



NextOp



EMPOWERING AMERICA'S VETERANS

Never tell people how to do things.
Tell them what to do & they will surprise
you with their ingenuity.

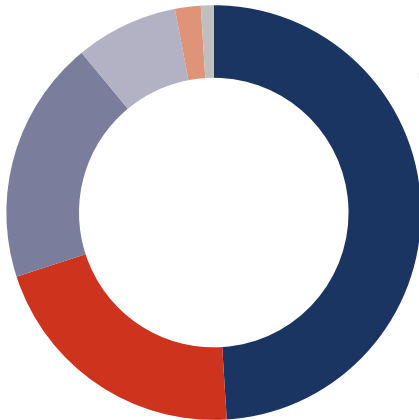
GENERAL GEORGE S. PATTON

2017 ANNUAL REPORT

WHO WE SERVE



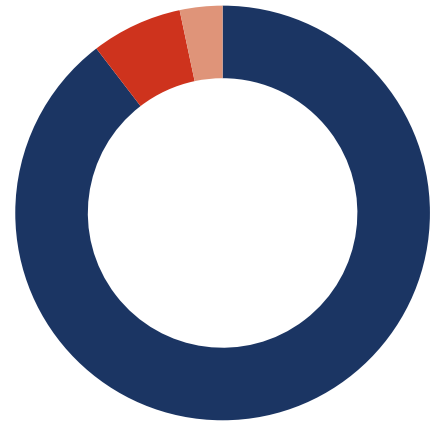
BRANCH OF SERVICE



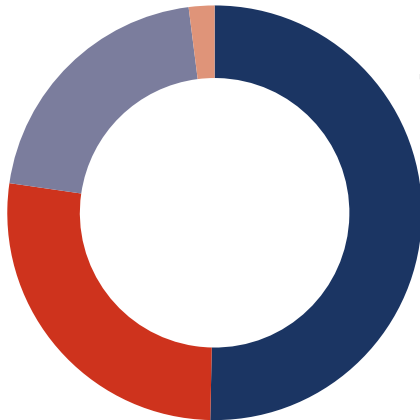
- ARMY (49%)
- MARINE CORPS (21%)
- NAVY (19%)
- AIR FORCE (8%)
- NATIONAL GUARD (2%)
- COAST GUARD (1%)

RANK UPON SEPARATION

- MIDDLE ENLISTED (90%)
- OFFICER (7%)
- SENIOR ENLISTED (3%)



DIVERSITY



- WHITE (50%)
- HISPANIC (27%)
- BLACK (21%)
- ASIAN/PACIFIC ISLANDER (2%)

EMPLOYMENT BY INDUSTRY



SUCCESSSES

>> CLAY LOCKETT, U.S. MARINE CORPS VETERAN

I worked for Maersk Drilling as a Rig Supply Chain Manager, but I was laid off during the downturn. I struggled to find work on my own for 5 months. While working with NextOp, I found out that my wife was pregnant with our first child. With a baby on the way, I took an entry level job with lower pay than what I previously had at Maersk. Due to the job salary being so low, my wife and I discussed selling our house and downsizing. We believed that she might also have to go back to work immediately after the baby arrived. NextOp reached out to me again when a better opportunity in the Supply Chain field became available. I was very excited about the opportunity, as it was a better career that provided a higher salary.

After six interviews, I was offered the position of Senior Project Sourcing Specialist at Air Liquide, with a higher salary than what I was making at Maersk – and the offer came through the week we were in the hospital for my son's birth! We were able to stay in the home we loved, and my wife was able to be a stay-at-home mom and focus on our son. Without the help of NextOp, I wouldn't be in the position I am today - not only in my career, but also with my family.

>>> ZENOVIA HARVEST, U.S. NAVY VETERAN

When I retired out of the U.S. Navy in 2015, I struggled with identifying my strengths, translating my skills, writing an effective resume, and securing employment in the civilian sector. NextOp helped me translate my military experience into civilian lingo, develop more targeted resumes, and build my confidence through mock interviews and one-on-one guidance from the veterans on their staff that understood what I was going through. NextOp dedicates extra time, effort, and comfort when your job search has become discouraging. Even after I found employment, they consistently followed up with me to see how I was doing and to let me know about other opportunities that would help me get further in my career.

I cannot explain in words how grateful I am to this organization! Veterans should know that working with NextOp will help you excel in your career and provide you with great networking opportunities. They really advocate and care for their veteran candidates. Companies should know that veterans who are referred by this organization are well trained and have a great work ethic. I honestly don't know where I would be in my career if it weren't for the great team at NextOp. Your hard work will always be appreciated, and my family and I will never forget what you have done for me.

2017 ECONOMIC IMPACT

01.01.17 - 12.31.17

450

VETERANS PLACED INTO FULFILLING CAREERS AFTER THEIR MILITARY SERVICE

\$ 24,750,000

IMPACT ON THE LOCAL ECONOMY, BASED ON AVERAGE 1ST YEAR EARNINGS OF 450 SUCCESSFULLY PLACED VETERANS

TOTAL ECONOMIC IMPACT

03.01.15 - 12.31.17

955

VETERANS PLACED INTO FULFILLING CAREERS AFTER THEIR MILITARY SERVICE

\$ 52,525,000

IMPACT ON THE LOCAL ECONOMY, BASED ON AVERAGE 1ST YEAR EARNINGS OF 955 SUCCESSFULLY PLACED VETERANS



OUR PARTNERS

STRATEGIC PARTNERSHIPS



TOP 5 CORPORATE PARTNERS



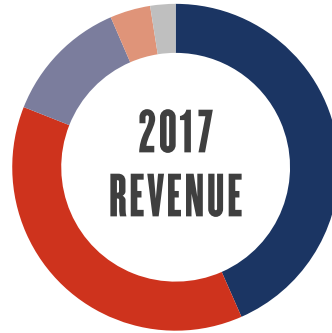
HOW WE HELP OUR CORPORATE PARTNERS

- Provide a pipeline of veteran candidates who have been screened, vetted, and mentored
- Assist in building a strong military recruiting program
- Develop military affinity groups that promote company values and retention
- Recognize companies dedicated to military talent recruitment through award nominations
- Directly link companies and veterans seeking employment through targeted events
- Connect companies to transitioning service members through recruiting events at military installations

OUR ORGANIZATION



- PROGRAMS (82%)
- MANAGEMENT & GENERAL (13%)
- FUNDRAISING (5%)



- MAJOR GIFTS (43.4%)
- GRANTS (37.6%)
- CORPORATE PARTNERSHIPS (12.5%)
- EVENTS (4%)
- INDIVIDUAL DONATIONS (2.5%)

COST TO PLACE 1 VETERAN >> \$2,000

NextOp has partnered with the **New Orleans Business Alliance** and **Greater New Orleans, Inc.**, as both strive to increase veteran recruitment and retention in Louisiana.

LOUISIANA EXPANSION



NextOp was honored to be awarded the **2017 Call of Duty Endowment Seal of Distinction**, the standard of excellence in the veterans' employment sector.

NextOp earned the **GuideStar Gold Seal of Transparency** by publicly disclosing information about our internal goals, financials, strategies, capabilities, & achievements.





OUR MISSION

NextOp recruits, trains, and places high-performing middle enlisted military leaders into Industry careers.

OUR VISION

To be the strongest link between Industry and military talent.

NEXTOP STAFF

John Boerstler: Executive Director, Marine Veteran
Mia Garcia: Programs Director, Marine Veteran
Annamaria Jimenez: Programs Specialist, Navy Veteran
Jonathan Barreda: Employment Coordinator, Marine Veteran
Julio Martinez: Employment Coordinator, Marine Veteran
Ben Julsaint: Employment Team, Marine Veteran
Ben Armstrong: Louisiana Regional Manager, Marine Veteran
Asiah Coleman: Operations Coordinator

BOARD OF DIRECTORS

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Peter Holland: AECOM, Air Force Veteran
Matt May: Tampnet, Navy SEAL Veteran

www.NextOpVets.org

