

VIETNAM VETERANS OF AMERICA, INC.

SILVER SPRING, MARYLAND

**FINANCIAL STATEMENTS AND
SUPPLEMENTARY INFORMATION**

FOR THE YEARS ENDED FEBRUARY 28, 2015 AND 2014

Vietnam Veterans of America, Inc.

**Table of Contents
February 28, 2015 and 2014**

	<u>Pages</u>
Independent Auditor's Report.....	3-4
Financial Statements	
Statements of Financial Position	5
Statements of Activities and Changes in Net Assets	6
Statements of Cash Flows	7
Notes to Financial Statements.....	8-13
Supplementary Information	
Schedule of Functional Expenses (February 28, 2015)	15
Schedule of Functional Expenses (February 28, 2014)	16



7910 WOODMONT AVENUE
SUITE 500
BETHESDA, MD 20814
(T) 301.986.0600
(F) 301.986.0432

1901 L STREET, NW
SUITE 750
WASHINGTON, DC 20036
(T) 202.822.0717
(F) 202.822.0739

Independent Auditor's Report

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

We have audited the accompanying financial statements of Vietnam Veterans of America, Inc., which comprise the statements of financial position as of February 28, 2015 and 2014, and the related statements of activities and changes in net assets, 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 audits to obtain reasonable assurance about whether the financial statements are free from 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 auditors consider internal control relevant to VVA'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 VVA'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 Vietnam Veterans of America, Inc., as of February 28, 2015 and 2014, 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.

The Board of Directors
Vietnam Veterans of America, Inc.

Other Matter

Our audits were conducted for the purpose of forming an opinion on the financial statements as a whole. The schedules of functional expenses on pages 15 and 16 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 audits 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.

A handwritten signature in cursive script that reads "Councilor, Buchanan + Mitchell, P.C.".

Bethesda, Maryland
June 24, 2015

Certified Public Accountants

Vietnam Veterans of America, Inc.

Statements of Financial Position
February 28, 2015 and 2014

	2015	2014		2015	2014
Assets			Liabilities and Net Assets		
Current Assets			Current Liabilities		
Undesignated Cash and Cash Equivalents	\$ 6,147,964	\$ 5,403,276	Accounts Payable	\$ 761,399	\$ 709,512
Accounts Receivable	739,596	459,369	Accrued Expenses	240,555	233,387
Prepaid Expenses and Other Assets	280,763	266,490	Current Portion of Deferred Life Member Dues Payable to State Councils and Chapters	116,455	115,609
Total Current Assets	7,168,323	6,129,135	Deferred Revenue	95,281	94,589
Investments - at Market Value			Total Current Portion of Deferred Life Member Dues	211,736	210,198
Undesignated	4,757,455	4,190,144	Current Portion of Deferred Revenue	114,395	360,423
Designated for Life Memberships	3,181,903	3,216,973	Current Portion of Capital Lease Obligations Due to State Councils and Chapters	42,818	37,495
Total Investments	7,939,358	7,407,117		207,144	209,859
Property and Equipment			Total Current Liabilities	1,578,047	1,760,874
Land	42,566	42,566	Long-Term Liabilities		
Furniture and Equipment	271,668	251,395	Deferred Life Member Dues, Net of Current Portion Payable to State Councils and Chapters	1,630,372	1,315,376
Software	233,295	217,887	Deferred Revenue	1,339,795	1,691,399
Total Property and Equipment	547,529	511,848	Total Deferred Life Member Dues, Net of Current Portion	2,970,167	3,006,775
Less Accumulated Depreciation	(275,317)	(423,571)	Deferred Revenue, Net of Current Portion	16,807	11,421
Net Property and Equipment	272,212	88,277	Capital Lease Obligations, Net of Current Portion	124,244	9,820
Other Assets			Deferred Rent Payable	374,600	371,679
Deposits	39,289	41,559	Total Long-Term Liabilities	3,485,818	3,399,695
Total Assets	\$ 15,419,182	\$ 13,666,088	Total Liabilities	5,063,865	5,160,569
			Unrestricted Net Assets	10,355,317	8,505,519
			Total Liabilities and Net Assets	\$ 15,419,182	\$ 13,666,088

See accompanying Notes to Financial Statements.

Vietnam Veterans of America, Inc.

**Statements of Activities and Changes in Net Assets
For the Years Ended February 28, 2015 and 2014**

	2015	2014
Revenues and Support		
Recycling Program Revenue	\$ 30,886,571	\$ 30,740,816
Less Recycling Program Cost	(24,290,819)	(24,938,537)
Net Recycling Program Revenue	6,595,752	5,802,279
VVA Veteran Newspaper	180,319	181,516
Membership Dues	296,473	332,456
Veterans Support Foundation Grant	218,169	165,600
Contributions	1,740,746	1,716,514
Convention/Conference	53,880	216,204
Royalties	96,204	98,322
Other	96,250	37,205
Total Revenues and Support	9,277,793	8,550,096
Expenses		
Program Services		
National Veterans' Programs	2,278,379	2,754,256
Communications and Public Affairs	1,137,281	1,098,706
Government Relations	717,534	694,751
Veterans' Benefits Program	1,136,492	1,150,833
Total Program Services	5,269,686	5,698,546
Supporting Services		
Support of Affiliates - State Councils and Chapters	200,728	205,292
General and Administrative	1,062,352	1,088,488
Membership Affairs	442,662	445,650
Fundraising	865,690	711,915
Total Supporting Services	2,571,432	2,451,345
Total Expenses	7,841,118	8,149,891
Change in Unrestricted Net Assets from Operations	1,436,675	400,205
Investment Income	413,123	940,661
Change in Unrestricted Net Assets	1,849,798	1,340,866
Unrestricted Net Assets, Beginning of Year	8,505,519	7,164,653
Unrestricted Net Assets, End of Year	\$ 10,355,317	\$ 8,505,519

See accompanying Notes to Financial Statements.

Vietnam Veterans of America, Inc.

**Statements of Cash Flows
For the Years Ended February 28, 2015 and 2014**

	2015	2014
Cash Flows from Operating Activities		
Change in Unrestricted Net Assets	\$ 1,849,798	\$ 1,340,866
Adjustments to Reconcile Change in Unrestricted Net Assets to Net Cash Provided by Operating Activities		
Depreciation and Amortization	124,255	102,600
Net Realized and Unrealized Gains on Investments	(299,560)	(842,445)
<u>(Increase) Decrease in Assets</u>		
Accounts Receivable	(280,227)	342,713
Prepaid Expenses and Other Assets	(14,273)	(173,333)
Deposits	2,270	260
<u>Increase (Decrease) in Liabilities</u>		
Accounts Payable	51,887	(171,793)
Accrued Expenses	7,168	3,155
Deferred Life Member Dues	(35,070)	1,713
Deferred Revenue	(240,642)	215,934
Due to State Councils and Chapters	(2,715)	(54,443)
Deferred Rent Payable	2,921	21,223
Net Cash Provided by Operating Activities	1,165,812	786,450
Cash Flows from Investing Activities		
Purchases of Investments	(5,636,315)	(3,266,427)
Sales of Investments	5,403,634	3,197,581
Purchases of Furniture and Equipment	(93,369)	-
Net Cash Used in Investing Activities	(326,050)	(68,846)
Cash Flows from Financing Activities		
Curtailments of Capital Lease Obligations	(95,074)	(49,655)
Net Increase in Cash and Cash Equivalents	744,688	667,949
Cash and Cash Equivalents, Beginning of Year	5,403,276	4,735,327
Cash and Cash Equivalents, End of Year	\$ 6,147,964	\$ 5,403,276
Supplementary Disclosure of Cash Flow Information		
Cash Paid during the Year for Interest	\$ 1,412	\$ 1,476
Noncash Transaction from Investing and Financing Activities		
Equipment Acquired with a Capital Lease	\$ 214,821	\$ -

See accompanying Notes to Financial Statements.

Vietnam Veterans of America, Inc.

Notes to Financial Statements February 28, 2015 and 2014

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.

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

Vietnam Veterans of America, Inc.

Notes to Financial Statements February 28, 2015 and 2014

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Accounts Receivable (Continued)

considered past due and charged off based on management's determination that they are uncollectible. As of February 28, 2015 and 2014, 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 and changes in net assets.

Property and Equipment

Property 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. Land is recorded at cost and not depreciated. 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.

Membership Dues

Annual membership dues paid by VVA members include portions for both VVA 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 VVA is paid to the state councils and chapters as their respective shares. VVA recognizes one-year membership dues received as membership dues revenue in the current period. VVA recognizes three-year membership dues on a prorated basis. The unamortized portion is recorded as deferred revenue.

Recycling Program

VVA's Recycling Program involves the collection of discarded household items and automobiles from the community. The items collected are sold to contracted private companies. VVA deems the items collected to be simultaneously sold to the contracted private

Vietnam Veterans of America, Inc.

Notes to Financial Statements February 28, 2015 and 2014

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Recycling Program (Continued)

companies, without creating any inventory for VVA. Therefore, VVA does not present on its statements of activities and changes in net assets 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 and changes in net assets represents VVA'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

VVA 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. VVA held a leadership conference during the fiscal year ended February 28, 2015, and a convention during the fiscal year ended February 28, 2014.

Functional Expense Allocation

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

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.

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 ending in 2015 and 2014.

VVA's policy would be to recognize interest and penalties 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 ending in 2015 and 2014.

Vietnam Veterans of America, Inc.

Notes to Financial Statements February 28, 2015 and 2014

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Income Tax Status (Continued)

VVA's Forms 990, *Return of Organization Exempt from Income Tax*, that have been filed as of February 28, 2015, for the years ended February 28, 2014, February 28, 2013, and February 29, 2012, are subject to examination by the Internal Revenue Service, generally for three years after they were filed.

2. CONCENTRATION OF CREDIT RISK

VVA 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 \$1,890,565 as of February 28, 2015, and \$-0- as of February 28, 2014. Management does not feel this poses a risk to VVA. At February 28, 2015 and 2014, additional amounts were invested in repurchase agreements of approximately \$1,991,000 and \$2,188,000, respectively, that were not covered by insurance. VVA has a security interest in all securities purchased under the repurchase agreements.

3. LIFE MEMBERSHIPS

Life memberships are offered to VVA members at a fixed amount depending on the age of the member. In exchange for these dues, VVA is obligated to provide various services to these members for the duration of their lives. VVA has designated funds for providing future services, equivalent to the current and long-term liabilities of deferred revenue and liability due to the state councils and chapters. As of February 28, 2015 and 2014, VVA had \$3,181,903 and \$3,216,973, respectively, of designated investments.

4. INVESTMENTS

As of February 28, 2015 and 2014, VVA's investments and their fair values consisted of the following:

	Fair Value	Level 1 Inputs
<u>February 28, 2015</u>		
Money Market Funds	\$ 273,277	\$ 273,277
Mutual Fund Equities	601,015	601,015
Corporate Equities	1,579,993	1,579,993
Corporate Bonds	3,725,972	3,725,972
Mutual Funds - Fixed Income	1,759,101	1,759,101
Total	\$ 7,939,358	\$ 7,939,358
<u>February 28, 2014</u>		
Money Market Funds	\$ 479,716	\$ 479,716
Corporate Equities	4,263,028	4,263,028
Corporate Bonds	2,664,373	2,664,373
Total	\$ 7,407,117	\$ 7,407,117

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

Vietnam Veterans of America, Inc.

Notes to Financial Statements February 28, 2015 and 2014

4. INVESTMENTS (CONTINUED)

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 VVA'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 28, 2015 and 2014:

	<u>2015</u>	<u>2014</u>
Interest and Dividends	\$ 113,563	\$ 98,216
Realized Gains on Investments	210,080	531,031
Unrealized Gains on Investments	<u>89,480</u>	<u>311,414</u>
	<u>\$ 413,123</u>	<u>\$ 940,661</u>

5. 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. During the years ended February 28, 2015 and 2014, VVA matched up to 1% of an employee's contribution.

6. 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 November 2020.

Future minimum lease payments are as follows:

For the Years Ending February 28,

2016	\$ 46,027
2017	46,042
2018	42,635
2019	27,098
2020	<u>14,501</u>
Total Future Minimum Lease Payments	176,303
Interest Portion of Lease Payments	<u>(9,241)</u>
Net Present Value of Lease Payments	<u>\$ 167,062</u>

Vietnam Veterans of America, Inc.

**Notes to Financial Statements
February 28, 2015 and 2014**

6. LEASE OBLIGATIONS (CONTINUED)

Operating Lease Obligations (Continued)

As of February 28, 2015, equipment and accumulated amortization under capital leases were approximately \$230,000 and \$65,000, respectively. As of February 28, 2014, equipment and accumulated amortization under capital leases were approximately \$211,800 and \$170,000, respectively. Amortization expense for equipment under capital leases was approximately \$58,000 and \$40,000, respectively, for the years ended February 28, 2015 and 2014.

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 28, 2015 and 2014, amounted to approximately \$481,000 and \$481,000, respectively.

Future minimum rental commitments are as follows:

For the Years Ending February 28,

2016	\$ 494,852
2017	514,646
2018	535,232
2019	556,641
2020	578,907
Thereafter	<u>447,076</u>
Total	<u><u>\$ 3,127,354</u></u>

7. SUBSEQUENT EVENTS

VVA has evaluated subsequent events through June 24, 2015, 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 28, 2015**

	Program Services				Supporting Services					Total Expenses	
	National Veterans' Programs	Communications and Public Affairs	Government Relations	Veterans' Benefits Program	Total Program Services	Support of Affiliates	General and Administrative	Membership Affairs	Fundraising		Total Supporting Services
Compensation											
Salaries	\$ 234,870	\$ 288,804	\$ 271,313	\$ 463,246	\$ 1,258,233	\$ 95,383	\$ 451,806	\$ 168,374	\$ 14,205	\$ 729,768	\$ 1,988,001
Salaries - Benefits	38,066	110,616	121,418	151,170	421,270	11,646	181,191	57,003	5,208	255,048	676,318
Total Compensation	272,936	399,420	392,731	614,416	1,679,503	107,029	632,997	225,377	19,413	984,816	2,664,319
Other Expenses											
Awards	2,982	314	30	25	3,351	119	41	1,428	10	1,598	4,949
Consultants	97	160,286	111,960	5,250	277,593	-	97	-	-	97	277,690
Contributions	1,124,472	-	350	243,028	1,367,850	-	-	-	-	-	1,367,850
Depreciation and Amortization	25,845	12,798	19,135	15,905	73,683	4,846	26,591	12,798	6,337	50,572	124,255
Dues, Subscriptions, and Publications	1,246	2,053	27,322	18,517	49,138	142	751	67	33	993	50,131
Fixed Assets	1,305	1,896	-	-	3,201	-	2,484	-	-	2,484	5,685
Furniture and Equipment	16,874	102	785	1,277	19,038	283	2,997	3,530	51	6,861	25,899
Insurance	23,166	11,472	17,152	59,940	111,730	4,344	23,834	11,472	5,680	45,330	157,060
Interest	294	145	217	181	837	55	302	145	72	574	1,411
Meeting Facilities	35,412	-	-	-	35,412	291	-	-	-	291	35,703
Messenger Service	-	602	-	-	602	-	152	-	146	298	900
Miscellaneous	12,541	5,002	1,254	871	19,668	77	722	-	1,780	2,579	22,247
Office Supplies	10,831	9,729	2,548	3,514	26,622	1,337	6,050	2,501	836	10,724	37,346
Photocopying	13,256	9,532	-	-	22,788	-	-	-	-	-	22,788
Photography	-	8,949	-	-	8,949	-	-	-	-	-	8,949
Postage	3,913	165,343	2,597	1,532	173,385	665	4,777	29,872	240,765	276,079	449,464
Printing	37,612	169,526	7,059	710	214,907	194	879	49,078	431,581	481,732	696,639
Professional Fees	103,219	55,139	10,865	59,419	228,642	3,175	132,691	16,009	114,593	266,468	495,110
Public Relations	6,494	7,197	3,046	423	17,160	302	707	340	168	1,517	18,677
Rent	99,578	49,310	73,726	61,279	283,893	18,671	99,473	51,182	24,416	193,742	477,635
Repairs and Maintenance	33,260	461	690	573	34,984	244	32,764	461	533	34,002	68,986
Shipping	23,505	17,593	699	597	42,394	632	1,151	3,616	88	5,487	47,881
Taxes, Licenses, Etc.	16,318	165	5	4	16,492	1	16,318	3	1,347	17,669	34,161
Telephone	15,125	6,167	7,578	4,693	33,563	3,919	8,737	3,775	1,843	18,274	51,837
Temporary Help	25,236	24,091	19,589	745	69,661	95	38,434	14,220	13,372	66,121	135,782
Training and Development	2,647	2,349	260	17,228	22,484	85	3,709	632	86	4,512	26,996
Travel - Board of Directors	161,450	991	147	128	162,716	13,611	2,513	138	10	16,272	178,988
Travel - Conferences/Conventions	32,507	7,888	2,503	1,340	44,238	6,803	5,275	736	-	12,814	57,052
Travel and Related Expenses	166,070	3,716	7,743	18,627	196,156	31,898	7,424	10,237	32	49,591	245,747
Utilities	10,188	5,045	7,543	6,270	29,046	1,910	10,482	5,045	2,498	19,935	48,981
Total Other Expenses	2,005,443	737,861	324,803	522,076	3,590,183	93,699	429,355	217,285	846,277	1,586,616	5,176,799
Total Functional Expenses	\$ 2,278,379	\$ 1,137,281	\$ 717,534	\$ 1,136,492	\$ 5,269,686	\$ 200,728	\$ 1,062,352	\$ 442,662	\$ 865,690	\$ 2,571,432	\$ 7,841,118

Vietnam Veterans of America, Inc.

**Schedule of Functional Expenses
For the Year Ended February 28, 2014**

	Program Services				Supporting Services						Total Expenses
	National Veterans' Programs	Communications and Public Affairs	Government Relations	Veterans' Benefits Program	Total Program Services	Support of Affiliates	General and Administrative	Membership Affairs	Fundraising	Total Supporting Services	
Compensation											
Salaries	\$ 198,163	\$ 288,841	\$ 258,589	\$ 449,206	\$ 1,194,799	\$ 79,736	\$ 449,623	\$ 156,742	\$ 8,577	\$ 694,678	\$ 1,889,477
Salaries - Benefits	117,945	118,730	114,573	186,801	538,049	18,144	207,315	49,760	3,884	279,103	817,152
Total Compensation	316,108	407,571	373,162	636,007	1,732,848	97,880	656,938	206,502	12,461	973,781	2,706,629
Other Expenses											
Awards	3,173	-	248	62	3,483	55	-	-	-	55	3,538
Consultants	41,659	112,791	112,439	-	266,889	13,375	1,235	-	-	14,610	281,499
Contributions	1,482,219	-	475	253,305	1,735,999	-	-	-	-	-	1,735,999
Depreciation and Amortization	21,341	10,568	15,800	13,133	60,842	4,001	21,956	10,568	5,233	41,758	102,600
Dues, Subscriptions, and Publications	872	2,223	36,136	15,196	54,427	122	231	68	33	454	54,881
Fixed Assets	9,681	-	-	-	9,681	-	9,681	550	-	10,231	19,912
Furniture and Equipment	29,698	370	4,102	1,230	35,400	173	2,425	186	92	2,876	38,276
Insurance	23,990	11,880	17,762	45,486	99,118	4,498	24,682	11,880	5,882	46,942	146,060
Interest	307	152	227	189	875	58	316	152	75	601	1,476
Meeting Facilities	108,641	-	-	-	108,641	427	30	-	-	457	109,098
Messenger Service	-	201	-	-	201	-	120	398	59	577	778
Miscellaneous	19,924	6,091	6,015	5,046	37,076	2,184	8,255	3,905	1,934	16,278	53,354
Office Supplies	11,184	9,563	2,629	5,522	28,898	1,145	7,659	4,629	1,083	14,516	43,414
Photocopying	18,607	11,439	2,949	130	33,125	(160)	954	1,629	(205)	2,218	35,343
Photography	-	7,841	-	-	7,841	-	-	-	-	-	7,841
Postage	4,531	157,969	574	1,609	164,683	443	3,451	33,959	195,575	233,428	398,111
Printing	21,995	180,142	395	1,230	203,762	624	728	63,638	316,522	381,512	585,274
Professional Fees	111,053	52,376	8,912	66,161	238,502	9,721	127,772	16,361	120,732	274,586	513,088
Public Relations	5,250	5,211	3,816	170	14,447	304	285	137	68	794	15,241
Rent	99,578	49,310	73,726	61,279	283,893	18,671	102,450	51,616	24,416	197,153	481,046
Repairs and Maintenance	34,225	700	1,046	869	36,840	265	34,266	900	1,646	37,077	73,917
Shipping	7,546	26,804	1,059	1,447	36,856	201	1,177	4,429	109	5,916	42,772
Taxes, Licenses, Etc.	443	219	328	313	1,303	83	456	219	1,144	1,902	3,205
Telephone	15,305	4,484	5,935	3,366	29,090	3,349	5,923	2,816	1,341	13,429	42,519
Temporary Help	31,139	26,431	-	9,001	66,571	1,551	53,275	19,304	21,101	95,231	161,802
Training and Development	739	341	459	9,656	11,195	18	1,912	16	8	1,954	13,149
Travel - Board of Directors	175,526	1,585	2,053	-	179,164	13,456	1,526	1,755	-	16,737	195,901
Travel - Conferences/Conventions	48,790	6,213	5,348	901	61,252	6,805	5,645	3,182	-	15,632	76,884
Travel and Related Expenses	101,377	1,598	12,229	13,768	128,972	24,289	5,515	2,218	24	32,046	161,018
Utilities	9,355	4,633	6,927	5,757	26,672	1,754	9,625	4,633	2,582	18,594	45,266
Total Other Expenses	2,438,148	691,135	321,589	514,826	3,965,698	107,412	431,550	239,148	699,454	1,477,564	5,443,262
Total Functional Expenses	\$ 2,754,256	\$ 1,098,706	\$ 694,751	\$ 1,150,833	\$ 5,698,546	\$ 205,292	\$ 1,088,488	\$ 445,650	\$ 711,915	\$ 2,451,345	\$ 8,149,891