

**2022-23**

**NXTGOV**

# **A LOOK BACK AND A LOOK AHEAD**

## **ANNUAL REPORT**

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# Mission

The purpose of NxtGov is to build a community interested in improving public service, inspiring public servants, and serving the community.

We are a nonpartisan California-based 501(c)6 nonprofit that leverages the knowledge and passion of its members to build a community of change agents that enhance the public sector. We primarily serve the Sacramento community to inspire and equip people to enter into public service and help people grow in their public service careers.

Our mission is to become our own platform for change by building synergistic connections to support, innovate, and redefine the culture of public service.

**Values** a safe space and network that values **service, collaboration and inspiration**

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# A MESSAGE FROM THE PRESIDENT OF THE BOARD

NxtGov has been a place where the community could gather when the state of the world seemed disarray and when an unprecedented pandemic changed every aspect of our daily lives and how we worked.

In 2014 I led an effort to improve the California Civil Service as part of the Government Operations Agency (GovOps). This ambitious effort enabled us to pull in the voices of dozens of civil servants hungry for change. Their efforts contributed to several key initiatives that still stand today, and yet, we weren't done. The hunger for a platform of change remained, and so this became our space, NxtGov was born.

I've loved seeing members engage with NxtGov feel welcomed and supported as they navigate their public service career, I've loved engaging with state entities where they seek our input on how they might better engage their changing workforce, and I've loved finding other thought partners in this work where we've had the chance to collaborate. You've all played a part in this, and we all model service, inspiration, and collaboration.

Our members (you) are core to our work and we built a coalition of public servants and partners interested in connecting in changing the world. This coalition makes up our 501c6 nonprofit and as a nonprofit our bylaws govern key aspects of our organization.

This report will present updates to NxtGov members and partners on membership, finances, and other key organizational changes.




*The future of CA State government is here and ready to innovate our state!*

Join the movement!



@NxtGovCA

NxtGov.org

Establishing NxtGov as a non-profit has been a key milestone for a small group that started out at least 6 years ago! Our nonprofit bylaws enable leadership change and this will be my last year with NxtGov as its President of the Board. A *thank you* to everyone that has supported our mission doesn't even begin to capture my gratitude. ❤️

I will stay on as advisor after the fall of 2023 and I'm stoked to work with the rest of the leadership team to bring to fruition key strategies that will continue to plant the seeds to support our maturing organization.

With that in mind, there are 4 key goals that NxtGov will be executing in 2023:

- 1. Baseline and increase membership engagement by 30%**
- 2. Establish revenue streams and fundraise and collect up to \$10k**
- 3. Empower and recruit potential leads for 2023-25 leadership**
- 4. Re-invigorate our operating model to tackle government innovation**

These goals will support our growing organization and it all starts with you, our members and our sponsors. So activate your new membership account, contact us about sponsorship and partnership ideas and I hope you can join us as we continue collaborating, inspiring, and modeling service.

Sincerely,

Angelica "Angie" Quirarte  
Founder and President of the Board 2021-23



## Membership overview

*"NxtGov has been a support like none other for me. I've found friendship, mentorship, and career guidance in one single organization. Monthly volunteer engagements help me stay involved and help me help the community. NxtGov has given me so much more than I can ever give back."*

- Minish Trivedi



## Membership Engagement:

### Growing and supporting our membership base

Our incredible members sustain our organization, and membership growth and development is at the core of our organization's work ethic. Over the years we have sustained a healthy level of 'active members,' but we see the potential to create a bigger impact by growing our membership and offering them more opportunities.

For this reason, NxtGov will begin instituting tiered, annual membership dues to support the growing volume and diversity of the services and opportunities we offer. Our new new membership engagement platform- Raklet- will help streamline membership communications and service delivery. More on both as you read on. We look forward to more deeply engaging our membership!

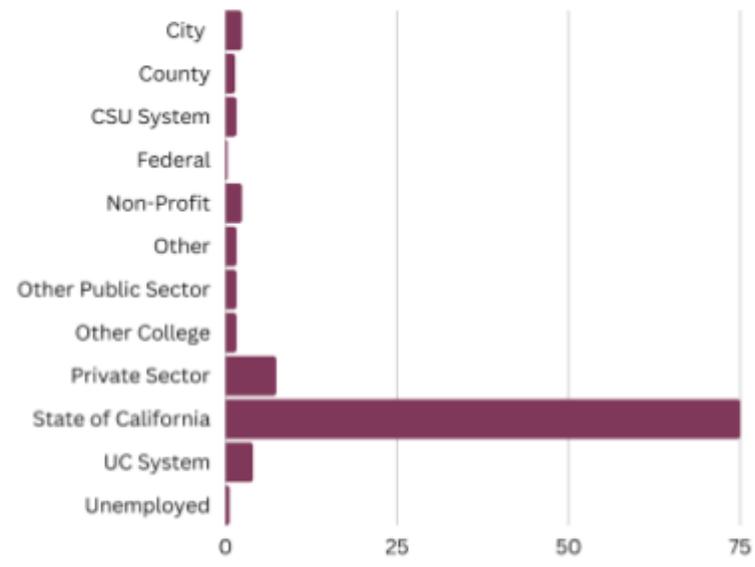
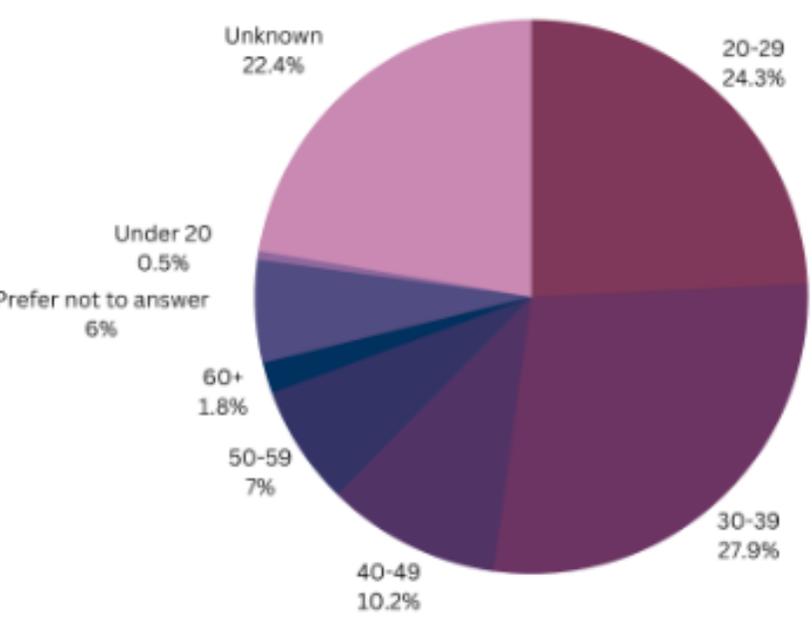
# Growing and supporting our membership base

**A look back in our membership base:** The data below shows a snippet of our membership growth and demographics as well as membership engagement through our events.

As of 12/28/22 we have **621** Mailchimp contacts, **515** Subscribed, **382** active members\*  
 \*Members are currently classified by level of engagement with our newsletters and events. Our new membership approach will change this to due-paying members registered in Raklet.

## Age Demographic

## Employer Demographic



**Most of our members are based in the Sacramento region** - the Top 3 locations are Sacramento, Elk Grove, Roseville

**Our members cover the spectrum of early career to leadership level** in the public and private sector.

The range of or their experience:

- In the Public Sector: Fellow and Student Assistant through Executives (CEA's)
- In the Private Sector: Staff through Leadership and business owners



## Growing and supporting our membership base

### Introducing... the Official NxtGov Membership!

To support our ability to afford our ongoing expenses and provide higher quality service, we are instituting NxtGov membership tiers, with annual membership dues, starting January 2023. Non-members will still have access to *some* of NxtGov’s services and offerings, but members will receive free or discounted access to additional services, private events, and the NxtGov community.

As part of this change, we are investing in Raklet, a new membership platform, to create a better experience for our members and volunteers. Members will have access to all of the platform’s features, which include discussion boards, job postings by members, and ad hoc volunteer and professional development opportunities.

We’ve included a summary of our services and benefits below to help visualize how members can get the most out of NxtGov. For the full description of the benefits and services available to members and non-members, please visit [www.nxtgov.org/membership-benefits](http://www.nxtgov.org/membership-benefits).

#### Services We Offer

- a. Events and forums that build bridges across public sector silos at the staff, manager, and executive leadership levels
- b. Public sector career search and career development coaching, resources, and support
- c. Public Sector Job Application Assistance and Interview Prep



**Growing and supporting our membership base**

## **Introducing... the Official NxtGov Membership!**

### **Benefits to Volunteers**

- a. Connect deeply with the NxtGov leadership team, a network of established public sector professionals
- b. Opportunities to support and lead projects for NxtGov that can lead to professional growth, new skills, and better government.

### **Benefits to the Community**

- a. Additional capacity from service-oriented public servants for other organizations local community service events.
- b. Opportunities for individuals looking to participate in community service events
- c. Increasing civics literacy through resources and events that help explain public sector processes and make them easier to navigate



## NxtGov Community Impacts

Our members are active in our community. The community engagement committee provides opportunity for NxtGov members to volunteer and support local nonprofits.

This is putting service into action!

**245 hrs** volunteered

**Served over 1,000** families through 3 volunteer days

**67** unique individual volunteers

**Partnered with 6** organizations including: Food Bank, SPCA, Women's Empowerment, American River Parkway Foundation, Running for Rhett Foundation and Sacramento Steps Forward



NxtGov supports the career growth and exploration of all of our members. The public recruitment and professional development committees have put on several events in the past year. And executed other events like: "How the Public Sector can help achieve your educational goals" coffee chat, "Career Development" coffee chat and an open tour of the CNRA Career Center

**35 engagements (resume reviews, advice, phone calls, SOQ reviews)**  
**14 - "How to get a State Job Workshops"**

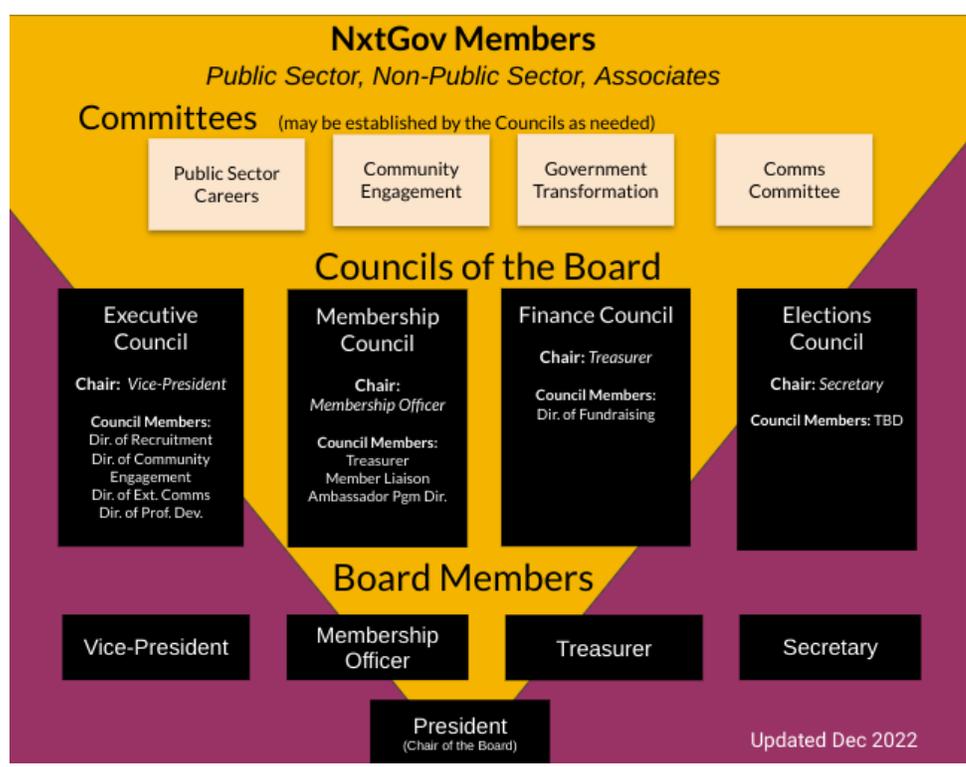


## New ways to collaborate

## Organizational changes

**Supporting our community and uplifting government innovation** While we recognize the importance of serving our community, we also recognize that governments in the Sacramento region have incredible potential to operate more effectively, efficiently, and equitably. Starting in 2023 NxtGov is adopting a co-equal focus on supporting innovation that can lead to positive government transformations. From here on out, our programming will reflect this “support and innovate” framework so we can do our part to create a better public sector while continuing to uplift our community of incredible public servants.

**New committees** To reflect our adoption of this *support and innovate* framework, Nxtgov has created a new Government Transformation Committee that will elevate examples of innovation within government and explore issues related to government efficiency, efficacy, and equity. We are also merging Public Recruitment and Professional Development committees into the new Public Sector Careers committee to streamline how we deliver career development counseling and programming.



**Get involved!**



## Upcoming opportunities to lead a growing nonprofit

2023 is an election year for our NxtGov Board, and all NxtGov members are encouraged to consider taking the reigns of a leadership position. We want to honor and thank everyone that has taken a tour of duty in leading our organization.

Our Board members serve a term of two years, so we will have leadership opportunities available this fall. Our NxtGov leadership team always benefits from diversity of backgrounds and perspectives, so all members should consider stepping into a leadership role. If you are interested, join any of the NxtGov events or committees, or talk to a current Leadership Team member. The Election will take place in November so keep an eye out for email announcements.



Connect with us now if you're interested in learning more!

## A different way to partner with us

We have been blessed with an array of partnerships throughout the years. Some of our previous partners are highlighted below. In order to amplify the partnerships of those who align with our mission areas, we will be instituting sponsorship tiers. Sponsors are organizations that can financially contribute to the work of NxtGov. Prospective partners can learn more about this in our [partners and sponsors prospectus](#).

We strive to partner with organizations that:

1. Actively demonstrates that they align with our values
2. They are non-partisan in nature and support DEIA
3. They will actively participate in our collaborations
4. They can help expand the NxtGov network and build bridges across sectors
5. They compliment existing work within the committees and program areas



Connect with us about sponsorships and partnerships

# Financial overview: Establishing funding streams

Part of being a new organization is establishing financial stability. Until recently all events planned and all platforms supported to operate NxtGov have been funded out of pocket from members of the leadership team. The existing leadership team members accrue the fees for all current applications and subscriptions. This is not sustainable and we look forward to instituting new financial practices that will bring more stability to funding our operations.

## A look back at our finances

In 2022, we hosted our first paid event and fundraiser: Wine and Workshop. The event was held on July 28, 2022, at Lucid Winery and took approximately the Board at least 3 weeks to plan. The results of the event are as follows:

- NxtGov successfully raised \$735 from the event and netted \$315 of the total for the organization.
- Overall costs associated with hosting the event were \$420
- We had a total of 42 attendees

In addition to hosting our first fundraiser, the Board also took significant steps to ensure financial accountability and stability for the organization. This includes:

- Adopting an operational reserve policy that requires a bank balance at sufficient level to cover operational expenses for a minimum of three years;
- Establishing a Financial Council to ensure members and Executive Council members have an opportunity to provide input on major financial decisions; and,
- adopting subscription and cost reporting policies and procedures.

**Establishing funding streams**

This table shows projected expenses balanced with donations year to date and current bank balance.

<b>Projected Expenses</b>	<b>\$3,000</b>
<b>Donations YTD (1/1/22- 12/28/22)</b>	<b>\$700</b>
<b>Current Balance (As of 12/28/22)</b>	<b>\$450</b>

When looking at our ongoing annual operating costs (Email, PO Box, Bank fees, Website Maintenance, Raklet-Membership Tracking Software, etc.), NxtGov is faced with an approximately \$3,000 annual budget. The Board is acting on diversifying our revenue sources moving forward to cover current and future operating costs.

To sustain operations, NxtGov has the following Financial goals:

- 1. Host a minimum of 3 fundraising events and one donation campaign in 2023;**
- 2. Contract and secure anchor funders, sponsors and partners;**
- 3. Successfully rolled out tiered membership dues.**



Talk to us about becoming a sponsor

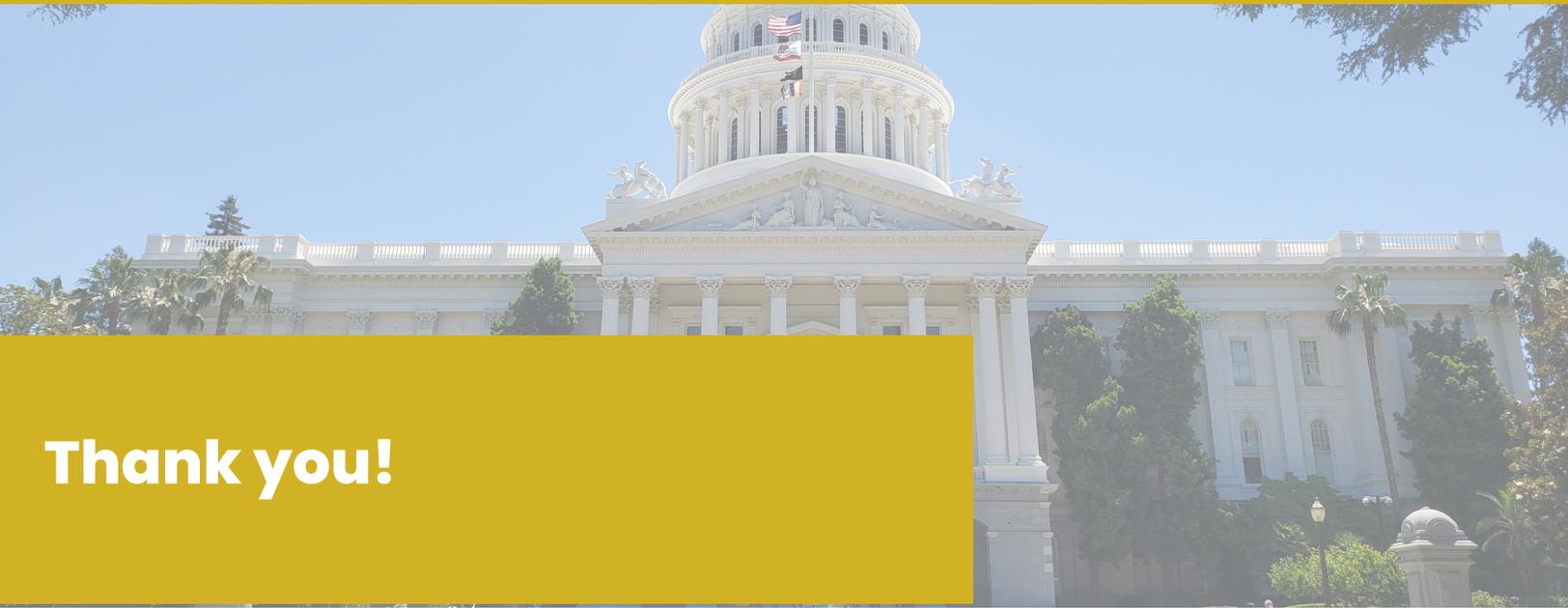
# Establishing funding streams

Our immediate source of income will come through the annual membership dues from our members. Membership tiers will be consistent with membership groups as identified in our bylaws. Membership benefits will expire one year after the receipt of membership dues.

<b>2023 Annual Membership Due Tiers</b> Learn about our <a href="#">membership tiers and benefits on our website.</a>		
Public Sector Members	\$20.00	This membership is designed for people who work within a government entity which includes agencies, instrumentalities, or other entities of federal, state, or local government recognized by the United States Government.
Non-Public Sector Members	\$25.00	This membership is designed for people who work in but is not limited to, private sector employees, non-profits, or other non-government institutions.
Associate Members	\$10.00	This membership is designed for students and other professionals who would like to support NxtGov, take part in NxtGov events, but are not seeking to be voting members.



**Activate your account today** and don't miss out on an engaging start to 2023!



**Thank you!**

This report is reflective of our collective work. We look forward to a new exciting year with all our members and partners!



Activate your account today!



Connect with us  
about sponsorships  
and partnerships

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