatal incidents alter the lives of tens of thousands more. The repercussions affect families, friends, places of work and entire communities.

## Most of these injuries are predictable and preventable.

In 2007, dramatic events focused attention on safety in Minnesota, including the collapse of the I-35 bridge and numerous community-shattering crashes involving teens. Media coverage surrounding the bridge collapse included the stories of many survivors who credited their seat belts with saving their lives. The intensity of that message is considered a possible factor in Minnesota's significant increase in seat belt use, from 83 percent to 87 percent, a behavior that was measured around the time of the collapse. Fatalities from that catastrophe and the deaths of six motorists killed during floods in the southeastern part of the state pushed traffic deaths to a preliminary total of 503, reversing a five-year decline. That number will rise as more reports are received by the state.

In Minnesota's workplaces, deaths have continued to decrease (78 in 2006; latest figures available) and injuries in general remained at an all-time low. Since 2003, the number of Minnesota workers has increased by more than 90,000. At the same time, the estimated number of

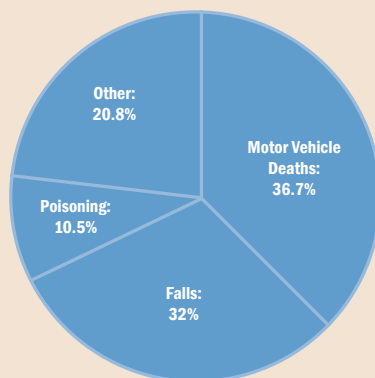
recordable injury and illness cases has decreased by about 4,500.

Still, more than 100,000 workers are estimated to suffer nonfatal workplace injuries and illnesses annually — that's an average of nearly 300 people each day. And in the home and out in the community — where 57 percent of unintentional-injury deaths occur and more 18 million people suffer disabling injuries each year — the numbers are on the rise.

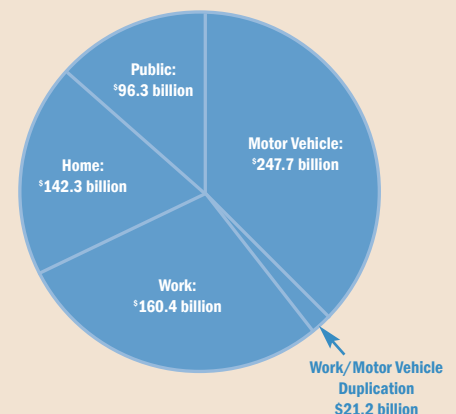
The National Safety Council estimated the cost of these fatal and non-fatal injuries at \$625.5 billion in 2005 (latest figures available). In 2006, motor vehicle crashes alone are estimated to have cost Minnesota \$1.77 billion.

Our mission is to reduce these injuries — saving lives, preventing suffering and reducing loss. It's a big challenge, one that requires the power of many partners. Read on to learn how we tapped into that power in 2007.

**Leading Causes of Unintentional-Injury Deaths in Minnesota**  
Source: Minnesota Department of Health



**Cost of Unintentional Injuries, U.S.**  
Source: National Safety Council



# Membership

We work with our 3000-plus members not only to make their workplaces safer — reducing injuries and related costs — but also to help their employees remain safe and whole off the job.

Our members' safety concerns are as varied as their sizes and industries. They comprise manufacturers, nursery and landscape businesses, utilities, units of government, construction, health care, schools and more.

Throughout 2007, members turned to us for an array of services: consultation on their safety needs, training and training tools, and opportunities to network with other organizations. Many members spoke to us of a renewed emphasis on safety in their companies and the need to re-energize or update their safety programs. Our staff helped them assess their needs and find solutions.

We kept members current on safety news through weekly e-mail newsletters and the hard copy “Memo to Members,” reaching an average of 6,000 people responsible for safety. The “Members Only” section of our Web site provided background on standards; sample plans, policies and checklists; information about best practices and more. The popular site attracted an average of 45,000 individual visitors and 350,000 hits each month. Members took advantage of more than 500 titles in our video library, borrowing training videos and DVDs at the rate of 50 per week.

Throughout the year we maintained an aggressive schedule of face-to-face meetings with members — listening, learning about their issues, and creating opportunities for them to learn from each other. Focus groups in Fergus Falls and Duluth spotlighted member needs and how we could more effectively meet them. “Open Houses” in St. Cloud, Mankato, Minnetonka, Owatonna, Rogers, Marshall and St. Paul examined membership benefits and new resources for safety programs.



Whether one-on-one or in group settings, we provided opportunities for members to network with our staff and each other.

The Marshall open house led to the creation of the Southwest Safety Council, which, with our support, will meet regularly to provide information and training on topics determined by members in that area. In addition, customized training and consultation addressed the needs of individual members in more than 100 communities throughout the state.

We finished the year with retention strong at 92 percent, a benchmark of the valued relationships we sustain with our members.

One of the ways members demonstrated commitment to their employees' safety away from work was through increased demand for off-the-job safety products. New offerings such as First Aid in a Bottle (a complete first aid kit contained in a bright red plastic drinking bottle) and the “no batteries required” Shake ‘n Shine flashlight were distributed in the thousands. Early snowfall prompted members to think about stocking employees' cars with our popular winter survival kit, the Blizzard Bucket. Nearly 10,000 safety calendars, created by the Minnesota Safety Council, were distributed in Minnesota and through safety councils in other states.

# Worker Safety

Members are primary participants in our workplace safety training and we continually refine our offerings to meet their needs.

**Occupational safety and health training.** Employers chose from more than 90 occupational safety and health topics in 2007. Popular new courses included skidsteer training, electrical safety and crisis management, three of ten new offerings. Electrical safety training reached more than 700,



Our commercial vehicle consultant helped employers comply with DOT regulations. Here he conducts a sample DOT compliance audit.

the most well-attended topic last year. Classes for supervisors addressed safety leadership and building a strong safety culture. We continued to expand the concept of “training the trainer,” offering sessions that provided actual preparation and training tools.

Joining our popular forklift training were programs in hazard communication, lockout/ tagout, bloodborne pathogens and workplace violence.

While all of our training provided continuing education credits, some focused specifically on professional development. Sixty-three persons achieved the Basic Workplace Safety Certificate, a designation from the Minnesota Department of Labor and Industry and the Minnesota Safety Council; another 24 earned the National Safety Council’s Advanced Safety Certificate.

**Consultation in workplace safety and health.** Our consultants offered assistance on a wide range of safety topics and specialized expertise in ergonomics, construction, Spanish language safety programs and training for human resources professionals. Most common inquiries from members revolved around lockout/tagout, OSHA compliance, effective safety committees, ergonomics and safe lifting.

Customized courses on diversity and intercultural communication, the aging workforce, shift work/sleep disorders

and developing a positive safety culture were offered in locations around the state. Ongoing partnerships with employers increased, featuring training sessions combined with safety audits, assistance with writing safety manuals, and other services. In total, our occupational training and consultation reached 18,428 people in dozens of communities throughout the state.

**Minnesota Safety & Health Conference.** The 73rd Minnesota Safety & Health Conference attracted 1,451 people involved in workplace safety. Attendees took advantage of educational sessions and networking opportunities. Based on their conference experience, 80 percent of those surveyed said they would make changes to their company’s safety programs. Fully 99 percent planned to recommend the conference to others. Other gatherings included the 73rd Northern Regional Safety Day in Duluth and the 2nd annual Northwest Regional Safety Day in Bemidji.

**First aid/CPR training and AEDs.** We offered more than 200 sessions of the National Safety Council’s Emergency Care Program, reaching nearly 2,000 member employees in 51 communities, an increasing number of them in Greater Minnesota. Twenty-four instructors were trained and certified, bringing our statewide total to 150.



Skidsteer training was a popular new occupational safety and health course, one of 90 topics offered in 2007.



We distributed a record number of life-saving automated external defibrillators (AEDs) and provided follow-up support and training on their use.



The 73rd Minnesota Safety & Health Conference attracted nearly 1,500 attendees who took advantage of 82 educational sessions and a 125-booth exhibit hall.

Federal OSHA has recommended that businesses add automated external defibrillators (AEDs) to their safety programs, and employers are taking heed. We distributed a record number of Philips AEDs and provided follow-up training. Through a special partnership with the Ramsey and Washington County Head Start programs we provided AEDs at reduced cost to all their locations.

**Driver training, fleet safety and DOT compliance.** Traffic crashes are the leading cause of work-related death and a leading cause of lost work-time. Employers turned to us for defensive driving training, fleet safety programs and compliance with DOT regulations.

As in other areas of training, we saw an increased demand for customized, on-site programs. Although there's no compliance requirement for defensive driving training, many employers recognize its enormous value to their employees, whether or not they drive on the job. Specialized training covered diverse vehicles types, including vans, straight trucks, emergency vehicles and passenger vehicles. Our commercial vehicle consultant helped employers and their drivers comply with regulations.

Our workplace traffic safety programs reached 4,515 employees through face-to-face training and consultation. Online training reached 2,280 more. Partners utilizing this option included the YMCA of Greater St. Paul and the State of Minnesota. Demand for our "Safe Winter Driving" course increased, aided by Mother Nature's early winter blast statewide.

We continued to coordinate the Minnesota Network of Employers for Traffic Safety (NETS) with funding provided by the Minnesota Department of Public Safety. NETS provided resources and consultation to help employers reduce crashes among their employees both on and off the job.

In partnership with AAA Minnesota/Iowa we provided content and editorial support for a traffic safety supplement to *Twin Cities Business* magazine. The publication, which made the case for employer involvement in traffic safety, has the largest circulation of any local business publication (nearly 80,000).

In addition to the multitude of opportunities described above, we provided resources to help employers conduct their own training and enrich their safety programs. DVD-based packages were the most popular type of training support, with greatest demand for hazard communication and forklift programs. Our members relied on us to review the many options available and provide recommendations. Through our partnerships with premier safety vendors such as the National Safety Council, J.J. Keller, Mancomm, Kidde, CLMI, FLI, Coaching Systems, LLC and Philips, we were able to provide the right solution at a reduced cost.

# In the Community

Traffic crashes are the leading cause of injury death, on average taking the lives of 500 Minnesotans each year and injuring 35,000 more. Facing this and other community safety challenges in 2007, we built partnerships that would support effective and innovative solutions.

**Young drivers.** Numerous high-profile crashes involving teens created increased demand for programs addressing young drivers. The “Alive at 25” defensive driving program was one response, now offered as a court-referred option in 23 counties. Working with AAA Clubs of Minnesota and Fox TV, we developed a yearlong teen traffic safety campaign. It features both teen-to-teen and parent-focused public service announcements, news stories, and messages on Fox’s high school sports Web site.



As our population ages, programs for older Minnesotans become even more important.

**Mature drivers.** By 2039, the number of Minnesotans over age 65 will grow to 1.2 million. Our 200 instructors worked with community education programs and the insurance industry to train nearly 24,000 mature drivers statewide. Attendees refreshed their skills and earned an insurance discount.

**Seat belt legislation.** As coordinator of the Minnesota Seat Belt Coalition, we played a lead role in the continuing effort to pass a stronger seat belt law. Minnesota’s seat belt use is high, but a primary seat belt law would drive use rates even higher, resulting in lives saved, less severe injuries and significant economic savings. Support for the legislation grew, and it’s well-positioned for the 2008 session. We also participated in a coalition led by AAA Minnesota/Iowa to strengthen our state’s child passenger safety law. The Safe Kids Minnesota childhood injury prevention program, which we coordinate, received a legislative grant from Safe Kids Worldwide to support this effort.



Child Passenger Safety Week 2007: In partnership with the Spanish Consulate and Midway Chevrolet, we provided educational activities designed to keep children safe in and around vehicles.

**Child passenger safety.** A pair of child passenger safety (CPS) resources developed by the Minnesota Safety Council, Safe Kids Minnesota, AAA Minnesota/Iowa and the Minnesota Department of Public Safety received national recognition from Safe Kids Worldwide (2007 “Outstanding Child Passenger Safety

Program”) and the National Safety Council (“Outstanding Community Safety Campaign”). The multi-lingual Web site, [www.carseatsmadesimple.org](http://www.carseatsmadesimple.org), offers information about choosing and installing child safety restraints. The television program “Child Safety Seats,” was produced in six languages by the ECHO Minnesota Collaborative, which provides health and safety information to immigrant communities, and aired on Twin Cities Public Television. Additional partners included the Minnesota Department of Health and numerous community organizations. DVDs of the program have been distributed to 2,500 organizations in Minnesota and across the nation.

Reducing the strain on overbooked car seat clinics was a primary goal in creating these resources. We also worked to expand the pool of certified CPS technicians, providing initial and ongoing training. In addition to checking car seats at several special events and in partnership with Babies Я Us, we coordinated monthly clinics at two locations in the St. Paul area, at which hundreds of parents gained hands-on experience.





We joined forces with member company Schwan Foods to support traffic safety efforts in Marshall.

**Pedestrian safety, community events and more.** In conjunction with International Walk to School Day, Safe Kids Minnesota supported a “Safe Kids Walk This Way” event in Marshall. Partners included the Marshall Area Safe Communities Coalition, the school system and others. Safe Kids Minnesota chapters in six communities participated in a safety campaign targeting Halloween’s most common risks: pedestrian injuries and falls. Other activities included the sixth annual *Subway Sez Safe-a-Rooni* event at the Minnesota Zoo, sponsored by Subway restaurants and KS95. It featured 18 interactive safety exhibits and drew several hundred children and parents.

The Minnesota Operation Lifesaver (OL) program reached more than 37,000 people statewide through nearly 500 educational programs about safety at railroad crossings and around tracks. The program’s 52 presenters

(including 25 certified in 2007) talked to schools, driver’s education classes, safety camps, civic groups, professional drivers, law enforcement, and corporations. Our state chapter hosted a regional OL workshop in Duluth, drawing attendees from six states to address railroad crossing safety issues.

We participated in strategic task forces examining policy and public education issues related to pedestrian safety and preventing falls from windows, spearheaded by the Minnesota Departments of Health and Labor and Industry.

Throughout the year, we worked with the media to heighten awareness of issues including bicycle safety, driver behavior, child passenger safety and seasonal safety issues.



We continually reinforced the value of investing in off-the-job safety. Here, one segment of our “Andersen Summer Safety Safari” at the Andersen Corporation employee picnic.

Our members are key partners in our off-the-job safety efforts, channeling information and resources to their employees. We participated in member company health fairs and provided tailored sessions on developing off-the-job safety programs. Two great examples:

- The “Andersen Summer Safety Safari,” which we developed for the Andersen Corporation employee family picnic, reached nearly 1,000 people.
- We continued to work with Schwan Food Company to support a community-wide traffic safety initiative in the Marshall area.

In communications with all members, we continually reinforced the benefits of investing in off-the-job safety programming aimed at employees and their families.

# The Power of Giving

We couldn't do it without you!

Although many of our workplace programs and services are self-supporting, contributions and grants provide critical resources for life-saving, injury-reducing family and community programs that reach Minnesotans across our state. For example:

- The award-winning Safe-a-Rooni children's Web site which teaches kids how to protect themselves from injuries.
- Initiatives to help the elderly avoid falls, a major factor in seniors losing their independence.
- Programs to help employers reduce off-the-job injuries to their employees and so keep them whole and healthy and on the job.

Our thanks to the following individuals and organizations whose contributions helped to make Minnesota a safer place to live in 2007.

- Our board of directors, each of whom also generously contributes time and talent.
- Our staff, who show their commitment through hard work as well as charitable gifts.
- Our members, who support injury prevention by making generous contributions above and beyond their membership dues, and by providing in-kind goods and services.
- Program partners, including corporate and community foundations, who recognize and value the Minnesota Safety Council's contributions toward reducing suffering and loss, and improving the quality of life in our state.



The Minnesota Wireless Foundation, a philanthropic organization established to educate the public about safe and responsible use of wireless technology, made a significant financial contribution to our safety programs and services when it disbanded early in 2007. Here, Mike Nowick, President of the Minnesota Telecom Alliance, presents a check to Minnesota Safety Council President Carol Bufton.

## *In Support of Our Mission*

AAA Minnesota/Iowa  
The Academy of Hazardous  
Materials Management  
The Austin Mutual  
Insurance Company  
Fund of the Minneapolis  
Foundation  
Bulldog Dent Repair  
The Cleveland Cliffs  
Foundation  
Jim Lupient Enterprises  
Minnesota Safety Council  
Board of Directors  
Minnesota Safety Council  
Staff  
Minnesota Wireless  
Foundation  
The Prudential Foundation  
SuperValu, Inc.

Steve Brotzler  
Carol A. Bufton  
Eugene (Skip) Cady  
Mary Carter  
Esther G. DeLaCruz  
Robert K. Eddy  
Janet Fedora  
James F. Hanko  
Ronald J. Hanson  
John S. Hay and Jo Frerichs  
William L. Heim  
Brenda Himrich  
Regina M. Hoffman  
Kathleen Hughes  
Paul B. Johnson M.D.  
Roger A. Katzenmaier  
Lisa M. Kons  
Barbara C. Korf  
N. Jean Krause  
Jenn Kremer  
Ann L. Kulenkamp  
Angie M. Kupczak  
Jeffrey B. Kusch  
Larry Lair  
Linda J. McNurlin  
Michael P. Mlinar  
Jeffrey B. Murphy  
Jeffrey S. Ogden  
Erin K. Petersen  
Steve J. Rauh

Richard J. Reber  
Walter (Rocky) and Jodell  
Rockenstein  
Mary B. Sage  
Wade A. Salstrom  
William Schreiner  
Karen E. Scott  
Janna Severance  
Steve Sviggum  
Cary A. Swenson  
Robyn M. Sykes  
Alan Terwedo  
Claudia Scott Welty  
Carol M. Wicks  
Randy Williams  
Susan D. Woodhall  
Kristy Zack

## **Gifts in Kind**

AAA Minnesota/Iowa  
Applied Environmental  
Sciences  
Continental Safety  
Equipment  
Fox 9  
Hunter, Inc.  
3M Occupational Health &  
Environmental Safety  
Products Division  
Minnesota Department of  
Health, Division of  
Environmental Health  
Minnesota Department of  
Labor & Industry, OSHA  
Minnesota Department of  
Public Safety, Office of  
Pipeline Safety  
Sage Advice  
Scott H. Paul & Associates  
TSI, Inc.  
Wilkerson Associates  
Johnson Ltd.  
Xcel Energy

*In Support of Specific Programs*

**Minnesota Safety and 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 Publications  
SFM – The Work Comp Experts  
Thomson Corporation  
Xcel Energy

**Major Sponsors**

The Eddy Family Foundation  
The Schwan Food Company

**Additional Sponsors**

J.J. Keller  
Solbrekk, Inc.  
Totally Chocolate

**Gifts In Kind**

AAA Minnesota/Iowa  
Cragun's Resort and Conference Center  
DLH, Inc.  
Fingerhut  
The Hilton Minneapolis Hotel  
J J Keller  
Mancomm

Northland Aluminum Products/NordicWare  
Philips Corporation  
Red Wing Shoes  
Shooting Star Casino Hotel & Event Center  
SOS Technologies

**Minnesota Operation Lifesaver**

BNSF Railway  
Canadian National  
Canadian Pacific Railway  
CSX Corporation  
Loram Maintenance of Way, Inc.  
Minnesota Southern Railway  
Northern Lines Railway  
Operation Lifesaver, Inc.  
Twin Cities & Western Railroad Company  
Union Pacific Railroad

**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, The Work Comp Experts  
Xcel Energy

**Minnesota Seat Belt Coalition**

Minnesota Department of Public Safety, Office of Traffic Safety  
Winthrop and Weinstine PA

**Children's Injury Prevention Programs including Safe-a-Rooni and Safe Kids Minnesota**

AAA Minneapolis  
AAA Minnesota/Iowa  
American Society of Safety Engineers, Northwest Chapter  
Andersen Corporation  
Babies Я Us  
Johnson & Johnson  
The Margaret Rivers Fund  
Minneapolis Auto Club Foundation for Safety  
Minnesota Department of Health  
Safe Kids Worldwide  
SMDC Health Services  
Subway Restaurants (Presenting Sponsor Subway Sez Safe-a-Rooni)  
Lisa K. Barnidge  
Hydee E. Becker  
Ann M. Bender  
Rachel Bollerud  
Jennifer D. Brookings-King  
Darla Holland  
Jennifer P. Knuth  
Terry Moe  
Judith A. Moon  
Genny R. Reigstad  
Jamie L. Renteria  
Michelle R. Roby  
Kam Marie Scott  
Debora A. Smith  
James M. Stevens  
Erika Taibl  
Jodene VonWald  
Jennifer R. Zehrgrimm

**Gifts in Kind**

5 Eyewitness News and KS95  
Anoka County Safe Kids  
Cub Foods  
Babies Я Us  
General Mills

Frontier  
IMAX Theater at the Minnesota Zoo  
Johnson & Johnson  
Loram Maintenance of Way, Inc.  
Mahube Community Council  
Merit Chevrolet  
Metropolitan Health Plan  
Mexican Consulate  
Midway Chevrolet, St. Paul  
Minnesota Department of Public Safety, Office of Traffic Safety  
Minnesota Zoo  
Nemer Fieger  
NW Metro Minneapolis Safe Kids Coalition  
Saint Paul Department of Fire & Safety Services  
Saint Paul/Ramsey County Department of Public Health  
Subway Restaurants

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

Aqua Logic, Inc.  
Baldinger Baking Company  
Bolton & Menk  
Cargill  
Cybex International  
DiaSorin, Inc.  
Eye Kraft Optical, Inc.  
Gauthier Industries, Inc.  
Great River Energy  
Imation  
Itron, Inc.  
IWCO Direct  
Kohl & Madden Printing Ink Company  
Kraemer Mining & Materials, Inc.  
Kraft Foods Global, Inc.  
Lake Country Power

Lake Region Cooperative Electric Association  
Long Prairie Packing Company  
Madsen Fixture & Millwork, Inc.  
Maquire Agency, Inc.  
Minncast, Inc.  
Molin Concrete Products Company  
North Country Health Services  
Northshore Mining Company  
Northstar Auto Auction  
Ohly Americas  
PHASE  
Pioneer Hi-Bred International, Inc.  
Plastic Products Company, Inc.  
Road Machinery & Supplies Company  
Root River Hardwoods, Inc.  
Ryan Companies US, Inc.  
Savanna Pallets  
The Schwan Food Company  
Sealy Mattress  
SFM – The Work Comp Experts  
Smurfit-Stone Container  
Superior Industries of Morris  
Tiller Corporation  
Trane Company  
Turck, Inc.  
United Products Corporation  
Univar USA, Inc.  
USG Interiors, Inc.  
Westwood Professional Services  
Xcel Energy  
Zero-Max

# Statements of Activities

Years Ended June 30,	2007	2006
<b>UNRESTRICTED NET ASSETS</b>		
<b><u>Revenue</u></b>		
Program Fees	\$1,684,740	\$1,559,414
Contributions	14,913	7,870
Dues Contributed by Members	703,152	686,199
Educational and Safety Materials Sales	1,271,230	1,133,086
Management Fees	28,800	27,720
Interest Income	14,397	7,156
Other	39,508	45,475
Net Assets Released by Fulfillment of Usage Restrictions	54,911	54,584
<b>Total Revenue</b>	<b>3,811,651</b>	<b>3,521,504</b>
<b><u>Expenses</u></b>		
Program Services:		
Safety Programs	1,862,739	1,791,858
Public Education	525,644	504,238
Cost of Educational and Safety Materials Sold	821,483	702,237
Total Program Services	3,209,866	2,998,333
Supporting Services:		
Management and General	307,980	310,215
Fund Development	205,505	182,352
Total Supporting Services	513,485	492,567
<b>Total Expenses</b>	<b>3,723,351</b>	<b>3,490,900</b>
<b>Change in Unrestricted Net Assets</b>	<b>88,300</b>	<b>30,604</b>
<b>TEMPORARILY RESTRICTED NET ASSETS</b>		
Contributions:		
Operation Lifesaver	37,187	29,327
Traffic Safety	60,410	-
Other	20,646	24,654
Net Assets Released by Fulfillment of Usage Restrictions	(54,911)	(54,584)
Change in Temporarily Restricted Net Assets	63,332	(603)
<b>Change in Net Assets</b>	<b>\$151,632</b>	<b>\$30,001</b>
Net Assets, Beginning of Year	866,131	836,130
Net Increase in Net Assets	151,632	30,001
Net Assets, End of Year	1,017,763	866,131

# Statement of Functional Expenses

Year Ended June 30, 2007 (with comparative totals for 2006)

	Program Services				Supporting Services			Total Expenses 2007	Total Expenses 2006
	Safety Programs	Public Education	Cost of Educational and Safety Materials Sold	Totals	Management and General	Fund Development	Totals		
Salaries	\$524,735	\$240,345	\$	\$765,080	\$182,089	\$98,732	\$280,821	\$1,045,901	\$1,059,787
Payroll Taxes	43,905	20,110		64,015	15,236	8,261	23,497	87,512	89,571
Retirement Contributions	20,023	9,171		29,194	6,948	3,767	10,715	39,909	41,554
Professional Services	10,440	4,782		15,222	3,623	1,964	5,587	20,809	22,746
Telephone	8,403	2,757		11,160	901	2,689	3,590	14,750	21,283
Supplies, Printing and Postage	280,936	43,705		324,641	8,565	36,757	45,322	369,963	328,703
Staff Expenses and Travel	84,433	11,881		96,314	2,237	3,634	5,871	102,185	126,723
Insurance and Dues	63,526	29,098		92,624	22,045	11,953	33,998	126,622	152,858
Rent and Utilities	62,775	24,425		87,200	18,505	10,034	28,539	115,739	93,570
Repairs and Maintenance	30,399	13,924		44,323	10,549	5,720	16,269	60,592	55,174
Depreciation and Amortization	28,204	12,919		41,123	9,787	5,307	15,094	56,217	53,256
Conferences, Meetings and Special Programs	133,334	1,257		134,591	68	315	383	134,974	112,201
Educational and Safety Materials			821,483	821,483			-	821,483	702,237
Course Instructors	464,977	92,130		557,107	14,789	3,876	18,665	575,772	485,302
Course and Special Programs Space Rentals	74,002	4,186		78,188	1,309	6,353	7,662	85,850	88,323
Interest	14,200	6,504		20,704	4,928	2,672	7,600	28,304	29,265
Miscellaneous	18,447	8,450		26,897	6,401	3,471	9,872	36,769	28,347
<b>Total Expenses</b>	<b>\$1,862,739</b>	<b>\$525,644</b>	<b>\$821,483</b>	<b>\$3,209,866</b>	<b>\$307,980</b>	<b>\$205,505</b>	<b>\$513,485</b>	<b>\$3,723,351</b>	<b>\$3,490,900</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.

# Minnesota Safety Council Board of Directors

## *Officers*

*Chair, Board of Trustees*

**Claudia Scott Welty**, Senior Vice President, Business Support, and Chief Administrative Officer, ALLETE

*Chair, Board of Directors*

**N. Jean Krause**, Director, Community and Public Relations, CenterPoint Energy

*Chair-Elect, Board of Directors*

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

*President*

**Carol A. Bufton**, CEO, Minnesota Safety Council, Inc.

*Secretary*

**Mary B. Sage**, President, Sage Advice

*Vice President Finance*

**Susan D. Woodhall**, Vice President, Bremer Financial Services, Inc.

*Vice Presidents*

**Eugene (Skip) Cady**, Vice President and General Manager, Lupient Enterprises, Saturn Division

**Mary Carter**, Senior Vice President, Human Resources and Corporate Administration, Andersen Corporation

**James F. Hanko**, President, North Country Health Services

**Mark Helland**, Vice President Customer Service, Otter Tail Power Company

**Jeffrey S. Ogden**, Chief Administrative Officer, University of Minnesota School of Dentistry

## *Directors*

**M. Scott Brener**, Vice President and General Counsel, SFM Insurance

**Robert K. Eddy**, President, Sherburne Tele-Systems, Inc.

**James F. Hanko**, President, North Country Health Services

**William L. Heim**, Upper Midwest Chapter, American Industrial Hygiene Association

**Kathleen Hughes**, Director of Labor and Employment Law, SuperValu, Inc.

**Vint Johnson**, American Society of Safety Engineers, Northwest Chapter

**Jeffrey B. Kusch**, President and CEO, Austin Mutual Insurance Company

**Larry Lair**, Division Vice President, 3M Traffic Safety Systems Division

**Michael P. Mlinar**, Vice President and General Manager, Northshore Mining Company

**Jeffrey B. Murphy**, President and Chief Executive Officer, RTW, Inc.

**Edward S. Rice, Jr.**, Managing Partner, Provest Management Services, LLC

**Steve Sviggum**, Commissioner, Minnesota Department of Labor and Industry

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

**Randy Williams**, President, AAA Minnesota/Iowa

*Serving the Board as a Member of the Board of Trustees*

**John Hay**, Vice President (Retired), Prudential Insurance Company



Comedian Tim Cavanaugh works the crowd (over!) at the Governor's Safety Awards Luncheon. The event recognized 217 Minnesota employers for outstanding results in keeping their workers safe.



100-plus exhibitors at the Minnesota Safety & Health Conference answered questions and demonstrated valuable safety and health tools.



Hands-on activities and experiential learning were a hallmark of our community events. Here, a child helps his parents learn about blind spots and the need to "spot the tot" before moving a vehicle.



Our multicultural, multimedia child passenger safety resources received national recognition from Safe Kids Worldwide and National Safety Council. Above, Erin Petersen, coordinator of Family Safety Programs, receives the 2007 "Outstanding Child Passenger Safety Program" award from Safe Kids founder Dr. Marty Eichelberger.



Our occupational safety and health training provided classroom and on-site instruction on more than 90 topics — and the occasional something extra. Here, a student provides a lunchtime serenade.

First Aid/CPR/AED training reached nearly 2,000 member employees in 51 communities.





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

[www.minnesotasafetycouncil.org](http://www.minnesotasafetycouncil.org)