

Suicide Awareness Voices of Education (SAVE)

Minneapolis, Minnesota

Financial Statements

Years Ended December 31, 2012 and 2011

Suicide Awareness Voices of Education (SAVE)

Financial Statements

Years Ended December 31, 2012 and 2011

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Independent Auditor's Report

Board of Directors
Suicide Awareness Voices of Education (SAVE)
Minneapolis, Minnesota

We have audited the accompanying financial statements of Suicide Awareness Voices of Education (SAVE) (a nonprofit organization) which comprise the statements of financial position as of December 31, 2012 and 2011, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by manager, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinions.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Suicide Awareness Voices of Education as of December 31, 2012 and 2011, and the changes in its net assets and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States.

A handwritten signature in cursive script that reads "Wipfli LLP".

Wipfli LLP

October 18, 2013
Minneapolis, Minnesota

Suicide Awareness Voices of Education (SAVE)

Statements of Financial Position

December 31, 2012 and 2011

<i>Assets</i>	2012	2011
Current assets:		
Cash	\$ 174,472	\$ 97,816
Certificates of deposit	190,475	298,464
Grants receivable	16,776	17,753
Accounts receivable, net allowance of \$1,857 and \$4,388 for 2012 and 2011, respectively	14,270	23,393
Prepaid expenses	4,807	6,290
Total current assets	400,800	443,716
Property and equipment, net	3,684	5,966
Restricted cash	19,450	19,450
TOTAL ASSETS	\$ 423,934	\$ 469,132
<i>Liabilities and Net Assets</i>		
Current liabilities:		
Accounts payable and other liabilities	\$ 505	\$ 1,276
Accrued payroll and related expenses	20,956	23,786
Other liabilities	0	2,188
Total current liabilities	21,461	27,250
Net assets:		
Unrestricted	380,723	420,932
Temporarily restricted	2,300	1,500
Permanently restricted	19,450	19,450
Total net assets	402,473	441,882
TOTAL LIABILITIES AND NET ASSETS	\$ 423,934	\$ 469,132

See accompanying notes to financial statements.

Suicide Awareness Voices of Education (SAVE)

Statements of Activities

Years Ended December 31, 2012 and 2011

	2012				2011			
	Unrestricted	Temporarily Restricted	Permanently Restricted	Total	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Support and revenue:								
Contributions	\$ 297,558	\$ 2,300	\$ 0	\$ 299,858	\$ 326,489	\$ 1,500	\$ 0	\$ 327,989
Special events, net expenses of \$109,006 and \$90,065 for 2012 and 2011, respectively	188,228	0	0	188,228	170,275	0	0	170,275
Publication income	41,578	0	0	41,578	44,764	0	0	44,764
Program income	20,989	0	0	20,989	20,739	0	0	20,739
Interest income	1,606	0	0	1,606	3,606	0	0	3,606
In-kind contributions	801,426	0	0	801,426	903,917	0	0	903,917
Net assets released from restriction through satisfaction of program restrictions	1,500	(1,500)	0	0	0	0	0	0
Total support and revenue	1,352,885	800	0	1,353,685	1,469,790	1,500	0	1,471,290
Expenses:								
Program services	1,297,232	0	0	1,297,232	1,393,036	0	0	1,393,036
Support services:								
Management and general	49,167	0	0	49,167	77,840	0	0	77,840
Fundraising	46,695	0	0	46,695	53,036	0	0	53,036
Total support services	95,862	0	0	95,862	130,876	0	0	130,876
Total expenses	1,393,094	0	0	1,393,094	1,523,912	0	0	1,523,912
Change in net assets	(40,209)	800	0	(39,409)	(54,122)	1,500	0	(52,622)
Net assets - Beginning of year	420,932	1,500	19,450	441,882	475,054	0	19,450	494,504
Net assets - End of year	\$ 380,723	\$ 2,300	\$ 19,450	\$ 402,473	\$ 420,932	\$ 1,500	\$ 19,450	\$ 441,882

See accompanying notes to financial statements.

Suicide Awareness Voices of Education (SAVE)

Statements of Functional Expenses

Years Ended December 31, 2012 and 2011

	2012				2011			
	Program Services	Management and General	Fundraising	Total	Program Services	Management and General	Fundraising	Total
Salaries and wages	\$ 284,059	\$ 15,781	\$ 15,781	\$ 315,621	\$ 239,020	\$ 13,279	\$ 13,279	\$ 265,578
Payroll taxes	28,129	1,563	1,563	31,255	22,511	1,250	1,251	25,012
Fringe benefits	35,275	1,960	1,960	39,195	29,779	1,654	1,654	33,087
Media awareness	2,139	0	0	2,139	51,199	0	0	51,199
Professional fees	2,890	14,449	11,559	28,898	7,890	39,450	31,560	78,900
Professional fundraiser	0	0	10,718	10,718	0	0	0	0
Rent	22,659	1,762	755	25,176	26,444	2,057	881	29,382
Printing and duplication	22,086	1,718	736	24,540	26,468	2,059	882	29,409
Travel, meals, and entertainment	28,557	614	1,535	30,706	31,066	668	1,670	33,404
Postage and delivery	2,993	233	100	3,326	4,672	363	156	5,191
Utilities	14,842	1,154	495	16,491	9,013	701	300	10,014
Bad debt (recovery) expense	0	(2,531)	0	(2,531)	0	1,804	0	1,804
Bank charges	0	8,661	0	8,661	0	8,377	0	8,377
Dues and subscriptions	3,365	177	0	3,542	2,224	117	0	2,341
Insurance	4,391	342	146	4,879	4,228	329	141	4,698
Office supplies	7,136	840	420	8,396	4,366	514	257	5,137
Equipment rental and maintenance	9,902	745	0	10,647	7,980	601	0	8,581
Speaker fees	4,675	0	0	4,675	0	0	0	0
Conference display fees	2,559	0	0	2,559	2,131	0	0	2,131
Other costs	17,367	1,351	579	19,297	20,964	1,631	699	23,294
Depreciation	2,782	348	348	3,478	2,444	306	306	3,056
In-kind expenses	801,426	0	0	801,426	900,637	2,680	0	903,317
Total expenses	\$ 1,297,232	\$ 49,167	\$ 46,695	\$ 1,393,094	\$ 1,393,036	\$ 77,840	\$ 53,036	\$ 1,523,912

See accompanying notes to financial statements.

Suicide Awareness Voices of Education (SAVE)

Statements of Cash Flows

Years Ended December 31, 2012 and 2011

	2012	2011
Increase (decrease) in cash:		
Cash flows from operating activities:		
Change in net assets	(\$ 39,409)	(\$ 52,622)
Adjustments to reconcile change in net assets to net cash used in operating activities:		
Depreciation	3,478	3,056
Bad debt (recovery) expense	(2,531)	1,084
Changes in operating assets and liabilities:		
Grants receivable	977	(5,691)
Accounts receivable	11,654	(8,516)
Prepaid expenses	1,483	(1,555)
Accounts payable and other liabilities	(771)	(1,518)
Accrued payroll and related expenses	(2,830)	4,726
Other liabilities	(2,188)	1,750
Net cash used in operating activities	(30,137)	(59,286)
Cash flows from investing activities:		
Capital expenditures	(1,196)	(2,237)
Net purchases and redemptions of certificates of deposit	107,989	(3,124)
Net cash provided by (used in) investing activities	106,793	(5,361)
Change in cash	76,656	(64,647)
Cash - Beginning of year	97,816	162,463
Cash - End of year	\$ 174,472	\$ 97,816

See accompanying notes to financial statements.

Suicide Awareness Voices of Education (SAVE)

Notes to Financial Statements

Note 1 Summary of Significant Accounting Policies

Nature of Operations

Suicide Awareness Voices of Education (SAVE) is a Minnesota nonprofit organization exempt from income taxes under Section 501(c)(3) of the U.S. Internal Revenue Code. SAVE was formed in 1990 to educate about suicide prevention and to speak for suicide survivors. Current programs include Suicide Awareness Campaign, Community Education, Suicide Prevention, and Physician Education Symposiums.

Basis of Accounting

All financial statements are prepared using the accrual basis of accounting in accordance with accounting principles generally accepted in the United States.

Basis of Presentation

Net assets and revenue, expenses, gains, and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, net assets of SAVE and changes therein are classified and reported as follows:

Unrestricted Net Assets- Net assets of the Organization that are neither permanently restricted nor temporarily restricted. Thus, they include all net assets whose use has not been restricted by donors or by law.

Temporarily Restricted Net Assets - Net assets subject to donor-imposed stipulations that may or may not be met, either by actions of SAVE and/or the passage of time. When a restriction expires, temporarily restricted net assets are transferred to unrestricted net assets and reported in the statement of activities as net assets released from restrictions.

Permanently Restricted Net Assets - Net assets subject to donor-imposed stipulations that they be maintained permanently by SAVE. Generally, the donors of these assets permit SAVE to use all or part of the income earned on any related investments for general or specific purposes.

Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Suicide Awareness Voices of Education (SAVE)

Notes to Financial Statements

Note 1 **Summary of Significant Accounting Policies (Continued)**

Certificates of Deposit

The certificates bear interest ranging from .25% to 1.05% and have maturities ranging from 3 to 19 months, with penalties for early withdrawal. Any penalties for early withdrawal would not have a material effect on the financial statements. Certificates of deposit are carried at cost plus accrued interest, which approximates fair value.

Revenue Recognition

Contributions are recognized when the donor makes a promise to give that is, in substance, unconditional. Contributions received are recorded as unrestricted, temporarily restricted, or permanently restricted support, depending on the existence and nature of any donor restrictions.

When a restriction expires, temporarily restricted net assets are reclassified as unrestricted net assets and reported in the statement of activities as net assets released from restrictions.

Contributions that are restricted by the donor are reported as increases in unrestricted net assets if the restrictions expire in the fiscal year in which the contributions are recognized.

SAVE holds special events throughout the year such as a golf outing, walk for mental health, and a fashion show to raise funds to support the organization. Special event revenue is reported net of the expenses related to each event.

Accounts Receivable

Accounts receivable are stated at the amount management expects to collect from outstanding balances. Management provides for probable uncollectible amounts through a provision for bad debt expense and an adjustment to a valuation allowance based on its assessment of the current status of individual accounts. Balances that are still outstanding after management has used reasonable collection efforts are written off through a charge to the valuation allowance and a credit to accounts receivable. Changes in the valuation allowance have not been material to the financial statements.

In-Kind Donations

SAVE has recorded in-kind contributions for professional services, media, and property and equipment on the statement of activities in accordance with generally accepted accounting standards, which require that only contributions of service received that create or enhance a nonfinancial asset or that require specialized skills are provided by individuals possessing those skills and that would typically need to be purchased if not provided by donation be recorded.

In-kind donations were \$801,426 and \$903,917 for the years ended December 31, 2012 and 2011, respectively. A substantial number of volunteers have contributed time to SAVE's programs, fundraising, and administration; however, these donated services are not reflected in the financial statements, since these services do not require specialized skills.

Suicide Awareness Voices of Education (SAVE)

Notes to Financial Statements

Note 1 **Summary of Significant Accounting Policies (Continued)**

Property and Equipment

Office furniture and equipment are recorded at cost and depreciated using the straight-line method over the estimated useful lives of the assets. SAVE capitalizes furniture and equipment purchased with organization funds with a cost greater than \$250 and a useful life of more than one year. Donations of property and equipment are recorded as contributions at their fair value at the date of donation. Those donations are reported as increases in unrestricted net assets unless the donor has restricted the donated asset to a specific purpose. If the donor explicitly restricts the use of the property or equipment, the contributions are reported as restricted contributions.

Depreciation expense was \$3,478 and \$3,056 for the years ended December 31, 2012 and 2011, respectively.

Functional Allocation of Expenses

The cost of providing the various activities has been summarized on a functional basis in the statements of activities. Accordingly, certain costs have been allocated among the programs and supporting services benefited on a basis considered reasonable by management.

Income Taxes

The Organization is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code, except on net income derived from unrelated business activities. The Organization is classified as public charity. The Organization is also exempt from Minnesota state income tax.

The Organization assesses whether it is more likely than not that a tax position will be sustained upon examination of the technical merits or the position, assuming the taxing authority has full knowledge of all information. If the tax position does not meet the more likely than not recognition threshold, the benefit of the tax position is not recognized in the financial statements. The Organization recorded no assets or liabilities for uncertain tax positions or unrecognized tax benefits. Federal returns for the years ended 2009 and thereafter remain subject to examination by the Internal Revenue Service.

Subsequent Events

Subsequent events have been evaluated through October 18, 2013, which is the date the financial statements were available to be issued.

Suicide Awareness Voices of Education (SAVE)

Notes to Financial Statements

Note 2 Concentration of Credit Risk

SAVE maintains cash balances at financial institutions where the accounts are insured by the Federal Deposit Insurance Corporation (FDIC) for up to \$250,000 if the account is interest-bearing, and unlimited insurance, if the account is non-interest-bearing as of December 31, 2012. SAVE uses a combination of interest-bearing and non-interest-bearing accounts at their bank. At certain times during the year, cash balances may be in excess of FDIC coverage. SAVE has not experienced any losses in such accounts and believes it is not exposed to any significant credit risk on cash.

Note 3 Property and Equipment

Property and equipment consisted of the following as of December 31:

	<u>2012</u>	<u>2011</u>
Computer equipment	\$ 29,461	\$ 28,265
Office equipment	11,136	11,136
Furniture	14,000	14,000
Subtotals	54,597	53,401
Accumulated depreciation	(50,913)	(47,435)
Totals	<u>\$ 3,684</u>	<u>\$ 5,966</u>

Note 4 Temporarily Restricted Net Assets

Temporarily restricted net asset are restricted for the Suicide Awareness Memorial as of December 31, 2012, and for a donor specified speaking event as of December 31, 2011. The total amounts of temporarily restricted net assets as of December 31, 2012 and 2011, were \$2,300 and \$1,500, respectively.

Note 5 Permanently Restricted Net Assets

Permanently restricted net assets consist of amounts restricted for the memorial endowment from which the interest earned will be available for unrestricted educational activities. Permanently restricted net assets for both years ended December 31, 2012 and 2011, were \$19,450.

Suicide Awareness Voices of Education (SAVE)

Notes to Financial Statements

Note 6 **Operating Leases**

SAVE leases space in which it operates its programs. The operating lease payments for the years ended December 31, 2012 and 2011, amounted to \$25,176 and \$29,382, respectively.

Future minimum operating lease payments with initial terms in excess of one year are as follows:

2013	\$	27,574
2014		27,650
2015		<u>20,738</u>
Total		<u>\$ 75,962</u>

Note 7 **Retirement Plan**

During the year ended December 31, 2011, the Organization entered into a 403(b) thrift plan (the "Plan") that covers all eligible employees. Employees are eligible to participate in the Plan on the first of the month following their hire date. Each participant may elect to contribute up to the maximum limit by federal law. The Organization makes a 3% base contribution for all eligible participants. Employer contributions for the years ended December 31, 2012 and 2011, were \$11,102 and \$7,280, respectively.

Note 8 **Endowment Fund**

SAVE's endowment consists of one fund established to benefit SAVE for unrestricted educational activities. The endowment includes amounts from donor restricted endowments (see Note 5). Net assets associated with endowment funds are classified and reported based on the existence or absence of donor-imposed restrictions.

The Board of Directors has interpreted Minnesota's adoption of the Uniform Prudent Management of Institutional Funds Act (UPMIFA) as requiring the preservation of the fair value of the original gift as of the gift date of the donor restricted endowment funds absent explicit donor stipulations to the contrary. The Organization classifies as permanently restricted net assets the original value of gifts donated to the permanent endowment.

SAVE's investment policy seeks to preserve the principal amount of the endowment assets. To achieve this investment goal, SAVE invests in certificates of deposit commingled with the other organization funds. Interest earned will be available for unrestricted educational activities.

Suicide Awareness Voices of Education (SAVE)

Notes to Financial Statements

Note 8 **Endowment** (Continued)

Interest and net appreciation in fair value of endowment funds are classified as unrestricted. Changes in endowment funds were as follows as of December 31:

	<u>2012</u>	<u>2011</u>
Endowments – Beginning balance	\$ 19,450	\$ 19,450
Interest earned	189	194
<u>Amounts appropriated for expenditure</u>	<u>(189)</u>	<u>(194)</u>
<u>Endowments – End of year</u>	<u>\$ 19,450</u>	<u>\$ 19,450</u>