



2019 ANNUAL REPORT

CARING

TOGETHER





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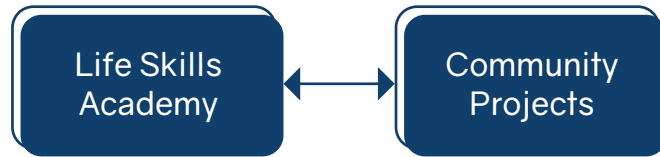
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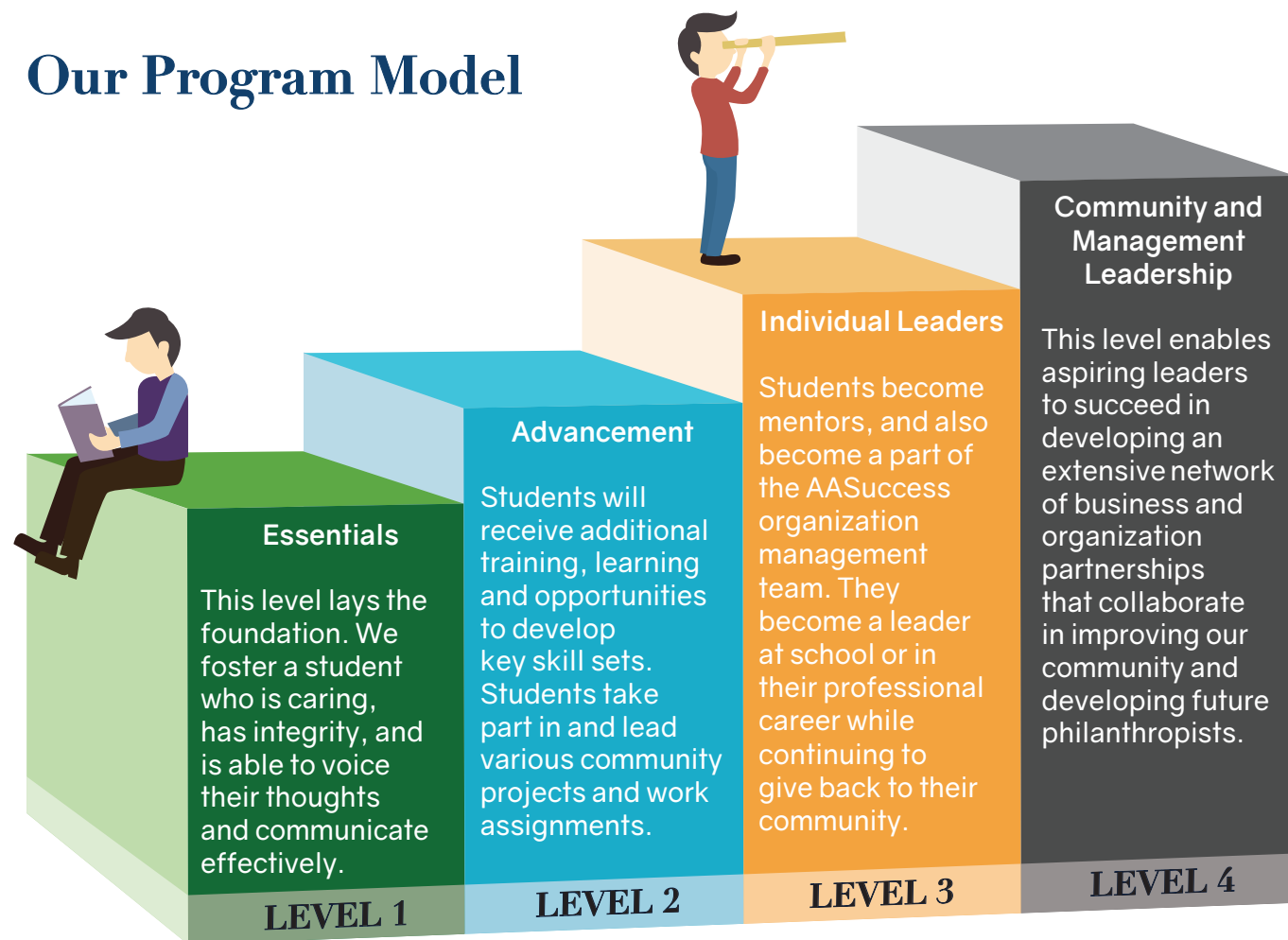
AASuccess's mission is to empower young people to achieve their true potential while cultivating future leaders to spread ethical and humanitarian values in our communities.



The development of empathy and the spirit of giving back is a life journey, and both are life skills that need to be cultivated at a young age. Life Skills Academy offers young students and professionals year-round mentorship with altruistic life skills to ensure they reach their

full potential academically, professionally and personally. We encourage our members to make positive changes for their communities. By providing our students and professionals a safe and trusted space to voice their ideas and a platform to execute their plans, we teach our members to be more giving, spread the humanitarian values and acts of kindness to their community. This goodness will optimize their growth and will flourish in them as they progress through their life journey.

Our Program Model



Our Values



Humility and Empathy



Collaboration



Honesty and Transparency



Quality over Quantity



Process over perfection



Value students' input and contribution



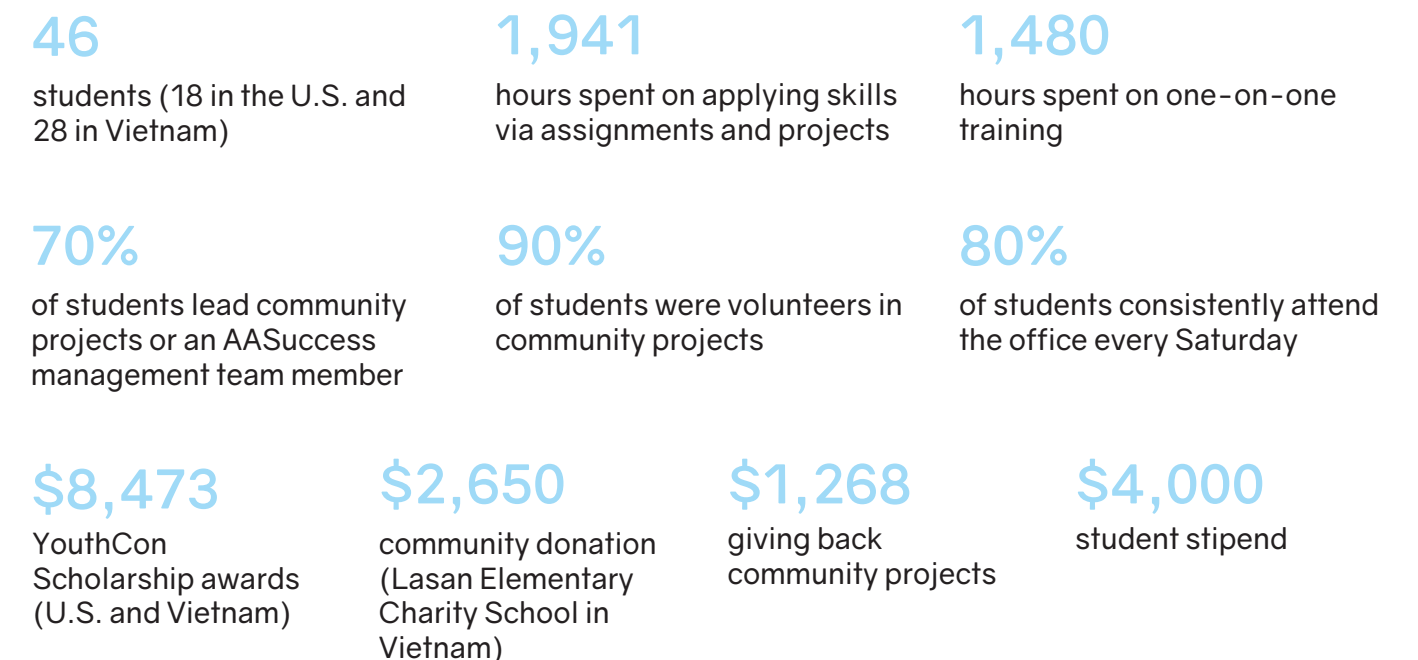
Inspire and allow students to innovate as we perfect the act of giving back



Create a safe environment where students can challenge themselves without fear of failure

2019: Another Year of Caring Together

We teach our students to help others and to give back at their own capacity. After 13 years, our work remains centralized around our members' ideas and passion. Our goal is for the outcome of our good work to be greater, with more lasting impacts, than the sum of its individual parts. We strive for synergy.





Dave sharing his career path and life lessons with 100 college students at District 1, Saigon, Vietnam.

THE FUTURE

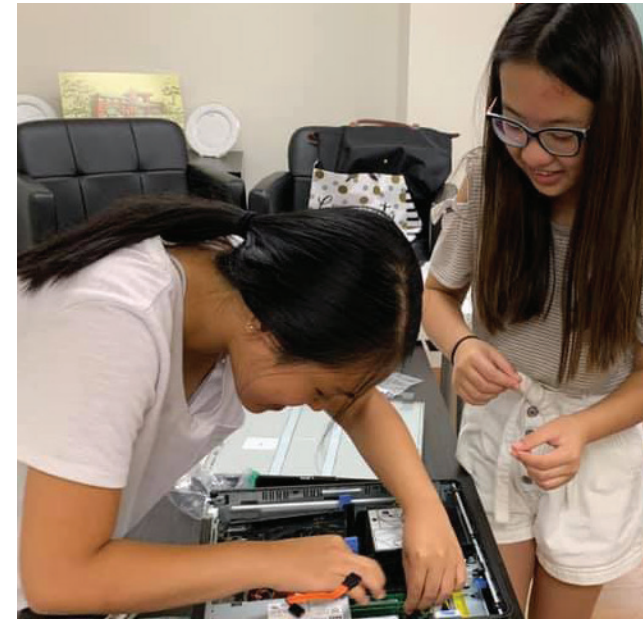
FOR OUR YOUTH

Beginning this annual letter has always filled me with a sense of pride. The last year of a decade has come to an end and once again, we are delighted to report the many impactful activities and great accomplishments of our organization in 2019.

AASuccess formally opened its office in November 2007 in Falls Church, Virginia. Although it has been 13 years, our mission remains the same: empowering children and

young adults to reach their full potential while being a contributing citizen in their community.

I am passionate about our mission because young people are our future. In this fast-paced and changing world, we teach our members to search and discover their life values, empower them to thrive, and most importantly, become people with character and integrity. We understand that each young individual is unique and has different needs, and we work hard to



Students trying to put together a computer after a seminar on how computers operate.

build a trusted environment that enables their success. Soon, they will be future leaders, responsible citizens, and agents for positive change in our community.

Thanks to our donors and supporters, we have achieved great results and gathered significant momentum. It has been a year of listening, making voices heard, and fostering the kind of grit and growth mindset needed to make real changes. In 2019, we made strides in building more partnerships and collaborations with other organizations that enabled us to reduce general expenses significantly while creating more opportunities for our students to develop and deliver their projects at a bigger scale. For example, our student-led annual scholarship program added a new feature of project implementation which allowed our winner to execute his idea and bring laptops to low-income families in D.C. We expanded our life skill programs to help underserved elementary students college students in Vietnam. Our students led many community projects that addressed various social issues including environment, health, and wellness; etc.



Mentors and mentees gather at least twice a month for special topic discussions, or group activities.

As any viable organization, AASuccess has continuously evolved and adapted to meet the needs of its students and community. At the dawn of the new decade, I have no doubt that our organization will continue to thrive and make impacts because we are committed to delivering on our mission and living our core values: Empathy, Integrity, and Discipline. The AASuccess I started long ago has been and will always deliver a culture of caring - caring for our current young students in both Vietnam and the U.S., caring of all involved towards one another, and caring from all of us as to the wellness of our community. This culture of caring will never be lost and will continue to improve the delivery of "teaching life skills and the art of giving back".

I would like to express my deep gratitude to our donors and supporters during 2019 as well as many past years. Thank you for being a part of doing this important work for our children and young adults.

Dave Nguyen, AASuccess Founder

LIFE SKILLS ACADEMY

**WE
BELIEVE
IN:**

- 1** Process over perfection
- 2** Quality over quantity
- 3** Empowering our members and cultivating giving-back spirits
- 4** Create a safe environment to challenge students without the fear of failure

Meet Nini Nguyen

Her experience in the Life Skills Academy program exemplifies a student's journey in the cycle of giving back.



2011

Nini at the Oral Presentation of YouthCon Scholarship

Our life skills program starts by making the student comfortable as a part of, and a participant in the AASuccess family.



2013

Nini applied her life skills in leading projects and was one of the YouthCon Scholarship award recipient.

The student takes on responsibilities and leadership opportunities through real giving back projects. Along with third and fourth level students, s/he co-leads various AASuccess projects.



2014

Nini directed and managed the 2014 YouthCon Scholarship Award program.

Next, the student takes on more leadership roles within the AASuccess program, and then begins to work with younger students to support and direct them through one-on-one peer mentorship.



2014

Nini delivered a motivational speech and presented an appreciation plaque to AAS lifetime donor Scott Plein.

Our goal is for the student to stay engaged in AAS during college. After becoming a working professional, the student comes back to focus more on giving back to AAS.



2019

As a professional working at EY, Nini continues to dedicate her available time to mentor younger students in the U.S. and Vietnam.

All AAS student members in the college and professional levels are expected to exhibit the core values instilled in them as students, mentors and young successful philanthropists.

Changing lives, one student at a time.

HEAR FROM OUR STUDENTS

Billy Nguyen

**Sophomore at William & Mary
AASuccess student since 2017**

I joined AASuccess when I was in high school. I had recently arrived in the U.S. from Vietnam. I felt insecure because I could not speak English that well. I wished to improve my English, and AASuccess helped give me the confidence to do that. My mentors encouraged me to embrace my accent and to speak more. Gradually, I felt more confident in speaking with people, and my accent became reduced. My fear of public speaking was overcome by having the opportunity and challenge to share my story at an AASuccess gala fundraiser.

Now that I am in college at William & Mary, my wish is to give back to local communities, with my fraternity brothers. I love to work with underserved local kids in middle school, to help them to develop the right mindset towards learning. I also find joy in helping to plan events in my residence hall to promote healthy living on campus.

I feel that my time in AASuccess helped me to become more confident in my life and to help others overcome their challenges.



Billy applied his life skills learning in public speaking as a senior at Falls Church High School.



Christina presented her summer community project in 2017.

Christina Le

Freshman at University of Virginia
AASuccess student since 2014

I joined AASuccess all the way back in 2014, when I was only in the 7th grade. At the time that I joined, I was still a kid, learning more about who I was and who I wanted to be. I didn't have a great awareness for things outside my realm of interests, staying in my blissful ignorant bubble of middle school.

I learned about AASuccess through my step-father, Jim Kelman, and at first, I only really joined because I thought it would help me with community service. However,

HEAR FROM OUR STUDENTS



I learned many valuable skills, and about myself through my time there. I learned to think outside of my own headspace and to expand my thought process. I developed better communication skills, both for school, and for my personal relationships. I also honed my collaboration skills, learning how to coordinate and work with others in the real world.

All of these life skills are the key foundation to what AASuccess is about, and it essentially shaped my high school career. I was able to challenge myself into newer and harder academic courses, while also involving myself in different communities and clubs around my school. All of this contributed to where I am today, a first year at the University of Virginia, and I continue to use these skill sets everyday.

Linh Le

Freshman at Poolesville high School
AASuccess student since 2019

My name is Linh Le, and I started my journey at AASuccess during the summer of 2019. Going to AASuccess was an obstacle at first, since I was very young and had a very shy personality. But everyone was so welcoming and kind, and with my friend Jenna by my side, we soon became used to waking up on Saturdays, looking forward to seeing everyone at the office.

I became less shy, and even had the chance to make new friends, some of whom are much older and much wiser than I am. It almost seems like a joke when I remember how much I feared even talking to anyone at all. With each new person I talked to, I learned so many new skills. When school started again and I no longer had my old friends by my side, I still had the courage to introduce myself and make new friends, many of whom I am very close to now.

I also got to work with Jenna on the Pen Pal Project which helped me connect with Vietnamese students overseas, an experience I will always appreciate. I will always look forward to seeing all the people I came to know well at AASuccess every Saturday morning, seeing the laughing faces and the hardworking people who make this great organization possible.



Linh presented to AASuccess students and mentors the new project she is co-leading: Pen Pal Project.



SNAPSHOT OF

2019 U.S. PARTICIPANTS

AASuccess participants come from diverse backgrounds, but they all possess the willingness and commitment to shape the future with passion and purpose.

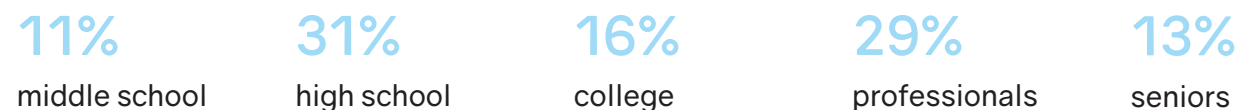
In 2019, through a combination of new and

continuing partnerships and initiatives on life skills program with all participants, we worked to ensure that our students and volunteer mentors have the life skills training, resources, support, and opportunities to transform the future of all the participants' envision into realities.

Age Ranges



Education Levels



Types of projects cultivated via LSA

- Mentoring
- Project Management
- Event Planning
- Business Communication
- Finance and Marketing
- Community Giving
- Career Exploration
- Work Internship



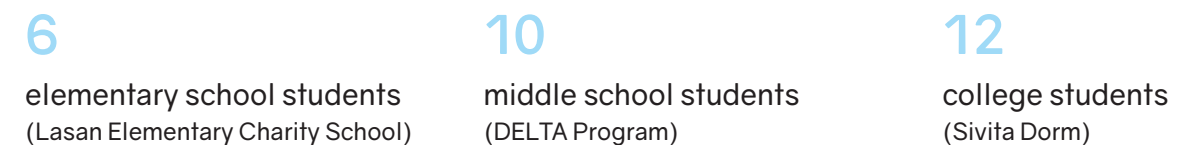
SNAPSHOT OF

2019 VIETNAM PARTICIPANTS

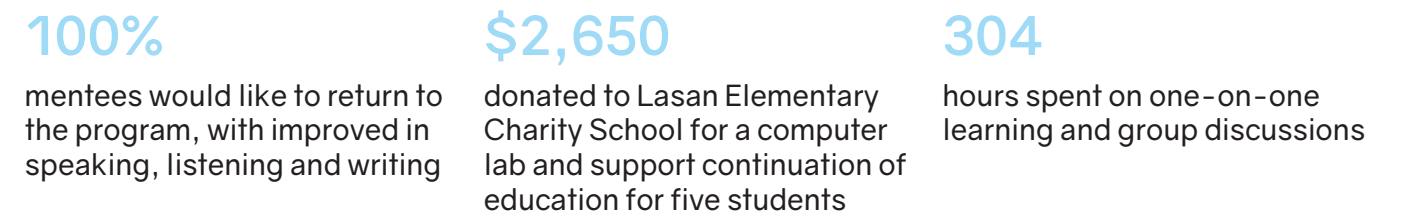
In 2019, we expanded our overseas program of working with middle school students through our DELTA virtual mentoring program. Through the support of local Vietnamese schools and volunteer mentors in the U.S., we were able to

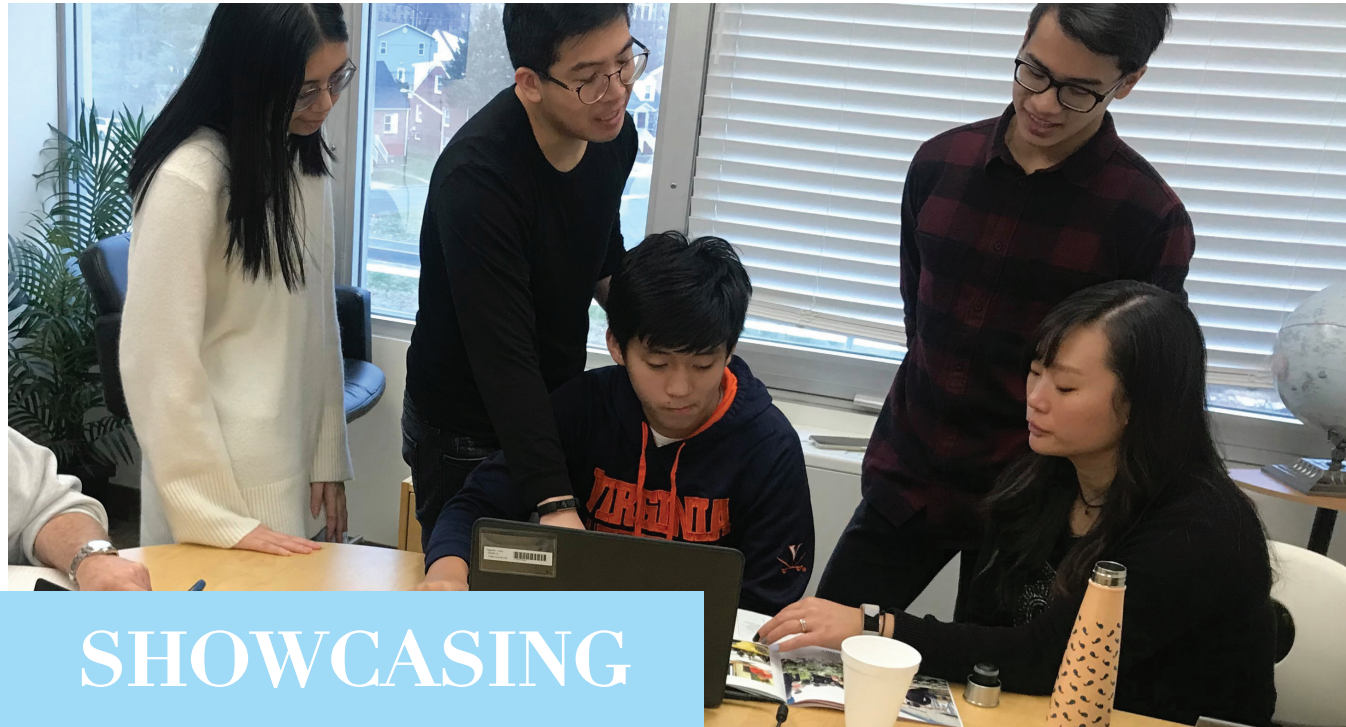
apply our educational programs to underserved elementary school and college level youths. During the course of 10 weeks, they met virtually, built relationships, and discussed various topics outlined in our level-based curriculum.

Education Levels



2019 Results





SHOWCASING

STUDENTS' WORK

Services Learning - Team Work - Leadership

WHAT STUDENTS GAIN:

- 1 Practical management skills such as planning, communication, collaboration, and etc.
- 2 Work with professionals from various backgrounds
- 3 Promote in giving back projects they believe in
- 4 Increase self awareness and emotional intelligence

The Period Project

Menstrual poverty is a secret epidemic that has pervaded the United States, affecting thousands of women who cannot afford or lack access to menstrual hygiene products. The Period Project aims to raise awareness and fundraise to donate feminine hygiene products to local women's shelters and organizations.

Timeline: October 2019 - Present
Project Lead: Ashley Rodriguez, 17, Level 1 Student
Result: Successfully fundraised over \$1,300 on Facebook and GoFundMe to offer feminine hygiene products in January 2020 to shelters and organizations in Northern Virginia



10k Runraiser

Over the course of 6 weeks, 14 AASuccess mentors, mentees, and volunteers practice for the 10K run to promote wellness and support Friends of W&OD Trails and the Physical Therapy & Sports Medicine Institute.

Date: July 27, 2019
Project Lead: Daniel Nguyen, 17, Level 1 Student

Results:

- Raised \$1,620 to increase awareness for environmental conservation and personal health
- 80% of participants followed warm-up & stretching techniques as well as diet suggestions provided by Daniel Nguyen

Total Practice and Race Time: 25 hours



Cultivate future leaders to create impact through personalized and innovative ideas

STUDENT-LED PROJECTS

PenPal Project

A modern twist to the traditional penpal arrangement by creating friendships that bridge the gap between the mentees in the U.S. with the mentees in Vietnam via handwriting letters and virtual meetings.

Timeline: November 2019 - Present

Project Team Members: Linh Le, 14, Level 1 Student and Jenna Buffenbarger, 14, Level 1 Student

Result: Successfully recruited 8 students to participate in the program (three students from the U.S. and five students from Vietnam)

Earth Sangha

Nine AASuccess students and mentors volunteered with an organization called Earth Sangha, a local nonprofit with a focus on ecological restoration and environmental conservation. At their plant sale fundraiser, we greeted customers, offered plant lists, directed traffic, and carried their plants to their cars with carts and wheelbarrows.

Date: May 5, 2019

Project Lead: Sarah Nguyen, 18, Level 2 Student

Result: served over 150+ customers on the day of



Warm Hearts Winter Drive

We assembled baskets of goodies to be given to mail carriers at each student's houses. We also shopped, wrapped, and delivered gifts to Patrick Henry's Homeless Shelter, and new immigrant families in Takoma, Maryland.

Timeline: December 2019

Project Lead: Khue Bui, Chairwoman and Mentor

Results:

- Assembled 7 baskets of goodies for mail carriers
- Delivered over 25 gifts to Patrick Henry's Homeless Shelter and to 5 underserved, new immigrant families in Takoma, Maryland



YouthCon Scholarship 2019

This annual scholarship hosted by AASuccess seeks to spark creativity in youth and empower them to give back to their communities. We challenge applicants to express their innovative ideas through an essay submission and an oral presentation. For the first time, this year's first place winner executed their winning project through our on-site summer internship.

Scholarship prompt: "Giving back is one major component of what makes AASuccess unique. We believe in not only dreaming of change, but also taking action to create that change. Share with us a local or community issue you are passionate about. What program or project would you carry out to work towards a solution with a budget of \$200?"



U.S.

Timeline: January - June 2019

Project Team Members: Sarah Nguyen, 18, Level 2 Student, Kim Do, 18, Level 2 Student, Vy Do, 17, Level 1 Student

Results:

- 22 applicants from 16 different high schools in the Washington, D.C. Metropolitan area
- 19 volunteer judges
- Gave out \$6,000 worth of scholarship
- Top three recipients pitched their ideas during the AASuccess Gala in front of over 200 honored guests

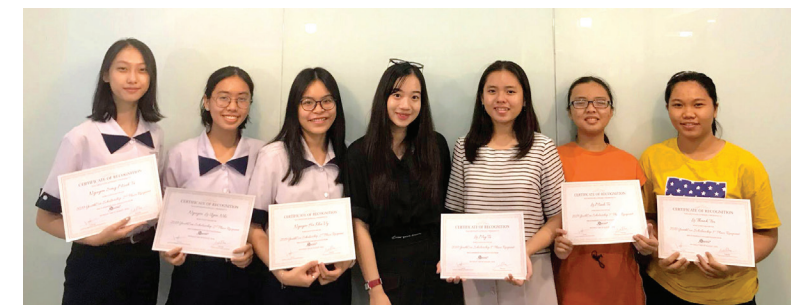
Vietnam

Timeline: March - June 2019

Project Lead: Lisa Ha, 21, Level 2 Student

Results:

- 34 applicants from various middle school and high school in Vietnam, ages ranging from 15-18
- 4 volunteer judges who are CEOs of prestige companies in Vietnam and U.S. and three volunteers



MEMORABLE QUOTES



"Joining AASuccess has been an eye-opening experience that has reshaped the way I view my role within my community. My time here has shown me that not only can I participate in meaningful change, but I can be at the forefront of creating it. At AASuccess, I've gained invaluable lessons that I credit to my growth as a young adult and a leader in society."

- Ashley Rodriguez, 17, Level 1 Student

"When we started the PenPal Program, I was very nervous because I didn't know if the kids would like me. After talking to them for a month, I realized that we all had a lot in common and they are super friendly. I am glad I have the chance to talk to them."

- Jenna Buffenbarger, 14, Level 1 Student



"I'm glad that my idea of a toy drive was a success. It makes me happy to see people smile when they receive new clothes and toys for their kids."

- Nancy Cu, 14, Level 1 Student



"Having such a diverse age group for the 10k meant that proper communication was paramount for safety. I was able to inspire others to achieve their goals, and we all bonded as a family. Leading the 10k taught me how to help others while doing something that I love."

- Daniel Nguyen, 17, Level 1 Student



"YouthCon Vietnam 2019 was a fantastic giving back experience. As I worked with my mentor on this project, he taught me how to become a true leader despite my young age or past experiences. Even though YouthCon Vietnam 2019 did not hit all the benchmarks that the team planned to accomplish; however, the small steps, in the beginning, will create big things along the way as AASuccess expands its operation scale. This project also gave me a chance to meet such talented and kind hearted people."

- Lisa Ha, Level 2 Student



Ascend Fundraiser for AASuccess Dumpling Party



HIGHLIGHTED

PARTNERSHIP EVENTS



DC Social Impact Group Seminar Series by McKinsey & Co.



AASuccess Inc. Business Expo



AASuccess Thanksgiving Party



Ascend Holiday Party 2019

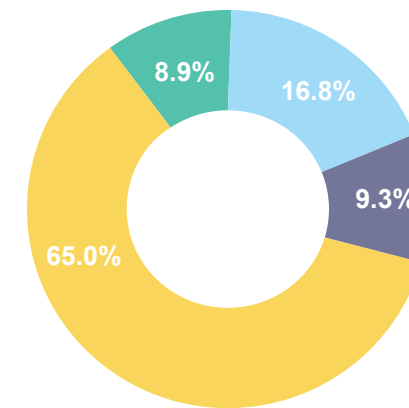


AASuccess' donors, big or small, all believe in building a strong community foundation by giving direct support to the youth in our local communities.

Life Skill Academy (LSA) is always the core focus at AASuccess, therefore it is the dominant category in both income and expense section. Starting in 2017, AASuccess board members have made strides in collaborating with our business partners to create more learning opportunities for our students as well as share operation space and resources. It materialized this year as we were able to share our office with a for-profit organization. Our total LSA

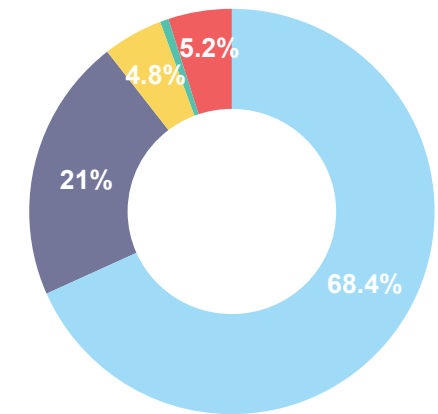
expenses dropped by nearly 50 percent as a result of our reduced rent expenses. The largest income generators came from the annual AASuccess benefit gala, contributions from the Board of Directors, and general donations. We will continue stewarding our income well, and seeking ways to reduce expenses while strengthening our LSA work to create more impacts.

Income breakdown



- Sustaining Members
- Board of Directors (BOD)
- General Donation
- Community Project Sponsorship

Expense breakdown

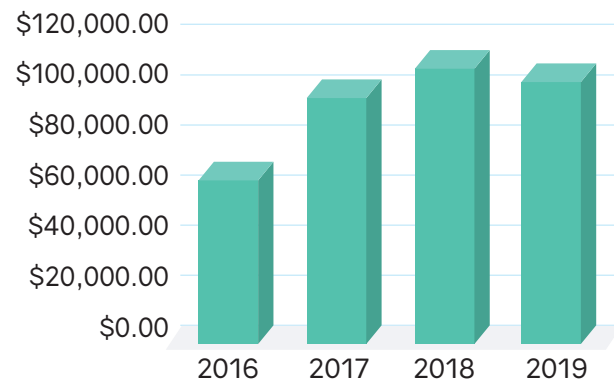


- LSA
- Community Projects
- Staff
- Professional Fee

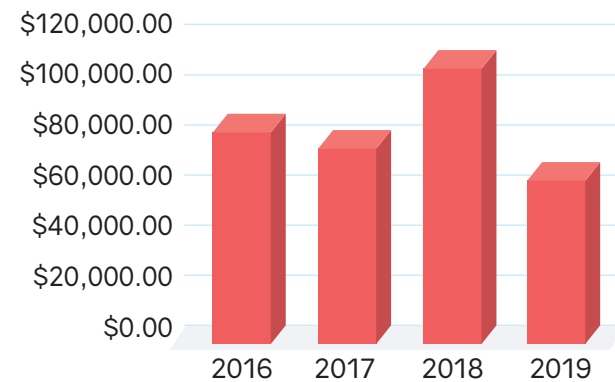
OUR MAIN SOURCES OF INCOME:

- 1** Private donors (individuals, parents, etc.)
- 2** Sustaining Members Program
- 3** Business Support Community Partners

Income



Expenses



Income Breakdown	
Sustaining Members	\$16,240.00
BOD Contribution	\$9,000.00
General Donation	\$62,858.32
Community Project Sponsorship	\$8,692.67
Total Income	\$96,790.99

Expenses Breakdown	
LSA	\$40,263.30
Community Projects	\$12,391.14
Payroll	\$6,165.25
Total Expense	\$58,819.69

* Prior to 2017, AASuccess Fiscal Year went from September to August. In 2017, AASuccess switched its Fiscal year to match the Calendar Year: From January to December.

AASuccess is a grass root non-profit, and our funding comes from local individuals and businesses. We are pleased to acknowledge the following members of our global movement who are committed to building the next generation of leaders by investing the equivalent of \$200 or more each year to make that vision a reality.

HUGE THANK YOU

TO OUR DONORS AND
CHEERLEADERS



Platinum Sponsors

(\$5,000+)

Eden Center
HSBC Bank
Donald Le
Dave Nguyen
Scott Plein

Gold Sponsors

(\$2,500+)

Vinh Tran
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Silver Sponsors

(\$1,000+)

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Tu Son Ngo
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Herbert Tran & Cynthia E. Tran
Linh Tran
Nhungs Nguyen
Thieu Do

Bronze Sponsors

(\$500+)

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Vy Do
Tuan Van
Jennifer Nguyen
John Loata
Krystal Clarke
Nadya Kirana
Samantha Powers
Vivian Phan
Michael Harris
Trang Nguyen
Duy Q. Vo

Become a Volunteer

AASuccess offers a wide array of volunteer opportunities. Our goal is to serve the community around us, building stronger structure for the organization, and provide a rich and meaningful experience to the volunteers that dedicate their time. We provide both long-term and short-term volunteer opportunities, with flexible hours to fit with each volunteer's schedule.



Become a Donor

AASuccess's students are our utmost focus and treasure. We work hard to create a safe and stable office space to ensure our underage students' development. We continue to build our internal staff resources to ensure our operation and programs run efficiently as we serve more students yearly. By giving a financial gift to AASuccess, you support our group of individuals from all backgrounds and generations, who are committed to taking action that improves our community.

Become a Guest Speaker

AASuccess welcomes professionals from all work fields to come and share their experiences with our student members. Not only does this enrich the learning experiences at AASuccess, but it also provides an engaging environment for students to meet, connect, and share their points of view with the guest speakers. Hosted every month, the AASuccess Seminar Program is open to both student members and outside guests. Topics cover a wide array of fields, such as business, career, writing, public speaking, finance, and AI.



BE WITH AASUCCESS
IN THE NEXT DECADE

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