



# NextOp

EMPOWERING AMERICA'S VETERANS



## 2016 ANNUAL REPORT



“ Any definition of a successful life must include service to others. ”  
— George H.W. Bush





# SUCCESS STORIES

## Angel Ruiz (USMC)–IHI E&C, Facilities Coordinator

I am a Marine Corps veteran (ret.) that needed help transitioning into the oil and/or construction industry. I unsuccessfully tried to find a job for almost 3 months and fortunately I found NextOp. They helped me with my resume and prepared me for interviews. Amazingly, in one week, I had 3 job offers which helped me land my current job with IHI E&C.

Thank you NextOp! Your determination, attention to detail and personal touch were instrumental in getting me hired into a great position at an amazing company.



## Marcos Aguilar (USMC)–KBR, Pipefitter II

Thank you NextOp! You helped me find not just a job but a career I can excel in. I have worked in construction for some time but wanted to find a company that would allow career progression. NextOp helped me find the position I was seeking with an industry leading employer.

The NextOp team was wonderful to work with and since they are all veterans it was easy to relate. They understood my experience and what I wanted to pursue.



## Natalio Cortez (USMC)–Russell Marine, Welder

Like most veterans I had a plan for when I separated from the Marines, but still worried about the next chapter of my life; starting a career and supporting my family.

My mind was going 100 mph thinking about job security, benefits, and pay but more importantly finding somewhere where I felt like I belonged. Welding was something I did before joining the Marine Corps and was something I wanted to pursue as a career. I found NextOp thanks to a referral from a fellow Marine and received outstanding assistance with my resume and interviewing skills. They made the connection with Russell Marine and the following week I was working as a welder. I highly recommend NextOp to any service member making the transition from military life to civilian life.



## Justin Miles (USA)–Harris Health, Medical Technician

Today I woke up after a 12-hour long night shift and thought about how awesome it was to be back in the medical field. I couldn't have done it without NextOp and I am extremely grateful for their assistance. I don't think I've ever had anybody work so hard to help me achieve my goals and because of NextOp I am on the career path that I desired. They are responsible for helping a veteran that was at the end of his rope get back on his feet, find happiness once again in his work, and get back in the field that he was best at.



## Julian Delgadillo (USAF)–Compliance Manager, C3 Construction

During the oil downturn in Houston, I like many others, found myself laid off and looking for employment with few prospects in the construction industry. I made the decision to use NextOp as a resource to help me find something better for me and my family. When I was referred to NextOp, I was skeptical at first, because I had attempted to work with other Veterans organizations but had gotten few results. NextOp has a high touch attentive staff and an extensive network which ultimately helped me find an amazing job. NextOp was a Godsend for me!

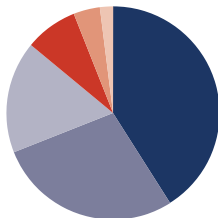


## 2016 PROGRAM METRICS

Veterans Placed: 351 | Cost per Hire: \$2,000 | Success Ratio: 83%

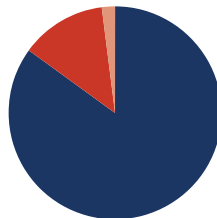
Average time in service 9.5 years

### Branch



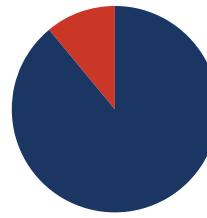
- Army 41%
- Marines 27%
- Navy 18%
- USAF 8%
- Nat'l Guard 4%
- Coast Guard 2%

### Rank



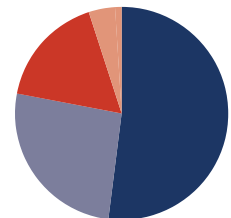
- Middle Enlisted 85%
- Officer 13%
- Senior Enlisted 2%

### Gender



- Male 89%
- Female 11%

### Diversity

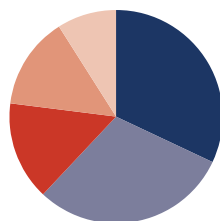


- White 52%
- Hispanic 26%
- Black 17%
- Asian/Pacific Islander 4%
- Other 1%

### ECONOMIC IMPACT

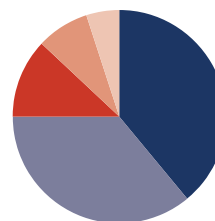
NextOp's impact on the local economy is over \$28 million based on the first year earnings of our 507 successfully placed veterans.

### Education



- Some College 32%
- College Grad 30%
- Grad School 15%
- High School 14%
- Senior Technical School 9%

### Industry



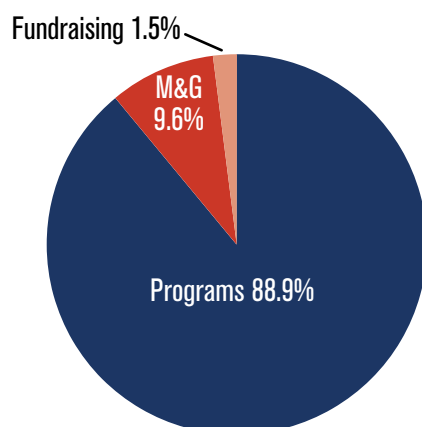
- Construction 39%
- Services 36%
- Energy 12%
- Public Sector 8%
- Healthcare 5%

### UNEMPLOYMENT BENEFITS SAVED

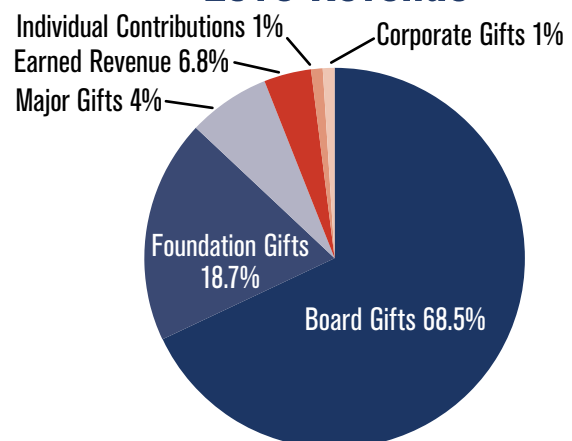
Over \$2 million based on the daily unemployment rate and the average day in queue.

## 2016 FINANCIALS

### 2016 Expenses



### 2016 Revenue







## OUR MISSION

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

## OUR VISION

Recruit the next generation of veteran business leaders and help make Houston the best city in the world for veterans.

## WHO WE ARE

### NEXTOP STAFF

John Boerstler - Executive Director / Marine Veteran  
Mia Garcia - Employment Team Manager / Marine Veteran  
Mike Records - Education Manager / Army Veteran  
Julio Martinez - Operations Manager / Marine Veteran  
Cecilia A. Clark - Employment Coordinator / Army Veteran  
Annamaria Jimenez - Corporate Partnerships Manager / Navy Veteran  
Jonathan Barreda - Employment Team / Marine Veteran  
Rey Mendez - Employment Team / Marine Veteran  
Lai Sorensen - Employment Team / Royal Danish Army Veteran

### BOARD OF DIRECTORS

Douglas L. Foshee - Sallyport Investments LLC  
Donovan Campbell - Forum Energy / Marine Veteran  
Jeffrey Hyler - Spencer Stuart / Navy Veteran  
Matt May - Tampnet / Navy SEAL Veteran  
Jimmy Battista - Buckhorn Resources / Navy SEAL Officer  
Christine Bassitt - Shell / Navy Veteran  
John Dorffeld - Chevron / Army Veteran  
Peter Holland - AECOM / Air Force Veteran  
Patricia (Trish) Darnauer - Harris Health / Army Veteran

## Does your company want military talent?

Join NextOp as a Corporate Partner and our expert staff can help you:

- Create a pipeline of qualified veteran candidates who have been screened, vetted, and mentored
- Build a strong military recruiting program
- Develop a military affinity group that promotes the company values, retains military talent and recruits more
- Represent your company at numerous recruiting events on military installations
- Recognize your dedication by nominating your company for various military and veteran organization awards

**Our Top 5 Corporate Partners in 2016: KBR, Consolidated Infrastructure Group, Adaptive Construction Solutions, Harris Health and CB&I.**

[www.nextopvets.org](http://www.nextopvets.org)

