



American Corporate Partners

2013 ANNUAL REPORT



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April 2014

Dear Friends of ACP,

As I look back on 2013, I am inspired by the incredible growth that has propelled us into our sixth year of connecting veterans and service members with seasoned business professionals.

Over the past year, ACP saw advancement both in the number of veterans served and in the variety of services we offer. Six years ago, the Veteran Mentoring Program paired 150 veteran Protégés with Mentors from six Participating Institutions; now, the Mentoring Program is changing the lives of more than 2,000 veteran participants, and boasts approximately 3,500 alumni. The thirteen new Participating Institutions that joined ACP in 2013 bring our total to more than 50 companies, universities, and hospitals working together for a common cause. This has allowed ACP to support more veterans than last year, and to offer mentorships in a variety of career fields such as TV production, health care, journalism, and more.

The 2013 ACP AdvisorNet updates focused on improved usability, greater visual appeal, and the addition of an Advisor+ Directory. We worked with IBM to launch a mobile app, enabling veterans and Advisors to contribute on the go. The number of people using ACP AdvisorNet tripled in 2013, and Advisors from more than 900 companies are now available to offer their expertise.

ACP is currently spearheading a national discussion to bring awareness to the career challenges veterans face when transitioning to the civilian workforce. Supporting our dialogue are several new members of our Advisory Council including General David Petraeus, Karl Rove, and Jon Stewart. Together, we've worked diligently to spread awareness, from the *Wall Street Journal* to *USAA Magazine*. We've seen tremendous growth this year in your support, which allowed us to reach more veterans, media outlets, and citizen Advisors than ever before.

From our work over the past five years, we have found that:

- Every American has the opportunity and responsibility to contribute to veterans' transitions;
- CEO's need to lead by example in the hiring and retention of veterans;
- Many veterans are underemployed and need careers more than just jobs

These lessons and more arise from the conversations we have every day with the service members who are seeking successful transitions to the corporate world.

As the wars abroad wind down, an estimated 200,000 service members will return to civilian life each year for the next five years. As long as our soldiers are coming home, ACP will continue to carry out our mission: to welcome them back with open arms and to ensure a successful and rewarding transition to the civilian workforce.

Thank you for your role in making this possible.

Sincerely,

Sidney E. Goodfriend
Founder, Chairman
American Corporate Partners

ACP: BRIDGING THE GAP BETWEEN THE MILITARY AND BUSINESS WORLDS

MISSION

American Corporate Partners (ACP) is a nonprofit organization dedicated to assisting veterans in their transition from the armed services to the civilian workforce. With the help of business professionals nationwide, ACP offers veterans tools for long-term career development through mentoring, career counseling, and networking opportunities.

HISTORY

With the help of six Participating Institutions, Founder Sidney E. Goodfriend launched American Corporate Partners on Labor Day 2008, offering 150 mentorships in select US locations. By Fall 2013, 50 Participating Institutions were offering mentoring to 2,000 veterans nationwide. Thousands of additional veterans and their family members are now served through ACP AdvisorNet, an online business Q&A community launched in 2011 in order to broaden the reach of ACP's free services.



ACP'S PROGRAMS

VETERAN MENTORING PROGRAM

ACP's Veteran Mentoring Program Offers:

- Yearlong, one-on-one mentorship with a Fortune 500 business leader
- Advice on topics including résumé and interviewing, career exploration, translating military skills, small business, and much more
- Long-distance or local mentorship
- Networking and career development events

ACP ADVISORNET

ACP AdvisorNet Offers:

- Business professionals from more than 900 companies offering advice to veterans
- Immediate feedback on résumés, cover letters, and small business plans
- The opportunity to message advisors for one-on-one, in-depth conversations
- Welcoming ad-free environment
- Sorting tools to accommodate particular areas of interest, including location, career field and company



What is the best career advice you've ever received as a professional?



Come up with a list of five things about your career that are non-negotiable. Unless times are rough (which they certainly can be), only pursue those careers that meet these requirements if you want to be happy.

ACP'S GROWING NATIONAL PRESENCE

Since 2010, ACP Protégé Alumni have come from more than 1,335 towns and cities across the U.S.



2013 Protégé Applicant Statistics

Age

25 and younger	8%
26 - 30	33%
31 - 35	24%
36 - 40	12%
41 and above	23%

Education

Graduate Degree	26%
Bachelor's Degree	36%
Associate/Technical Degree	10%
Some College	25%
High School/GED	3%

Branch of Service

US Army*	52%
- Army	35%
- Army Reserves	11%
- National Guard	6%
US Navy*	17%
- Navy	16%
- Navy Reserves	1%
US Marine Corps*	16%
- Marine Corps	15%
- Marine Corps Reserves	1%
US Air Force*	14%
- Air Force	11%
- Air Force Reserves	1%
- Air National Guard	2%
US Coast Guard*	1%
- Coast Guard Reserves	0%

*Reserve components included

Gender

Male	90%
Female	10%

Enlisted vs. Officer

Enlisted	66%
Officer	34%

Wounded Disclosure

Service - Connected Disability	19%
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IMPACT

Protégés share how the ACP Mentoring Program has affected their lives and contributed to their professional growth.



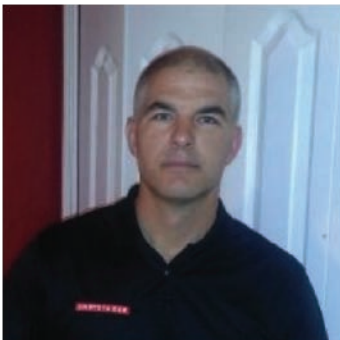
“Mark and I are doing great and what a wonderful guy and Mentor he is. He is always available and returns any message or call in a timely fashion. His encouragement towards me has been great ; he is always supportive and provides credible criticism.”

- William C., US Air Force, Colorado



“Paul's guidance is directly contributing to my professional growth and my confidence in my ability to successfully transition. His experience and success in the corporate sector remind me that there is life after the military, and life is good.”

- Michael M., US Marine Corps, Delaware



“Thank you so very, very much. I spoke to Brian for almost an hour last night and it was probably our best call to date. We will be lifelong friends. I cannot thank you and the entire ACP team enough.”

- Marvin M., US Navy, Florida

IMPACT

Mentors play an important role in their Protégé's professional development and feel a sense of accomplishment.



"I am beyond glad that GE is partnering with the ACP organization. I am grateful that I can give back to my military brothers and sisters in a meaningful way beyond a charitable donation."

- Lee W., GE, Nevada



"I admire Matthew for his bravery in striking out on his own and becoming a successful entrepreneur. Matthew has taught Mentors and Protégés alike that pairing the skills we acquired in the military with ambitious goals is an unstoppable combination!"

- Dag B., Whirlpool, Michigan



"Neal is committed to achieving his goals, does not hesitate to recognize need for growth, and humbly devotes himself to continuous improvement. I enjoy seeing Neal's improvement and successes and I am truly privileged to be his Mentor."

- Mike G., UPS, North Carolina

IMPACT

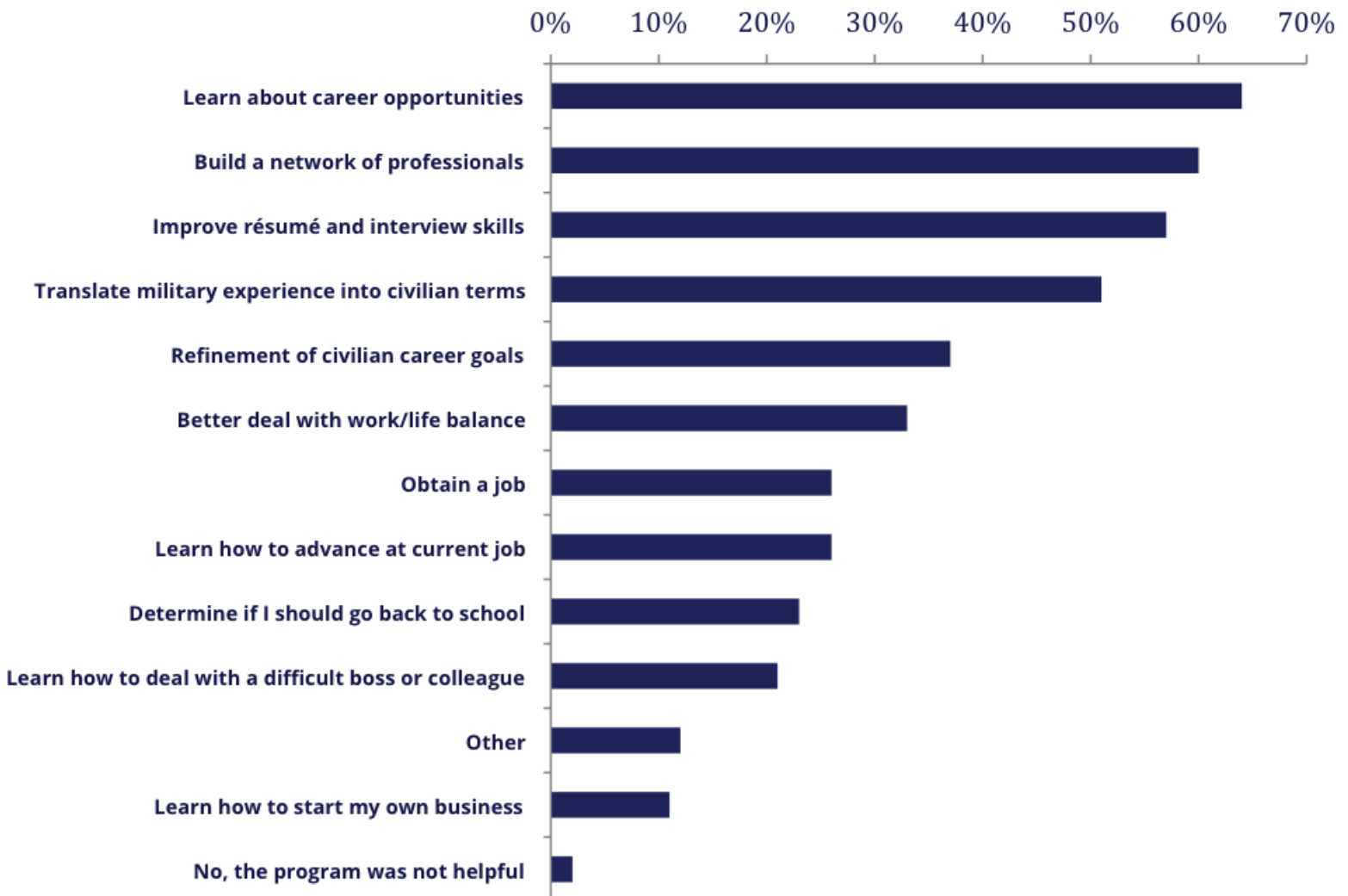
3,500 veteran Protégés have become ACP Alumni since 2010.

95% of veteran Protégés surveyed in 2013 would recommend ACP to a friend.

100% of Mentors surveyed in 2013 are proud their company supports ACP.

97% of Mentors surveyed in 2013 would participate again.

What ACP Protégés Work on in Their Mentorships:



2013 NOTABLE MOMENTS



Jon Stewart and "The Daily Show" coordinated a television production immersion program for 24 veterans from ACP and The Mission Continues in New York City.



Goldman Sachs

Goldman Sachs hosted a panel discussion entitled "Women and Work: Leading and Succeeding" for 70 New York City Protégés and Mentors.



ACP participants gathered for a happy hour in Washington, D.C. and heard from a Boeing Mentor on the topic of leadership. Boeing also hosted a panel discussion on the transition to corporate America.



Alcoa hosted two panel discussions and networking events in Pittsburgh, including a discussion led by former Alcoa Chairman and CEO Paul O'Neill.

ACP SOUND BITES



"The ACP program is an opportunity to give back to those who have volunteered to serve their country in today's military."

-- From Zara Hassan's article in *The Shorthorn*
April 2013



"When Steinbock heard about American Corporate Partners... he signed up and the connection with his mentor yielded immediate benefits."

-- From Molly Blake's article, "Rely on an Experienced Mentor to Jumpstart Your Civilian Success" in *USAA Magazine*
July 2013



"I believe the mentorship program and the professional workshops have been directly responsible for me having seven interviews in the last few weeks."

-- From Paul Szoldra's article in *Business Insider*
May 2013



"When I heard of the mentoring program, I knew that it was just the type of thing I needed, and it has helped me figure out my second act."

-- From Perry Chiamonte's article on *FoxNews.com*
November 2013

GET INVOLVED

1

Become an ACP Participating Institution

Contact info@acp-usa.org for information and next steps.

2

Share Your Expertise

Log onto ACP AdvisorNet (www.acp-advisornet.org) and start asking and answering questions right away!

3

Host an Event

Contact info@acp-usa.org and offer to host an event for ACP participants in your city.

4

Connect with ACP on Social Media

Facebook: www.facebook.com/americancorporatepartners

Twitter: @ACPUSA

LinkedIn: American Corporate Partners

BOARD OF DIRECTORS

Sidney E. Goodfriend
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Peter Pace
David H. Petraeus
Dennis Ross
Karl Rove
Jim Runde
Peter J. Schoomaker
Henry Hugh Shelton
George P. Shultz
Jon Stewart
Lawrence H. Summers
Paul Wolfowitz

ACP STAFF

Sidney E. Goodfriend, Chairman and Founder
Colleen Deere, Vice President
Samantha Calonita, Manager
Ali Hoban, Manager
Rachel Providence, Manager
Gina Hwang, Senior Operations Associate
Heather Tsouprakakis, Senior Operations Associate

Operations Associates:

Ginna Baker
Elizabeth Butlin
Marnie Commins
Erin Fleming
Brent Jones
Dencie LeVeon

Karla Mendez
Kara O'Brien
Samantha Schwarz
Joanna Smith
Evan Usher
Katie Wilt

2013

FINANCIAL STATEMENT

Below is a financial summary for the fiscal year ending December 31, 2013. A copy of the complete audit is available upon request.

ASSETS	
Cash and cash equivalents	\$2,335,737
Prepaid expenses and other assets	\$0
Property and equipment, net of accumulated depreciation of \$294,592	\$151,247
Total Assets	\$2,486,984

LIABILITIES AND NET ASSETS	
Total Liabilities (Accounts payable and accrued expenses)	\$49,960
Net Assets (All Unrestricted)	\$2,437,024
Total Liabilities and Net Assets	\$2,486,984

CONTRIBUTIONS AND OTHER INCOME	
Grants in Cash	\$2,536,020
In Kind Donations	\$81,241
Interest Income	\$3,500
Total Contributions and Other Income	\$2,620,761

EXPENSES		
Programs	\$1,799,321	98%
Support Services	\$36,721	2%
Total Expenses	\$1,836,042	100%

CHANGE IN NET ASSETS	
Net Assets, Beginning of Year	\$1,652,305
Net Assets, End of Year	\$2,437,024
Change in Net Assets	\$784,719