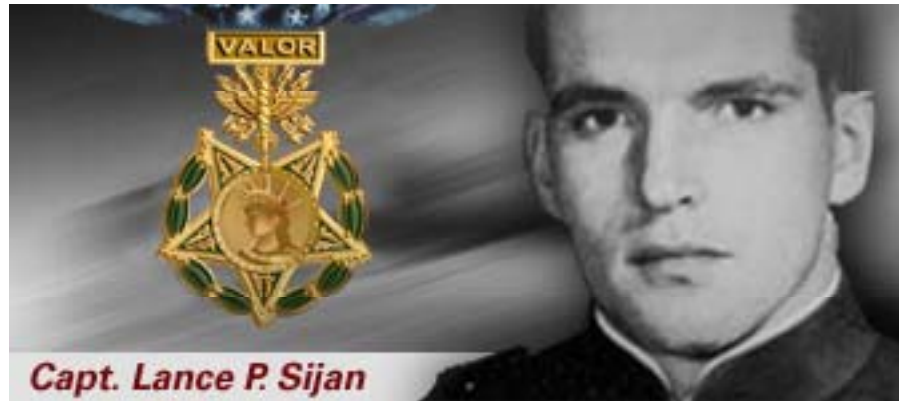




Lance P. Sijan Chapter #125

Colorado Springs, CO



Capt. Lance P. Sijan

Kevin Estrem
President
Lance P. Sijan Chapter



Overview



- Who we are
- Our Strategy and Focus
- Events we sponsor
- Keys to success
- Our future focus areas
- Walk-Aways





Who we are



- Lance P. Sijan Chapter 125 with about 2700 members
- Located at the foot of Pikes Peak, Colorado Springs, CO
- 1 of 4 chapters in the Colorado
- 4 major AF installations in our AOR
 - Peterson AFB (HQ NORAD-USNORTHCOM, HQ AFSPC, 21SW, 302AW and ~50 mission partners)
 - Schriever AFB (50SW, 310SW, SIDC)
 - Cheyenne Mountain AFS (CMOC, 721Operations Group)
 - USAF Academy (Cadet Wing, 10 ABW)





Our Focus & Strategy



- Chapter level focus:
 - Promote Aerospace Education
 - Support the broad Air Force Family (AFJROTC, cadets, Airmen, family members, and retirees)

- Strategy developed around two flagship fund-raising events
 - Air Force Ball
 - Space & Cyber Warfare Symposium
 - Additional funding through:
 - National AFA, vibrant Community Partner Program, and annual Joint AFA/ AFCEA/ NDIA Golf Tournament

} \$50K Goal

Funding enabled >\$50K in support last year



Examples of Support



- Hosts the Air Force Ball
 - subsidizes Active Duty cost (Jr more than Sr)
- Enlisted SCWS attendance subsidy
- Airmen and Dependent Scholarships
 - \$15,000 in 2011
- OAY, Quarterly and Annual Awards programs
 - HQ AFSPC, 21SW, 50SW, 310SW, 302AW, HQ N-NC & USAFA, 10ABW)
- CCAF Graduations
 - Pitsenbarger Scholarships
 - Funds for CCAF Reception
- O'Malley Award Banquet
- AFSPC Operational Excellence Awards
- MAJCOM Competition Team Support
 - HQ AFSPC, 21 SW, 50SW & 310SW
- Space & Missile Pioneer Hall of Fame, Portrait Sponsor - 15 Portraits donated to date
- Rocky Mountain CGOC support
- USAFA Cadet Open Boxing Pizza Party
 - USAFA Cadet fundraiser - \$1200 in 2011
- USAFA Cadet Outstanding Squadron Banquet; Arnold Air Society support
- Rocky Mtn Blue Sno-Fest Sponsor
- Air Force Junior ROTC Awards /Drill Competition primary spornsor
- STEM/Cyber Patriot Support
- Armed Forces Day Luncheon/Activities
- Peterson AFB Air Museum Support
- Armed Forces YMCA Support
- Challenger Learning Center (STEM) Spt
- Retiree Appreciation Day support
- Veterans Day Parade Sponsor
- The Home Front Cares (deployed mil) spt
- New Deployed Spouses Dinner Program
- Local Homeless Veterans Program support
- Colorado Springs Airshow Ticket Proram
- Sky Sox Ticket Program



Highlighted Programs



- Air Force Ball – Jan-Feb annually
 - #1 formal military event in town
 - Attracts over 650 attendees, including all local AF leadership
 - Tops in Blue

- Space & Cyber Warfare Symposium
 - Held in conjunction w/Air Force Space Command
 - Focus: Operational space & cyberspace capabilities
 - Enlisted Professional Development venue (EPD program)
 - Gen O'Malley Award Banquet
 - AFSPC Operational Excellence Award (officer & enlisted)

- Outstanding Airmen of Year Awards Programs (6 Wings/HQs)

- STEM: Colorado Consortium for Engineering & Sciences, Challenger Learning Center, Team America Rocketry Challenge (TARC); TOY

- Cyber Patriot Focus: Actively working w/local high schools/JROTC & CAP; Pizza party & cross talk; Wrapping in USAFA Cyber Club



AF Family Programs



- New Deployed Spouses Dinner program
- Sky Sox (Colorado Rockies farm team) tickets for airmen
- Colorado Springs Air Show Tickets for airmen/families
- Scholarships for our members youth & spouses
 - Col Irwin & 14 H.S. to College & College Performance
- Cadet Programs
 - USAFA support (3500 Freshman to Seniors)
 - AF JrROTC (5 H.S. Units)



Keys to Success



- **Volunteers – We have the best!**
 - 20 core professionals that work together as a planning unit second to none.
 - We all have “members” but very few “volunteers”
- **Engage across the local community**
 - Work to be highly visible – our key leaders are also highly involved in many community and military organizations and events!
- **Maximize opportunities**
 - Look for ways to support The AF Family by constant engagement with local AF leadership
- **Membership**
 - We offer to purchase a membership for every award winner (military or civilian)
- **World-class newsletter to spread our good news story**



Keys to Success (cont)



➤ Community Partners

- Carry an application everywhere – all the time
- Write letters to businesses, visit them, call them
- Recruit stores, restaurants, businesses
- Promote your CPs in all available forums
 - Programs, newsletters, newspaper articles, website
- Recognize them – hold a special event to thank them

➤ Look to our youth

- Promote the CYBER PATRIOT Program
- Support the teachers (TOY)
- Provide scholarships
- Sponsor STEM-related events



Develop Your Leaders



- Get organized
- Make the job better than when you found it
- Show others its not hard and we all have fun working together
- Mentor your members & volunteers
 - Network your friends - bring in a buddy
 - Have up-and-comers shadow current officers
- Rotate people – don't burn them out
- Give them the requirements and turn them loose
- Praise, praise, praise!!!



Walk-Aways



- ✓ **Turn “members” into “Volunteers”**
 - Get your friends involved – people you have served with and know will do a great job
 - Make working together a social event with people you enjoy and never forget to make it FUN

- ✓ **Provide “memberships” as awards/gifts**
 - Budget/plan for them
 - Offer memberships to award winners – no pressure

- ✓ **Serve your community – be out front**
 - Make others always associate you & the AFA as a positive support organization



Check us out!



- Visit our website, read our newsletters, review our Minutes, share ideas!
- Let's chat!

www.afasijan.com

Mail:

Kevin Estrem, President
Lance P. Sijan Chapter
P.O. Box 15007
Colorado Springs, CO 80935

