# **Financial Statements**

## Suicide Awareness Voices of Education

Minneapolis, Minnesota

For the Years Ended December 31, 2019 and 2018



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## December 31, 2019 and 2018

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#### INDEPENDENT AUDITOR'S REPORT

Board of Directors Suicide Awareness Voices of Education Minneapolis, Minnesota

We have audited the accompanying financial statements of Suicide Awareness Voices of Education (SAVE), a Minnesota nonprofit corporation, which comprise the statements of financial position as of December 31, 2019 and 2018, 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 of America; 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 of America. Those standards require that we plan and perform the audit 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 management, 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 opinion.

#### **Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of SAVE as of December 31, 2019 and 2018, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

ABDO, EICK & MEYERS, LLP Minneapolis, Minnesota May 27, 2020

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## FINANCIAL STATEMENTS

## Suicide Awareness Voices of Education

## Statements of Financial Position December 31, 2019 and 2018

Assets		2019		2018
Current Assets				
Cash and cash equivalents	\$	1,045,910	\$	957,217
Certificates of deposit		211,996		210,692
Investments		46,510		38,437
Accounts receivable, net of allowance of				
\$1,000 and \$3,286 for 2019 and 2018, respectively		19,477		22,160
Grants receivable		3,202		23,147
Prepaid expense		25,142		17,853
Total Current Assets		1,352,237		1,269,506
Property and Equipment				
Computer equipment		44,024		44,024
Office equipment		31,955		25,136
Total Property and Equipment, Cost	_	75,979	,-	69,160
Accumulated Depreciation		(66,370)		(64,055)
Total Property and Equipment, Net		9,609		5,105
Noncurrent Assets				
Security Deposits		6,199		12,899
<b>-</b>	0			
Total Assets	<u>\$</u>	1,368,045	\$	1,287,510
Liabilities and Net Assets				
Current Liabilities				
Accounts payable	\$	4,175	\$	9,901
Accrued payroll and related expenses		60,700		62,429
Deferred revenue		14,510		13,450
Total Liabilities	_	79,385	-	85,780
Net Assets				
Without donor restriction		1,288,360		1,201,430
With donor restriction		300		300
Total Net Assets		1,288,660		1,201,730
Total Liabilities and Net Assets	\$	1,368,045	\$	1,287,510

## Suicide Awareness Voices of Education Statements of Activities For the Year Ended December 31, 2019

	Without Donor Restriction	With Donor Restriction	Total
Revenue and Support	8 <del></del> 8		
Support			
Contributions	\$ 580,913	\$ -	\$ 580,913
Government grants	36,690	· ·	36,690
In-kind contributions	1,713,988	<u></u>	1,713,988
Total Support	2,331,591		2,331,591
Revenue			
Special events, net of expenses of \$214,381	318,679	_	318,679
Publication income	69,003	_	69,003
Education income	35,490	_	35,490
Investment income	5,797	_	5,797
Other income	34,531	_	34,531
Total Revenue	463,500		463,500
Total Revenue and Support	2,795,091		2,795,091
Expenses			
Program services	2,593,702	_	2,593,702
Supporting services	_,,,,,,_		_,,,,,,,,
Management and general	73,082	_	73,082
Fundraising	41,377	_	41,377
Total Expenses	2,708,161	-	2,708,161
Change in Net Assets	86,930	-	86,930
Net Assets, Beginning of the Year	1,201,430	300	1,201,730
Net Assets, End of the Year	\$ 1,288,360	\$ 300	\$ 1,288,660

## Suicide Awareness Voices of Education Statements of Activities For the Year Ended December 31, 2018

	Without Donor Restriction	With Donor Restriction	Total
Revenue and Support			
Support			
Contributions	\$ 804,961	\$ 300	\$ 805,261
Government grants	68,513	_	68,513
In-kind contributions	1,291,840	_	1,291,840
Total Support	2,165,314	300	2,165,614
Revenue			
Special events, net of expenses of \$205,737	295,553	-	295,553
Publication income	9,280	-	9,280
Education income	50,663	-	50,663
Investment income	10,767	-	10,767
Other income	22,832	_	22,832
Total Revenue	389,095	·	389,095
Net Assets Released From Restriction			
Satisfaction of program restrictions	19,750	(19,750)	
Total Revenue and Support	2,574,159	(19,450)	2,554,709
Expenses			
Program services	2,048,879	_	2,048,879
Supporting services	, ,		_,,
Management and general	71,183	-	71,183
Fundraising	35,228	-	35,228
Total Expenses	2,155,290		2,155,290
Change in Net Assets	418,869	(19,450)	399,419
Net Assets, Beginning of the Year	782,561	19,750	802,311
Net Assets, End of the Year	\$ 1,201,430	\$ 300	\$ 1,201,730

## Suicide Awareness Voices of Education

## Statements of Functional Expenses

## For the Year Ended December 31, 2019

(With Comparative Totals for the Year Ended December 31, 2018)

	Program Services	Management and General	Fundraising	2019 Total	2018 Total
Personnel Costs					1
Salaries Benefits	\$ 466,442 43,610	\$ 25,914 2,424	\$ 25,914 2,424	\$ 518,270 48,458	\$ 463,316 44,029
Payroll taxes	25,369	1,408	1,408	28,185	34,111
Total Personnel Costs	535,421	29,746	29,746	594,913	541,456
Expenses					
Media awareness	12,651	_		12,651	7,361
Bank charges and credit card fees	16,527	16,528	-	33,055	25,756
Rent	49,939	3,885	1,664	55,488	35,311
In-kind advertising	1,713,988	-	-	1,713,988	1,291,840
Dues and subscriptions	100	5	-	105	570
Insurance	9,748	758	328	10,834	4,359
Postage and shipping	8,279	460	460	9,199	6,097
Printing	9,664	751	321	10,736	7,315
Professional fees	25,835	11,072	_	36,907	68,318
Repairs and maintenance	7,014	528	-	7,542	4,803
Conference display fees	24,167	-	_	24,167	15,209
Travel, meals and entertainment	90,531	1,949	4,866	97,346	71,036
Supplies	17,998	1,000	1,000	19,998	15,416
Telephone	5,797	322	322	6,441	5,466
Utilities	3,760	293	125	4,178	6,599
Bad debt expense	868	96		964	1,642
Miscellaneous	60,609	4,709	2,017	67,335	43,794
Total Expenses Before Depreciation	2,592,896	72,102	40,849	2,705,847	2,152,348
Depreciation	806	980	528	2,314	2,942
Total Expenses	\$ 2,593,702	\$ 73,082	\$ 41,377	\$ 2,708,161	\$ 2,155,290

## Suicide Awareness Voices of Education Statements of Functional Expenses For the Year Ended December 31, 2018

	Program Services	nagement I General	_Ft	undraising_	Total
Personnel Costs					
Salaries	\$ 416,984	\$ 23,166	\$	23,166	\$ 463,316
Benefits	39,625	2,202		2,202	44,029
Payroll taxes	30,703	1,704		1,704	34,111
Total Personnel Costs	 487,312	27,072		27,072	541,456
Expenses					
Media awareness	7,361	_		_	7,361
Bank charges and credit card fees	12,878	12,878		_	25,756
Rent	31,780	2,472		1,059	35,311
In-kind advertising	1,291,840	_,		-	1,291,840
Dues and subscriptions	541	29		_	570
Insurance	3,922	305		132	4,359
Postage and shipping	5,487	305		305	6,097
Printing	6,584	512		219	7,315
Professional fees	47,823	20,495		_	68,318
Repairs and maintenance	4,467	336		_	4,803
Conference display fees	15,209	-		-	15,209
Travel, meals and entertainment	66,063	1,422		3,551	71,036
Supplies	13,874	771		771	15,416
Telephone	4,920	273		273	5,466
Utilities	5,939	462		198	6,599
Bad debt expense	1,478	164		-	1,642
Miscellaneous	39,419	3,063		1,312	43,794
Total Expenses Before Depreciation	2,046,897	70,559		34,892	2,152,348
Depreciation	1,982	 624		336	 2,942
Total Expenses	\$ 2,048,879	\$ 71,183	\$	35,228	\$ 2,155,290

## Suicide Awareness Voices of Education Statements of Cash Flows For the Years Ended December 31, 2019 and 2018

	· ·	2019		2018	
Cash Flows from Operating Activities				===	
Change in net assets	\$	86,930	\$	399,419	
Adjustment to reconcile change in net assets to					
net cash provided by operating activities:					
Depreciation		2,314		2,942	
Bad debt expense		964		1,642	
Unrealized gains on investments		(7,052)		(9,443)	
(Increase) decrease in assets:					
Accounts receivable		1,719		(7,194)	
Grants receivable		19,945		(16,248)	
Prepaid expenses		(7,289)		18,888	
Security deposits		6,700		(12,899)	
Increase (decrease) in liabilities:				,	
Accounts payable		(5,726)		2,679	
Accrued liabilities		(1,729)		24,438	
Deferred revenue		1,060		13,450	
Net Cash Provided by Operating Activities		97,836		417,674	
Cash Flows from Investing Activities					
Purchases of investments		(2,325)		_	
Purchases of equipment		(6,818)		_	
Net Cash Used by Investing Activities		(9,143)			
Net Increase in Cash and Cash Equivalents		88,693		417,674	
Cash and Cash Equivalents at Beginning of Year		957,217		539,543	
Cash and Cash Equivalents at End of Year	\$ 1	,045,910	\$	957,217	

## Note 1: Summary of Significant Accounting Policies

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.

#### A. Basis of Presentation

The Organization has adopted Accounting Standards Update (ASU) No. 2014-09, Revenue from Contracts with Customers (Topic 606), as management believes the standard improves the usefulness and understandability of the Organization's financial reporting. Analysis of various provisions of this standard resulted in no significant changes in the way the Organization recognizes revenue, and therefore, no changes to the previously issued audited financial statements were required on a retrospective basis. The presentation and disclosures of revenue have been enhanced in accordance with the standard.

Revenues are recorded when earned and expenses are incurred when a liability is incurred. Contributions received are recorded as an increase in non-donor-restricted or donor-restricted support depending on the existence or nature of any donor restrictions. Accordingly, net assets of SAVE and changes therein are classified and reported as follows:

Net Assets Without Donor Restriction: Those resources over which SAVE has discretionary control.

Net Assets With Donor Restriction: Those resources subject to donor imposed restrictions, which are satisfied by actions of SAVE or passage of time, or are to be maintained permanently. Net assets with donor restriction were \$300 and \$300 at December 31, 2019 and 2018, respectively.

Net assets released from donor restrictions by incurring expenses satisfying the restricted purposes or by occurrence of events specified by the donors were reclassified to net assets without donor restriction for operations and programs.

#### B. Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

#### C. Cash Equivalents

SAVE considers all highly liquid investments with maturities of three months or less when purchased to be cash equivalents.

#### D. Certificates of Deposit

SAVE's certificates of deposit are held to maturity. These certificates mature at various dates.

#### Suicide Awareness Voices of Education Notes to the Financial Statements

December 31, 2019 and 2018

## Note 1: Summary of Significant Accounting Policies (Continued)

#### E. Concentrations of Credit Risk

SAVE places substantially all of its cash and cash equivalents with high-quality financial institutions and limits the amount of credit exposure to any one financial institution. The balances in these accounts are insured by the Federal Deposit Insurance Corporation (FDIC) up to \$250,000. As of December 31, 2019 and 2018, SAVE had balances in excess of FDIC limits by \$611,548 and \$474,873, respectively.

#### F. Investments

Investments are generally recorded at fair value based upon quoted market prices, when available, or estimates of fair value. Donated assets are recorded at fair value at the date of donation, or, if sold immediately after receipt, at the amount of sales proceeds received (which are considered a fair measure of the value at the date of donation). Those investments for which fair value is not readily determinable are carried at cost or, if donated, at fair value at the date of donation, or if no value can be estimated, at a nominal value. SAVE records the change of ownership of bonds and stocks on the day a trade is made.

#### G. Accounts Receivable

Accounts receivable are reported on the statements of financial position net of the allowance for doubtful accounts. Current operations are charged with a provision for doubtful accounts, which is based on experience and on any unusual circumstance known that may affect the collectability of an account, through an allowance account. When accounts are deemed to be uncollectible, they are charged against this allowance account.

At December 31, 2019 and 2018 the allowance for doubtful accounts was \$1,000 and \$3,286, respectively. There was bad debt expense of \$964 and \$1,642 during the years ended December 31, 2019 and 2018, respectively.

#### H. Property and Equipment

Property and equipment are stated at cost, less accumulated depreciation, computed on a straight-line basis over the estimated useful lives of furniture and fixtures and equipment (3 - 7 years). Normal repair and maintenance expenses are charged to operations as incurred. SAVE capitalizes property and equipment additions in excess of \$1,000.

Depreciation expense was \$2,314 and \$2,942 for the years ended December 31, 2019 and 2018, respectively.

#### i. Deferred Revenue

Deferred revenue represents registration fees and other revenues collected in 2019 that relate to a future period.

## J. Functional Allocation of Expenses

The costs of providing the various programs and other activities have been summarized on a functional basis in the statement of activities. Accordingly, certain costs have been allocated among the programs and supporting services benefited. Expenses, except for certain items accounted for on a direct allocation basis, are allocated among the program and supporting service categories based on management estimates. The allocations are made at year-end based on the high level overview of years' spending.

## Note 1: Summary of Significant Accounting Policies (Continued)

#### K. Income Tax Status

The Internal Revenue Service has determined that SAVE is exempt from federal income tax under Section 501(c) (3) of the Internal Revenue Code. SAVE is also exempt from state income taxes. However, any unrelated business income may be subject to taxation. Because SAVE is a public charity, contributions to it may be deductible for tax purposes.

Management believes that it is not reasonably possible for any tax position benefits to increase or decrease significantly over the next 12 months. As of December 31, 2019 and 2018, there were no income tax related accrued interest or penalties recognized in either the statement of financial position or the statement of activities.

SAVE files informational returns in the U.S. federal jurisdiction and in the Minnesota state jurisdiction. U.S. federal returns and Minnesota returns prior to fiscal year 2016 are closed. No returns are currently under examination in any jurisdiction.

#### L. Reclassifications

Certain 2018 items may have been reclassified to conform with the 2019 financial statement presentation.

## M. Subsequent Events

Subsequent events were evaluated through May 27, 2020, which is the date the financial statements were available to be issued.

In December 2019, a novel strain of coronavirus (COVID-19) surfaced. The spread of COVID-19 around the world in the first quarter of 2020 caused significant volatility in U.S. and international markets. Moving into the second quarter of 2020 there has been global spread of the disease that has resulted in significant uncertainty around the breadth and duration of business disruptions related to COVID-19, as well as its impact on the U.S. and international economies, including for SAVE. As such, SAVE has incurred a negative financial impact not unlike other NGOs in lost revenue. SAVE is unable to determine the range and/or exact extent to which it will have a material impact on its operations.

In May 2020, the Organization entered into a promissory note agreement with Alerus Financial in the amount of \$99,300 pursuant to the Paycheck Protection Program (PPP) created by the Coronavirus Aid, Relief, and Economic Security Act (CARES Act) and governed by the Small Business Administration (SBA). The note accrues interest at 1 percent per annum, requires monthly payments of \$5,584 beginning November 2020 and is scheduled to mature April 2022. Up to 100 percent of the loan is forgivable when used to pay specified payroll and other costs within eight weeks of receiving the funding, however, not more than 25 percent of the forgiveness amount can be attributable to non-payroll costs.

## Suicide Awareness Voices of Education

Notes to the Financial Statements December 31, 2019 and 2018

## Note 2: Fair Value Measurements

Fair value measurement accounting literature establishes a fair value hierarchy based on the priority of the inputs to the valuation methodologies used to measure fair value. The fair value hierarchy gives the highest priority to quoted prices in active markets for identical assets or liabilities (Level 1) and the lowest priority to unobservable inputs (Level 3). If the inputs used to measure the financial instruments fall within different levels of hierarchy, the categorization is based on the lowest level input that is significant to the fair value measurement of the instrument. Investments recorded in the Statement of Financial Position are categorized based on the inputs to valuation techniques as follows:

**Level 1** - Inputs to the valuation methodology are unadjusted quoted prices for identical assets in an active market that SAVE has the ability to access.

Level 2 - Inputs to the valuation methodology include:

- · Quoted prices for identical or similar assets or liabilities in inactive markets
- Inputs other than quoted prices that are observable for the asset or liability
- Inputs that are derived principally from or corroborated by observable market data by correlation or other means

Level 3 - Inputs to the valuation methodology are unobservable and significant to the fair value measurement.

Following is a description of the valuation methodologies used for assets measured at fair value. There have been no changes in the methodologies used at December 31, 2019 and 2018.

Mutual Funds: Valued at the daily closing price as reported by the fund. Mutual funds held by the Organization are open-end mutual funds that are registered with the Securities and Exchange Commission. These funds are required to publish their daily net asset value (NAV) and to transact at that price. The mutual funds held by the Organization are deemed to be actively traded.

Stocks and Fixed Income Bonds: Valued at the daily closing price of the underlying stocks and bonds. The stocks and bond funds held by the Organization are deemed to be actively traded.

Amounts Held in Trust: Valued at the present value of expected receipts for the duration of the trust where stated. Where the trust is perpetual, valuation is the Organization's proportionate share of the fair value of the trust investments as report by the trustee.

## Note 2: Fair Value Measurements (Continued)

Financial assets recorded in the Statement of Financial Position are categorized based on the inputs to the valuation technique as follows for the year ended December 31, 2019 and 2018:

December 31, 2019		Level 1		Total
Cash and money market funds Equity securities	\$	9,625	\$	9,625
Large-cap		36,885	-	36,885
Total	\$	46,510	\$	46,510
December 31, 2018		_evel 1		Total
Cash and money market funds Equity securities	\$	9,055	\$	9,055
Large-cap		29,382		29,382
Total	\$	38,437	\$	38,437
Investment income for years ended December 31, 2019 and 2018 consisted of the	ne fol	lowing:		
		2019		2018
Interest/Dividend Income Unrealized Gain on Investments	\$	3,596	\$	1,948
	_	2,201		8,819
Total Investment Income Income	\$	5,797	<u>  \$                                  </u>	10,767

#### Note 3: Net Assets with Donor Restrictions

Net Assets with Donor Restrictions are restricted for the Suicide Awareness Memorial. As of December 31, 2019 and 2018, the total amounts of net assets with donor restriction were \$300 and \$300, respectively.

In 2017, SAVE held certain funds permanently in donor-restricted net assets. These funds were received from donors with a permanent restriction designation. The donor stipulated that these funds are to be released to non-donor-restricted upon the donor's passing. In 2018, the donor passed away and the funds were released from restriction.

## Note 4: In-kind Contributions and Expenses

SAVE's in-kind contributions are made up of contributed media services. The value of these contributions was based on an evaluation of the market value of advertising in their respective areas, as noted by the media companies. The in-kind contribution is offset by a portion of the in-kind expenses on the financial statements. In-kind contributions were \$1,713,988 and \$1,291,840 for the years ended December 31, 2019 and 2018, respectively.

In addition, SAVE received additional media exposure which management estimated to be valued at \$39,505,853 and \$19,054,409 for the years ended December 31, 2019 and 2018, respectively.

## Note 4: In-kind Contributions and Expenses (Continued)

SAVE receives donated services from a variety of unpaid volunteers. No amounts have been recognized in the accompanying statements of activities because the criteria for recognition of such volunteer effort under ASC Subtopic 958-605 Not-for-Profit Entities Revenue Recognition have not been satisfied.

Donated stock was received in 2019 and 2018 in the amount of 125 shares of Hormel Foods Corp. At the time of the donation, the market value of the stock was \$42.70 and \$42.68 per share, respectively. SAVE recorded this donation of \$5,338 and \$5,335 as donated revenue, respectively.

#### Note 5: Retirement Plan

The SAVE offers a 403(b) tax deferred annuity plan to all employees on the first of the month following their hire date. All eligible participants may elect to contribute up to the maximum limit by federal law. The SAVE makes a 3% base contribution for all eligible participants. SAVE made contributions of \$19,006 and \$5,942 for the years ended December 31, 2019 and 2018, respectively.

#### **Note 6: Operating Leases**

SAVE leases a copier, postage machine, and office space in which it operates its programs. Operating lease payments for the years ended December 31, 2019 and 2018 were \$55,488 and \$35,311, respectively. The aggregate future minimum lease payments are as follows:

Year	Amount
2020	\$ 44,585
2021	43,575
2022	44,884
2023	46,230
2024	27,430
Total	\$ 206,704

## Note 7: Liquidity and Availability of Financial Assets

Financial assets available for general expenditure, that is, without donor or other restrictions limiting their use, within one year of the statement of financial position date, comprise the following:

	2019	2018
Cash and cash equivalents	\$ 1,045,910	\$ 957,217
Certificates of deposit	211,996	210,692
Investments	46,510	38,437
Accounts receivable	19,477	22,160
Grants receivable	3,202	23,147
Total Financial Assets Available Within One Year	1,327,095	1,251,653
Less: amounts unavailable for general expenditures within one year, due to:		
Net assets with donor restrictions	(300)	(300)
Financial assets available to meet cash needs for general expenditures within one year	\$ 1,326,795	\$ 1,251,353

The Organization's Board of Directors and executive management continuously monitor the liquidity of the organization by utilizing the current ratio. Executive management routinely monitors cash reserves which fund operations and program services.