

# 2019 ANNUAL REPORT

EMPOWERING AMERICA'S VETERANS



"Our warriors are the one percent of America who kept the 99 percent safe. We have a duty to help make their transitions as successful as possible."

—President George W. Bush

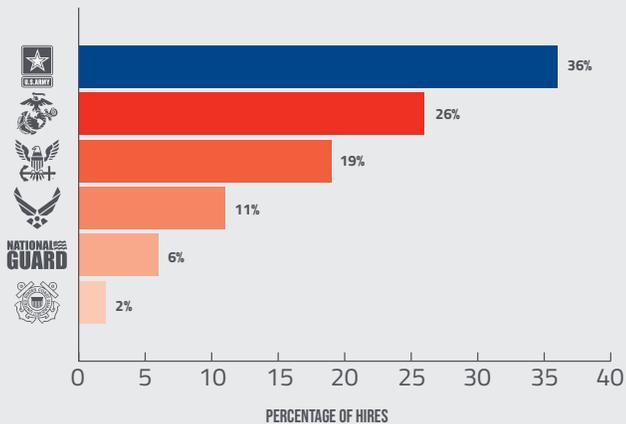


# WHO WE SERVE

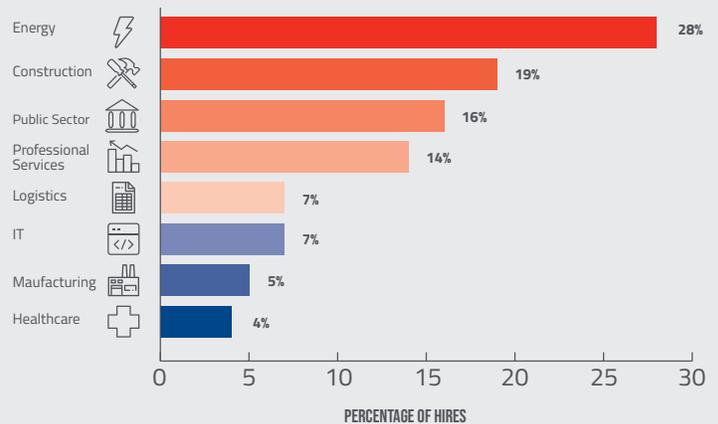
At the core of our mission, we serve the high performing middle-enlisted transitioning service members and post 9/11 veterans. In 2019, we assisted more than 1,200 potential

clients, helped place 604 veterans, and referred 60% to additional veteran services. To learn a bit more about the clients we serve, see the demographics of our placed clients.

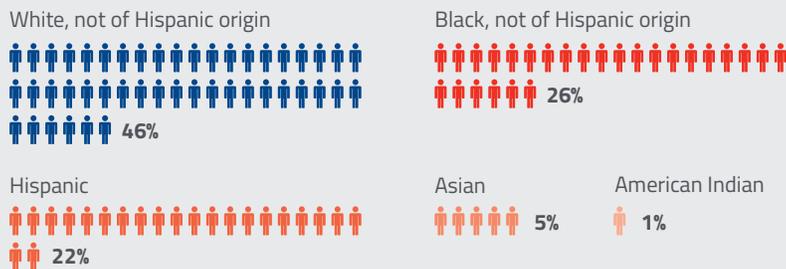
## BRANCH OF MILITARY SERVICE



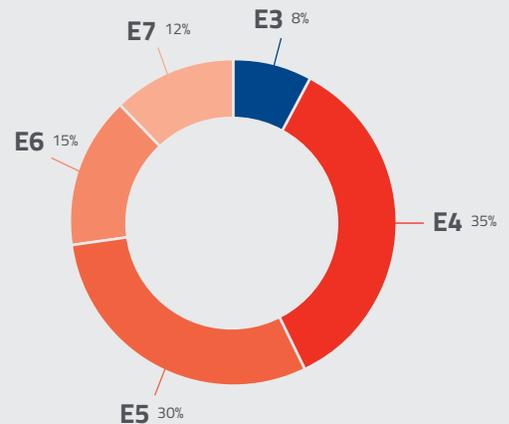
## INDUSTRY



## DIVERSITY



## RANK



# 2019 METRICS

2019 HIRES

604

AVERAGE TIME IN QUEUE

25 days

AVG. STARTING SALARY

\$56,660

UNEMPLOYMENT BENEFITS SAVED

\$2,626,668

ECONOMIC IMPACT

\$36,972,342\*

\* Calculations based on average starting salary.

# OVERALL METRICS

OVERALL SAVINGS OF UNPAID FEDERAL UNEMPLOYMENT BENEFITS

**\$13,457,000**

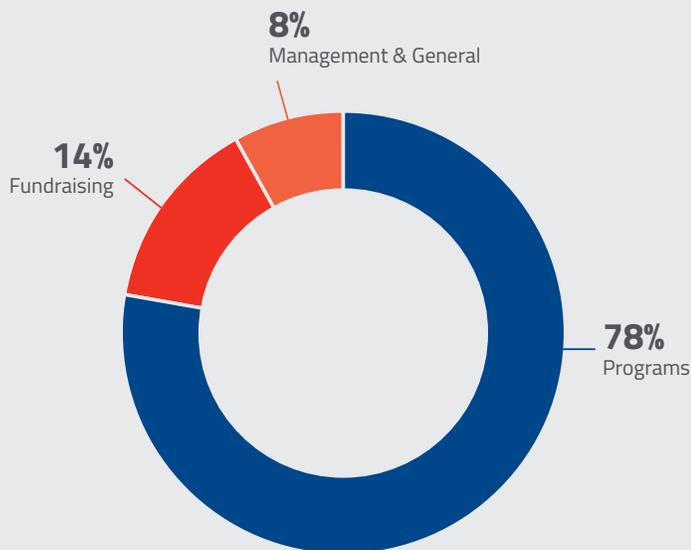
OVERALL ECONOMIC IMPACT THROUGH JANUARY 1, 2020

**\$117,040,680\***

\* Based on average first year earnings.

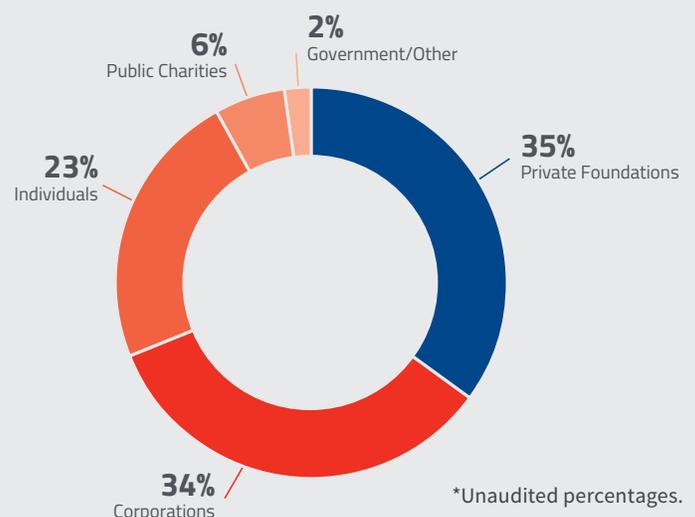
## 2019 FINANCIAL REPORTING

### 2019 EXPENSES\*



\*Based on 2019 Audit.

### 2019 REVENUE\*



\*Unaudited percentages.

# NEXTOP BRIDGES THE GAP

At NextOp, our main objective is to place our military's veterans into meaningful careers where their skills and experience are fully utilized. We work one-on-one with mid-level enlisted veterans to help them understand how their training and experiences translate into valued qualifications in the workforce after their military commitment. Most importantly, we connect veterans

to existing job openings and mentor them through and beyond the job hire.

In 2019, we helped place 604 veterans into industry careers with over 100 corporations. Meet two of our veteran clients and hear about their journeys with NextOp.



Jason Roben,  
United States Marine Corps Veteran

“When I came home from active duty, no one seemed care how hard the transition can be. I had countless dead-end jobs and was working them 2-3 at a time. It wasn't until I got my degree and found NextOp did everything change. I finally felt like I had an edge with someone that cared. They gave me free mentorship for serious interviews and they were the bridge that got me the corporate job that I still have today. My only

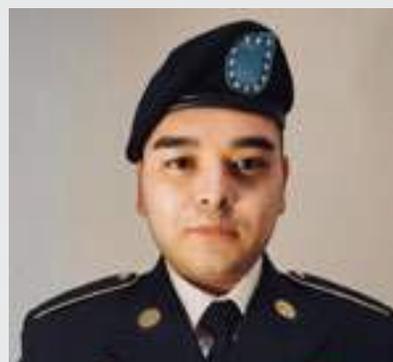
regret is that I didn't find NextOp sooner. Use every single resource you have, never give up, and know the fight to succeed in life is not without hard work and perseverance to push forward. Thanks again NextOp and Semper Fi!”

—Jason Roben,  
United States Marine Corps Veteran

“At the time I was introduced to the team at NextOp, I was a drilling reservist struggling to find a rewarding role in my field. As veterans themselves, they understood the challenges I faced seeking employment in the private sector. The team at NextOp brought me in and assisted me in revising my resume and coached me through the employment seeking process. Eventually, they were able to find a role that allowed

me to reach new levels in my profession. On top of that, I have assisted the team in helping fellow veterans get hired within the industry. Thanks to NextOp for helping me and allowing me to have the opportunity to continue serving by helping our fellow brothers and sisters in arms.”

—Juan Borrego,  
United States Army Veteran



Juan Borrego,  
United States Army Veteran



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