

VIETNAM VETERANS OF AMERICA, INC.

SILVER SPRING, MARYLAND

**FINANCIAL STATEMENTS AND
SUPPLEMENTARY INFORMATION**

**FOR THE YEARS ENDED FEBRUARY 29, 2012,
AND FEBRUARY 28, 2011**



Independent Auditors' Report

The Board of Directors
Vietnam Veterans of America, Inc.
Silver Spring, Maryland

We have audited the accompanying statements of financial position of Vietnam Veterans of America, Inc. (VVA), as of February 29, 2012, and February 28, 2011, and the related statements of activities and cash flows for the years then ended. These financial statements are the responsibility of VVA'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 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 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 Vietnam Veterans of America, Inc., as of February 29, 2012, and February 28, 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 of America.

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The schedules of functional expenses on pages 13-14 are presented for purposes of additional analysis and are not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

Councilor, Buchanan + Mitchell, P.C.

Bethesda, Maryland
July 20, 2012

Certified Public Accountants

Vietnam Veterans of America, Inc.
Statements of Financial Position
February 29, 2012, and February 28, 2011

Vietnam Veterans of America, Inc.

**Statements of Financial Position
February 29, 2012, and February 28, 2011**

	<u>2012</u>	<u>2011</u>
Assets		
Current Assets		
Undesignated Cash and Cash Equivalents	\$ 4,924,816	\$ 5,418,493
Accounts Receivable	872,479	777,204
Prepaid Expenses and Other Assets	<u>30,206</u>	<u>52,560</u>
Total Current Assets	<u>5,827,501</u>	<u>6,248,257</u>
Investments - at Market Value		
Undesignated	2,872,516	2,549,385
Designated for Life Memberships	<u>3,107,686</u>	<u>2,985,110</u>
Total Investments	<u>5,980,202</u>	<u>5,534,495</u>
Property and Equipment		
Furniture and Equipment	346,220	386,184
Software	<u>233,295</u>	<u>233,295</u>
Total Property and Equipment	579,515	619,479
Less Accumulated Depreciation	<u>(225,348)</u>	<u>(147,745)</u>
Net Furniture and Equipment	<u>354,167</u>	<u>471,734</u>
Other Assets		
Deposits	41,819	41,819
Prepaid Expenses and Other Assets	<u>-</u>	<u>230,564</u>
Total Other Assets	41,819	272,383
Total Assets	<u><u>\$ 12,203,689</u></u>	<u><u>\$ 12,526,869</u></u>

See accompanying Notes to Financial Statements.

	<u>2012</u>	<u>2011</u>
Liabilities and Net Assets		
Current Liabilities		
Accounts Payable	\$ 1,481,097	\$ 1,184,659
Accrued Expenses	<u>213,194</u>	<u>188,008</u>
Current Portion of Deferred Life Member Dues		
Payable to State Councils and Chapters	112,045	109,454
Deferred Revenue	<u>91,673</u>	<u>89,553</u>
 Total Current Portion of Deferred Life Member Dues	 <u>203,718</u>	 <u>199,007</u>
Current Portion of Deferred Revenue	80,649	79,022
Current Portion of Capital Lease Obligations	38,949	42,825
Due to State Councils and Chapters	183,780	389,187
Due to Associates of Vietnam Veterans of America, Inc.	<u>-</u>	<u>7,371</u>
 Total Current Liabilities	 <u>2,201,387</u>	 <u>2,090,079</u>
Long-Term Liabilities		
Deferred Life Member Dues, Net of Current Portion		
Payable to State Councils and Chapters	1,620,542	1,532,357
Deferred Revenue	<u>1,283,426</u>	<u>1,253,746</u>
 Total Deferred Life Member Dues, Net of Current Portion	 <u>2,903,968</u>	 2,786,103
Deferred Revenue, Net of Current Portion	80,019	107,181
Capital Lease Obligations, Net of Current Portion	82,946	121,914
Deferred Rent Payable	<u>311,640</u>	<u>255,902</u>
 Total Long-Term Liabilities	 <u>3,378,573</u>	 <u>3,271,100</u>
 Total Liabilities	 <u>5,579,960</u>	 <u>5,361,179</u>
 Unrestricted Net Assets	 <u>6,623,729</u>	 <u>7,165,690</u>
 Total Liabilities and Net Assets	 <u><u>\$ 12,203,689</u></u>	 <u><u>\$ 12,526,869</u></u>

Vietnam Veterans of America, Inc.

**Statements of Activities
For the Years Ended February 29, 2012, and February 28, 2011**

	2012	2011
Revenues and Support		
Recycling Program Revenue	\$ 29,052,066	\$ 26,136,159
Less Recycling Program Cost	(24,865,098)	(20,184,819)
Net Recycling Program Revenue	4,186,968	5,951,340
VVA Veteran Newspaper	116,904	131,538
Membership Dues	354,972	331,427
Veterans Support Foundation Grant	200,000	212,500
Contributions	1,717,734	1,281,934
Convention/Conference	145,489	31,343
Royalties	121,293	50,150
Other	67,538	85,832
Total Revenues and Support	6,910,898	8,076,064
Expenses		
Program Services		
National Veterans' Programs	2,030,200	2,384,388
Communications and Public Affairs	1,040,468	816,495
Government Relations	737,249	709,903
Veterans' Benefits Program	1,165,217	897,490
Total Program Services	4,973,134	4,808,276
Supporting Services		
Support of Affiliates - State Councils and Chapters	209,663	195,395
General and Administrative	1,226,732	1,144,433
Membership Affairs	441,455	374,905
Fund-Raising	774,118	740,962
Total Supporting Services	2,651,968	2,455,695
Total Expenses	7,625,102	7,263,971
Change in Unrestricted Net Assets from Operations	(714,204)	812,093
Investment Income	172,243	899,659
Change in Unrestricted Net Assets	(541,961)	1,711,752
Unrestricted Net Assets, Beginning of Year	7,165,690	5,453,938
Unrestricted Net Assets, End of Year	\$ 6,623,729	\$ 7,165,690

See accompanying Notes to Financial Statements.

Vietnam Veterans of America, Inc.

**Statements of Cash Flows
For the Years Ended February 29, 2012, and February 28, 2011**

	2012	2011
Cash Flows from Operating Activities		
Change in Unrestricted Net Assets	\$ (541,961)	\$ 1,711,752
Adjustments to Reconcile Change in Unrestricted Net Assets to Net Cash Provided by (Used in) Operating Activities		
Depreciation and Amortization	130,043	102,751
Net Realized and Unrealized Gains on Investments	(30,637)	(733,379)
<u>(Increase) Decrease in Assets</u>		
Accounts Receivable	(95,275)	(420,197)
Prepaid Expenses and Other Assets	252,918	267,110
Deposits	-	15,366
<u>Increase (Decrease) in Liabilities</u>		
Accounts Payable	296,438	275,087
Accrued Expenses	25,186	376
Deferred Life Member Dues	122,576	125,787
Deferred Revenue	(25,535)	(797)
Due to State Councils and Chapters	(205,407)	141,072
Due to Associates of Vietnam Veterans of America, Inc.	(7,371)	6,668
Deferred Rent Payable	55,738	156,950
	<u>(23,287)</u>	<u>1,648,546</u>
Net Cash Provided by (Used in) Operating Activities		
	<u>(23,287)</u>	<u>1,648,546</u>
Cash Flows from Investing Activities		
Purchases of Investments	(5,383,224)	(6,139,905)
Sales of Investments	4,968,154	5,721,195
Purchases of Furniture and Equipment	(12,476)	(152,910)
	<u>(427,546)</u>	<u>(571,620)</u>
Net Cash Used in Investing Activities		
	<u>(427,546)</u>	<u>(571,620)</u>
Cash Flows from Financing Activities		
Curtailments of Capital Lease Obligations	(42,844)	(41,077)
	<u>(42,844)</u>	<u>(41,077)</u>
Net Increase (Decrease) in Cash and Cash Equivalents	(493,677)	1,035,849
Cash and Cash Equivalents, Beginning of Year	5,418,493	4,382,644
	<u>5,418,493</u>	<u>4,382,644</u>
Cash and Cash Equivalents, End of Year	<u>\$ 4,924,816</u>	<u>\$ 5,418,493</u>
Supplementary Disclosure of Cash Flow Information		
Cash Paid during the Year for Interest	\$ 4,176	\$ 5,387

See accompanying Notes to Financial Statements.

Vietnam Veterans of America, Inc.
Notes to Financial Statements
February 29, 2012, and February 28, 2011

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Organization

Vietnam Veterans of America, Inc., (VVA) was incorporated in February 1978. On May 23, 1986, VVA was granted a Congressional Charter in recognition of its activities on behalf of Vietnam veterans. Its primary purposes are to foster the improvement of the condition of Vietnam-era veterans; to promote social welfare (including educational, economic, physical, and cultural improvement) in the United States by encouraging the growth, development, readjustment, self-respect, self-confidence, and usefulness of Vietnam-era and other veterans; to improve conditions and channels of communication to assist Vietnam-era veterans; to assist disabled Vietnam-era veterans, other veterans, and the dependents and survivors of such veterans who are in need of assistance; and to give special recognition to the efforts of the members of VVA and Vietnam-era veterans for their helpfulness and service to their country.

Basis of Accounting

VVA prepares its financial statements on the accrual basis of accounting. Consequently, revenues are recognized when earned and expenses are recognized when the obligations are incurred.

Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires the use of management's 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.

Cash Equivalents

For financial statement purposes, VVA considers certain money market funds and certificates of deposit to be cash equivalents. VVA's money market funds held within investments designated for deferred life member dues are considered long-term in nature and, therefore, are not considered cash equivalents.

Accounts Receivable

Accounts receivable are reported at their outstanding balances.

Vietnam Veterans of America, Inc.

**Notes to Financial Statements
February 29, 2012, and February 28, 2011**

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Accounts Receivable (Continued)

Management periodically evaluates the adequacy of the allowance for doubtful accounts by considering VVA's past receivables loss experience, known and inherent risks in the accounts receivable population, adverse situations that may affect a debtor's ability to pay, and current economic conditions.

The allowance for doubtful accounts is increased by charges to bad debts expense and decreased by charge offs of the accounts receivable balances. Accounts receivable are considered past due and charged off based on management's determination that they are uncollectible. As of February 29, 2012, and February 28, 2011, management has determined that an allowance for doubtful accounts was not necessary.

Investments

VVA carries equity and debt securities at fair value. Any changes in fair value are recognized in the statements of activities.

Property and Equipment

Furniture and equipment and software are recorded at cost and depreciated using the straight-line method over their estimated useful lives of three to five years. VVA's policy is to capitalize purchases over \$2,000. Only assets placed in service are depreciated.

When fully depreciated assets are disposed of, the cost of the asset and related accumulated depreciation are removed from the accounts.

Life Member Dues

As directed by the board of directors, all life member dues are segregated from the general operating funds. VVA uses a fifteen-year amortization period over which to recognize life member dues revenue. A portion of the annually determined amount of the life member dues is recognized as revenue in the current period and the remaining portion is paid in the current period to state councils and chapters as their respective shares of the dues. The remaining unamortized balance is carried as a liability entitled Deferred Life Member Dues.

Vietnam Veterans of America, Inc.
Notes to Financial Statements
February 29, 2012, and February 28, 2011

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Membership Dues

Annual membership dues paid by V V A members include portions for both V V A and the respective state councils and chapters. Annual membership dues are recognized as revenue in the current period and the remaining portion, collected but not recognized as revenue by V V A, is paid to the state councils and chapters as their respective shares. V V A recognizes one-year membership dues received as membership dues revenue in the current period. V V A recognizes three-year membership dues on a prorated basis. The unamortized portion is recorded as deferred revenue.

Recycling Program

V V A's Recycling Program involves the collection of discarded household items and automobiles from the community. The items collected are sold to contracted private companies. V V A deems the items collected to be simultaneously sold to the contracted private companies, without creating any inventory for V V A. Therefore, V V A does not present on its statements of activities separate amounts for cost of items sold and contribution revenue, both in an amount equal to recycling program revenue, which represents the fair value of the items collected. Recycling program cost presented in the statements of activities represents V V A's solicitation costs for generating the items collected and sales costs for selling the items. The revenue generated from such sales is exempt from income taxes under the Internal Revenue Code.

Convention and Leadership Conference

V V A sponsors its convention and leadership conference biannually in alternating years. The convention is held in odd-numbered years and the leadership conference is held in even-numbered years. V V A held a convention during the fiscal year ended February 29, 2012, and a leadership conference during the fiscal year ended February 28, 2011.

Functional Expense Allocation

The costs of providing V V A's various programs and other activities have been summarized on a functional basis in the statements of activities. Accordingly, certain costs have been allocated among the program and supporting services benefited.

Vietnam Veterans of America, Inc.

**Notes to Financial Statements
February 29, 2012, and February 28, 2011**

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Income Tax Status

VVA is exempt from the payment of income taxes on its exempt activities under Section 501(c)(19) of the Internal Revenue Code (IRC). Contributions to VVA qualify as charitable contributions as defined in IRC Section 170(c). Income, if any, from unrelated business activities is subject to tax.

As of February 29, 2012, VVA's information returns filed with the Internal Revenue Service for the years ended February 28, 2011, 2010, and 2009, remain open for examination.

The accounting standard on accounting for uncertainty in income taxes addresses the determination of whether tax benefits claimed or expected to be claimed on a tax return should be recorded in the financial statements. Under that guidance, VVA may recognize the tax benefit from an uncertain tax position only if it is more likely than not that the tax position will be sustained on examination by taxing authorities based on the technical merits of the position. Examples of tax positions include the tax-exempt status of VVA and various positions related to the potential sources of unrelated business taxable income (UBIT). The tax benefits recognized in the financial statements from such a position are measured based on the largest benefit that has a greater than 50% likelihood of being realized upon ultimate settlement. There were no unrecognized tax benefits identified or recorded as liabilities for fiscal years 2012 and 2011.

VVA's policy would be to recognize interest and penalties, if any, on tax positions related to its unrecognized tax benefits in income tax expense in the financial statements. No interest and penalties were assessed or recorded during fiscal years 2012 and 2011.

VVA's Forms 990, *Return of Organization Exempt from Income Tax*, that have been filed as of February 29, 2012, for fiscal years 2011, 2010, and 2009, are subject to examination by the Internal Revenue Service, generally for three years after they were filed.

Vietnam Veterans of America, Inc.

**Notes to Financial Statements
February 29, 2012, and February 28, 2011**

2. CONCENTRATION OF CREDIT RISK

V V A maintains its cash accounts and certificates of deposit in banks that are insured by the Federal Deposit Insurance Corporation (FDIC) up to \$250,000. Funds held by these banks in excess of the FDIC limits were approximately \$146,000 as of February 29, 2012, and \$1,446,000 as of February 28, 2011. Management does not feel this poses a risk to V V A. At February 29, 2012, and February 28, 2011, additional amounts were invested in repurchase agreements of approximately \$1,425,000 and \$1,404,000 that were not covered by insurance. V V A has a security interest in all securities purchased under the repurchase agreements.

3. LIFE MEMBERSHIPS

Life memberships are offered to V V A members at a fixed amount depending on the age of the member. In exchange for these dues, V V A is obligated to provide various services to these members for the duration of their lives. V V A has designated funds for providing future services, equivalent to the deferred revenue and liability due to the state councils and chapters. As of February 29, 2012, and February 28, 2011, V V A had \$3,107,686 and \$2,985,110 of designated investments.

4. RELATED PARTY TRANSACTIONS

V V A was awarded grants in the amounts of \$200,000 and \$212,500 from Veterans Support Foundation (V S F), which are included in revenues and support, for the years ended February 29, 2012, and February 28, 2011, respectively. The funds are used by V V A to support the veterans' benefits program. V S F is a related party through administrative management members in common.

V V A also provides minimal support and supplies to the operations of V S F. At February 29, 2012, and February 28, 2011, V S F owed V V A approximately \$7,000 and \$18,000, respectively, for salaries.

Included in the accounts receivable at February 28, 2011, is \$5,857 of reimbursable expenses paid by V V A on behalf of the Associates of Vietnam Veterans of America (A V V A). Additionally, at February 28, 2011, there was \$7,371 due to A V V A. As of February 29, 2012, there was no receivable or payable balance to A V V A. The president of A V V A is a non-voting member of the V V A board. V V A also provides minimal support and supplies to the operations of A V V A.

Vietnam Veterans of America, Inc.

**Notes to Financial Statements
February 29, 2012, and February 28, 2011**

5. INVESTMENTS

As of February 29, 2012, and February 28, 2011, VVA's investments and their fair values consisted of the following:

	<u>Fair Value</u>	<u>Level 1 Inputs</u>
<u>February 29, 2012</u>		
Money Market Funds	\$ 389,963	\$ 389,963
Corporate Equities	3,864,144	3,864,144
Mutual Funds - Fixed Income	<u>1,726,095</u>	<u>1,726,095</u>
Total	<u>\$ 5,980,202</u>	<u>\$ 5,980,202</u>
 <u>February 28, 2011</u>		
Money Market Funds	\$ 295,610	\$ 295,610
Corporate Equities	3,675,121	3,675,121
Mutual Funds - Fixed Income	<u>1,563,764</u>	<u>1,563,764</u>
Total	<u>\$ 5,534,495</u>	<u>\$ 5,534,495</u>

Financial assets measured using Level 1 inputs are based on unadjusted quoted market prices in active markets for identical assets.

Level 2 inputs, if any, include quoted prices for similar assets in active markets, quoted prices for identical or similar assets in markets that are not active, inputs other than quoted prices that are observable, and inputs derived from observable market data.

Level 3 inputs, if any, are obtained from the entity's own assumptions.

None of VVA's investments are valued using Level 2 or Level 3 inputs.

Investment income consisted of the following at February 29, 2012, and February 28, 2011:

	<u>2012</u>	<u>2011</u>
Interest and Dividends	\$ 141,606	\$ 166,280
Realized Gains on Investments	91,840	307,305
Unrealized Gains on Investments	<u>(61,203)</u>	<u>426,074</u>
	<u>\$ 172,243</u>	<u>\$ 899,659</u>

Vietnam Veterans of America, Inc.

Notes to Financial Statements
February 29, 2012, and February 28, 2011

6. RETIREMENT PLAN

VVA has a defined contribution plan under Internal Revenue Code Section 401(k), covering all employees over the age of 21 after one year of service. Employees of VVA may elect to make pre-tax contributions to the Plan at a rate that may not exceed a dollar limit that is set by law. VVA may make a discretionary matching contribution at a rate determined by the board of directors. VVA has not made and does not intend to make any employer matching contributions.

7. LEASE OBLIGATIONS

Capital Lease Obligations

VVA is obligated under multiple capital lease arrangements for office equipment. The leases bear interest at approximately 2% to 8.25% annually. Monthly payments range from \$222 to \$1,350 with maturity dates through February 2015.

Future minimum lease payments are as follows:

For the Years Ending February 28,

2013	\$ 41,299
2014	41,299
2015	41,299
2016	<u>2,330</u>
Total Future Minimum Lease Payments	126,227
Interest Portion of Lease Payments	<u>(4,332)</u>
Net Present Value of Lease Payments	<u>\$ 121,895</u>

As of February 29, 2012, equipment and accumulated amortization under capital leases were approximately \$195,000 and \$88,000, respectively. As of February 28, 2011, equipment and accumulated amortization under capital leases were approximately \$195,000 and \$49,000, respectively. Amortization expense for equipment under capital leases was approximately \$39,000 and \$44,000 for the years ended February 28, 2012, and February 28, 2011, respectively.

Vietnam Veterans of America, Inc.

**Notes to Financial Statements
February 29, 2012, and February 28, 2011**

7. LEASE OBLIGATIONS (CONTINUED)

Operating Lease Obligations

VVA leases its office facilities under an operating lease that expires in November 2020. The lease stipulates a 4% increase in rent per annum, and VVA is responsible for its proportionate share of operating expenses and real estate taxes.

Rental expense for office facilities for the years ended February 29, 2012, and February 28, 2011, amounted to approximately \$447,000 and \$530,000, respectively.

Future minimum rental commitments are as follows:

For the Years Ending February 28,

2013	\$ 439,921
2014	457,518
2015	475,819
2016	494,852
2017	514,646
Thereafter	<u>2,117,855</u>
Total	<u>\$ 4,500,611</u>

8. SUBSEQUENT EVENTS

VVA has evaluated subsequent events through July 20, 2012, the date on which the financial statements were available to be issued.

Supplementary Information

Vietnam Veterans of America, Inc.

**Schedule of Functional Expenses
For the Year Ended February 29, 2012**

	Program Services			
	National Veterans' Programs	Communications and Public Affairs	Government Relations	Veterans' Benefits Program
Compensation				
Salaries	\$ 222,741	\$ 260,443	\$ 257,845	\$ 466,305
Salaries - Benefits	129,925	92,373	100,333	145,248
Total Compensation	352,666	352,816	358,178	611,553
Other Expenses				
Awards	5,806	749	310	-
Consultants	60,233	106,510	122,812	5,000
Contributions	722,041	500	730	223,667
Depreciation and Amortization	27,049	13,394	20,027	16,646
Dues, Subscriptions, and Publications	990	2,663	28,887	8,675
Furniture and Equipment	32,193	6,427	2,333	1,128
Insurance	27,831	13,782	20,605	56,939
Interest	869	430	643	535
Meeting Facilities	88,640	283	584	141
Messenger Service	9	421	2	2
Miscellaneous	13,473	4,702	7,410	4,896
Office Supplies	9,874	9,772	4,729	9,673
Photocopying	9,127	4,945	4,376	2,606
Photography	445	5,243	-	-
Postage	3,081	151,487	1,165	2,718
Printing	13,894	187,932	2,525	650
Professional Fees	131,133	19,865	20,960	108,112
Public Relations	4,906	27,132	4,510	416
Rent	90,760	44,944	78,162	55,853
Repairs and Maintenance	37,682	821	1,361	1,132
Shipping	3,374	25,927	3,285	1,100
Taxes, Licenses, Etc.	532	249	397	309
Telephone	16,577	7,444	10,982	4,072
Temporary Help	28,491	27,897	20,709	11,108
Training and Development	3,918	640	1,787	15,669
Travel - Board of Directors	143,797	2,810	2,217	-
Travel - Conferences/Conventions	55,804	7,084	3,322	2,568
Travel and Related Expenses	135,198	8,743	6,980	14,014
Utilities	9,807	4,856	7,261	6,035
Total Other Expenses	1,677,534	687,652	379,071	553,664
Total Functional Expenses	\$ 2,030,200	\$ 1,040,468	\$ 737,249	\$ 1,165,217

Supporting Services

Total Program Services	Support of Affiliates	General and Administrative	Membership Affairs	Fund-Raising	Total Supporting Services	Total Expenses
\$ 1,207,334	\$ 70,789	\$ 527,194	\$ 145,130	\$ 8,978	\$ 752,091	\$ 1,959,425
467,879	19,176	210,293	63,467	3,750	296,686	764,565
<u>1,675,213</u>	<u>89,965</u>	<u>737,487</u>	<u>208,597</u>	<u>12,728</u>	<u>1,048,777</u>	<u>2,723,990</u>
6,865	191	-	-	-	191	7,056
294,555	20,025	158	-	-	20,183	314,738
946,938	-	-	-	-	-	946,938
77,116	5,072	27,829	13,394	6,632	52,927	130,043
41,215	74	648	129	38	889	42,104
42,081	561	7,248	735	14	8,558	50,639
119,157	5,218	28,633	13,782	6,824	54,457	173,614
2,477	163	894	430	213	1,700	4,177
89,648	289	58	-	-	347	89,995
434	1	361	298	65	725	1,159
30,481	1,896	8,045	3,872	1,917	15,730	46,211
34,048	1,853	7,376	8,439	1,320	18,988	53,036
21,054	866	4,887	2,103	1,068	8,924	29,978
5,688	-	-	-	-	-	5,688
158,451	209	8,451	31,384	235,834	275,878	434,329
205,001	1,745	682	51,580	355,748	409,755	614,756
280,070	5,557	155,116	19,671	108,827	289,171	569,241
36,964	239	398	984	95	1,716	38,680
269,719	17,018	93,378	44,944	22,254	177,594	447,313
40,996	349	37,724	1,246	1,439	40,758	81,754
33,686	234	4,685	4,330	282	9,531	43,217
1,487	94	517	249	308	1,168	2,655
39,075	3,044	7,554	2,992	1,428	15,018	54,093
88,205	304	56,110	19,648	14,428	90,490	178,695
22,014	129	5,587	340	168	6,224	28,238
148,824	13,999	1,104	770	-	15,873	164,697
68,778	8,101	9,055	3,026	-	20,182	88,960
164,935	30,628	12,658	3,656	84	47,026	211,961
27,959	1,839	10,089	4,856	2,404	19,188	47,147
<u>3,297,921</u>	<u>119,698</u>	<u>489,245</u>	<u>232,858</u>	<u>761,390</u>	<u>1,603,191</u>	<u>4,901,112</u>
<u>\$ 4,973,134</u>	<u>\$ 209,663</u>	<u>\$ 1,226,732</u>	<u>\$ 441,455</u>	<u>\$ 774,118</u>	<u>\$ 2,651,968</u>	<u>\$ 7,625,102</u>

Vietnam Veterans of America, Inc.

**Schedule of Functional Expenses
For the Year Ended February 28, 2011**

	Program Services			
	National Veterans' Programs	Communications and Public Affairs	Government Relations	Veterans' Benefits Program
Compensation				
Salaries	\$ 362,049	\$ 107,330	\$ 225,340	\$ 277,454
Salaries - Benefits	171,749	37,914	87,325	63,939
Total Compensation	533,798	145,244	312,665	341,393
Other Expenses				
Awards	3,116	-	135	-
Consultants	66,171	101,197	116,977	-
Contributions	996,377	500	2,499	193,223
Depreciation and Amortization	21,372	10,583	15,824	13,152
Dues, Subscriptions, and Publications	395	2,949	27,203	8,866
Furniture and Equipment	15,481	1,326	950	1,105
Insurance	24,897	12,326	18,404	53,940
Interest	1,120	555	830	690
Meeting Facilities	32,252	3,154	568	-
Messenger Service	-	658	17	-
Miscellaneous	21,930	10,999	21,467	11,401
Office Supplies	9,546	7,079	3,192	8,810
Photocopying	3,420	2,886	4,848	1,688
Photography	-	7,120	63	-
Postage	4,268	150,539	2,604	3,751
Printing	10,757	177,881	6,388	688
Professional Fees	97,226	26,528	24,808	100,861
Public Relations	6,078	7,571	976	1,889
Rent	107,946	51,597	101,705	64,120
Repairs and Maintenance	44,332	2,718	2,791	2,261
Shipping	6,380	11,621	3,226	1,805
Taxes, Licenses, Etc.	46	23	34	28
Telephone	13,409	6,360	10,652	4,214
Temporary Help	41,543	55,056	5,801	58,540
Training and Development	2,506	906	250	4,621
Travel - Board of Directors	138,910	1,719	-	2,444
Travel - Conferences/Conventions	30,048	4,895	2,216	652
Travel and Related Expenses	138,745	6,405	13,689	9,767
Utilities	12,319	6,100	9,121	7,581
Total Other Expenses	1,850,590	671,251	397,238	556,097
Total Functional Expenses	\$ 2,384,388	\$ 816,495	\$ 709,903	\$ 897,490

Supporting Services

Total Program Services	Support of Affiliates	General and Administrative	Membership Affairs	Fund-Raising	Total Supporting Services	Total Expenses
\$ 972,173	\$ 62,410	\$ 498,599	\$ 122,765	\$ 40,868	\$ 724,642	\$ 1,696,815
360,927	13,254	187,441	58,754	22,595	282,044	642,971
1,333,100	75,664	686,040	181,519	63,463	1,006,686	2,339,786
3,251	108	-	-	-	108	3,359
284,345	19,666	7,173	-	-	26,839	311,184
1,192,599	-	-	-	-	-	1,192,599
60,931	4,007	21,989	10,583	5,240	41,819	102,750
39,413	43	1,286	328	14	1,671	41,084
18,862	427	3,814	1,832	222	6,295	25,157
109,567	4,661	25,614	12,309	6,095	48,679	158,246
3,195	210	1,153	555	275	2,193	5,388
35,974	48	19	-	-	67	36,041
675	-	457	361	142	960	1,635
65,797	3,479	19,042	9,163	4,728	36,412	102,209
28,627	1,099	7,397	4,437	766	13,699	42,326
12,842	825	1,812	1,221	182	4,040	16,882
7,183	-	-	-	23	23	7,206
161,162	536	4,733	27,199	190,210	222,678	383,840
195,714	1,001	698	28,465	325,821	355,985	551,699
249,423	7,072	118,321	22,904	101,322	249,619	499,042
16,514	1,520	1,041	475	235	3,271	19,785
325,368	20,787	107,201	51,597	25,548	205,133	530,501
52,102	689	44,425	2,057	2,348	49,519	101,621
23,032	1,031	3,722	4,628	304	9,685	32,717
131	9	48	258	196	511	642
34,635	2,620	6,848	2,560	1,161	13,189	47,824
160,940	1,949	46,885	2,684	9,646	61,164	222,104
8,283	21	4,260	-	-	4,281	12,564
143,073	13,750	128	493	-	14,371	157,444
37,811	5,004	6,274	1,307	-	12,585	50,396
168,606	26,859	11,378	1,870	-	40,107	208,713
35,121	2,310	12,675	6,100	3,021	24,106	59,227
3,475,176	119,731	458,393	193,386	677,499	1,449,009	4,924,185
<u>\$ 4,808,276</u>	<u>\$ 195,395</u>	<u>\$ 1,144,433</u>	<u>\$ 374,905</u>	<u>\$ 740,962</u>	<u>\$ 2,455,695</u>	<u>\$ 7,263,971</u>