



# Air Force Association

## General Charles A. Gabriel Chapter

### Quarterly Newsletter

Volume 2018, Issue 4

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## Message from the Chapter President

Dear Gabriel Chapter and AFA Members and Friends,

As we come to the close of 2018, I am overwhelmed by the many successes and breakthroughs of the past year. Through the outstanding leadership of past president Joe Burke, and tireless support of our EXCOM, we have achieved a banner year.

Most significantly, through an active outreach to our corporate and community base, we have grown our corporate sponsors by 50%. In combination with our partnership with AFCEA-NOVA to host a USAF IT Day in Feb 2018 and again in Dec 2018, we have significantly boosted our ability to influence the AFA Mission to EDUCATE, ADVOCATE, and SUPPORT!

So, along with our newly gained members from our merger with the Northern Shenandoah Valley Chapter, I'm looking forward to another banner year, with many opportunities for our EXCOM and other members-at-large to push forward. In our recent Air Force IT Day, we played a key role in helping the Air Force to promulgate its vision on achieving agile software acquisition. That's just a start, as Gabriel Chapter, through its base in the Tysons-Dulles IT Corridor and beyond, is exceptionally well postured by its corporate and individual membership to further this strategic goal.

This is just an example of the many areas you can be involved in 2019, from top-level strategic planning down to mentoring STEM teams at our local high schools and CAP and JROTC elements. We also have several immediate vacancies on our EXCOM, and always can also use help on our committees. The easiest way to get involved is attend our Gabriel Chapter professional development lunch meetings to hear what's important to both our chapter and our senior speakers. Our next event will be January 9th with Dr. Lauren Knausenber at Maggiano's in Tysons Corner. I hope to see each of you at one of our upcoming events.

During this joyous season, please remember our Airmen, Soldiers, Sailors, Marines and Coast Guard personnel who have been away from home during the holidays. Rohini and I hope you and your families had a wonderful holiday season and wish all of you a safe and Happy New Year in 2019.

*Mike Winters*

President

**General Charles A. Gabriel Chapter**  
**Air Force Association**



## Gabriel AFA Community Partner Program

During these times of constrained resources and new emerging threats, our Air Force needs the Air Force Association to educate the public on the importance of air power and strong national defense. One of your AFA tools to help spread the message is the Community Partner Program. I strongly encourage each AFA Gabriel Chapter member help the Chapter actively recruit new Community Partners. As a chapter member you do business in the local community. Identify those businesses that you support and ask them to become a community partner with the Gabriel Chapter. Here are the top 10 reasons for a business to become a community partner:

1. \$90 A YEAR is affordable and your money supports Grants and Scholarships for local schools to promote science, technology, engineering and math (STEM) – a national priority.
2. You become part of an Organization with volunteers dedicated to connecting with active duty military, veterans, and their families thru events, activities, and networking!
3. Your local AFA Chapter provides you advertising in publications, events, activities, newsletters to the local AFA members.
4. Your business will have opportunities to advertise at local, regional and National AFA events!
5. Your business receives a plaque to hang up, a decal for your entrance - use your Membership in local advertising (print, radio, television); the Military likes doing business with those who support them!
6. Your business will be recognized for your support and involvement in the local area
7. Your business becomes a supporter of key National Programs such as Pilot4aDay, Cyber Patriot, STEM, ROTC
8. Your business becomes a Strategic Partner in our National Defense thru Aerospace Education and Advocacy
9. You save hundreds of dollars with discounts and savings visit: [www.afavba.org](http://www.afavba.org) or visit [services@afavba.org](mailto:services@afavba.org)
10. You get AFA Magazine, Chapter Newsletter, and email updates

Bottom Line: Being an AFA Community Partner is an opportunity to increase business and make a tremendous difference in the local community at the same time!

## Chapter Activities

### [Air Force Vice Chief of Staff Speaks to Gabriel Chapter at Annual Falcons Landing Event](#)



*US Air Force Vice Chief of Staff General; Stephen "Seve" Wilson spoke to Gabriel Chapter Members at our annual event at the Falcons' Landing Air Force Retirement Community in Sterling, Virginia.*

October 12th AFA Gabriel Chapter Lunch Meeting at Falcon's Landing in Potomac Falls, VA. Our guest speaker was General Stephen W. "Seve" Wilson, who is the Vice Chief of Staff of the U.S. Air Force, Arlington, VA. As Vice Chief, he presides over the Air Staff and serves as a member of the Joint Chiefs of Staff Requirements Oversight Council and Deputy Advisory Working Group. He assists the Chief of Staff with organizing, training, and equipping of 670,000 active-duty, Guard, Reserve and civilian forces serving in the United States and abroad.

General Wilson presented a tour de force of Air Force operations worldwide and answered questions on the state of the Air Force, force

structure, and training challenges for an evolving military strategy.

This event is one of monthly programs that the Gabriel Chapter hosts for the professional development of our AFA membership. Many of our members are corporate partners who advance the AFA mission.

Each year, the Chapter holds at least one event at Falcons Landing to reach many of our longest tenured AFA members. Falcons Landing is an Air Force retirement community in Sterling, Virginia. Residents call Falcons Landing a "dream come true." A group of retired officers used to meet regularly for breakfast at Andrews Air Force Base, and one day they had a great idea. The Washington D.C. area should have an Air Force military retirement community along the lines of the one in San Antonio. They formed the Air Force Retired Officers Community (AFROC) and began a ten-year journey to make their dream a reality. The original Board of Directors visited communities across the country to determine what constituted the ideal retirement community. They secured financing and a perfect site, commissioned the design and found just the right company to build it. Falcons Landing was completed 1996 and the community is everything they dreamed it could be . . . and more.



*Gabriel Chapter members Lt Gen (ret) Arnold Braswell, General (ret) Jack Chain, Colonel (ret) Tom Owens, and Dr. Paul Kaminski enjoy the gathering for the presentation by AF VCSAF.*

At our annual event at Falcons Landing there were number of retired GOs; among the most prominent residents are General Jack T. Chain, former CINCSAC, and his wife Judy. In addition to General Chain, this year we were joined by Lieutenant General (ret) Charles May, Dr. Paul Kaminski, Lieutenant General (ret) Arnold Braswell.



*Gabriel Chapter President Mike Winters expresses gratitude for the presentation by General Stephen "Seve" Wilson, USAF VCSAF,*

### [Northern Shenandoah Valley Chapter Expands Scholarship Fund at Randolph-Macon Academy](#)

On October 25, Gabriel Chapter President Mike Winters joined former AFA National Director Lt Gen (ret) Chuck Heflebower and Virginia North President Tom Shepherd to present a check on behalf of the Northern Shenandoah Chapter to Randolph-Macon Academy (RMA). RMA is a military boarding school with AFJROTC and is an official Falcon Foundation Prep School for the United States Air Force Academy.

Northern Shenandoah Valley Chapter (NSVC) #435 has had a long-standing relationship with RMA and annually contributed to a scholarship fund for AFJROTC cadets. This year, the annual donation had special meaning as it represented half of the remaining funds from NSVC as the chapter closed and its members merged with the Gabriel Chapter. The Gabriel Chapter EXCOM voted to match the NSVC donation and presented an additional check to RMA. The remaining half of the NSVC funds were donated to Sacred Heart Academy in Winchester, VA. That presentation was also

matched by the Gabriel Chapter for presentation to Sacred Heart Academy to demonstrate continued support for education activities in the western part of our AOR. The combined donation from the two chapters to



*L-R Commandant at Randolph-Macon Academy, Col Frank Link, USAF (retired); Gabriel Chapter EXCOM, Lt Gen Chuck Heflebower, USAF (retired); President, Randolph-Macon Academy, Brig Gen David C. Wesley, USAF (Retired); Gabriel Chapter President, Mike Winters; N. Shenandoah Chapter EXCOM and Virginia North President, Tom Shepherd*

each school was \$1,250.

Many thanks to Tom Shepherd for coordinating the presentation and representing the NSVC officers.

### [Northern Shenandoah Valley Chapter Supports Science Program at Sacred Heart Academy](#)

As we approached the Thanksgiving holiday, AFA Virginia North President, Colonel (ret) Tom Shepherd was joined by AFA National Vice Chairman for Aerospace Education, Colonel (ret) Jim Hannam in a special presentation to the Sacred Heart Academy in Winchester, Virginia. Through the hard work and efforts of many, Sacred Heart Academy has been blessed with a high school science lab that allows all of our students to engage in all kinds of hands-on learning opportunities. Colonel Tom Shepherd recognized upon its opening, that lab equipment was needed in order to provide our students with the tools needed to fully engage in these

laboratory experiences. It was then that the school began a long and fruitful we began our relationship with the local Air Force Association.

Over the years, we have been able to purchase many of the essential items that you may have used in the science lab, such as the microscopes, beakers, and graduated cylinders. Through the support of Col. Tom Shepherd and the many generous donations from the Air Force Association, the students at Sacred Heart Academy can explore scientific principles that may inspire them to pursue a career in science and technology. This year, the annual donation had special meaning. The check represented half of the remaining funds from Northern Shenandoah Valley Chapter (NSVC) number 435 as the chapter closed and its members merged with the Gabriel Chapter. The Gabriel Chapter EXCOM voted to match the NSVC donation and presented an additional check to Sacred Heart Academy. The combined donation from the two chapters to Sacred Heart was \$1,250.

Kim Dooley, Science Teacher and Coordinator at Sacred Heart, who first created the science lab wrote to explain how the donation will be used. After much consideration, the funds will be used to purchase STEM Challenge kits that will allow our students to experience hands-on learning opportunities in subject areas that require special equipment.

Each kit focuses on alternative energy sources (geothermal, hydroelectric, wind, solar and biofuels), exploring work and mechanical advantage, and forensic investigations. These areas of study have only been discussed by our students previously, and with this purchase, critical thinking real-world activities can be brought to the science lab. These kits can inspire students to be problem solvers and forward thinkers with regard to the issues facing our world today.

Thank you so very much for this generous contribution to STEM education at Sacred Heart Academy.

### [Dr. Jeff Boleng Speaks to Gabriel Chapter on Software Acquisition at November Luncheon](#)

On November 14<sup>th</sup>, 35 members gathered for an AFA Gabriel Lunch Meeting at Maggiano's

Little Italy Restaurant in McLean, VA. Our guest speaker was Dr. Jeff Boleng, Special Assistant for Software Acquisition, for the Honorable Ellen M. Lord, the Under Secretary of Defense for Acquisition and Sustainment, Office of the Secretary of Defense, the Pentagon, Washington, D.C. He serves as a key member of the Under Secretary's executive leadership team, providing strategic focus and overall policy guidance on all matters of defense software acquisition. In this role, he leads the formulation of the Department's software acquisition strategy, advises Department leadership on latest best practices in commercial software development, supports the enterprise to build a team of top-tier software engineers, and works to develop modern software skills in the acquisition workforce.



*Gabriel Chapter President Mike Winters follows up on details from Dr. Jeff Boleng's briefing. Later Mike presented a Gabriel Chapter Challenge Coin to Dr. Boleng, in appreciation for his presentation to the Gabriel Chapter at our November luncheon.*

Dr. Boleng gave an animated and exciting explanation of modern software capabilities and describes ways that the Air Force is using technology and new authorities from Congress to reconsider how it buys and sustains software. This revolution is modeling Air Force acquisition on the entrepreneurs of Silicon Valley, overcoming the clash of cultures to bring 21<sup>st</sup> century technology to Airmen in the field. Dr. Boleng professes that this is not just cool kids wearing flip flops to work, but serious business to bring warfighting capabilities to maintain technological edge against existential threats to the nation.

## Northern Shenandoah Valley Chapter Number 435 Merges with Gabriel

As the Northern Shenandoah Valley Chapter (NSVC) number 435 was challenged to find qualified candidates to serve as officers of the chapter, the remaining EXCOM members recommended to the AFA to begin the process to merge the chapter with the General Charles A. Gabriel Chapter, number 433. The Gabriel Chapter is the closest chapter to NSVC and our two chapters already have a close working relationship in Northern Virginia and Northeastern West Virginia, participating in a number of programs, chapter events, joint events at the Cold War Museum, Aerospace Education and visits to Congress. The combined chapter will continue these programs, including support to members and Aerospace Education in the Northern Shenandoah Valley and Northeastern West Virginia.

Gabriel and NSVC officers began the process to close Northern Shenandoah Valley Chapter 435 and merge our two chapters effective October 1, 2018 and transfer chapter assets to the Gabriel Chapter. The Northern Shenandoah Valley Chapter members will be affiliated with Gabriel Chapter 433.

We welcome the AFA members coming to the Gabriel Chapter from the Northern Shenandoah Valley Chapter and look forward to participating together in the Mission of AFA to Educate, Advocate, and Support.

## AFCEA NOVA and Gabriel Chapter Host 17<sup>th</sup> Annual Air Force IT Day

The Gabriel Chapter was again invited to co host the AFCEA NOVA Air Force IT Day. The theme for this 17<sup>th</sup> annual event was **“Agile and Connected Multi-Domain Capability to the Warfighter.”** The conference delivered speakers from across the Air Force, DoD, and industry with presentations that encompassed the SECAF’s and CSAF’s vision for multi-domain operations and the resulting demand for Air Force IT and Cyber. More than 250 people attended the conference and organizers for AFCEA and AFA were pleased with the turnout, particularly among junior officers and enlisted military personnel. Many senior Air Force and DOD leaders participated in the conference, including Air Force Deputy CIO, Bill Marion; Air

Force PEO Digital, Mr. Steve Wert; Joint Staff J6, Lt Gen BJ Shwedo; and Director, Joint Service Provider, DISA, Maj Gen Brian Dravis.



*PEO Digital, Mr. Steve Wert, describes the Air Force's new approach to acquiring software that is agile, responsive, and effective.*

AFA Chairman of the Board, the Honorable Witt Peters, former Secretary of the Air Force, attended the conference and offered remarks about the importance of these types of events for exchanging ideas between military and industry technology leaders. Peters provided a quick overview of AFA and introduced Brig Gen (ret) Bernie Skoch, Commissioner, CyberPatriot, who provided an overview and status report on the CyberPatriot, the national computer network defense competition, sponsored by the AFA.



*AFA Commissioner for CyberPatriot, Brig Gen (ret) Bernie Skoch described the worldwide CyberPatriot competition, which involves 6,387 teams representing all 50 U.S. states, Puerto Rico, and the U.S. Virgin Islands; DoD schools in Europe and the Pacific; Egypt, United Kingdom, Nigeria, Estonia, and Japan; Canada, Australia, Singapore, Hungary, Spain, Guam, and the United Arab Emirates..*

CyberPatriot is the National Youth Cyber Education Program. At the center of CyberPatriot is the National Youth Cyber Defense Competition. The competition puts teams of high school and middle school students in the position of newly hired IT professionals tasked with managing the network of a small company. In the rounds of competition, teams are given a set of virtual images that represent operating systems and are tasked with finding cybersecurity vulnerabilities within the images and hardening the system while maintaining critical services in a six hour period. Teams compete for the top placement within their state and region, and the top teams in the nation earn all-expenses paid trips to Baltimore, MD for the National Finals Competition where they can earn national recognition and scholarship money.

The Air Force Association's CyberPatriot program registered more than 6,000 teams for its eleventh season of the National Youth Cyber Defense Competition, an increase of nearly 1,000 teams from the 2017-2018 competition year.

A big thank you to all Gabriel Chapter members who worked this event over a number months and to the Gabriel Chapter Community Partners, who also stepped up to sponsor this event!

**Gabriel Chapter Leaders Recognized With National Level Awards**



*Gabriel President Mike Winters accepts AFA Medal of Merit from Past President Joe Burke. Mike was recognized for his outstanding contributions during 2018 at the AFA National Convention in September.*

At the Gabriel Chapter membership luncheon on 14 November 2018, outgoing

Gabriel Chapter President Joe Burke presented awards to Chapter Members recognized at the AFA National Convention in September. Newly elected Chapter President Mike Winters and Chapter Secretary Jack Diamond both received AFA Medals of Merit for their contributions to the Chapter and the mission of the AFA during 2018.



*Gabriel Chapter President Mike Winters (left) presents AFA Medal of Merit to Chapter Secretary Jack Diamond.*

**MSAG Renews for Third Year as Gabriel Chapter Community Partner**



*MSAG has renewed as an AFA Gabriel Chapter Community Partner. Thank you for another year of support! Luigi Valentini, MSAG Vice President Aerospace, Cyber, and Infrastructure accepts the renewal medallion for their AFA Community Partner Plaque from Chapter President Mike Winters.*

MicroSystems Automation Group (MSAG) is a Service-Disabled Veteran-Owned Small Business (SDVOSB) providing subject matter expertise and technology solutions for government and commercial clients since 1988. We have a rich history of working with clients to

understand their business problems and leverage our technical expertise and knowledge to deliver solutions that improve their business performance.

We are grateful to the support of MSAG since 2016 that allows Gabriel Chapter members to advocate for airpower and a strong national defense, educate the public on Air Force issues and promote STEM, and provide support to Airmen and their families.

### Welcome new AFA Community Partner and Silver Level Sponsor HealthStar Informatics

As frontline proponents of innovation and process improvement, HealthStar informatics aims to deliver expert guidance, and assistance, to government agencies for a wide range of exemplary technology services. HSI's diverse team members - each a subject matter expert in their own field - converge to a business mission and vision with the sole ambition to help federal government agencies achieve faster, more effective, and cost-effective operations through a number of project based services, such as flawless cloud migration, extensive scientific research, superior software development, demonstrable task progress with agile frameworks, and expert project management.



*HealthStar Informatics CEO, Shubhi Mishra, accepts an AFA Community Partner Plaque from Chapter President Mike Winters. HSI is the Chapter's newest Silver-Level Sponsor*

The Gabriel Chapter is delighted to welcome HSI as a new Silver Level Chapter Sponsor and AFA Community Partner. Their support contributes to Gabriel Chapter efforts that advocate for airpower and a strong national defense, promote STEM and educate the public

on Air Force issues, and support Airmen and their families.

### Engility Joins Gabriel Chapter as Gold-Level Sponsor

Engility delivers innovative solutions to critical challenges facing the nation and the world. As a premier provider of integrated services for the U.S. government, we support the Department of Defense, intelligence community, space communities, federal civilian agencies and



*Gabriel Chapter President Mike Winters presents an AFA Community Partner Plaque to B. Marcus Bradley, BD/Capture Executive in the ENGLITY Defense and Security Group.*

international customers. Engility is dedicated to making lives better, safer and more secure. Our world-class solutions and services balance performance, efficiency and best value. From global security to information security, from international development to research and development, Engility is making a difference in areas that make a difference.

Engility's support as a Gold-Level Gabriel Chapter sponsor provides the resources for members to advocate for airpower and a strong national defense, educate the public on Air Force issues and promote STEM, and provide support to Airmen and their families.

### TekSynap Renews as Gabriel Chapter Community Partner

TekSynap (formerly Synapttek Corporation) understands both the pace of technology today and the need to have a comprehensive well planned information management environment. Technology moving at the speed of thought embodies these principles – the need to nimbly utilize the best that information technology offer

to meet the business needs of our Federal Government customers.



*TekSynap Vice President receives their plaque medallion for another year of support from Chapter President Mike Winters.*

The TekSynap founders have worked together for over a decade, supporting customers ranging from small departmental operations & maintenance efforts to leading broad nationwide deployment efforts for agencies such as the U.S. Department of Veterans Affairs. This core management team has operated in leading companies such as SIGNAL Corporation and managed business sectors of over 100M in annual revenue in industry leading companies such as General Dynamics.

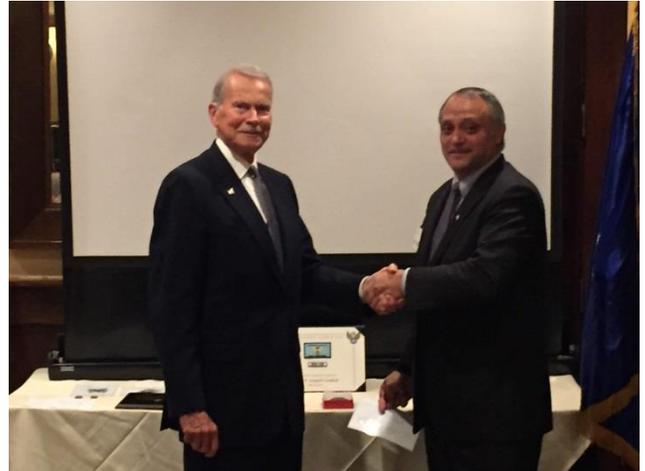
TekSynap has been a Gabriel Chapter Community Partner since 2017. We are grateful to the support of TekSynap for Gabriel Chapter AFA activities that advocate, educate, and provide support to Airmen and their families.

### **Trace Systems Renews as Gabriel Chapter Silver Level Sponsor**

Trace Systems provides a comprehensive range of communications, enterprise information technologies, and cyber security services and solutions to the United States Government, Department of Defense, and its mission partners. Our capabilities span the globe and the entire lifecycle of support from design and engineering to operations and maintenance.

Since its founding in 1999, Trace has been addressing mission critical requirements for the Department of Defense (DoD) in nearly every corner of the globe:

Trace Systems has renewed for a second year as an AFA Community Partner and Gabriel Chapter Silver Level Sponsor. Thank you Terry Severson and the Trace Systems team for your generous support of the AFA and the Gabriel Chapter!



*Terry Severson, President, Trace Systems receives the AFA renewal medallion for their AFA Community Partner Plaque from Chapter President Mike Winters.*

### **Wreaths Across America**

On behalf of the Air Force Association and the Gabriel Chapter, thanks again to everyone who helped distribute wreaths on Saturday, 15 December. In contrast to last year, it was wet and rainy day. Thanks to everyone who participated; it was certainly successful thanks to your hard work. Thanks in particular to Chapter lead Pat Rocke for his hard work and leadership for our Chapter on this event. Thanks to all members of the team, who came out to work and made the day a great success.



*Wreaths Across America honors our fallen comrades at national cemeteries across the United States, including Arlington National Cemetery.*



*Truck 28 Crew with augmentees recruited from wreath laying participants. Despite the rain, the 48-foot truck was emptied in about two hours.*

The Wreaths Across America opening ceremony started at the McClellan Gate. Thousands of volunteers were lined up to accept wreaths from the Gabriel Chapter truck crew by the time permission was given to begin distribution at 9:00. Although the number of volunteers was down from previous years – traffic snarls and torrential rain reduced volunteers to about 57,000 when previous years have numbered 100,000 or more. Nevertheless, the crew for Truck 28 was mostly done by 11:00 while we awaited final inspection of our empty truck and stacked and banded empty boxes. The Gabriel Chapter team unloaded more than 4,000 wreaths in just under two hours, providing a steady stream of wreaths to volunteers who honored out fallen comrades. Together, we accomplished something special that is an important sign of patriotism in recognition of those who lost their lives in order that we may have freedom.



*Volunteers lined up in the pouring rain to respect and honor our fallen comrades.*

Wreath pickup day is 19 January with an 8:00 start, and Pat Rocke is a Dumpster Crew Chief. Watch your email for details on the event. Please contact us if you would like to join your AFA Gabriel Chapter in this annual dumpster dive at [va433.gabriel@afa.org](mailto:va433.gabriel@afa.org)

### Upcoming Events

Save the date for these upcoming Chapter activities:

- Wednesday, Jan 9, 1130 to 1330 Gabriel Chapter Lunch Meeting at Maggiano's in Tysons Corner – Ms. Lauren Knausenberger, AF Director, Cyberspace Innovation
- Saturday Jan 19, 0800 Wreaths Out Pick Up at Arlington National Cemetery and Winchester National Cemetery
- Sunday Jan 20, 2019 Cold War Museum Speaker Series, Dr. John O'Hara

Next Chapter EXCOM meeting will be Wednesday, Feb 6 2019, 1900 to 2000 hours.

### Chapter Council Vacancies

We are looking for volunteers to fill other vacancies on the Chapter Council, as well. Interested members should contact Chapter President Mike Winters at [va433.gabriel@afa.org](mailto:va433.gabriel@afa.org) or any member of the Chapter Council.

- VP Chapter Events – Vacant
- VP Awards and Recognition – Vacant
- VP Airmen and Families / Wounded Airman Program – Vacant
- VP Veterans Affairs

## Other Items in the News

### AFA and Virginia Veterans

Your AFA is represented by Governor's appointment to the Joint Leadership Council (JLC) of Veterans Services Organizations. This Council gives one voice to the interests of more than 840,000 Virginia veterans. The JLC supports the Department of Veteran Affairs and provides direct input to the Governor and General Assembly for annual budget items and legislation to further the interests of veterans and their families in Virginia. The stated goal is

to make Virginia the most “veteran friendly state in the union.” Major programs of interest are the Virginia Wounded Warrior Program (not to be confused with the national Wounded Warrior Project), the construction of two new Veteran Care Centers (one in Hampton Roads), the maintenance of three Veteran Cemeteries (one in Suffolk), support for the Virginia War Memorial, and specific programs like the Veterans, Education, Training and Employment. For questions about the JLC or to make input, contact Gabriel Chapter VP for Veterans Affairs, Bob Austin [bob.austin@afa-gabriel.org](mailto:bob.austin@afa-gabriel.org)

### Veterans' Corner

These are two items of interest from the Virginia Department of Veteran Services to pass along to our AFA members.

The Virginia War Memorial Foundation presented the 5th Annual Commonwealth's Patriot Day Ceremony, Tuesday, September 11 in the Memorial's Heilman Amphitheater in Richmond. The ceremony honored nearly 3,000 who perished during the terrorist attacks in New York City, on Flight 93 in Pennsylvania, and at the Pentagon in Arlington on September 11, 2001. September 11 is officially designated as Patriot Day by the U.S. Congress as a national day of mourning and remembrance.

The keynote speaker for the ceremony was Melvin D. Carter, Chief of Fire and Emergency Services for the City of Richmond. Chief Carter is a Marine veteran and serves in the Virginia National Guard. The program included patriotic music performed by the 380th Army Band Ensemble and soloist Bethany Gates. Sailors from Navy Recruiting District, Richmond were ushers and supervised parking.

The VWM Walkway of Honor was established many years ago when JLC members and BVS members pooled resources to purchase paver bricks. The Foundation's Development Coordinator, Brenna Magette encourages Virginia Veterans I to buy a brick to support the War Memorial. More information on their website:

<http://vawarmemorial.org/bricks>

Veterans Corner is submitted by Tom Wozniak, State VP for Veteran Affairs and the State AFA Representative to the Joint

Leadership Council (JLC) of Veteran Service Organizations. For questions about the JLC or to make input, contact Tom Wozniak [wozniakTA@cox.net](mailto:wozniakTA@cox.net) or Gabriel Chapter VP for Veterans Affairs, Bob Austin at [bob.austin@afa-gabriel.org](mailto:bob.austin@afa-gabriel.org).

## Honoring Our Fallen Comrades

This section of our newsletter is to recognize the service and sacrifice of our fellow airmen and Gabriel Chapter members, who have gone to their final reward. If you would like to recognize a fallen comrade or family member in these pages, please send information to our VP Communications at [afa\\_gabriel\\_chapter@afa-gabriel.org](mailto:afa_gabriel_chapter@afa-gabriel.org)



*Chief Master Sergeant Norman George Brander, long time President of AFA's Northern Shenandoah Valley Chapter, passed away on November 7, 2018. He will be missed.*

Our friend, Norm Brander, lost his battle to cancer and passed away in November. Chief Master Sergeant Norman George Brander, Retired USAF, age 71, passed peacefully on Wednesday, November 7th, 2018 surrounded by family at his home in Warrenton, VA. He was born on November 6th, 1947 in Vallejo, CA, son of the late George & Juanita Brander.

A graduate of Embry-Riddle Aeronautical University, he retired from active duty in 1992 following a 27 year career. He then began working with AFJROTC students leading to 18 years of service to Randolph-Macon Academy in Front Royal, VA. President of his local AFA chapter, life-long San Francisco 49ers fan, calm



and firm leader with a sense of humor, a great friend, loving husband and brother, devoted father. He will be sorely missed.

He is survived by his wife, Sue Brander; three children, Annie Brander & Christina Brander, both of Winchester, VA and Matthew A. Tucker & his wife Cara of Charlotte, NC; and two siblings, Ronald F. Brander & his wife Diane of Oakley, CA and Debra Elaine Prushinski of Lynn, MA.

A memorial service was held at Trinity Lutheran Church, 276 Cleveland St., Warrenton, VA. Many friends from the Gabriel Chapter and Virginia Air Force Association were able to attend.

Memorial contributions may be made to Heartland Hospice in Warrenton, VA or to Randolph-Macon Academy indicating "AFA Scholarship in Memory of Chief Brander".

# Many Thanks to our Corporate Sponsors

## Chapter Corporate Sponsors

In recognition of designation at the Bronze-Level, Chapter Corporate Sponsors receive:

- Identification as a Community Partner of the Gabriel Chapter with a Cherrywood plaque and two individual memberships to the Air Force Association
- Recognition as a Chapter Corporate Sponsor on the Chapter Website [afa-gabriel.org](http://afa-gabriel.org)
- Invitations to all Chapter events and Chapter membership meetings



## Gabriel Chapter Bronze Level Sponsors

**Technica®**



In addition, Silver-Level Sponsors receive:

- One reserved seat at monthly membership luncheons

Gold-level sponsors receive:

- Two reserved seats at monthly membership luncheons

Platinum-level sponsors are recognized with:

- Four reserved seats at monthly membership luncheons

If you would like more information on the Gabriel Chapter Corporate Sponsor program, contact [afa\\_gabriel\\_chapter@afa-gabriel.org](mailto:afa_gabriel_chapter@afa-gabriel.org)



## Gabriel Chapter Silver Level Sponsor

**GENERAL DYNAMICS**  
Information Technology



## Gabriel Chapter Gold Level Sponsor



## Gabriel Chapter Platinum Level Sponsors

**GENERAL DYNAMICS**  
Mission Systems



## Gabriel Chapter Community Partners

By affiliating with AFA, our Partners join with other AFA members worldwide to support policies and programs that provide the Air Force with the trained men and women and the modern weapon systems needed to fulfill its missions and help assure America has a deterrent force sufficient to ensure this nation's peace and security.

Partners' designated members receive AFA's monthly publication, Air Force Magazine. The magazine allows them to keep abreast of AF matters through an informative and entertaining mix of articles on a wide variety of subjects, including new weapons and aircraft, national defense issues, legislative reports, first-person accounts of air operations, book reviews, and much more.



**South Riding**  
COSMETIC & FAMILY DENTISTRY



## Chapter Finances

Gabriel Chapter Treasurer, Justin Thomas, reports on the Chapter's Finances:

### Chapter Financial Activity

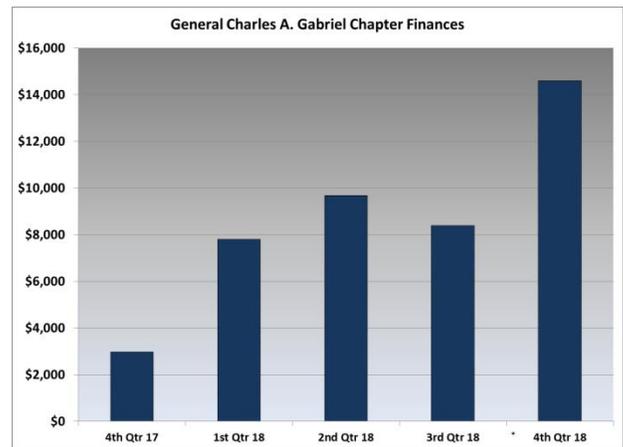
*\*Current values are as of date of newsletter publication\**

#### Inflow:

- Chapter Membership Meetings
- Silver and Platinum Level Chapter Sponsors

#### Outflow:

- Chapter Membership Meetings
- Community Partner Memberships
- Annual Website License
- Administrative Expenses



## Gabriel Chapter Top Ten Tips for Recruiting and Retaining Members

The General Charles A. Gabriel Chapter has been recognized for a successful retention program. AFA Field Operations asked Chapter President Joe Burke for his secrets to success. Here are ten tips that Joe shared with our AFA National Field Operations Staff. How has the Chapter been so successful at growing new members and retaining existing members? Joe said, "My usual answer is that there is no magic to retention, that it just takes some commitment and to remember it's a contact sport."

Here are the Gabriel Top Ten Tips for Retention:

1. **Chapter Programs and Events That Offer Value to Members** - People join the Association for different reasons and have varying interests in AFA programs. Retention starts with running balanced Chapter programs that advance the AFA mission -- Advocating for Airpower, developing Aerospace Education and supporting Airmen and Families – while offering "something for everyone." Our membership events bring active duty and reserve component speakers who present on topics that serve the AFA mission. We have at least one Chapter social event a year and we run monthly meetings in different locations throughout our AOR to make it easier for members to attend.
2. **Communicate with our Membership.** We have a great communications team with VP for Communications, Jack Diamond, and VP for Social Media, Sam Shelton. Every week we notify members about upcoming Chapter events through our Quarterly Newsletter, Chapter website, Facebook page, and Constant Contact email notifications.
3. **Reach Out to First Year Members and Transfers** – We download the Chapter membership roster monthly (or whenever it's updated by national) and contact new members to make sure they know we are their Chapter and are ready to help them get active in our Association.
4. **Don't Take Attendance** -- We understand that they can't get to some or even most of our events due to active duty, work or family commitments. We make it clear that if they can participate in only one of our events, they are still making a difference. Even for our Executive Committee Members, we consider participation voluntary – whatever time they can commit is valued and appreciated.
5. **Track Status with AFA Provided Reports** - We download our Roster from the AFA website when it is updated around mid-month. The Update Roster lists all members who are coming up for renewal or whose memberships are expiring. The roster also tells us whether or not a member we previously contacted about re-upping has actually renewed his or her membership.
6. **Watch the AFA Retention Training Module** - The Retention training module on the AFA website goes through the entire process, including the how to use the rosters for Chapter retention.
7. **Assign a Chapter Lead for Membership** – Our Chapter VP for Membership is currently vacant. Nevertheless, one person needs to lead the Retention effort. So our Chapter President has stepped in, assisted by other Executive Committee (EXCOM) members. The Chapter President owns and leads our program. It takes a group of people to implement, but one person is responsible.
8. **Retention is a Contact Sport** – We personally contact each member. Usually the member has already been contacted by AFA National, with letters and emails. We assign a real person to reach out with personal contact – by telephone or email -- to each member who is up for renewal.
9. **Retention is Also a Team Sport** – Whenever possible; we make sure that the person who recruited the member, or who knows him or her best, reaches out to make the contact. For all others, we divvy up the list among the EXCOM. In the end, an assigned sponsor (retention committee or a member who knows them) contacts the member and provides that personal touch.
10. **Follow-up** – Every month our VP for Membership audits the membership roster to see who renewed. We follow-up with any disconnects and confirm the member's status. Sometimes a member confirms that they renewed their membership even though they do not show up on the roster. So we have to call AFA HQ membership and resolve the issue. AFA HQ is always ready to assist us!



## AIR FORCE ASSOCIATION

The Air Force Association is proud to announce that we are furthering our partnership with the Civil Air Patrol (CAP) to promote aerospace education and Science, Technology, Engineering and Mathematics (STEM) careers.

"The partnership between AFA and CAP offers a great opportunity for members from both organizations to stay connected and advocate for the future of our Air Force," said General Larry Spencer, AFA President. "Education is one of AFA's top priorities, and we believe this relationship supports that mission by granting our members access to invaluable information on the rich history of our great Air Force."

As a thank you to AFA members, CAP is extending a special opportunity for AFA members to become involved as "Friends of CAP" for \$15 instead of the usual \$35 cost. AFA "Friends of CAP" pay \$15 as a tax deductible gift to further support Civil Air Patrol without volunteer membership obligations. Friends will receive the Civil Air Patrol magazine twice a year, as well as periodic emails with updates from the national staff and development office. Friends are also eligible to take advantage of member benefits and discounts. To become an AFA Friend of CAP [click here](#) and use discount code AFACAP on page two of the online form.

If you know of any CAP members who are not currently AFA members, please encourage them to join AFA at a special price for new CAP members. [Click here](#) for more info.

We look forward to partnering with CAP and working together to promote aerospace education and a dominate Air Force.



**Air Force Association**  
1501 Lee Highway Arlington, VA 22209-1198  
[AFA.org](http://AFA.org)

Phone 703-247-5800  
Toll Free 800-727-3337

## Update Your Information

Please visit the Chapter web site at <http://www.afa-gabriel.org/> to update your contact information and gain access to additional information on the Gabriel Chapter's history, meetings, and events.

## Suggestions?

Do you have a suggestion for the newsletter or a Chapter initiative? Please feel free to contact us at [va433.gabriel@afa.org](mailto:va433.gabriel@afa.org).

Executive Committee		
President Emeritus	Gen (Ret.) Ralph "Ed" Eberhart	
President	Mike Winters	<a href="mailto:va433.gabriel@afa.org">va433.gabriel@afa.org</a>
Vice President	Brad Wilkins	<a href="mailto:va433.gabriel@afa.org">va433.gabriel@afa.org</a>
Treasurer	Justin Thomas	<a href="mailto:va433.gabriel@afa.org">va433.gabriel@afa.org</a>
Secretary	Jack Diamond	<a href="mailto:va433.gabriel@afa.org">va433.gabriel@afa.org</a>
VP Aerospace Education	Lisa Richter	<a href="mailto:va433.gabriel@afa.org">va433.gabriel@afa.org</a>
VP Airmen and Family Programs/Wounded Airmen	VACANT	
VP Awards and Recognition	VACANT	
VP Communications	Samantha Shelton	<a href="mailto:va433.gabriel@afa.org">va433.gabriel@afa.org</a>
VP Community Partners	Joe Burke	<a href="mailto:va433.gabriel@afa.org">va433.gabriel@afa.org</a>
VP Events	VACANT	
VP Government Affairs	Lee Rizzo	<a href="mailto:va433.gabriel@afa.org">va433.gabriel@afa.org</a>
VP Leadership Development	Joe Burke	<a href="mailto:va433.gabriel@afa.org">va433.gabriel@afa.org</a>
VP Membership	Joe Burke	<a href="mailto:va433.gabriel@afa.org">va433.gabriel@afa.org</a>
VP Military Affairs	Heather Celano	<a href="mailto:va433.gabriel@afa.org">va433.gabriel@afa.org</a>
VP Veterans Affairs	VACANT	<a href="mailto:va433.gabriel@afa.org">va433.gabriel@afa.org</a>
Webmaster	Filip DaSilva	<a href="mailto:va433.gabriel@afa.org">va433.gabriel@afa.org</a>

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