

**Suicide Awareness Voices of  
Education (SAVE)**

Minneapolis, Minnesota

**Financial Statements**

Years Ended December 31, 2011 and 2010

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**Independent Auditor's Report**

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

We have audited the accompanying statements of financial position of Suicide Awareness Voices of Education (SAVE) (a nonprofit organization) as of December 31, 2011 and 2010, and the related statements of activities, functional expenses, and cash flows for the years then ended. These financial statements are the responsibility of Suicide Awareness Voices of Education's management. 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 includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our 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, 2011 and 2010, 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.

Wipfli LLP

August 28, 2012  
Minneapolis, Minnesota

# Suicide Awareness Voices of Education (SAVE)

## Statements of Financial Position

December 31, 2011 and 2010

<i>Assets</i>	2011	2010
Current assets:		
Cash	\$ 97,816	\$ 162,463
Certificates of deposit	298,464	295,340
Grants receivable	17,753	12,062
Accounts receivable, net allowance of \$4,388 and \$2,584 for 2011 and 2010, respectively	23,393	15,961
Prepaid expenses	6,290	4,735
Total current assets	443,716	490,561
Property and equipment, net	5,966	6,785
Restricted cash	19,450	19,450
<b>TOTAL ASSETS</b>	<b>\$ 469,132</b>	<b>\$ 516,796</b>
<i>Liabilities and Net Assets</i>		
Current liabilities:		
Accounts payable and other liabilities	\$ 1,276	\$ 2,794
Accrued payroll and related expenses	23,786	19,060
Other liabilities	2,188	438
Total current liabilities	27,250	22,292
Net assets:		
Unrestricted	420,932	475,054
Temporarily restricted	1,500	0
Permanently restricted	19,450	19,450
Total net assets	441,882	494,504
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>\$ 469,132</b>	<b>\$ 516,796</b>

See accompanying notes to financial statements.

# Suicide Awareness Voices of Education (SAVE)

## Statements of Activities

Years Ended December 31, 2011 and 2010

	2011			2010		
	Unrestricted	Temporarily Permanently		Unrestricted	Temporarily Permanently	
		Restricted	Restricted		Restricted	Restricted
Support and revenue:						
Contributions	\$ 326,489	\$ 1,500	\$ 0	\$ 327,989	\$ 295,640	\$ 0
Special events, net expenses of \$260,741 and \$ 177,731	170,275	0	0	170,275	124,186	0
Publication income	44,764	0	0	44,764	36,544	0
Program income	20,739	0	0	20,739	54,232	0
Interest income	3,606	0	0	3,606	6,155	0
In-kind contributions	903,917	0	0	903,917	889,996	0
<b>Total support and revenue</b>	<b>1,469,790</b>	<b>1,500</b>	<b>0</b>	<b>1,471,290</b>	<b>1,406,753</b>	<b>0</b>
Expenses:						
Program services	1,393,036	0	0	1,393,036	1,313,950	0
Support services:						
Management and general	77,840	0	0	77,840	55,005	0
Fundraising	53,036	0	0	53,036	41,206	0
<b>Total support services</b>	<b>130,876</b>	<b>0</b>	<b>0</b>	<b>130,876</b>	<b>96,211</b>	<b>0</b>
<b>Total expenses</b>	<b>1,523,912</b>	<b>0</b>	<b>0</b>	<b>1,523,912</b>	<b>1,410,161</b>	<b>0</b>
Change in net assets	( 54,122)	1,500	0	( 52,622)	( 3,408)	0
Net assets - Beginning of year	475,054	0	19,450	494,504	478,462	19,450
<b>Net assets - End of year</b>	<b>\$ 420,932</b>	<b>\$ 1,500</b>	<b>\$ 19,450</b>	<b>\$ 441,882</b>	<b>\$ 475,054</b>	<b>\$ 19,450</b>
						<b>\$ 494,504</b>

See accompanying notes to financial statements.

# Suicide Awareness Voices of Education (SAVE)

## Statements of Functional Expenses

Years Ended December 31, 2011 and 2010

	2011			2010		
	Program Services	Management and General Fundraising	Total	Program Services	Management and General Fundraising	Total
Salaries and wages	\$ 239,020	\$ 13,279	\$ 265,578	\$ 219,005	\$ 12,167	\$ 243,339
Payroll taxes	22,511	1,251	25,012	20,358	1,131	22,620
Fringe benefits	29,779	1,654	33,087	21,498	1,194	23,886
Media awareness	51,199	0	51,199	17,300	0	17,300
Professional fees	7,890	39,450	78,900	5,322	26,610	53,220
Rent	26,444	2,057	29,382	26,138	2,033	29,042
Printing and duplication	26,468	2,059	29,409	27,616	2,148	30,685
Travel, meals, and entertainment	31,066	668	33,404	35,221	757	37,872
Postage and delivery	4,672	363	5,191	4,122	321	4,580
Utilities	9,013	701	10,014	13,027	1,013	14,474
Bad debt	0	1,804	1,804	0	0	0
Bank charges	0	8,377	8,377	0	5,765	5,765
Dues and subscriptions	2,224	117	2,341	1,075	57	1,132
Insurance	4,228	329	4,698	4,090	318	4,544
Office supplies	4,366	514	5,137	3,488	410	4,103
Equipment rental and maintenance	7,980	601	8,581	5,647	425	6,072
Speaker fees	0	0	0	6,775	0	6,775
Conference display fees	2,131	0	2,131	6,712	0	6,712
Other costs	20,964	1,631	23,294	4,436	345	4,929
Depreciation	2,444	306	3,056	2,492	311	3,115
In-kind expenses	900,637	2,680	903,317	889,628	0	889,996
<b>Total expenses</b>	<b>\$ 1,393,036</b>	<b>\$ 77,840</b>	<b>\$ 1,523,912</b>	<b>\$ 1,313,950</b>	<b>\$ 55,005</b>	<b>\$ 1,410,161</b>

See accompanying notes to financial statements.

# Suicide Awareness Voices of Education (SAVE)

## Statements of Cash Flows

Years Ended December 31, 2011 and 2010

	2011	2010
Increase (decrease) in cash:		
Cash flows from operating activities:		
Change in net assets	(\$ 52,622)	(\$ 3,408)
Adjustments to reconcile change in net assets to net cash used in operating activities:		
Depreciation	3,056	3,115
Bad debt expense	1,084	0
Changes in operating assets and liabilities:		
Grants receivable	( 5,691)	( 157)
Accounts receivable	( 8,516)	( 2,486)
Prepaid expenses	( 1,555)	0
Accounts payable and other liabilities	( 1,518)	( 1,710)
Accrued payroll and related expenses	4,726	3,067
Other liabilities	1,750	( 1,853)
Net cash used in operating activities	( 59,286)	( 3,432)
Cash flows from investing activities:		
Capital expenditures	( 2,237)	( 2,077)
Net purchases of certificates of deposit	( 3,124)	( 4,926)
Net cash used in investing activities	( 5,361)	( 7,003)
Change in cash	( 64,647)	( 10,435)
Cash - Beginning of year	162,463	172,898
Cash - End of year	\$ 97,816	\$ 162,463

See accompanying notes to financial statements.



# Suicide Awareness Voices of Education (SAVE)

## Notes to Financial Statements

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### 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

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### **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.

#### **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.

#### **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 \$903,917 and \$889,996 for the years ended December 31, 2011 and 2010, 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

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### **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 office furniture and equipment are recorded as support at their estimated fair value. Such donations are reported as unrestricted support unless the donor has restricted the donated asset to a specific purpose.

If no donor restrictions exist regarding how long a donated asset must be maintained, SAVE reports expiration of donor restrictions when the donated assets are placed in service. SAVE reclassifies temporarily restricted net assets to unrestricted net assets at that time.

Depreciation expense was \$3,056 and \$3,115 for the years ended December 31, 2011 and 2010, 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 2008 and thereafter remain subject to examination by the Internal Revenue Service.

#### **Subsequent Events**

Subsequent events have been evaluated through August 28, 2012, which is the date the financial statements were available to be issued.

# Suicide Awareness Voices of Education (SAVE)

## Notes to Financial Statements

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### 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. 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:

	2011	2010
Computer equipment	\$ 28,265	\$ 26,028
Office equipment	11,136	11,136
Furniture	14,000	14,000
Subtotals	53,401	51,164
Accumulated depreciation	( 47,435)	( 44,379)
Totals	\$ 5,966	\$ 6,785

### Note 4 Temporarily Restricted Net Assets

Temporarily restricted net asset balances are restricted for a donor specified speaking event. The total amounts of temporarily restricted net assets as of December 31, 2011 and 2010, were \$1,500 and \$0, 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, 2011 and 2010, were \$19,450.

# Suicide Awareness Voices of Education (SAVE)

## Notes to Financial Statements

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### **Note 6      Operating Leases**

SAVE leases space in which it operates its programs. The operating lease payments for the years ended December 31, 2011 and 2010, amounted to \$29,382 and \$29,042, respectively.

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

2012	\$	27,023
2013		28,117
2014		31,399
2015		23,550
<hr/>		
Total	\$	110,089

### **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. Total expenses for the years ended December 31, 2011 and 2010, were approximately \$7,280 and \$0, 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

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### 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:

	2011	2010
Endowments – Beginning balance	\$ 19,450	\$ 19,450
Interest earned	194	243
Amounts appropriated for expenditure	(194)	(243)
Endowments – End of year	\$ 19,450	\$ 19,450