



# Air Force Association

## General Charles A. Gabriel Chapter

### Quarterly Newsletter

Volume 2019, Issue 1

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## Message from the Chapter President

Dear Gabriel Chapter and  
AFA Members and Friends,

It is hard to believe that we are already six months into the AFA term year and three months into the calendar year. As you will see, much has happened since our last quarterly newsletter was published.

We have had a great year to date and I would like to thank all of our Gabriel Chapter members and families who have stepped forward to make our many programs a success. Many hands make light work. Our ability to serve the chapter membership and the goals

of the Association are only as great as those who volunteer. I would also like to thank our Community Partners and Corporate Sponsors, who continue to provide financial support to the Chapter that allows us to run our many programs supporting the total Air Force family and aerospace education here in Northern Virginia.

We in the AFA Gabriel Chapter continue to promote a dominant Air Force here in Northern Virginia whenever and wherever possible. As you will see in this newsletter, your Chapter continues to:

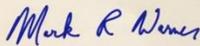
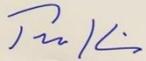
- EDUCATE the public on the critical need for unmatched aerospace power and a technically superior workforce to ensure U.S. national security.
- ADVOCATE for aerospace power and STEM education.
- SUPPORT the total Air Force family, and promote aerospace education..

*Mike Winters*

President

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



  
  
*Gabriel Chapter leadership joined by AFA officers from Virginia AFA and National Headquarters at the Virginia Commonwealth Coffee for Veterans with Senators Mark Warner and Tim Kaine on January 17, 2019.*

## 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 Director for Cyberspace Innovation Kicks Off 2019 Professional Development Luncheons

Your AFA Gabriel Chapter kicked off the New Year for the January 9th Lunch Meeting at Maggiano's Little Italy Restaurant in McLean, VA. Our guest speaker was Ms. Lauren Knausenberger, who is the Director, Cyberspace



*M. Lauren Knausenberger, Director, Cyberspace Innovation at the Air Staff enjoys pre-lunch conversation with Gabriel Chapter member Al Mink (left) and Chapter Past President Joe Burke.*

Innovation, Director of Spark Tank, U.S Air Force. She recently joined the Air Force to drive innovation across the DoD, speed adoption of emerging technologies, and create stronger partnerships between DoD, start-ups, and the venture community.

Ms. Knausenberger spoke on three topics: Multi-Domain Command and Control (MDC2), Software Acquisition, and Innovation

Air Force Chief of Staff, General David Goldfein, reframed the concept of Multi-Domain Operations (MDO) as MDC2 at the AFA Conference in September. As Ms. Knausenberger described the environment, the AF has a plethora of sensors and well understands how to do sensors. She believed we are 2-3 years away from ubiquitous world-wide communications, enabled by large numbers of small satellites. Security is available with no or undetectable latency. Given that environment, the Vice Chief of Staff, General "Seve" Wilkson proposed a MDO challenge:

Why can't Search and Rescue be as easy as Uber on the battlefield? Instead of citing all the reasons it can't be so, figure out how to make it happen. That is the environment enables by a MDC2 future.

Which brings us to Software Acquisition. Knausenberger understands that airmen have the necessary "mission intimacy" to understand the problems. New generations of operator have ideas to provide the solutions. The Navy, SOCOM, Army Futures Showcase in Las Vegas, SIBR program are all attempting to get solution providers to engage with airmen. Knausenberger noted that the day before her presentation, Major General Pat Higby announced at AFCEA Small Business Forum the "[AF Pitch Day](#)" March 6-7 in NYC. The Pitch Day will feature "on the spot" contract awards. The Air Force will still necessary to perform due diligence, but capabilities can be bought with a credit card.

Agile software development exploded into the Air Force with the Kessel Run Experimentation Lab (KREL) under the Digital Program Executive Office (PEO Digital) in Boston, Massachusetts. Knausenberger asked, "Do you know why they called it Kessel Run? Because just like the notorious smuggler Han Solo in the Star Wars movies, KREL had to smuggle modern software development into the Air Force. Knausenberger noted that KREL has been a success – saved "billions" of dollars. The concept is being replicated with the KREL-like factory for space industry at Space and Missile Center in Los Angeles, California -- **Kobayashi Maru** is the name. Honorable Rich Aldridge is implementing the **Bespin** SW factory for PEO Business — Bespin is the factory planet in the Star Wars universe — Gold mine in logistics supply chain innovation.

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.

Ms. Knausenberger's remarks were widely praised by Chapter members. Her remarks highlighted the many successes achieved so far in innovation of information technology, but also showed how much more there is to accomplish. Chapter President Mike Winters expressed the appreciation of the Chapter for her time and thought provoking presentation. He presented Ms. Knausenberger with a Gabriel Chapter challenge coin.



*Gabriel Chapter President Mike Winters expresses gratitude for the presentation by Ms Lauren Knausenberger and presents the coveted Gabriel Chapter Challenge coin.*

### **Gabriel Chapter in Northern Shenandoah Valley Supports STEM Education**

Virginia AFA VP North, Tom Shepherd was a judge at the Sacred Heart Academy School Science Fair on February 18, 2019. The top five winners from the 7th and 8th grades were to go to the Virginia State Science Fair 5 March. The top ten will compete at the Arlington Diocese Science Fair on April 13th. Tom will attend both events with the students and will be a judge at the Diocese Science Fair.

Next quarter, Tom Shepherd will present the Junior ROTC Award at Jefferson High School, Shenandoah Junction, West Virginia. Later in April, Tom will accompany the graduating 8th graders from Sacred Heart Academy to the Udvar-Hazy Center of the National Air and Space Museum field trip with Chapter member, and former SR-71 pilot, Buz Carpenter, will serve as the hosting docent.

Tom Shepherd is a legend in Winchester, where he has been a patron of the Sacred Heart Academy science program. His continued

advocacy for STEM in Winchester is a great asset to the Gabriel Chapter.



*Tom Shepherd, on far right, is a long time supporter of STEM and Aerospace Education, particularly in the Northern Shenandoah Valley. Here he is pictured with other Chapter Members presenting a check at Randolph Macon Academy for the AFA Scholarship Fund. 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; and Virginia North President, Tom Shepherd*

### **Sacred Heart Academy Students Donate to Assist Wounded Airmen**

For the third consecutive year, students from Sacred Heart Academy (SHA) in Winchester, West Virginia, conducted a fundraiser to support the AFA Wounded Airman program. Inspired by mentor and patron, Virginia AFA VP North, Colonel (ret) Tom Shepherd, SHA students run an annual fundraiser to contribute to this worthy effort.

AFA created the Wounded Airman Program in 2011 with a focus on Airmen taking care of Airmen. Our Air Force Association family is made up of many supporters beyond those that have had the privilege of wearing the Air Force uniform. AFA's Wounded Airman Program ensures that our Air Force brothers and sisters who have given so much to our great country will always be taken care of by their Air Force family.

The AFW2 program provides life-changing assistance to seriously wounded, ill, and injured

Airmen and their families. AFA steps up to help in the times they need it most.

After this year's fundraiser, SHA students mailed a check to AFA for \$763.28. This is the third year in a row that they have contributed more than \$600 to the AFW2 program.

This is a tribute to our injured comrades and evidence that young people today DO appreciate the sacrifice and commitment of our servicemen and women.

### **NRO Senior Enlisted Leader Tells Gabriel Chapter Members Why They Should Sleep Better at Night**

Our Chapter Professional Development Luncheon was held on February 13th Maggiano's Little Italy Restaurant in McLean, VA. Our guest speaker was Chief Master Sergeant Stephen E. Cannon, USAF, who is the Senior Enlisted Leader, Mission Operations Directorate, National Reconnaissance Office (NRO), Headquarters Chantilly, VA. Chief Cannon advises the Director and senior staff of the Directorate on the health, welfare, and morale of the enlisted force and their families. He assists in leading more than 4,500 active duty and civilian personnel from all five military Services within the directorate's Headquarters, Wing, and five subordinate Groups. Chief Cannon also keeps a watchful eye across numerous, geographically separated locations worldwide. The Director of the NRO is responsible for space-based intelligence supporting National, DoD, and other Intelligence Agencies employing \$1B annual budget and 50+ contracts.



*Chief Master Sergeant Stephen Cannon is presented with a Gabriel Chapter Challenge Coin by Gabriel President Mike Winters in appreciation for his presentation to Chapter members at our February luncheon.*

Chief Cannon provided the approved NRO mission briefing, which detailed the capabilities and personnel that keep watch over potential adversaries and protect the United States and our allies. It is a tremendous responsibility and we are grateful for leaders like Chief Cannon who direct the mission and serve both the airmen who execute the operations as well as the families that support them.

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.

### **Mobilization Assistant to Under Secretary of the Air Force Gives Gabriel Chapter Members Insight into FY2020 Budget Request**



*Brigadier General Jay "Scott" Goldstein was our very special guest speaker at the March Professional Development luncheon. Brig Gen Goldstein is long-time member and friend of the Gabriel Chapter and a frequent speaker at our Professional Development meetings*

The Guest Speaker for our March 2019 Chapter Professional Development Luncheon at Maggiano's Little Italy Restaurant in McLean, Virginia was Brigadier General Jay "Scott" Goldstein, long time member and friend of the Gabriel Chapter and a frequent speaker at our Professional Development meetings. As Mobilization Assistant to the Under Secretary of the Air Force, Brig Gen Goldstein assists the Under Secretary in the affairs of the Department of the Air Force, including the organizing, training, equipping and providing for the welfare of approximately 670,000 active duty, Guard, Reserve and civilian Airmen and their families world-wide. He helps oversee the Air Force's annual budget of over \$190 billion and directs

strategy and policy development, risk management, weapons acquisition, technology investments and human resource management across a global enterprise. He is responsible for assisting the Under Secretary in implementing decisions of the President and Congress, and fulfilling Combatant Commanders' current and future operational requirements.

At our March luncheon, Brig Gen Goldstein was able to describe key elements of the Air Force budget request, which puts the meat on the bones of the Air Force Posture Statement FY 2019. The AFPS notes that Great Power competition has reemerged as the central challenge to U.S. prosperity and security. At our AFA ASC Conference last September, SECAF Heather Wilson briefed that, based on the results of an in-depth analysis of what the Air Force needs to implement the National Defense Strategy, "The Air Force is too small for what the nation is asking us to do. The Air Force We Need has 386 operational squadrons by 2030." Brig Gen Goldstein was able to explain the national security challenges faced by the Air Force and the budget decisions in the President's Budget Request that will lead to the Air Force We Need, and a digital Air Force.

Brig Gen Goldstein rotates frequently in his position as a Mobilization Assistant with a highly technical background. He has served in similar positions assisting the Commander at Air Force Research Laboratory, 24<sup>th</sup> Air Force, and the Air Force Space and Missile Center before assuming his current position. Each time he changes jobs, he has graciously briefed Chapter Membership on the mission issues and priorities at each organization. At this February's meeting we were graced to be joined by Brig Gen Goldstein's wife, Polly.

The Chapter is grateful to Brig Gen Goldstein for his excellent presentation and his long-standing commitment to the Gabriel Chapter. We are also grateful for Scott and Polly's enduring friendship. Thank you to the Goldstein family for their service to the Gabriel Chapter and to the Nation.

### Wreaths Across America

On 18 January 2019, Gabriel Chapter members led by our project leader, Pat Rocke, joined thousands of volunteers to recover and retire the

400,000 wreaths laid on the graves of our veterans in December.

Pat Rocke and Virginia AFA Secretary, Dallas Kennedy, along with several of Pat's cousins and friends were crew chiefs for more than a dozen dumpsters in one section of the cemetery for the annual Wreaths Across America Retirement, where all 255,000 wreaths put out in December 2018 were removed from the grave sites at Arlington National Cemetery. Joined by Chapter Past President Joe Burke and other chapter officers and other members, our AFA team led cleanup of more than 40,000 wreaths.

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.



*The Gabriel Chapter Wreaths Out Team gathers in pre-dawn twilight at the foot of the Air Force Memorial on January 19, 2019. L-R Patricia and Glenn Roth, Christina Rocke, Barry Tilton, Pat Rocke, and Dallas Kennedy*

### Virginia Commonwealth Coffee Draws Veterans from Across Virginia

Your Gabriel Chapter was well represented at the annual Commonwealth Coffee honoring Virginia Veterans. Senator Mark R. Warner and Senator Tim Kaine invited veterans from across Virginia to a Commonwealth Coffee honoring veterans. The coffee serves as an opportunity for veterans, active duty service members, their families, and Virginia's broader military community to speak with the Senators and members of their staff. The event had been delayed during the December Government shutdown and was rescheduled until Thursday, January 17th, 2019. Chapter President Mike

Winters led the delegation with VP for Government Affairs, Lee Rizzo at the Dirksen Senate Office Building, Room 106. Joining President Winters and VP Rizzo were Virginia VP Communications and Gabriel Chapter Past President, Joe Burke; Virginia AFA Secretary, Dallas Kennedy; and AFA National Senior Director for Government Relations, Keith Zuegel.



*Representing the AFA and Gabriel Chapter at the Virginia Commonwealth Coffee Honoring Veterans are L-R Keith Zuegel, AFA Senior Director for Government Relations; Lee Rizzo, Gabriel Chapter VP for Government Relations; Hon Mark R. Warner, Senior Senator from Virginia; Dallas Kennedy, Virginia AFA Secretary; Mike Winters, Gabriel Chapter President; Hon Tim Kaine, Senator from Virginia; and Joe Burke, Virginia AFA VP for Communications.*

### National Capital Wing of The Civil Air Patrol Honors 2019 Achievers at Annual Awards Banquet

Since 1996, Civil Air Patrol (CAP) has been a crucial partner of AFA, promoting aerospace education and fostering an interest in STEM careers, helping AFA in impacting hundreds of thousands of K-12 students across the country. As a special partner in aerospace advocacy and education, AFA and CAP have united to join each other's organizations, leveraging resources, and work toward the promotion of STEM careers.

This year, the Gabriel Chapter was delighted to participate in the National Capital Wing's Awards Banquet. Hosted by NCW Commander, Colonel Janon D. "JD" Harris, the event was marked by history, military tradition, and fun. It was a night celebrating awards, great food, and camaraderie as the NCW honored outstanding senior members and cadets.

Dallas Kennedy represented the Chapter as EXCOM Member, Past President, and Virginia

AFA Secretary. He socialized with CAP members during the pre-dinner reception, enjoyed the prog ceremony, and heard a terrific presentation from Maj Gen James A. Jacobson, Commander, Air Force District of Washington.



*Dallas Kennedy (foreground on the left) representing the AFA and Gabriel Chapter at the Civil Air Patrol's National Capital Wing Awards Banquet at the Bolling Club on March 16, 2019..*

"It was an outstanding celebration and I was thrilled to be part of it," said Kennedy. "Seeing so many bright, talented young people and their dedicated Senior member volunteers reminded me what a great partnership we have between the CAP and AFA."

### Upcoming Events

Save the date for these upcoming Chapter activities:

- Sunday, March 24th Cold War Museum - CAPT Jim Donovan, USN (Ret)
- Sunday, April 14, Cold War Museum - Col Charles Simpson (USAF Ret)
- Wednesday, May 8, 1130 to 1330 Gabriel Chapter Lunch Meeting, Annual Awards and Teacher of the Year at Maggiano's in Tysons Corner – Maj Gen Clint Crosier, Deputy, Deputy Chief of Staff for Strategy, Integration and Requirements, HQ AF. **Note: there is no Professional Development Luncheon in April**
- Sunday May 19, 2019, Wounded Airmen Cycling Challenge

Next Chapter EXCOM meeting will be Wednesday, April 3 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 – Vacant

## **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.

### **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.

## **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)

# 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 Sponsor



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 Sponsors



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and support Chapter programs.**



## Gabriel Chapter Platinum Level Sponsors

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## 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.



## Chapter Finances

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

### Chapter Financial Activity

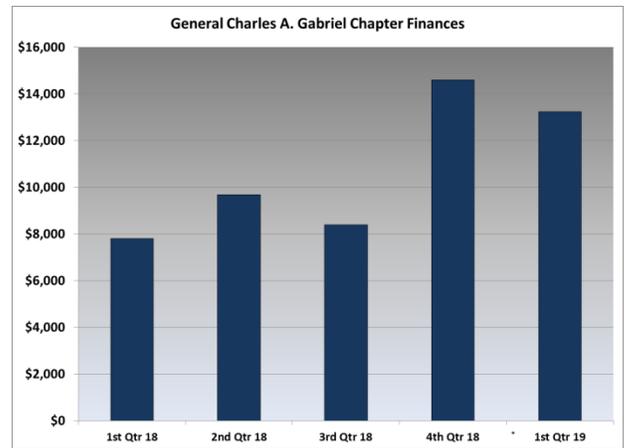
*\*Current values are as of date of newsletter publication\**

#### Inflow:

- Chapter Membership Meetings
- Silver and Platinum Level Chapter Sponsors

#### Outflow:

- Chapter Membership Meetings
- Community Partner Memberships
- 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**  
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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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