

Annual Report 2000

Washington Regional Alcohol Program

*"Fighting drunk driving,
drugged driving and
underage drinking in the
Washington-metropolitan area."*



Established in 1982

A MESSAGE FROM THE CHAIRMAN

When I was elected Chairman of the Washington Regional Alcohol Program at the beginning of its 18th year of effectively fighting impaired driving and underage drinking in the Washington-metropolitan area, I knew I was taking the helm of an organization in transition. At the beginning of this year, WRAP welcomed not only me as its new Chairman but also a new Executive Director, Program Coordinator and a number of new initiatives from WRAP's committed voluntary leadership.

And while I was prepared to label WRAP's fiscal year 1999 - 2000 as a "transition year" for WRAP, I am delighted to herald these last 12 months as a "banner year" for this esteemed public-private coalition formed to fight drunk driving, drugged driving and underage drinking in Greater Washington.

Make no mistake about it, WRAP has, indeed, posted some impressive numbers this year. In fact, in the last 12 months alone, WRAP has: removed 2,299 would-be drunk drivers from Washington's roadways via the organization's *SoberRide* program - a 23-percent increase in ridership from the previous year; championed lifesaving public policies in DC, MD and VA - resulting in the passage of landmark legislation in VA mandating jail time for repeat and high BAC offenders; reached thousands of area high school and college students with WRAP's school-based initiatives designed to prevent underage drinking and impaired driving; witnessed a 25-percent increase in applications for WRAP's annual GEICO Student Awards - recognizing area students doing the right thing by promoting alcohol and drug-free lifestyles to their peers; brought WRAP's business outreach program into the workplace by reaching nearly 14,000 Washington-area employees this year alone with vital informa-



tion on traffic safety; and WRAP was named as this year's recipient of Virginia's prestigious Governor's Transportation Safety Award.

However, lest anyone think the fight against drunk driving and teen drinking is over, the numbers, unfortunately, prove otherwise. In fact, not only is drunk driving on the rise in the Washington-metropolitan area, more Washington area drivers were arrested for drunk driving last year than the total populations of Falls Church, Glen Echo, Kensington, Middleburg, Quantico and Upper Marlboro combined.

As I enter my second term as WRAP's Chairman, however, I would encourage all of WRAP's partners, supporters and friends to use our accomplishments - truly your achievements — of this past year as a platform to future successes. To that end, I wanted to particularly recognize WRAP's outstanding professional staff - Executive Director Kurt Gregory Erickson, Program Coordinator Elizabeth J. Fusakio and Office Manager Robin Black - who collectively and ably serve as the engine of WRAP's noted successes.

And to WRAP's dedicated Board of Directors — public and private partners who have on countless occasions this past year demonstrated their unparalleled support to stopping the threat which impaired driving presents to all of us — thank you. Your investment in WRAP is yielding the dividends of saved lives in Greater Washington.

It remains my great privilege to contribute to this worthy pro-safety and lifesaving organization by serving as WRAP's Chairman.

Lon Anderson, Chairman

EXECUTIVE COMMITTEE

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AAA Mid-Atlantic
Nick Champeau
Vice Chairman
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Automobile Dealers
Association
Sylvia Berglie
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Virginia Department of Motor
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Carole Lewis
D.C. Department of Public
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Maryland State Highway
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American Council on
Alcoholism
Eric Peterson
Restaurant Association of
Metropolitan Washington
Dave Robertson
Metropolitan Washington
Council of Governments



WRAP's 1999/2000 Board of Directors (not all pictured)

Jerry Sachs
C. Eric Samuel
Premiere International
Management
Barry Scher
Giant Food Inc.
Walter Smith
GEICO Direct
Jerry Stemler
Fairfax County Police
Department
Chris Tavlarides
Capitol Outdoor/Interior
Displays
Ted Till
GEICO Direct
John Undeland
Strat@comm
Robert Washington
Leisa Weir
UPN 20

WRAP STAFF

Kurt Gregory Erickson
Executive Director
Elizabeth J. Fusakio
Program Coordinator
Robin Black
Office Manager

Highlights from FY 99/00 include:

SOBERRIDE

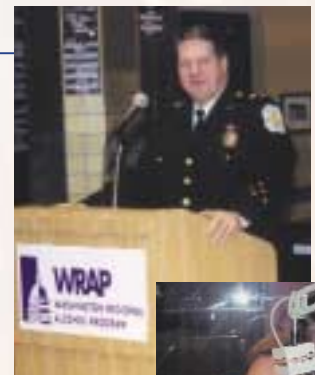
WRAP's nationally known free cab ride program, *SoberRide*, removed 2,299 would-be drunk drivers from the Washington-metropolitan area's roadways throughout the 1999/2000 fiscal year - representing a 23-percent increase from the previous year.



Pictured l to r: George Pakidis, Red Top Cab Company/WRAP; Virginia Secretary of Public Safety Gary Aronhalt; Lon Anderson, Chairman, WRAP; W. Bruce Wingo, Chairman, Virginia Board of Transportation Safety; Virginia Secretary of Transportation Shirley Ybarra; Kurt Gregory Erickson, WRAP; Elizabeth J. Fusakio, WRAP; and Virginia Department of Motor Vehicles Commissioner Richard Holcomb.

- ▶ Provided 307 free cab rides to potentially impaired drivers via the 1999 Halloween *SoberRide* program - representing a better than 12-percent increase in ridership since 1998.
- ▶ Representing a better than 35-percent increase from 1998, WRAP's Holiday *SoberRide* program provided 1,576 rides to would-be drunk drivers.
- ▶ Removed 294 potentially impaired drivers via WRAP's 2000 St. Patrick's Day *SoberRide* —representing a better than 22-percent increase in ridership from 1999.

United States Park Police Chief Langston promises a crackdown on drunk driving at WRAP's Holiday Campaign Kick-Off.



WRAP's Kurt Erickson promotes the Independence Day SoberRide program on "Metro Talk" (WTEM-AM).



Lt. Col. Massengill of the Virginia State Police warns residents of the dangers of drinking and driving over the St. Patrick's Day holiday in a statement to NBC-4.



WRAP Board Member Jeff Levy shares the painful memory of losing his son to a drunk driver during Halloween, 1997.

- ▶ Dispatched 122 free cab rides to would-be drunk drivers via the 2000 Independence Day *SoberRide* program.

- ▶ Awarded the 2000 Virginia Governor's Transportation Safety Award for the organization's *SoberRide* program.

ADULT OUTREACH AND ADVOCACY

- ▶ Addressed over 14,000 area employees via programs such as WRAP's Safe and Vital Employees (SAVE) program.
- ▶ Honored nine police officers at WRAP's annual Law Enforcement Awards of Excellence for Impaired Driving Prevention.



Metropolitan Police Chief Ramsey accompanies awardee Officer Kelvin King.



Corporate Guide

- ▶ Distributed 3,500 *WRAP Corporate Guides to Safe Celebrating and Safe Driving*.
- ▶ Championed key legislative measures aimed at stopping impaired driving and underage drinking in the District of Columbia, Maryland and Virginia including securing the successful passage of landmark legislation in Virginia mandating jail time for repeat and high blood alcohol content drunk drivers.



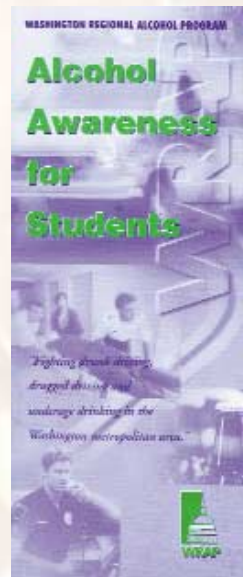
Metropolitan-area police officers join together in the fight against drunk driving.

YOUTH OUTREACH

- ▶ Reached literally thousands of high school and college students through educational programs and activities like WRAP's *Alcohol Awareness for Students* presentation.
- ▶ Witnessed a 25-percent increase in WRAP's GEICO Student Award applications.
- ▶ Partnered with AT&T to distributed 1,000 free calling cards to area high school students in honor of WRAP's annual Moment of Silence.



| Youth Guide



| AAFS brochure



2000 GEICO Student Award winning James Hubert Blake High School SADD Club representatives enjoy meeting local celebrities like Washington Wizard Chris Whitney and Washington Mystic Murriel Page.

- ▶ Distributed 1,500 *School Resource Guides to Underage Drinking Prevention*.
- ▶ Developed and distributed 5,000 WRAP youth pamphlets.



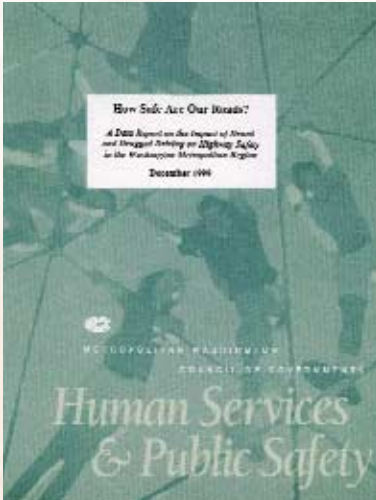
| Youth Pamphlet



Friendly High School students join AT&T's Alexa Graf (2nd to l) and Prince George's County Police Col. Pollock (r) in celebrating the "Safe Teen Season" calling card donation.

COMMUNITY OUTREACH

- ▶ Released annual highway safety report, *How Safe Are Our Roads? A Data Report on the Impact of Drunk and Drugged Driving on Highway Safety in the Washington Metropolitan Region.*



"How Safe Are Our Roads?"

- ▶ Recognized eleven public and private partners at the annual WRAPPY Awards.
- ▶ Redesigned and restructured WRAP's web site (www.wrap.org).



WRAP's Beth Fusakio attempts the one-legged stand test as a part of DUI training at the US Park Police Academy.

- ▶ Participated in United States Park Police academy DUI training; Osbourne Park High School's prom-time crash simulation; the HFStival ID check; Virginia's DMV Showcase and Teen Task Force; and more!
- ▶ Strengthened community partnerships and increased media coverage across the region.



WRAP's Kurt Erickson speaks of the alarming increase in Northern Virginia alcohol-related traffic fatalities at a coalition news conference.

WRAP Chairman Lon Anderson; Metropolitan Police Lt. Pamela Simms; Washington Redskins Twan Russell; Caryle Bennett, Metropolitan Police Department; and Nadine Parker, NCCPUD (l to r), attend the WRAPPY Awards at WRAP's annual meeting.



Report of Independent Certified Public Accountants

Board of Directors
Washington Regional Alcohol Program, Inc.

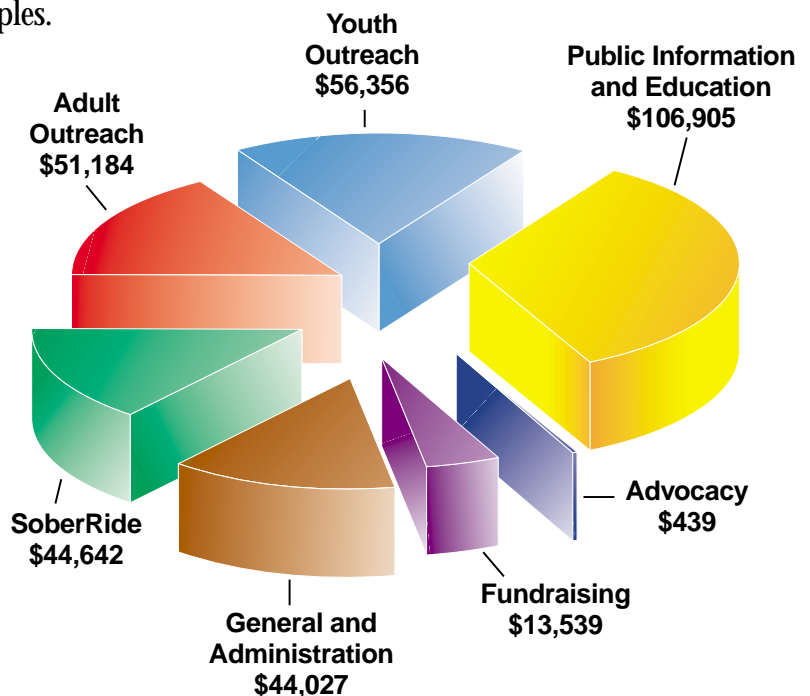
We have audited the accompanying statements of financial position of the Washington Regional Alcohol Program, Inc. ("WRAP", a nonprofit organization) as of September 30, 2000 and 1999, and the related statements of activities and changes in net assets and cash flows for the years then ended. These financial statements are the responsibility of the Organization's management. Our responsibility is to express an opinion on these financial statements based on our audits.



We conducted our audits in accordance with generally accepted auditing standards. 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 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 WRAP as of September 30, 2000 and 1999, and the changes in its net assets and its cash flows for the years then ended in conformity with generally accepted accounting principles.

Our audits were conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The schedule of functional expenses is presented for the purpose of additional analysis and is not a required part of the basic financial statements. Such information has been subject to the auditing procedures applied in the audits of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.



November 9, 2000

Washington Regional Alcohol Program, Inc.
Statements of Financial Position

September 30,

	2000	1999
Assets		
Current Assets		
Cash	\$ 47,623	\$14,948
Accounts receivable	31,724	66,716
Pledges receivable	162,535	650
Prepaid expenses	<u>626</u>	<u>406</u>
Total Current Assets	242,508	82,720
Property and equipment	8,471	6,422
Less: accumulated depreciation	<u>5,411</u>	<u>4,687</u>
Property and equipment, net	<u>3,060</u>	<u>1,735</u>
Total Assets	<u><u>\$245,568</u></u>	<u><u>\$84,455</u></u>
Liabilities and Net Assets		
Current Liabilities		
Accounts payable	\$ 7,810	\$9,237
Accrued expenses	3,140	2,776
Current portion of note payable	<u>-</u>	<u>1,684</u>
Total Current Liabilities	10,950	13,697
Net Assets		
Unrestricted	84,618	66,258
Temporarily restricted	<u>150,000</u>	<u>4,500</u>
Total Net Assets	<u>234,618</u>	<u>70,758</u>
Total Liabilities and Net Assets	<u><u>\$245,568</u></u>	<u><u>\$84,455</u></u>

The accompanying notes are an integral part of these statements.

Washington Regional Alcohol Program, Inc.

Statements of Activities and Changes in Net Assets

For the years ended September 30,

	2000	1999
Revenue		
Grants	\$176,502	\$210,022
Contributions	140,067	111,852
In-kind contributions	13,099	-
Miscellaneous	1,167	9,408
Interest	117	508
Total Revenue	<u>330,952</u>	<u>331,790</u>
Net assets released from restrictions	<u>4,500</u>	<u>20,008</u>
Total unrestricted revenue and reclassifications	335,452	351,798
Expenses		
Public Information and Education	106,905	127,249
Advocacy	439	-
Adult Outreach	51,184	54,321
Youth Outreach	56,356	69,093
SoberRide	44,642	30,493
Total Program Services	<u>259,526</u>	<u>281,156</u>
Management and General	44,027	39,817
Fundraising	13,539	12,879
Total Expenses	<u>317,092</u>	<u>333,852</u>
Change in unrestricted net assets	18,360	17,946
Changes in temporarily restricted net assets		
Temporarily restricted revenues and other support		
Contributions	150,000	12,000
Restrictions satisfied by payments	(4,500)	(20,008)
Change in temporarily restricted net assets	<u>145,500</u>	<u>(8,008)</u>
Change in net assets	163,860	9,938
Net assets at beginning of year	<u>70,758</u>	<u>60,820</u>
Net assets at end of year	<u>\$234,618</u>	<u>\$ 70,758</u>

The accompanying notes are an integral part of these statements.

Washington Regional Alcohol Program, Inc.

Statements of Cash Flows

For the years ended September 30,

	2000	1999
Cash flows from operating activities:		
Change in net assets	\$163,860	\$ 9,938
Adjustments to reconcile change in net assets to net cash provided by (used in) operating activities		
Depreciation expense	724	797
Changes in other assets and liabilities		
Accounts receivable	34,992	(40,252)
Prepaid expenses	(220)	(406)
Pledges receivable	(161,885)	7,554
Accounts payable	(1,427)	(13,511)
Accrued expenses	<u>364</u>	<u>(676)</u>
Net cash provided by (used in) operating activities	<u>36,408</u>	<u>(36,556)</u>
Cash flows from investing activities:		
Purchase of equipment	<u>(2,049)</u>	<u>-</u>
Net cash used in financing activities	(2,049)	-
Cash flows from financing activities:		
Repayment of Term Loan	<u>(1,684)</u>	<u>(6,062)</u>
Net cash used in financing activities	<u>(1,684)</u>	<u>(6,062)</u>
Net increase (decrease) in cash	32,675	(42,618)
Cash, beginning of year	<u>14,948</u>	<u>57,566</u>
Cash, end of year	<u>\$ 47,623</u>	<u>\$14,948</u>
Cash paid for interest expense	<u>\$ 34</u>	<u>\$ 572</u>
Cash paid for income taxes	<u>\$ -</u>	<u>\$ -</u>

The accompanying notes are an integral part of these statements.

Washington Regional
 Schedule of Functions

For the year ended September 30, 200

	Program Services			
	Public Info. and Education	Adult Outreach	Youth Outreach	SoberRide A
Direct Expenses				
Salaries and related expenses	\$ 34,800	\$30,994	\$20,666	\$ -
Supplies	594	-	-	-
Rent - office	-	-	-	-
Rent - equipment	-	-	-	-
Consultants	11,000	-	-	-
Conferences and meetings	2,459	-	4,090	-
Other direct	14,193	453	7,489	-
SoberRide - cab fares	-	-	-	33,598
Public service announcements	-	-	-	-
Printing	16,238	10,252	11,753	21
Accounting and auditing	-	-	-	100
Postage	4,767	815	2,171	4,517
Travel and lodging	1,581	194	1,024	118
Meals and entertainment	234	228	1,048	126
Telephone	3,000	-	-	6,102
Interest	-	-	-	-
Insurance	-	-	-	-
Miscellaneous	5	-	897	60
Depreciation	-	-	-	-
Total direct expenses	88,871	42,936	49,138	44,642
Allocation of indirect expenses	18,034	8,248	7,218	-
Totals	\$106,905	\$51,184	\$56,356	\$44,642

The accompanying notes are an integral part of these statements.

Alcohol Program, Inc.

Functional Expenses

00 (with comparative totals for 1999)

Advocacy	Total	Supporting Services			Total 2000	Total 1999
		General and Admin.	Fundraising	Total		
\$ -	\$ 86,460	\$39,655	\$10,263	\$49,918	\$136,378	\$123,812
-	594	-	-	-	594	963
-	-	13,302	-	13,302	13,302	13,302
-	-	758	-	758	758	604
-	11,000	-	-	-	11,000	46,515
-	6,549	-	1,006	1,006	7,555	-
50	22,185	301	1,402	1,703	23,888	44,488
-	33,598	-	-	-	33,598	26,269
-	-	-	-	-	-	1,995
-	38,264	413	666	1,079	39,343	30,801
50	150	13,025	-	13,025	13,175	11,656
22	12,292	963	156	1,119	13,411	10,741
317	3,234	254	46	300	3,534	4,723
-	1,636	131	-	131	1,767	4,289
-	9,102	4,199	-	4,199	13,301	8,431
-	-	34	-	34	34	572
-	-	985	-	985	985	1,072
-	962	2,783	-	2,783	3,745	2,823
-	-	724	-	724	724	797
439	226,026	77,527	13,539	91,066	317,092	333,852
-	33,500	(33,500)	-	(33,500)	-	-
<u>\$439</u>	<u>\$259,526</u>	<u>\$44,027</u>	<u>\$13,539</u>	<u>\$57,566</u>	<u>\$317,092</u>	<u>\$333,852</u>

Notes to Financial Statements

1. NATURE OF BUSINESS

The Washington Regional Alcohol Program, Inc., incorporated in December of 1982 under the laws of the State of Maryland, is a nonprofit community-based coalition of business, government and community groups formed to combat drunk driving and underage drinking in the Washington, D.C metropolitan area by increasing the public awareness of their hazards through media broadcastings and publications.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The financial statements of the Washington Regional Alcohol Program, Inc. have been prepared on the accrual basis. The significant accounting policies followed are described below to enhance the usefulness of the financial statements to the reader.

Financial Statement Presentation

The financial statement presentation follows the recommendations of Statement of Financial Accounting Standards (SFAS) No. 117, "Financial Statements of Not-for-Profit Organizations". Under SFAS No. 117, the Organization is required to report information regarding its financial position and activities according to three classes of net assets:

Unrestricted Net Assets — net assets that are not subject to donor imposed stipulations.

Temporarily Restricted Net Assets - net assets subject to donor imposed stipulations that may or will be met, either by actions of the Organization and/or the passage of time. When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions. There was \$150,000 and \$4,500 of unexpended temporarily restricted contributions as of September 30, 2000 and 1999, respectively.

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

Revenue recognition — Revenue is generated primarily through private sector contributions and public grant programs. The grant programs are sponsored by federal, state and local governments and are used to reimburse the Organization for labor and administrative costs incurred to conduct programs aimed at reducing alcohol-related fatalities and underage drinking.

Property and Equipment — Property and equipment is recorded at cost or, if donated, at the estimated fair market value upon receipt with a capitalization threshold of \$500. Depreciation of property and equipment is provided on the straight-line method over the estimated useful life of five years.

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

Accounts and Pledges Receivable — The Organization considers account and pledges receivable to be fully collectible; accordingly, no allowance for doubtful accounts is required. If amounts become uncollectible, they will be charged to operations when the determination is made. All pledges are expected to be received within one year.

Contributions — In accordance with SFAS No. 116, contributions received are recorded as unrestricted or temporarily restricted support depending on the existence or nature of any donor restrictions. Under SFAS No. 116, contributions are required to be reported as temporarily restricted support and are then reclassified to unrestricted net assets upon expiration of the time restriction. All contributions are considered to be available for unrestricted use unless specifically restricted by the donor.

3. CONTRIBUTED SERVICES

A substantial number of unpaid volunteers have made significant contributions of their time to various programs. The value of these services is not reflected in these statements since it is not susceptible to measurement or valuation. Donated materials and equipment are reflected as contributions in the accompanying statements at their estimated values at the date of receipt. During the year, donated services and goods recognized were \$163,100 and \$0 for 2000 and 1999.

4. INCOME TAXES

The Washington Regional Alcohol Program, Inc. is exempt from income tax under Section 501(c)(3) of the Internal Revenue Code. As such, it is exempt from income taxes on all but unrelated business income. The Organization has not received any notice from the Internal Revenue Service, which would affect its status as an exempt, charitable organization.

5. LEASE COMMITMENTS

On January 1, 1997, the Organization renewed its lease for building and office space on a month-to-month basis, with the monthly payments being \$1,109. The lease is considered for accounting purposes to be an operating lease. Rent expense for both years ended September 30, 2000 and 1999 were \$13,302.

6. LONG-TERM DEBT

In January of 2000, the Organization paid off its term loan, which was payable in monthly installments of \$543 at a fixed rate of 9%.

7. 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 functional expenses. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

8. COSTS SUBJECT TO AUDIT

All federal awards, whether received directly or indirectly, are subject to audit. Since its formation, the organization has not been informed of any unallowed costs. Management is of the opinion that adjustments, if any, resulting from past or future audits will not have a material effect on the financial statements.

CORPORATE CONTRIBUTORS

The Chairman's Club
(\$10,00 and over)

Anheuser-Busch and Local
Distributors

AT&T

Enterprise Rent-A-Car

GEICO Direct

Corporate Platinum
(\$5,000 to \$9,999)

Allstate Foundation

Bank of America

Exxon Mobil Corporation

Washington Area New Automobile
Dealers Association

Corporate Gold
(\$1,000 to \$4,999)

Beer Institute

Clark Construction

Coors Brewing

Equals 3 Communications

Giant Food Inc.

Miller Brewing Company

PEPCO

Reed, Smith, Hazel & Thomas

USAA

The Washington Post

Washington Sports and Entertainment

Corporate Silver
(\$500 to \$999)

AAA Mid-Atlantic

Acacia Life Insurance Company

Americans for Responsible Alcohol
Access

BB&T

Buck Distributing

Fado's

The Hotel Association of Washington, DC

Murphy's Grand Irish Pub

Virginia Imports, LTD

Corporate Bronze
(\$100 to \$499)

Capitol Outdoor

Dow, Lohnes & Albertson, PLLC

The Dubliner Restaurant

E.A. Green Associates

Greater Washington Board of Trade

Innocorp

Ireland's Four Courts

Irish Times Restaurant

Lustine Chevrolet

McKeever's Pub

Nautilus Communications

Pat Troy's Restaurant & Pub

Ritz Camera

Transportation Safety Associates

West Group

THANKS TO OUR PUBLIC PARTNERS:

District of Columbia Department of
Public Works

Maryland Highway Safety Office
Virginia Department of Motor Vehicles



Washington Regional
Alcohol Program
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Suite 314
Vienna, VA 22182