

*AFCEA*

*Board of Directors Meeting*

LEXINGTON-CONCORD  
CHAPTER

Partnering For Tomorrow

6 September 2005

# *Agenda*

- Looking back
- Looking forward
- By-law/operating procedure changes
- Discussion

# *AFCEA International Charter*

- Founded in 1946, AFCEA's roots trace back to the American Civil War. Today, AFCEA serves as **a bridge between government requirements and industry capabilities**, representing the top government, industry, and military **professionals in the fields of information technology, communications, and intelligence**.
- AFCEA, **a non-profit international association**, is dedicated to supporting global security by providing an ethical environment that **encourages a close cooperative relationship among civil government agencies, the military and industry**.

# *Board of Directors*

- Lt Gen Charles L. Johnson II, ESC, Honorary Chairperson
- Lt Col Joe Veneziano, ESC, Chairperson
  
- Brig. Gen. Dave Eichhorn
- Brig. Gen. Gary Connor
- Dave Carstairs
- Col. Bob O'Neill
- Col. Steve Rogers
- Jan Fitz
- Cindy Spaney
- Joe Carriere
- Jim Buliszak
- Tony Durante
- Pauline Froebel
- Randy Nunley
  
- Fran Duntz
- Col. Ken Merchant
- Frank Weber
- Steve Carlon
- Sue Angell
- Rich Bryne
- Cdr. Gary Spenik
- Skip Whittaker
- Phyllis DiTocco
- Mac Foster
- Lee Hughes

# *Executive Committee*

- **Chuck Turbe, President, Lockheed Martin**
- **Linda Jean, First Vice President, ESC**
- **Joyce Sidopolous, Second Vice President, Anteon**
  
- **Larry Coe, Vice President-Programs, ESC**
- **Pat Thomas-Fuller, Vice President-Membership, P3I, Inc.**
- **Dick Keats, Treasurer, DRC**
- **Claire Goulet, Vice President-Operations & Administration, ManTech**
- **James Corcoran, Vice President-Publicity, ESC**
- **Alan Shoemaker, Historian, Mitre**
  
- **Shannon Sullivan, Vice President-Education, BEA Systems**
- **Marie McClanahan, Vice President-Diversity Program, American Eagle**
- **TBD, Vice President-ROTC Affairs**
- **CMSgt. Vic Smith, Vice President-Enlisted Affairs, ESC**
- **Capt. Jerry VanDewiehle, Vice President, Young AFCEANs-Government, ESC**
- **Matt Heideman, Vice President, Young AFCEANs-Industry, Lockheed Martin**



# *2005-2006 Way Ahead*

## 2005

- ❖ Shore up infrastructure
  - ❖ Position descriptions
  - ❖ By-laws
  - ❖ Operating budget
  - ❖ Membership
- ❖ Produce 2006 game plan

## 2006

- ❖ Lead off with successful New Horizons
- ❖ Focus on “core” AFCEA events
- ❖ Entertain additional events consistent with charter and resources

# *Major Fund Raising Events*

- New Horizons
- Valentine Dinner Dance
- Spring/Fall Golf

# Membership

- Current members: 711
- Individual 408
- Corporate Associate 303
- Recent New Members 20\*
- Membership Expiring 72
- Membership Expired 7
- Goal for this year: Increase membership by 5% with “real” members

# *Membership Issues*

- Retention figures are skewed by “free” event memberships (Golf/New Horizons etc.)
- No visibility of members moving to our location
- Corporate memberships often change names or fail to renew individuals
- Membership data is inconsistent – members frequently listed as “new” and “expired” due to a change in name/affiliation etc.
- Delays in getting new members on the mailing lists

# *Membership Game Plan*

- Establish a committee to consistently work membership –
  - One from each Wing to include
    - Two from the Young AFCEANs
    - Two Enlisted
  - At least two from Industry
- Letters/emails to new members
- Reminders to expiring members
- Meetings w/Corporate Sponsors
- More focused membership campaigns
- Free Event Tickets – presently given to Young AFCEANs and Enlisted

# *Membership Social*

Monday, September 19, 2005  
Renaissance Hotel, Bedford  
4:30 – 6:30

Vice Adm (ret) Herb Browne

- Membership Table w/applications
- Raffle for non-members
  - (3) Free Membership + tickets to State of ESC Luncheon
- Door prizes for current members
  - New Horizons?
  - Digital Camera, etc...
- Any Other Ideas???

## *Programs: Core Events*

New Horizons/State of ESC (25-26 Jan)  
Golf Events (spring & 15 Sept @ Red Tail)  
Valentines Dinner Dance (18 Feb)

ROTC Scholarships (Apr luncheon)  
High School Fellowships (May dinner)  
Enlisted Scholarships/Support  
Science Fair Program

# *Programs: Additional Events*

- Membership
  - Social (Sep 19)
  - Holiday reception (Dec 7)
  - Diversity events
- Professional development
  - Quarterly luncheons & classes (Dec, Mar, Jun, Sep)
  - Journey conference
  - Young AFCEAN mentoring

# *Programs: AFCEA International*

TECHNET NORTH 2006, "Seamless Global Security"

September 19-21 2006

Ottawa Canada

(AFCEA International, AFCEA Canada, AFCEA New England)

Need volunteer/manpower during Conference execution

Currently reviewing/solidifying agenda and speakers

POC: Joyce Sidopolous

TECHNET NORTH 2007 – hosted by Lexington-Concord Chapter

# *Programs: New Horizons*

- **AFCEA New Horizons Symposium 2006: \*\*\***
- Our #1 fund raiser for the year \*\*\*
- ESC Wing and Group Commanders/Directors are invited to brief their organizational mission and future business opportunities.
- The primary focus is on their organization's future acquisition requirements with an emphasis on technical objectives and mission capabilities.
- Org charts, program overviews, POC lists provided
- Combine with “State of ESC” luncheon (separate sign-up)
- Co-chairs: Joyce Sidopoulos and ???

# *Programs: New Horizons-Status*

- Kick-off meeting held Aug 1, 2005
- -identifying team and subcommittee leads
- -identify key actions and assign POCs
- -format similar to last year
- When: January 25-26
- Where: Renaissance Bedford
- Price: \$450 industry members/\$495 industry non-members
- \$150 government members/\$185 government non-members
- (DOES NOT INCLUDE STATE OF ESC LUNCH)
- Panel: Topic ??
- Potential Themes: (Looking for more ideas)
- Continuing the Legacy of Excellence
- Continuing (or improving) the ESC/Industry Relations
- Partnering for Continued Excellence
- Partnering for Maximum (or optimal) Performance
- Partnering for Superior Performance
- Partnering for Netcentric Performance

# *Programs: Your help please!*

- **Need feedback on events**
  - What should we be doing?
  - What shouldn't we be doing?
    - Look to our charter
- **Need continuity books for each activity**
  - POC's take this on for the ones that follow in their footsteps
  - So we don't relearn "how to" each time
- **Please volunteer to help where you can**
  - You are the "life blood" of this organization

# *By-laws/Operating Changes*

- Term of Office
- Ceiling on Awards
- Guidance on Contributions
- Scholarship & Operating Accounts

# *Discussion*

- Support for 19 Sep Membership Social
- ESC co-sponsor for New Horizons
- Ratification of 2006 calendar of events
- Guidance for Ex Com

*AFCEA*

THANKS FOR THE  
SUPPORT!!!