

Opportunity Scholars



# 2023 IMPACT REPORT

We guide, connect, finance, and  
engage students to achieve their  
*dreams of career success!*



540-931-1084



[opportunityscholars.org](https://www.opportunityscholars.org)

# Scholar Family Spotlight



The Martinez Family, Back Row: Ezekiel, Amy, Tihany; Front Row: William, Lourdes

When Opportunity Scholars was introduced to the Martinez family, through a teach connection, none of the 3 children had a plan for their career. Parents, William and Lourdes, wanted to help but did not know the next steps to take. That is where Opportunity Scholars stepped in.

Bilingual  
Coach  
for family

Payment  
for  
Educational  
Expenses

Coaching

Opportunity  
for  
Generational  
Transformation

## Meet Scholar Parent William

**How has Opportunity Scholars impacted your family?**

Before this, my kids felt very bad because they didn't have an opportunity, but this opened the doors for them.

**What is the best part about working with Opportunity Scholars?**

Having a coach is important because the coach works to give them ideas, shows them the importance of following the right path while guiding them, and guides them to the right pathway, which helps them be successful in completing their education.

**Describe how you feel about Opportunity Scholars in a few words.**

I personally feel very happy for the opportunity you have given us, our children, and to myself as a father.

## Meet Scholar Parent Lourdes

**How has Opportunity Scholars impacted your family?**

I know it will give my kids a better life. It is very important they have the support from Opportunity Scholars. With the language barrier, even though I would like to help them, I do not feel like I can.

**What is the best part about working with Opportunity Scholars?**

Having a coach will help them knock at the right doors and while I know where the doors are, I do not know how to get there.

**Describe how you feel about Opportunity Scholars in a few words.**

As a mother, I feel very happy. This program has been a very important open door for my family and is the best tool that you can give to young kids and this program is the best you could ever have.

## Amy's Story - Current High School Student Pursuing Nursing

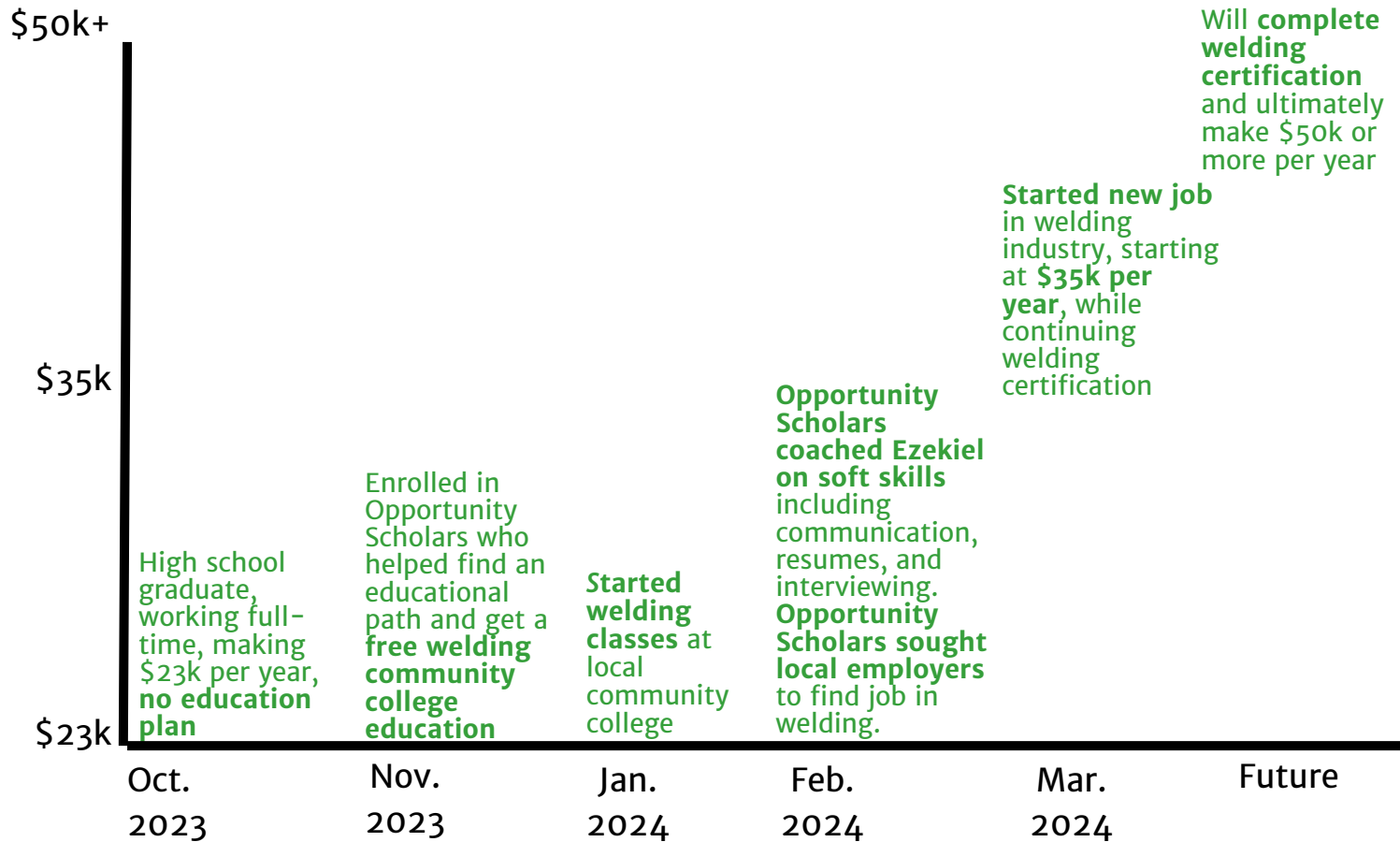
### Why should other people join Opportunity Scholars?

Since I'm still in high school, I hear many college students get stressed quickly and do not receive help or guidance. This intimidates me, but I feel Opportunity Scholars is a safe place that I can ask for help and receive help with anything that I need. Like what to do with my future and to study harder because this is a big opportunity.

### Opportunity Scholars provided



## Ezekiel's Story - Current College Student Pursuing Welding



## Tihany's Story - Current College Student Pursuing Teaching

### Why should other people join Opportunity Scholars?

I waited for 2 years after high school graduation with no guidance and I did not know what my next step was. Opportunity Scholars helped to guide me towards my goal. I know I can call my coach in the middle of the night and she will answer. Without my coach, I would not know where to start. She helped me find a school, showed me how to start, and explained what to expect. With Opportunity Scholars' guidance, I was able to receive help. I know that a lot of students drop out because they cannot pay and I do not have that stress. I can focus on my classes and not have that worry.

### Opportunity Scholars provided



# About Opportunity Scholars

Opportunity Scholars CONNECTS families, schools, and businesses to create a LOW COST career pathway to high paying jobs for low/middle income high school students; creating economic mobility in under-recognized groups, while building a pipeline of professional and technical workers to grow LOCAL businesses.

By connecting students, families, educators, and businesses, Opportunity Scholars builds a pipeline of professional, career, and technology workers to invigorate local economies. EVERY student — regardless of life circumstance — will be empowered for success!

## During calendar year 2023

**x2** Number of foundation donors doubled

**x3** Number of total donors tripled

## 2023 Financial Snapshot

*Figures presented are awaiting final completion of our 2023 audit.*

Revenue (donations/grants)	\$461,217
Interest Earnings	\$21,903
Funds from Reserves	\$60,507
<b>Total Revenue</b>	<b>\$543,627</b>

Program	\$489,264
General & Administrative	\$48,927
Fundraising	\$5,436
<b>Total Expenses</b>	<b>\$543,627</b>

# 2023 Calendar Year Highlights



**George Mason University and Opportunity Scholars MOU Signing**  
(l to r): David Burge, Trishana E. Bowden, Stephen Cumbie, Fred Thompson and J. Knox Singleton. Seated, Rose Pascarell and Rachel Schaefer. Photo by Ron Aira/Office of University Branding



**Northern Virginia Community College and Opportunity Scholars MOU Signing**  
(l to r): Opportunity Scholars CEO Rachel Schaefer, NOVA President Anne M. Kress



**Virginia Community College System and Opportunity Scholars MOU Signing**  
(l to r): Craig Herndon, VCCS Senior Vice Chancellor; David Doré, VCCS Chancellor; Rachel Schaefer, Opportunity Scholars CEO; Fred Thompson, Opportunity Scholars Vice Chair.

## A Message from Our CEO

If Opportunity Scholars captured 2023 in one word, it would be **GROWTH**. We are so thankful to you supporters and partners who helped us reach more young people. Two primary reasons fueled our desire to expand. First, the countless students and families who do not know how to traverse the education system. Second, businesses impacted by low unemployment rates and staff shortages creating an educated workforce deficit. Our partners in career pathways like healthcare, IT, accounting, teaching, career and technical education (HVAC, plumbing, etc) all have a resounding battle cry – they need to **grow** their workforce. To accomplish this, we are thankful to report we grew our partnerships to include Loudoun County Public Schools, George Mason University, Northern Virginia Community College and with all Virginia Community Colleges, in addition to Laurel Ridge and Shenandoah University.

At Opportunity Scholars, it was a joy to walk side by side with students and families, educators, businesses and community partners. Throughout these pages, we shared scholar stories like that of Ezekiel Martinez, an Opportunity Scholar, who in 6 short months has experienced transformational life change including help determining an education path, access to completely free education, coaching on soft / durable skills, a job through Opportunity Scholars business connections and a 55% pay increase. And that's only the story of 1 of 3 Martinez children enrolled in Opportunity Scholars.

As we close out 2023, I thank all our Opportunity Scholars Difference Makers – staff, scholars, educators, business and community partners. We are stronger together in partnership.

**Rachel Schaefer**  
CEO *R. Schaefer*



# Addressing the Need:

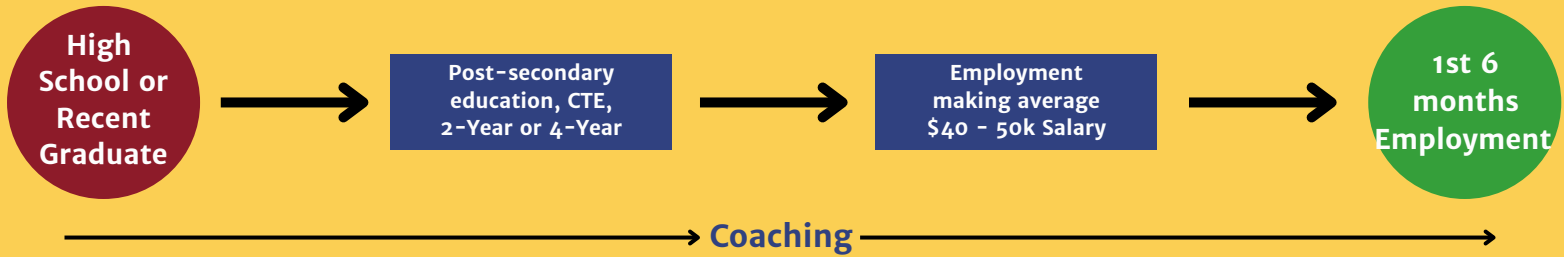
## How Opportunity Scholars Is Making a Difference

3M Virginia Students Lack Post-Secondary Education

Staffing Shortages in Nearly Every Industry

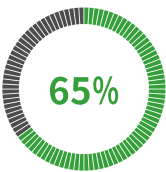
- Numerous high school graduates face uncertainty about their next steps. Opportunity Scholars provides crucial guidance and support in navigating these pivotal decisions.
- Targeting economically disadvantaged and under-recognized communities, Opportunity Scholars aims to bridge the gap by offering tailored support and resources.
- Over three million students in Virginia lack a post-secondary credential. Opportunity Scholars is committed to addressing this gap by providing essential support and resources for students to pursue and attain higher education credentials.
- Virginia faces a shortage of skilled trades workers. Opportunity Scholars is poised to address this gap by equipping individuals with the necessary skills and guidance to pursue fulfilling careers in the trades sector.
- Projected Virginia Registered Nursing Shortages through 2030 is 26.2%. Opportunity Scholars is positioned to make an impact in this shortage by supporting aspiring nurses.

### Opportunity Scholars Process

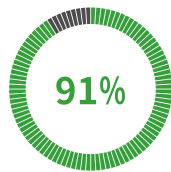


### Enrolled Student Demographics

#### Female



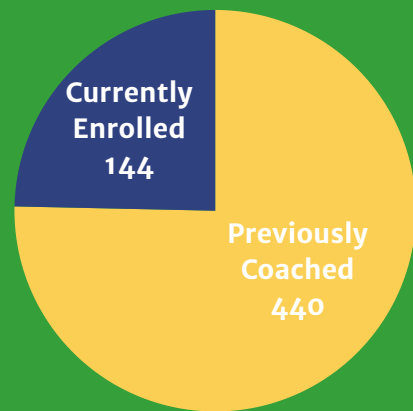
#### Underrecognized Groups



- 82% Hispanic/Latino
- 4% African American
- 9% White
- 1% Asian
- 4% Unspecified

### Students Impacted Since 2019

584



Graduation Rate



Low-Middle Income

# Board Officers



**Scott Miller**  
Board Chair  
Director  
Virts-Miller Family  
Foundation



**J. Knox Singleton**  
Vice Chair & Founder  
Former CEO  
Inova



**Fred Thompson**  
Vice Chair  
Thompson Hospitality



**Lorna Martinez Magill**  
Board Secretary  
Co-Founder  
Isn't She Amazing



**Jonathan Avendano**  
Board Treasurer  
Associate Pastor  
Iglesia Mana Del Cielo



**Nick Clemente**  
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Government Relations  
Northern Virginia  
Chamber of Commerce



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Chief Executive Officer  
NVCommercial



**James Dyke**  
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N. America Service  
Cloud, Salesforce



**Delbert Parks**  
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Micron Techonology



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Chief Executive Officer  
Opportunity Scholars



**Sonny Swann**  
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Climatic Heating &  
Cooling



**Jill Holtzman Vogel**  
Managing Partner  
Holtzman Vogel



**Alan Wurtzel**  
Former CEO  
Circuit City  
Author



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Chief Executive Officer



**Kari Christaldi**  
Administrative  
Assistant & Bookkeeper



**Jessica Perez**  
Bilingual Program  
Coach



**Marlenne Perez**  
Bilingual Program  
Coach



**Aida Sempe**  
Bilingual Program  
Coach

# Board of Directors

# Staff

# Organizational Partners

## Corporate



## Education



## Community





# Opportunity Scholars

*Pathways to Success*

**Donate Now**



**Refer a Student**



**Contact Us**



[info@opportunitiescholars.org](mailto:info@opportunitiescholars.org)

540-931-1084

*Your support helps us reach  
more students*

## 2023 Scholar Graduates

Ruby



Ivan



Gisselle



Justin



Juliana

