



Air Force Association

General Charles A. Gabriel Chapter

Quarterly Newsletter

Volume 2019, Issue 3

Message from the Chapter President

Dear Gabriel Chapter and
AFA Members and Friends,

As I wrap up my first year as
your Chapter President I am
still celebrating the
remarkable achievements of
our members that were
recognized at the National
Convention. The Gabriel
Chapter was recognized for
Best Overall Program and
received the Aerospace
Education Achievement
Award for the 7th year in a
row. We joined in celebrating
with the rest of the Virginia
AFA, selected as the
Outstanding State
Organization. Pat Rocke



Sleep safe tonight, your EXCOM is awake!

received the AFA Medal of Merit and Jack Diamond was honored with the AFA
Exceptional Service Award. And, our former Chapter President, Joe Burke, was
elected to become an AFA National Director. Congratulations to our award winners
and to all of the members and Chapter sponsor who make our programs successful.

There's always more to be done in our mission to promote a dominant US Air Force
through activities that EDUCATE, ADVOCATE, and SUPPORT our Airmen and their
families. Please consider how you can serve the Chapter, by attending an event or
helping at one of many program activities, we have going on in the National Capital
Region. You can also help with recruiting, by asking a friend or coworker to join AFA.
Ask them if they are in AFA. If they aren't a member, ask them to please consider
joining us. There has never been a better time to join our Air Force Association.

We have vacancies on our executive committee (EXCOM) and can always use help
on our committees. Many hands make light work. Our ability to serve the membership
and the goals of the Association are only as great as those who volunteer.

Please join us on October 7th for our annual Chapter luncheon with our membership
at Falcons Landing AF Retirement Community in Sterling, VA. Our guest speaker is
Lt Gen Richard Clarke, Deputy Chief of Staff for Strategic Deterrence and Nuclear
Integration. I hope to see you at one of our upcoming events.

We in the AFA Gabriel Chapter continue to promote a dominant Air Force here in
Northern Virginia whenever and wherever possible. Stay in the Fight with us!

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 or visit 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

Chief of C2 Functional Integration Team Briefs Gabriel Membership at August Luncheon

The August Membership Meeting of the AFA Gabriel Chapter was held on July 11, 2018 at Maggiano's Little Italy Restaurant in McLean, VA. Our guest speaker was Colonel Matthew J. Butler, USAF, Chief, C2 Functional Integration Team in HAF/A5A (Air Force Warfighting Integration Center). The Air Force Warfighting Integration Capability is described as a "think tank" that is defining the future force structure of the Air Force that will drive requirements for systems, platforms, and manpower. AFWIC has come up with four possible futures for the service's warfighting... They are "design concepts, or alternatives" that will inform the science and technology roadmap. The four are: baseline, evolutionary, revolutionary and disruptive. Colonel Butler's team is focused on describing the command and control structures and concepts that are required to direct airpower across each of the design concepts.



Colonel Mathew Butler joined us for our August luncheon at Maggiano's Little Italy. Shown seated with Colonel Butler is Rick Larson, long-time member of the Gabriel Chapter..

Colonel Butler described the work of his team and some of the challenges in addressing capability needs that are common to each design concept. Whatever the concept, the Air Force of 2030 will rely on robust networks, with concepts to continue to prosecute targets if those networks are denied.

The membership was very appreciative of the insights Colonel Butler provided to this ground

breaking effort. President Mike Winters presented Colonel Butler with the coveted Gabriel Challenge coin in appreciation for his excellent presentation.

Gabriel Leaders Honor CAP Cadet of the Year

On September 9, 2019, Chapter President Mike Winters and State Secretary, Dallas Kennedy, presented the AFA Cadet of the Year award to Cadet 1st Lt Sam Clemons. The Fairfax Composite Squadron held a cadet staff Change of Command that evening and the new Cadet Commander is also the squadron's AFA Award recipient, Cadet 1st Lt Sam Clemons. CAP Senior Member CAP 1st Lt Chris Freedlander, Commander of the Fairfax Composite Squadron, reached out to the Gabriel Chapter and we were delighted to participate.



Left to right Colonel Janon Ellis, CAP NCW Commander, adet 1LT Sam Clemons, Cadet Squadorn Commander; Gabriel Chapter President Mike Winters; VA AFA Secretary Dallas Kennedy; NCW Command Chief, CMSgt Freddie Perry; Commander Fairfax Composite Squadron, CAP 1Lt Chris Freedlander.

The change of command was witnessed by CAP Colonel Janon Ellis, Commander of the CAP National Capitol Wing, and Command NCO, CAP Chief Master Sergeant Freddie Perry.

Chapter President Joe Burke Elected to AFA Board of Directors

Gabriel EXCOM, At the AFA National Convention on 14 September, an extraordinary result happened for one of our Gabriel members. Joe Burke, former Gabriel President and current Virginia VP for Communications, was selected as an AFA National Director - At Large!

This was of course fully expected, as Joe prepared for this role the same way he has always prepared for and executed his leadership and stewardship roles at the chapter and state levels. Please join us in congratulating Joe, Ann, and the Burke family on this milestone achievement!

Joe's new position will come with what will seem like a ten-fold increase in responsibility. As AFA members, we will be the beneficiaries of all the work he will do at the national level. But just as quickly as Joe transitions to his national role, we will have to work hard to backfill his dual EXCOM positions as VP Membership and VP Community Partners. There's no better time than now to bring new members into our EXCOM.

We are all looking forward to seeing Joe as a National Director, and all the great things to come for AFA!

[Air Force Aid Society's U.S. Air Force Day Nationals Park](#)



Gabriel Chapter leaders on hand to watch Washington Nationals clinch a Wildcard Playoff berth for the 2019 National League Pennant "quarter finals".

Gabriel Chapter represented at the 24 October baseball game between the Washington Nationals and the Philadelphia Phillies. It was Air Force night at Nats Stadium and your Gabriel Chapter EXCOM was there for a T-38 flyover, honor guard from the Air Force District of Washington, and salute to the Air Force from the AFA, represented by AFA Executive Vice President, Maj Gen (ret) Doug Raaberg. Chapter President Mike Winters and his wife Rohini, led the group with Joe Burke, Brad and Beth Wilkins and Dallas and Lynn Kennedy.

This was a historic event. Only three teams with losing records in the first half have made it to the

Wild Card game in the history of Major League Baseball. Your Chapter EXCOM was there to see it for real!

[Winchester Starbase Academy Inspires Students](#)

The Northern Shenandoah Chapter of the AFA was long-time supports of the Starbase concept. Luckily, the Gabriel Chapter has inherited that legacy and looks forward to continuing that support. This article appeared in the *Winchester Star* newspaper.

Article from Winchester Star

WINCHESTER — When Debra Putnam's son, who is now 23, came home from attending a STARBASE Academy in Martinsburg, W.Va., when he was in fifth grade, he was full of excitement.

"He wasn't very excited about school," Putnam said. "It [STARBASE] just sort of sparks that enthusiasm and that thirst to learn."

STARBASE made such an impression on her son that he could talk about what he learned there years later. His experience also influenced her to apply to work at the Winchester STARBASE Academy, where she is now an instructor and deputy director of the program.

STARBASE (Science and Technology Academies Reinforcing Basic Aviation and Space Exploration) is a Department of Defense educational program, sponsored by the Office of the Assistant Secretary of Defense for Reserve Affairs. As of 2018, there were 66 STARBASE academies in 33 states and territories. The Winchester STARBASE Academy, located at 181 Pendleton Drive at the Cherry-Beasley Readiness Center in Frederick County, was founded in 2012.

The local STARBASE Academy invites fifth-grade classrooms to spend five hours a day for five days engaging in hands-on science, technology, engineering and math (STEM) classes. Winchester's STARBASE Academy can facilitate two classrooms at the same time. Nearly 1,300 students from Winchester and Clarke, Frederick and Shenandoah counties participated in the program last year, with 77% of students coming from Title I schools. Title I schools receive supplemental federal funding because they have large concentrations of low-income students.

On Tuesday, students from Apple Pie Ridge Elementary School in Frederick County learned about basic robotics coding, and they were tasked with designing the code to get a robot to push rocks out of a circle.

Lily Rivera, 10, a fifth-grader, said she thinks programs like STARBASE should continue, because they help children understand science.

Another Apple Pie Ridge fifth-grader, Maya Perkins, 10, said STARBASE is important because it teaches students about technology. It also has inspired her to consider a STEM career.

“We don’t get to do things like this in our classroom at school,” Maya said. “It’s fun, but it also helps us learn.”

STARBASE is funded with federal dollars. The local STARBASE has an annual budget of \$489,000.

Susan Corrigan, program director of the local STARBASE Academy, said maintaining funding is always a concern.

Rep. Jennifer Wexton, D-10th, who signed a letter in support of continuing federal funding for the STARBASE program, toured the Winchester STARBASE Academy on Tuesday, where she talked with students as they did coding and robotics activities.

“We need to start at early ages so that kids recognize that this is an area that they can go into,” Wexton told The Star. “And whatever we can do at the federal level to encourage states and localities to include more STEM, especially STEM for girls.”

Wexton said she noticed how excited and engaged the students were in the STARBASE classrooms.

“It’s so inspiring, and it really makes me feel excited about what the future holds for these kids in this area,” she said.

Corrigan said it’s important to introduce STEM at an early age.

“If we can get them engaged and inspired now, it could change their life,” Corrigan said. “If you can show them what the possibilities are, then it really can stick with them.”

— Contact Anna Merod at amerod@winchesterstar.com

https://www.winchesterstar.com/winchester_star/local-starbase-academy-engages-inspires-students/article_7187116d-49a1-535e-bd69-79d5839f6162.html

Gabriel Chapter Members Recognized at Annual Field Awards Banquet

At the Field Awards Banquet during the AFA Annual Convention 14-15 September 2019, two Gabriel Chapter members were at the event. The awardees for the Individual Medals of Merit and Individual Exceptional Service Awards

Patrick Roche was recognized with the AFA National Medal of Merit. Pat’s steady leadership, unflagging commitment, and steadfast support to the Chapter, despite a grueling work and travel schedule, directly contributed to the Chapter’s continued success and achievement. In December 2018, for the 6th year in a row, Pat organized a Truck Crew for the annual Wreaths Across America event to respect and honor our veterans buried at Arlington National Cemetery. He was one of more than 50 crew chiefs for tractor-trailers bringing wreaths to Arlington National Cemetery. Gabriel Chapter members joined volunteers, family and friends to distribute more than 250,000 wreaths on gravestones with a mission to Remember, Honor, and Teach. Pat’s leadership, enthusiasm, and commitment to excellence on behalf of the Gabriel Chapter and the Air Force Association bring credit upon himself, the Gabriel Chapter, and the Virginia Air Force Association.

John “Jack” Diamond received the AFA National Exceptional Service Award. During the past year, John Diamond, Chapter Secretary, organized advertising, notifications, and registration for more than two dozen events for Chapter members from Gabriel and across Northern Virginia and the National Capital Region. He led Gabriel Chapter Communications and Social Media team. In addition, he volunteered as a consultant and Beta Tester for the National AFA Salesforce business enterprise modernization effort. John has gone above and beyond in serving his Chapter, leading Chapter, State and National level programs of the Air Force Association. His efforts have produced national impact for the AFA. John coordinated communications activities with Gabriel VP for Chapter Events, completing all of the details for our outreach lunch events to bring senior field

grade, general officers and SES level speakers serving in the Air Staff and Joint assignments to forums for AFA members, industry representatives, and the public to inform them about the Air Force mission, people, and challenges. These events have had National Advocacy and Education impact as AFA members, Hill staffers and industry leaders have flown into Northern Virginia from around the United States to attend these events. Working with the Chapter Web developer, John led the modernization of Gabriel Chapter website and working with the VP Communications, assured that the Chapter communications were timely and consistent across the Chapter's website, constant contact emails, and social media on Facebook and LinkedIn. As Gabriel Chapter events attract a National following with more than 10,000 followers on their Facebook site, this provided National level impact for AFA Advocacy and Education. He has also coordinated, attended and represented the Gabriel Chapter at the Cold War Museum Events. As a retired Air Force communications/cyber operations officer and Gabriel Chapter Beta Tester of the new AFA Membership Systems, John provided significant review and input on the new system to the AFA Chief Information Officer and our AFA National Beta Testing team.

Gabriel Chapter Receives National Honors

The Gabriel Chapter was selected for two National level awards, presented at the Field Awards dinner:

- AFA National Exceptional Service Award, Best Single Program
- AFA National Aerospace Education Achievement Award

Congratulations to all who contributed to these successes.

Virginia AFA Selected as AFA National Outstanding State Organization

AFA Central East Region (CER) President Peter Jones informed the Virginia AFA that the Virginia AFA was selected as the AFA National Outstanding State Organization. This is a tremendous achievement and a testament to the outstanding efforts of all our volunteers. Congratulations to the Virginia AFA for your

contributions to preserving a dominant United States Air Force.

Upcoming Events

Save the date for these upcoming Chapter activities. Pay attention to the new Gabriel Chapter website. If there are any changes, they can be found under "Events" on the new website <https://gabriel.afa.org/events>:

- **Monday, 7 October** – Annual Luncheon at Falcons Landing Lt Gen Richard M. Clark, Deputy Chief of Staff for Strategic Deterrence and Nuclear Integration, Headquarters U.S. Air Force. You will not want to miss this.
- **Wednesday, 13 November** -- Monthly Luncheon. TBD. We will return to Maggiano's Little Italy in Tysons Corner

Next Chapter EXCOM meeting will be Wednesday, October 2, 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 or any member of the Chapter Council.

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

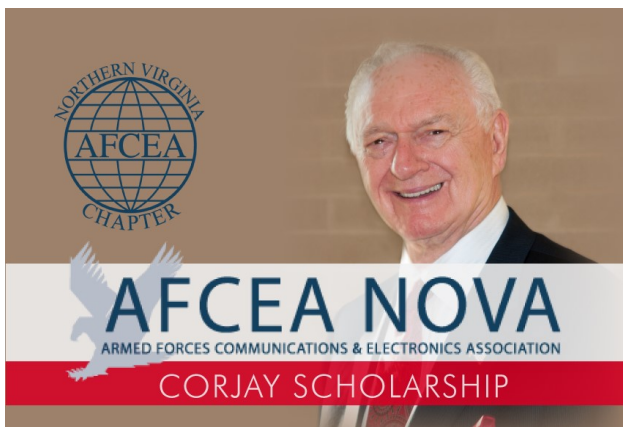
make Virginia the most “veteran friendly state in the union.” Major programs of interest are the Virginia Wounded Warrior Program (not to be confused with the national Wounded Warrior Project), the construction of two new Veteran Care Centers (one in Hampton Roads), the maintenance of three Veteran Cemeteries (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

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 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



Charles (Chuck) R. Corjay April 3, 1932- March 17, 2019

Charles (Chuck) R. Corjay passed away peacefully on March 17, 2019, with his beloved wife Diane Clark at his side. He was born in Springfield, MA, on April 3, 1932 to John and

Helen Solenski. He was the youngest of three sons and grew up in Springfield, MA.

Chuck served in the U.S. Air Force, active and reserve for 7.5 years. Airman First Class Corjay completed all of his active duty service at Lowry AFB, Colorado. He was honorably discharged after earning the National Defense Service Medal and the Good Conduct Medal. He earned a Bachelor of Science degree from Colorado State Teachers College. Chuck is survived by wife Diane, and daughter, Marcy Corjay.

The Air Force values of Integrity, Service before self and Excellence in all we do, guided him throughout his life. Chuck was a Patriot, and his life reflected his values. His efforts to assist Wounded Warriors, foster government/industry technology interaction, encourage math and science education, and assist retiring military personnel with career transition are legendary.

Chuck forged a lifelong career in the IT business, where he built a reputation of honesty, integrity, and consummate professionalism. He retired from CACI in September 2012 as an Executive Vice President, concluding an almost fifty-year career in Federal Government business development. He worked with clients across the Department of Defense, the Federal government, and state and local governments. Within DoD, his experience includes automation; computer hardware and software; management information systems for large weapon systems; command, control, communications, and intelligence systems; and modeling and simulation programs. In 2007, he received the coveted Federal 100 Award for his pivotal role in the federal IT community.

Prior to the CACI/SofTech years, Chuck held a number of executive-level positions, including Computer Sciences Corporation, General Research Corporation, Control Data Corporation, Sperry Univac/Unisys and Philco-Ford. In each of these positions, he delivered high value through enterprise process redesign, systems reengineering, software development, and systems integration.

Chuck Corjay devoted a lot of time and energy to the advancement of the Northern Virginia professional cyber community. In many ways a pioneer, in promoting an engaged and ethical community of professionals, committed to

excellence in government, service to community, and respect for those who served in the military and civil service. He was a life member of the Armed Forces Communications and Electronics Association (AFCEA); he formed, led, and supported the Northern Virginia Chapter of AFCEA, giving life and purpose to this important organization.

For 12 years, he served as the Regional Vice President for AFCEA International, supporting multiple chapters in the Midwest, Mid-South, and NCR. In 1993, he received the General James Rockwell AFCEAN of the Year Award. In 1998, he earned the Admiral Boyes Medal for Distinguished Service to AFCEA; and in 2001, he received the AFCEA Chairman's award for Superior Performance. Chuck is the only person to have received ALL three OF AFCEA'S HIGHEST awards. He has been AFCEA International Director, President of the Northern Virginia chapter, and Board member of the AFCEA/NOVA Chapter, the largest in AFCEA. He is also a Harry C. Ingles Award winner and has been a Distinguished Faculty Member for AFCEA Career Transition training for retiring military. Most notably, in 1994 he was the first recipient of the Northern Virginia AFCEAN of the Year Award, now known as "The Corjay Award" in his honor.

Chuck, affectionately called "Godfather," was a friend, a mentor, and a coach to ALL those who came into his orbit. He was especially happy helping young leaders grow. His spirit and character are reflected in his vast network of friends from all walks of life—personal and professional, at CACI and at AFCEA. Each considered Chuck a close friend, mentor, family member. Chuck's devotion to his friends and love of his family were legendary and are universally reciprocated. Chuck Corjay's memory will live on in all who met him.

Many Thanks to our Corporate Sponsors

Chapter Corporate Sponsors

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



Gabriel Chapter Bronze Level Sponsor



- 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
- Invitations to all Chapter events and Chapter membership meetings



Gabriel Chapter Silver Level Sponsors



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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:



Gabriel Chapter Platinum Level Sponsors

GENERAL DYNAMICS
Mission Systems



- Four reserved seats at monthly membership luncheons

If you would like more information on the Gabriel Chapter Corporate Sponsor program, contact VA433.gabriel@afa.org

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.



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COSMETIC & FAMILY DENTISTRY

Chapter Finances

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

Chapter Financial Activity

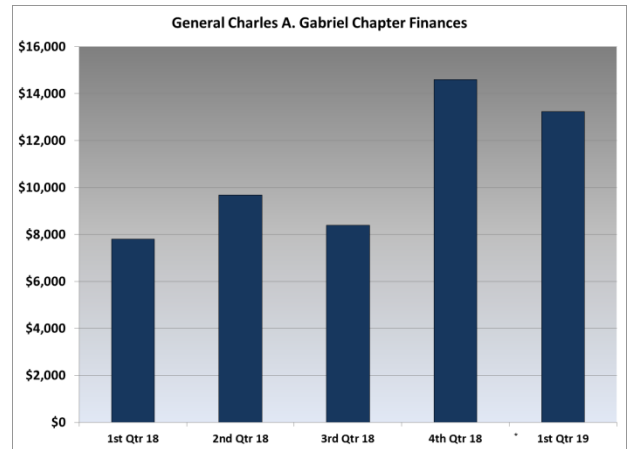
Current values are as of date of newsletter publication

Inflow:

- Chapter Membership Meetings
- Silver and Platinum Level Chapter Sponsors

Outflow:

- Chapter Membership Meetings
- Community Partner Memberships



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.



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AFA.org

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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.

Executive Committee		
President Emeritus	Gen (Ret.) Ralph "Ed" Eberhart	
President	Mike Winters	va433.gabriel@afa.org
Vice President	Brad Wilkins	va433.gabriel@afa.org
Treasurer	Justin Thomas	va433.gabriel@afa.org
Secretary	Jack Diamond	va433.gabriel@afa.org
VP Aerospace Education	VACANT	
VP Airmen and Family Programs/Wounded Airmen	VACANT	
VP Awards and Recognition	VACANT	
VP Communications	Samantha Shelton	va433.gabriel@afa.org
VP Community Partners	VACANT	
VP Events	Dallas Kennedy	va433.gabriel@afa.org
VP Government Affairs	Lee Rizzo	va433.gabriel@afa.org
VP Leadership Development	Dallas Kennedy	va433.gabriel@afa.org
VP Membership	VACANT	
VP Military Affairs	Heather Celano	va433.gabriel@afa.org
VP Veterans Affairs	VACANT	
Webmaster	VACANT	

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