WE ARE
LEADING
THE CHALLENGE TO DO
what is right for America and its VETERANS.
Vision:
We are leading the challenge to do what is right for America and its veterans.

Mission:
Using the shared vision of our membership, we aggressively advocate on issues important to veterans; provide programs and services that improve the well-being of all veterans and their families; and serve our communities.
It has been forty years since the last U.S. combat troops pulled out of South Vietnam, ending what was then America’s longest war. For the 9 million of our fellow citizens who wore the uniform, and for the 2.8 million of us who served in the Southeast Asian theater, the war was over, or so we thought. We learned quickly that though the shooting had stopped, the war had not ended for us.

Unlike our fathers and uncles, who came home to a grateful nation, our return was greeted with indifference or contempt. For far too long, citizens of all political persuasions blamed those of us who served for the failures of those who led. This adversity we faced upon our return home gave us our strength. We recognized that we could only make it better for the generations of veterans to come.

As you will see in the pages that follow, we remain at the front in the battle for justice, ensuring that our nation keeps its promise to all who served, no matter their war. We will always live up to our founding principle: Never again will one generation of veterans abandon another.

And we know we have much work yet to do to assist our younger brother and sister veterans, who look to us for mentorship and leadership—the list is long, from toxic battlefield exposures, Post-traumatic Stress Disorder, Homelessness, military sexual trauma, joblessness, employment, education, adjustment, suicide prevention, and more.

We embrace these newly minted veterans as our own; some of them even served with us in Vietnam; many of them are, in fact, our sons and daughters. While attention has appropriately been accorded them, we must never forget that every veteran, regardless of when or where they served, deserves the respect of a grateful nation. Vietnam Veterans of America will be here as long as it takes to get the job done.

Sincerely,

John Rowan
President, Vietnam Veterans of America
VIETNAM VETERANS OF AMERICA, THE ONLY CONGRESSIONALLY CHARTERED NATIONAL VETERANS’ SERVICE ORGANIZATION DEDICATED TO WORKING ON BEHALF OF THE NATION’S VIETNAM-ERA VETERANS AND THEIR FAMILIES, BEGAN ITS 34TH YEAR “IN SERVICE TO AMERICA.” IN KEEPING WITH OUR FOUNDING PRINCIPLE, “NEVER AGAIN WILL ONE GENERATION OF VETERANS ABANDON ANOTHER,” VVA’S THEME OF “VETS CONNECT” ENABLES US TO REACH OUT TO OUR NEWER VETERANS IN MANY WAYS.
VVA has grown from humble beginnings in 1978 into one of our nation’s most respected and successful veterans’ service organizations on the national, state, and local levels. The organization’s many successes are a direct result of the hard work of thousands of dedicated men and women: our members; our national committee and task force chairs; our national officers; and the staff at our national headquarters in Silver Spring, Maryland.

Our national membership continues to grow. We now have over 70 thousand members, with 651 chapters in all 50 states, Guam, Puerto Rico, the Philippines, and the Virgin Islands. Our 48 State Councils coordinate the activities of the local chapters. VVA’s national activities are closely coordinated with the work of the chapters and state councils; victories gained at the national level are implemented locally. Our affiliated, supporting organization, the Associates of Vietnam Veterans of America, has over 7,800 members with 13 state-level organizations.

As you can see in the pages that follow, the members of VVA, a 501©(19) tax-exempt organization, are hard at work in their communities. Our chapters and state councils sponsored a wide variety of volunteer programs, including support for homeless shelters; outreach and education on the health issues facing veterans and their families; working with veterans at the VA Medical Centers and at the VA Regional offices; alcohol- and drug-abuse education projects; crime-prevention campaigns; sponsorship of youth sports, Boy Scouts/Girl Scouts, and Big Brother/Big Sister programs; educational scholarships to veterans and their children; relief to fellow citizens affected by natural disasters and chronic poverty; and many kinds of support for our servicemen and women serving around the globe.

Watch “Who We Are” to learn more about how VVA began and what we’ve accomplished for Vietnam veterans as well as for veterans of later conflicts.
Because there is very little outreach to the men and women who served in the military, and because too many veterans succumb to diseases that can be traced back to their time in service, VVA launched the Veterans Health Council (VHC) in partnership with other health-care professional advocacy organizations, unions, pharmaceutical companies, and health-care providers. The mission of the VHC is to improve the health of America’s veterans through education and information about the health risks associated with military service. The Veterans Health Council website—www.veteranshealth.org—provides veterans, their families, and their health-care providers with crucial information pertaining to the health of our veterans.

Nationally, our Government Affairs Department worked with key officials in the Administration, with leaders in Congress, and with senior staff in the Department of Veterans Affairs to move VVA’s legislative agenda and policy priorities. With fighting raging in Afghanistan and Iraq, VVA is determined that adequate healthcare services are available for our returning troops as well as for Vietnam veterans. Among this year’s victories was securing unprecedented funding increases for the VA’s healthcare budget.

VVA was victorious in its efforts to have the Department of Veterans Affairs conduct a follow-up study to the National Vietnam Veterans Longitudinal Study of 20 years ago. This epidemiological study of Vietnam-era military service members study is underway, and when completed, will provide valuable insight into the long-term effects of combat-related PTSD and other mental disorders.

VVA continues to push for the improvement of the Veterans Benefits Administration’s claims processing and delivery of service to veterans. Through legislative action, administrative advocacy, and meetings with Department of Veterans Affairs executive staff, VVA is working to insure that the claims backlog is reduced, and veterans are provided timely and quality services at all VA facilities.

VVA maintains a strong and aggressive Veterans Benefits Program. Unlike other areas of the law, there are stringent regulations regarding attorney representation of disabled veterans before the U.S. Department of Veterans Affairs. As a result, veterans frequently find themselves facing the VA without adequate representation during their initial application for
VA benefits. In an effort to level the playing field, veterans must seek legal assistance outside of traditional legal channels.

One of the more successful strategies employed by veterans is utilizing a veterans’ service organization such as VVA. Today, we have approximately 700 accredited service officers nationwide, who represent more than 30,000 veterans for claims before the Department of Veterans Affairs.

VVA offers disabled veterans and claimants a full-service Benefits Program. VVA assists all veterans, no matter when or where they served. This holds true whether the claimant is a VVA member or not. This is our way of ensuring that we live up to our founding principle, “Never again will one generation of veterans abandon another.” VVA representation is also provided free of charge to any individual seeking any VA benefits.

VVA’s Veterans Benefits Program has consistently maintained one of the highest favorable decision rates at the Board of Veterans Appeals. Due to our winning success rate, an ever-increasing number of claimants are requesting VVA representation and assistance. Through the Veterans Benefits Program, VVA provides the professional representation necessary for the successful disposition of BVA appeals.

Our Communications Department in 2013 provided greater public awareness about issues dealing with Vietnam-era veterans as well as challenges facing veterans of the Global War on Terror, working with national news media and by distributing information on an ongoing basis.

VVA continues to expand its reach through the use of electronic media. On the web, VVA can be found at www.vva.org. Our e-newsletter, The Web Weekly, provides our subscribers with the latest developments in veterans’ health and legislation. Our YouTube channels and Facebook pages are further expanding our reach, and our number of followers continues to grow. The VVA Veteran, VVA’s bimonthly news magazine, received the 2013 Apex Award in the category of “writing series.”
HIGHLIGHTS
2012–2013

“THE WILLINGNESS WITH WHICH OUR YOUNG PEOPLE ARE LIKELY TO SERVE IN ANY WAR, NO MATTER HOW JUSTIFIED, SHALL BE DIRECTLY PROPORTIONAL AS TO HOW THEY PERCEIVE THE VETERANS OF EARLIER WARS WERE TREATED AND APPRECIATED BY THEIR NATION.”

—GEORGE WASHINGTON, 1789

VVA WILL BE HERE AS LONG AS IT TAKES TO MAKE SURE THAT THOSE WHO SERVE OUR COUNTRY RECEIVE THE CARE AND RESPECT THEY HAVE EARNED.
WOMEN VETERANS

VVA has been a leading and persistent voice about Military Sexual Trauma, pushing for recognition of the seriousness and extent of this institutional disorder and its effects on the morale, esprit de corps, and combat readiness of today’s service members. At long last this issue is subject of countless hearing on Capitol Hill, and finally there is hope that MST victims will be afforded some level of protection for speaking out and we will no longer hear of incidents where they have been labeled with “personality disorders” and booted out of the military.

As a result of VVA’s advocacy, the “Long-term Health Outcomes of Women Veterans Service During the Vietnam Era” is underway, with the first wave of the study begun in May—it is the most comprehensive examination of Vietnam-era women veterans to date and is designed to evaluate the long-term mental and physical health effects of military service in women during the Vietnam era.
HOMELESS VETERANS

VVA continues at the forefront of the fight to end homelessness. In this third year of VA Secretary Shinseki’s five-year plan to end homelessness among our nation’s veterans, homelessness has fallen since 2009 by 17.2 percent. Still, on a single night in January 2012, more than 62,500 veterans were identified as being homeless.

VVA continues to advocate and educate on innovative approaches to addressing the Homeless challenge, including presenting training on topics such as working with women veterans—the fastest growing population among homeless veterans. In expert testimony delivered before the Senate Veterans Affairs Committee, VVA was unrelenting in its push for the further expansion of the Special Needs Grants under the Homeless Grant and Per Diem programs.

VVA is a champion of the Missing in America project, which provides for the reclamation and dignified burial of veterans’ remains abandoned at local coroner’s offices and funeral homes. Currently the project operates in 14 states, and VVA is working toward ensuring that it is operated in all 50 states and the territories. This year, VVA was triumphant in achieving the passage of legislation which directs the VA to ensure that deceased veterans with no known next of kin can receive a dignified burial.

Yet another victory for VVA was the successful passage of the “Clothe a Homeless Hero Act,” which directs the Transportation Security Administration to transfer unclaimed clothing recovered at airport security checkpoints to local veterans’ organizations and other local charitable organizations for distribution to homeless veterans.

EMPLOYMENT AND ECONOMIC OPPORTUNITY

With nearly a million unemployed veterans in America, VVA continues to work with top VA leadership to ensure resources are in place to foster independence among veterans, particularly recently separated and disabled veterans, with a focus on the real unemployment problems facing the National Guard and Reserves, as well as transitioning military/veterans.

VVA succeeded in its fight to secure legislation to stop predatory schools that receive veterans’ GI Bill funds without providing adequate training for securing jobs or granting valid degrees. Now student veterans are able to get the very best out of the GI Bill.
VVA has long been active in the realm of preserving Veterans Preference and ensuring that the federal government has real programs to hire and train veterans. In July, VVA saw the implementation of one of its legislative priorities, the VOW to Hire Heroes Act of 2011. This bill provides unemployed veterans of past eras with up to one year of additional GI bill benefits; it offers tax incentives for hiring unemployed veterans; and it provides for expanded education and training benefits and programs to enhance the seamless transition from the military to the civilian sector.

PRISONERS OF WAR/MISSING IN ACTION

The fullest possible accounting of POW/MIA is VVA’s top priority, with its highest priority, the accounting for those last-known alive—those known to be in captivity in Vietnam, Laos, and Cambodia who were not returned at the end of the war. VVA continues to work toward the fullest possible accounting on multiple fronts—with government agencies charged with the mission of personnel recovery; with the National League of Families; with our chapters and state councils; and with former adversaries in Vietnam and elsewhere. Committee members continue to reach out to fellow veterans and review archival records in their search of fate-clarifying information that will assist in the search for the missing.

Since 1994, VVA’s Veterans Initiative Program has supported the efforts of the joint POW/MIA Accounting Command in its mission to account for Americans listed as POW or MIA. By returning artifacts taken during the war and by helping locate gravesites of Vietnamese soldiers, VVA encourages Vietnamese witnesses to assist in the location and recovery of Americans still listed as missing. VVA’s outreach to Vietnam veterans of the former Soviet Union yielded the turnover of the shoot down coordinates of U.S. pilots, information that proved invaluable in the accounting effort. This year, VVA stood firm in its support for the US-Russia Joint Commission on POW/MIA, knowing only too well how the value of sharing recollections with former foes can shed light on the fates of those lost so long ago.

AGENT ORANGE/DIOXIN AND TOXIC EXPOSURES

VVA is committed to ensuring that all veterans exposed during their service receive the care and compensation they have earned by their service to our nation. This includes those who served in Vietnam, Thailand, Cambodia, Korea, and Laos, as well as the Blue Water Navy veterans, who have been denied coverage for health issues related to their exposures to herbicides while in the seas adjacent to Vietnam; those who flew on C-123s; and those who
served on certain military installations and other facilities on and outside the continental U.S., including Guam, Puerto Rico, Hawaii, Johnson Island, Ft. Detrick, and elsewhere.

VVA provided expert testimony before the Institute of Medicine, providing the latest science on the toxicity of dioxin for the committee's review, in its continuing push for research on the health effects of all toxic chemicals used in Vietnam. At long last, the Honoring America's Veterans and Caring for Camp Lejeune Families Act of 2012 was signed into law, enabling the VA to provide health benefits to the Navy and Marine veterans and their families diagnosed with diseases related to water contamination at Camp Lejeune, North Carolina, between 1957 and 1987.

VVA was rewarded for its advocacy of behalf of the newer veterans with the passage of legislation requiring the VA to establish a registry for troops and veterans who lived and worked near open-air burn pits used to dispose waste in Iraq, Afghanistan, and elsewhere overseas.

Our fight doesn’t end with the veteran. We are now engaged in a fierce battle for the innocent victims of our long-ago war—our children, and their children’s children, whose health has been compromised by our exposure during service. The generational legacy of toxic exposures is now a top legislative priority for Vietnam Veterans of America.

PTSD AND SUBSTANCE ABUSE

The link between PTSD and Suicide is Strong. With the high rate of suicide amongst recently returned troops, as well as those who returned from our war more than forty years ago, VVA continues to advocate and educate, encouraging all veterans to see that no veteran is left alone in a moment of need.

VVA’s Post-traumatic Stress Disorder/Substance Abuse Committee worked closely with the National Suicide Prevention Resource Center, the Substance Abuse and Mental Health Services, and the National Center for PTSD to identify barriers and explore new avenues for care and treatment for those veterans with PTSD. In Washington, VVA pushed for the Department of Defense and the Department of Veterans Affairs to implement systems that have been researched and shown to more accurately assess PTSD.

Prior to PTSD being recognized as an invisible wound of war, a number of Vietnam veterans suffering from post-traumatic stress were discharged under other-than-honorable conditions, thus making them ineligible for
disability compensation and other benefits. In December 2012, VVA joined a class-action lawsuit against the four branches of service, contending that the military has refused to review or upgrade the discharge statuses of thousands of Vietnam War-era veterans with service-related PTSD. The lawsuit is ongoing.

MINORITY VETERANS

VVA’s strength lies in the diversity of its membership. Our mission is to help veterans who served during the Vietnam era, without regard to race, creed, color, religion, sex, sexual preference, or national origin.

This year, VVA joined with the United South and Eastern Tribes in support of the Seminole Tribe of Florida’s proposal for a monument to be built in our nation’s capital that will honor the contributions and sacrifices of the American Indian/Alaskan Native soldier.

The VVA Minority Affairs Committee continues to spread the word among the ethnic minority veterans regarding the services provided by the VA, all the while ensuring that the VA is adequately serving minority veterans. This year’s outreach included the Chicano Hispanic Congressional Caucus; the Congressional Black Caucus Foundation; the NAACP; and the Asian Pacific American Institute for Congressional Studies.

VETERANS HEALTH COUNCIL

The Veterans Health Council (VHC) continues in its efforts to both educate and inform America’s veterans, their families, and fellow partners in the health-care community about the health risks associated with military service. The Veterans Health Council website, veteranshealth.org, has proved to be a go-to source for our health care affiliates; the VHC brochure have been distributed nationwide through such public events as the NASCAR races; the NAACP annual meeting; the VVA’s Leadership Conference was held in Irving, Texas. It was a great time of learning, training, and camaraderie. Steve Kroft of 60 Minutes was the keynote speaker.
United Auto Workers Veterans Conference; and the American Osteopathic Association.

The VHC continues to expand its reach by developing educational outreach initiatives, providing expert testimony on Capitol Hill, and conducting briefings and presentations at professional meetings, trainings and academic conferences.

EDUCATION

Scores of students and researchers contact VVA every year. These requests are distributed to our members who have volunteered to serve as primary sources regarding the Vietnam War and its aftermath. In addition to conducting individual interviews, our members also visit their local elementary and high schools to educate students about the history of the Vietnam War and their homecoming. VVA’s recently updated Education Guide is available on [www.vva.org](http://www.vva.org).

VETERANS AGAINST DRUGS AND VIOLENCE

VVA’s Veterans Against Drugs and Violence Program—now being implemented in 39 states—is hard at work getting the anti-drug and -violence message out to children and parents across our nation. With a focus on patriotism, the curricula revolve around a core set of values: respect and camaraderie, loyalty and compassion; honesty and integrity; meaningful achievement; and advocacy.

Each VAD project is tailored to the local community; **On Valentine’s Day 2013, Veterans Against Drugs hosted the 2nd Annual All Skate Free Event** near VVA’s National Office in Silver Spring, Maryland. It was a fun event for the entire community, as well as a great opportunity for everyone to learn more about Vets Against Drugs and their mission to help keep America free from drug and alcohol addiction.

In February, the committee participated in the National Community Anti-Drug Coalitions of America Conference, where it hosted a booth and shared information about the VAD program. They distributed the powerful video produced with the incarcerated veterans of VVA Chapter 689, Angola, Louisiana, who shared their experiences with drugs and alcohol, revealing how their uses led to their downfall and incarceration, in anticipation that the youth of today will heed their message to not follow in their footsteps.
VETERANS INCARCERATED

VVA continues to support legislation to facilitate the establishment of Veterans Treatment Courts, which provide for compassionate responses by the criminal justice system to many veterans who have served honorably in the armed forces.

Vietnam veterans serve as volunteer mentors, dedicated to helping those who have been less fortunate in the transition from the military to civilian life. The mentor’s presence and dedication are critical to the success of the courts.

As a result of VVA’s advocacy, these Veterans Courts have been established in dozens of jurisdictions across the nation, and the courts are succeeding in getting the mental-health and substance-abuse help needed by veterans who have been arrested for non-violent offenses.

THE FIFTIETH ANNIVERSARY
COMMEMORATION OF VIETNAM WAR

Veterans Day saw the launch of the 50th Anniversary of the Commemoration of the Vietnam War. The new VVA outreach tent on the Mall at the Vietnam Veterans Memorial was a draw. Complete with logos and a wartime map of Vietnam, it drew potential members from across the nation, who were given business cards with state council contact information.
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Veterans Incarcerated
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THE ORGANIZATION AT A GLANCE

VVA’s State Council Presidents and Directors en route to Capitol Hill. Vietnam Veterans of America will be here as long as it takes to make sure that those who serve our nation receive the care and respect they have earned.
REPORT ON THE FINANCIAL STATEMENTS

We have audited the accompanying financial statements of Vietnam Veterans of America, Inc., which comprise the statements of financial position as of February 28, 2013, and February 29, 2012, 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.

Auditors’ 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 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 auditors’ 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 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.

The Board of Directors, Vietnam Veterans of America, Inc.

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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, 2013, and February 29, 2012, 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.

COUNCILOR BUCHANAN MITCHELL, CPA, AND BUSINESS ADVISORS  
7910 WOODMONT AVENUE SUITE 500 BETHESDA, MARYLAND 20814 301.986.0600 WWW.CBMCPA.COM
# Financial Statements

**VIETNAM VETERANS OF AMERICA, INC.**

For the Years Ended February 28, 2013, and February 29, 2012

<table>
<thead>
<tr>
<th>Assets</th>
<th>2013</th>
<th>2012</th>
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</thead>
<tbody>
<tr>
<td><strong>Current Assets</strong></td>
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<tr>
<td>Undesignated Cash and Cash Equivalents</td>
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<td>Accounts Receivable</td>
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<td>Prepaid Expenses and Other Assets</td>
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<td>Total Current Assets</td>
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<td><strong>Investments - at Market Value</strong></td>
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<td>Undesignated</td>
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<td>Designated for Life Memberships</td>
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<td>Total Investments</td>
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<td><strong>Property and Equipment</strong></td>
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<tr>
<td>Furniture and Equipment</td>
<td>293,961</td>
<td>346,220</td>
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<td>Software</td>
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<td>233,295</td>
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<td>Total Property and Equipment</td>
<td>536,683</td>
<td>579,515</td>
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<tr>
<td>Less Accumulated Depreciation</td>
<td>(345,804)</td>
<td>(225,348)</td>
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<td>Net Furniture and Equipment</td>
<td>190,879</td>
<td>354,167</td>
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<td><strong>Other Assets</strong></td>
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<td>Deposits</td>
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<td>41,819</td>
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<td><strong>Total Assets</strong></td>
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<td><strong>$12,203,689</strong></td>
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See accompanying Notes to Financial Statements.
## Statements of Financial Position

**VIETNAM VETERANS OF AMERICA, INC.** For the Years Ended February 28, 2013, and February 29, 2012

### Liabilities and Net Assets

#### Current Liabilities

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2012</th>
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<tbody>
<tr>
<td>Accounts Payable</td>
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<td>Accrued Expenses</td>
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<td>Current Portion of Deferred Life Member Dues</td>
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<td>Payable to State Councils and Chapters</td>
<td>115,199</td>
<td>112,045</td>
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<td>Deferred Revenue</td>
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<td>91,673</td>
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<td>Total Current Portion of</td>
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<tr>
<td>Deferred Life Member Dues</td>
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<td>203,718</td>
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<td>Current Portion of Deferred Revenue</td>
<td>93,510</td>
<td>80,649</td>
</tr>
<tr>
<td>Current Portion of Capital Lease Obligations</td>
<td>43,029</td>
<td>38,949</td>
</tr>
<tr>
<td>Due to State Councils and Chapters</td>
<td>264,302</td>
<td>283,780</td>
</tr>
<tr>
<td>Total Current Liabilities</td>
<td>1,721,831</td>
<td>2,301,387</td>
</tr>
</tbody>
</table>

#### Long-Term Liabilities

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Deferred Life Member Dues, Net of Current Portion</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Payable to State Councils and Chapters</td>
<td>1,575,237</td>
<td>1,620,542</td>
</tr>
<tr>
<td>Deferred Revenue</td>
<td>1,430,570</td>
<td>1,263,426</td>
</tr>
<tr>
<td>Total Deferred Life Member Dues, Net of Current Portion</td>
<td>3,005,807</td>
<td>2,903,968</td>
</tr>
<tr>
<td>Deferred Revenue, Net of Current Portion</td>
<td>62,400</td>
<td>80,019</td>
</tr>
<tr>
<td>Capital Lease Obligations, Net of Current Portion</td>
<td>53,941</td>
<td>82,946</td>
</tr>
<tr>
<td>Deferred Rent Payable</td>
<td>350,458</td>
<td>311,640</td>
</tr>
<tr>
<td>Total Long-Term Liabilities</td>
<td>3,472,606</td>
<td>3,378,573</td>
</tr>
<tr>
<td>Total Liabilities</td>
<td>5,194,437</td>
<td>5,679,960</td>
</tr>
</tbody>
</table>

#### Unrestricted Net Assets

<table>
<thead>
<tr>
<th>Total Liabilities and Net Assets</th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$12,359,090</td>
<td>$12,203,689</td>
</tr>
</tbody>
</table>

*See accompanying Notes to Financial Statements.*
Statements of Activities and Changes in Net Assets

VIETNAM VETERANS OF AMERICA, INC.  ★ For the Years Ended February 28, 2013, and February 29, 2012

<table>
<thead>
<tr>
<th>Revenues and Support</th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Recycling Program Revenue</td>
<td>$30,305,181</td>
<td>$29,052,066</td>
</tr>
<tr>
<td>Less Recycling Program Cost</td>
<td>(24,862,315)</td>
<td>(24,865,098)</td>
</tr>
<tr>
<td>Net Recycling Program Revenue</td>
<td>5,442,866</td>
<td>4,186,968</td>
</tr>
<tr>
<td>VVA Veteran Newspaper</td>
<td>154,124</td>
<td>116,904</td>
</tr>
<tr>
<td>Membership Dues</td>
<td>296,300</td>
<td>354,972</td>
</tr>
<tr>
<td>Veterans Support Foundation Grant</td>
<td>200,000</td>
<td>100,000</td>
</tr>
<tr>
<td>Contributions</td>
<td>1,351,911</td>
<td>1,717,734</td>
</tr>
<tr>
<td>Convention/Conference</td>
<td>106,965</td>
<td>145,489</td>
</tr>
<tr>
<td>Royalties</td>
<td>255,064</td>
<td>121,293</td>
</tr>
<tr>
<td>Other</td>
<td>58,113</td>
<td>67,538</td>
</tr>
<tr>
<td><strong>Total Revenues and Support</strong></td>
<td><strong>7,865,343</strong></td>
<td><strong>6,810,898</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Expenses</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Program Services</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>National Veterans' Programs</td>
<td>2,015,602</td>
<td>2,030,200</td>
</tr>
<tr>
<td>Communications and Public Affairs</td>
<td>1,078,257</td>
<td>1,040,468</td>
</tr>
<tr>
<td>Government Relations</td>
<td>729,591</td>
<td>737,249</td>
</tr>
<tr>
<td>Veterans' Benefits Program</td>
<td>1,275,415</td>
<td>1,165,217</td>
</tr>
<tr>
<td><strong>Total Program Services</strong></td>
<td><strong>5,098,865</strong></td>
<td><strong>4,973,134</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Supporting Services</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Support of Affiliates - State Councils and Chapters</td>
<td>214,380</td>
<td>209,663</td>
</tr>
<tr>
<td>General and Administrative</td>
<td>1,175,773</td>
<td>1,226,732</td>
</tr>
<tr>
<td>Membership Affairs</td>
<td>455,225</td>
<td>441,455</td>
</tr>
<tr>
<td>Fund-Raising</td>
<td>842,482</td>
<td>774,118</td>
</tr>
<tr>
<td><strong>Total Supporting Services</strong></td>
<td><strong>2,687,860</strong></td>
<td><strong>2,651,968</strong></td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>7,786,725</strong></td>
<td><strong>7,625,102</strong></td>
</tr>
</tbody>
</table>

| Change in Unrestricted Net Assets from Operations | 78,618 | (814,204) |
| Investment Income (Loss)                          | 562,306 | 172,243 |
| Change in Unrestricted Net Assets                 | 640,924 | (641,961) |
| Unrestricted Net Assets, Beginning of Year        | 6,523,729 | 7,165,690 |
| **Unrestricted Net Assets, End of Year**          | **$ 7,164,653** | **$ 6,523,729** |

See accompanying Notes to Financial Statements.
## Statements of Cash Flows

**VIETNAM VETERANS OF AMERICA, INC.**  
For the Years Ended February 28, 2013, and February 29, 2012

### Cash Flows from Operating Activities

<table>
<thead>
<tr>
<th>Description</th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Change in Unrestricted Net Assets</td>
<td>$ 640,924</td>
<td>$(641,961)</td>
</tr>
<tr>
<td>Adjustments to Reconcile Change in Unrestricted Net Assets to Net Cash Provided by (Used in) Operating Activities</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Depreciation and Amortization</td>
<td>191,589</td>
<td>130,043</td>
</tr>
<tr>
<td>Net Realized and Unrealized (Gains) Losses on Investments</td>
<td>(428,252)</td>
<td>(30,637)</td>
</tr>
<tr>
<td>(Increase) Decrease in Assets</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts Receivable</td>
<td>70,397</td>
<td>(95,275)</td>
</tr>
<tr>
<td>Prepaid Expenses and Other Assets</td>
<td>(62,951)</td>
<td>252,918</td>
</tr>
<tr>
<td>Increase (Decrease) in Liabilities</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts Payable</td>
<td>(599,792)</td>
<td>296,438</td>
</tr>
<tr>
<td>Accrued Expenses</td>
<td>17,038</td>
<td>25,186</td>
</tr>
<tr>
<td>Deferred Life Member Dues</td>
<td>107,574</td>
<td>122,576</td>
</tr>
<tr>
<td>Deferred Revenue</td>
<td>(4,758)</td>
<td>(25,535)</td>
</tr>
<tr>
<td>Due to State Councils and Chapters</td>
<td>(19,478)</td>
<td>(105,407)</td>
</tr>
<tr>
<td>Due to Associates of Vietnam Veterans of America, Inc.</td>
<td>—</td>
<td>(7,371)</td>
</tr>
<tr>
<td>Deferred Rent Payable</td>
<td>38,818</td>
<td>55,738</td>
</tr>
<tr>
<td>Net Cash Provided by (Used in) Operating Activities</td>
<td>(48,891)</td>
<td>(23,287)</td>
</tr>
</tbody>
</table>

### Cash Flows from Investing Activities

<table>
<thead>
<tr>
<th>Description</th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Purchases of Investments</td>
<td>(5,288,224)</td>
<td>(5,383,224)</td>
</tr>
<tr>
<td>Sales of Investments</td>
<td>5,200,852</td>
<td>4,968,154</td>
</tr>
<tr>
<td>Purchases of Furniture and Equipment</td>
<td>(11,456)</td>
<td>(12,476)</td>
</tr>
<tr>
<td>Net Cash Provided by (Used in) Investing Activities</td>
<td>(98,828)</td>
<td>(427,546)</td>
</tr>
</tbody>
</table>

### Cash Flows from Financing Activities

<table>
<thead>
<tr>
<th>Description</th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Curtailments of Capital Lease Obligations</td>
<td>(41,770)</td>
<td>(42,844)</td>
</tr>
<tr>
<td>Net Increase (Decrease) in Cash and Cash Equivalents</td>
<td>(189,489)</td>
<td>(493,677)</td>
</tr>
<tr>
<td>Cash and Cash Equivalents, Beginning of Year</td>
<td>4,924,816</td>
<td>5,418,493</td>
</tr>
<tr>
<td><strong>Cash and Cash Equivalents, End of Year</strong></td>
<td><strong>$ 4,735,327</strong></td>
<td><strong>$ 4,924,816</strong></td>
</tr>
</tbody>
</table>

### Supplementary Disclosure of Cash Flow Information

<table>
<thead>
<tr>
<th>Description</th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash Paid During the Year for Interest</td>
<td>$ 3,208</td>
<td>$ 4,176</td>
</tr>
</tbody>
</table>

*See accompanying Notes to Financial Statements:*
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 31st anniversary. Its primary purpose is 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 prepays 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 only money market funds and certificates of deposit to be cash equivalents. VVA’s money market funds held in 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 considered past due and charged off based on management’s determination that they are uncollectible. As of February 28, 2013, and February 29, 2012, 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
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 $5,000. 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 Recycling Program involves the collection of discarded household items and automobiles from the community. The items collected are sold to contracted private companies. VVA items the items collected to be simultaneously sold to the contracted private 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 equal amount to recycling program revenue, which represents the fair value of the items collected. Recycling program cost presented in the statement activities, and changes in net assets represents VVA 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.