



CHAPTER NEWS

NOVEMBER 2009

PRESIDENT'S MESSAGE

It is good to be back in San Diego! Thank you all, so very much, for your support, friendship, and your many forms of condolences that got me through this difficult time. The flowers were beautiful, and the cards and emails were very uplifting for me. Words cannot express how much I appreciate each and every one of you! I am so incredibly blessed and I know my Dad is looking down from heaven with immense gratitude for all of you for taking such good care of me!

Wow!! Can you believe it is almost Christmas!! They say time flies when you're getting old; if that's the case, I must be ancient! Just yesterday we were worried about Y2K and here we are on the cusp of 2010!! Speaking of Christmas, mark your calendars for our annual Toys for Tots luncheon, being held at the O Club, Miramar Air Station on December 15th. Admission is a Toy valued at \$25, of which will be donated to the Toys for Tots Foundation. And just in case you forget your toy, we will have a few available for purchase at the door. Col. Richie, Commanding Officer at Miramar will be our key note speaker as we honor the men and woman who serve our country and help those in need. Register early as space fills up fast and this is an event you won't want to miss! President's Message (*Continued on Page 3*)

Luncheon Corporate Table Sponsors:



VICE PRESIDENT'S MESSAGE

Thank you all for your continuing support. Our keynote speaker will be Nathan Fletcher, State Assemblyman from the 75th Congressional District. In addition, Kent Schneider, the President and CEO of AFCEA International, will talk about the upcoming AFCEA WEST Symposium scheduled for February 2-4, 2010 at the San Diego Convention Center.

Unfortunately, we have to say good bye and thank you to two of our AFCEA San Diego Executive Committee members. Lisa Lill has been our outstanding Vice President for Publicity and Laura Sunden has done an excellent job as Chapter Secretary. Lisa is relocating with her husband to Eglin Air Force Base in the Florida Panhandle area. Laura will be moving back to the East Coast.

Welcome onboard to Jesse Hamilton and Robin Reschke. Jesse is our new Vice President for Publicity and Robin is our new Chapter Secretary. Both Jesse and Robin work at Kratos Government Solutions. We certainly appreciate their time and talent to help run our organization.

Please check the San Diego Community Calendar on our AFCEA San Diego website (www.afcea-sd.org) for the latest information on events in the San Diego area. Also, contact me if you want to add an event to this calendar that would be of interest to our membership.

Jim Loisetelle

Vice President, AFCEA San Diego

MEMBERSHIP

Our Chapter continues to gain over 20 new members each month, however our retention rate has decreased. If you know a former member please ask them to rejoin and if your membership is coming up for renewal please renew!! San Diego Chapter continues our drive to gain new Corporate Members as well. If your company is not a member of AFCEA then get them in touch with the benefits of Corporate Membership. —>

For information on the cost of Corporate Membership and a detailed review of the benefits go to our website.

Corporate Membership Benefits:

1. Reach The Decision-makers
2. Market Visibility
3. Local Visibility
4. Reduced Rates
5. FiXs Certified Credential Discounts
6. Priority Exhibit Space Selection
7. Priority Table Assignments
8. Corporate Associates
9. Profile in SIGNAL Magazine
10. SIGNAL Source Book

GUEST SPEAKER

Keynote Speaker – Nathan Fletcher, State Assemblyman – California’s 75th District



Nathan Fletcher is the State Assemblyman representing California’s 75th District. He is the first combat veteran of the Global War on Terror to serve in the California State Legislature. Assemblyman Fletcher serves as the Vice Chair of the Assembly Health Committee, the Select Committee on Biotechnology, and the Select Committee on Rail Transportation. He is a member of the Accountability & Administrative Review, Water, Parks, & Wildlife, and Housing & Community Development Committees. Additionally, he sits on the Select Committees on Foster Care, Child/Adolescent Health and Safety, Healthcare Workforce Access, and Safety and Protection of At-Risk California Communities.

In each of these legislative facets, the Assemblyman is committed to demanding transparency and accountability from government, creating new jobs in California, expanding the access and affordability of health care and working to solve the water crisis affecting the Golden State. In his first few months in office Assemblyman Fletcher was instrumental in passing a major tax code revision that will help create jobs and was a joint author of Assembly Bill 23 which will help employees laid off from small businesses retain their private health insurance.

Fletcher was elected in 2008 and represents the city of San Diego communities of La Jolla, University City, Mira Mesa, Scripps Ranch, Rancho Bernardo, Rancho Peñasquitos, and Fairbanks Ranch, along with the City of Poway, portions of the City of Escondido, the community of Fairbanks Ranch and portions of Rancho Santa Fe. Driven to serve, Nathan’s passion has always been public service. Before being elected to the legislature he served in the military, in the community, and in the political arena. In 2007, Assemblyman Fletcher completed his service in the United States Marine Corps Reserves where he served as a Counterintelligence/Human Intelligence Specialist. On his last deployment, Nathan worked in the Horn of Africa region traveling throughout Eastern Africa and the Near East. For his service he was awarded the Joint Service Commendation Medal and Global War on Terrorism Expeditionary Medal.

In 2004, Nathan served eight months in the Sunni Triangle region of Iraq. Among the awards he received from this tour of duty are the Navy/Marine Corps Achievement Medal with Combat “V” for valor, the Combat Action Ribbon, and the Iraqi Campaign Medal. Fletcher is a recipient of additional military awards including the Benton R. Montgomery Award for Excellence and the Walter Morris Honor Graduate Award. Nathan is a graduate of many military training schools including the US Army Airborne Course and Marine Corps Mountain Warfare Training Center.

In addition to his military service, Nathan has been a tireless advocate for America’s veterans and is a life member of both the American Legion and Veterans of Foreign War. Before being elected to the state legislature Nathan served as an appointed member of the San Diego County Veterans Advisory Council, where he provided a strong voice for veterans of the Global War on Terror. Assemblyman Fletcher also served on the Board of Directors for the Marine Corps Recruit Depot Historical Society. Beyond his commitment to Veterans’ causes, Nathan is active in the community. He currently serves on the board of directors for Her Heart’s Wish, a nonprofit that helps match terminally ill women with their final wishes. He is also a member of the Nice Guys, a San Diego charitable organization that has provided millions of dollars to worthy causes, and the Lincoln Club of San Diego County. He previously served on the boards of directors of the YMCA Summer Camp. Nathan is an Ironman Triathlete, marathon runner, and avid outdoorsman who enjoys surfing, alpine mountaineering, and mountain biking. He is a graduate of California Baptist University, where he was a Presidential Merit Scholar and member of the CBU baseball team.

Fletcher lives in San Diego with his wife, Mindy, who recently served as Deputy Campaign Manager and Deputy Chief of Staff for Governor Arnold Schwarzenegger. Nathan and Mindy are members of Community Bible Church and proud parents of their son Zach.



PRESIDENT'S MESSAGE (Continued from Page 1) "Tools and Technologies for Protecting our Critical Infrastructure", our Theme for the 2010 C4ISR Symposium, being held May 18th -21st. The program will include speakers and panelists from Government and Industry on May 18th and 19th, a classified program at SSC-Pacific on May 20th, and a golf tournament on May 21st. **KEY FOCUS** -"Tools and Technologies". Our program is designed to stimulate thought and collaboration among Government and Industry (Commercial Enterprise and Government Contractors) of which will provoke new ideas and provide opportunities to improve existing "Tools and Technologies" to answer the challenge of threats; both natural and acts of aggression. Please stay tuned for more information as we solidify our plans to present YOU with the BEST Symposium ever!! In closing, please enjoy this Gift of Inspiration!

Excerpt from: **The Right to Lead**, by John Maxwell

WHAT GIVES A MAN OR WOMAN THE RIGHT TO LEAD?

It certainly isn't gained by election or appointment. Having position, title, rank, or degrees doesn't qualify anyone to lead other people. And the ability doesn't come automatically from age or experience, either. No, it would be accurate to say that no one can be given the right to lead. The right to lead can only be earned. And that takes time.

The Kind of Leader Others Want to Follow

The key to becoming an effective leader is not to focus on making other people follow, but on making yourself the kind of person they want to follow. You must become someone others can trust to take them where they want to go. As you prepare yourself to become a better leader, use the following guidelines to help you grow:

- 1) Let go of your ego:** The truly great leaders are not in leadership for personal gain. They lead in order to serve other people. Perhaps that is why Lawrence D. Bell remarked, "Show me a man who cannot bother to do little things, and I'll show you a man who cannot be trusted to do big things."
- 2) Become a good follower first:** Rare is the effective leader who didn't learn to become a good follower first. That is why a leadership institution such as the United States Military Academy teaches its officers to become effective followers first - and why West Point has produced more leaders than the Harvard Business School.
- 3) Build positive relationships:** Leadership is influence, nothing more, nothing less. That means it is by nature relational. Today's generation of leaders seem particularly aware of this because title and position mean so little to them. They know intuitively that people go along with people they get along with.
- 4) Work with excellence:** No one respects and follows mediocrity. Leaders who earn the right to lead give their all to what they do. They bring into play not only their skills and talents, but also great passion and hard work. They perform on the highest level of which they are capable.
- 5) Rely on discipline, not emotion:** Leadership is often easy during the good times. It's when everything seems to be against you - when you're out of energy, and you don't want to lead - that you earn your place as a leader. During every season of life, leaders face crucial moments when they must choose between gearing up or giving up. To make it through those times, rely on the rock of discipline, not the shifting sand of emotion.
- 6) Make adding value your goal:** When you look at the leaders whose names are revered long after they have finished leading, you find that they were men and women who helped people to live better lives and reach their potential. That is the highest calling of leadership - and its highest value.
- 7) Give your power away:** One of the ironies of leadership is that you become a better leader by sharing whatever power you have, not by saving it all for yourself. You're meant to be a river, not a reservoir. If you use your power to empower others, your leadership will extend far beyond your grasp.

In The Right to Lead: you will hear from and read about people who have done these same things and earned the right to lead others. Because of the courage they found and the character they displayed, other people recognized their admirable qualities and felt compelled to follow them.

The followers who looked to these leaders learned from them, and so can we. As you explore their worlds and words, remember that it takes time to become worthy of followers. Leadership isn't learned or earned in a moment.

~John Maxwell

All the best!

Shirley Adams

MEMBERSHIP

Membership in AFCEA San Diego Chapter is inexpensive and professionally rewarding. Please join us and begin receiving the benefits associated with membership.

	United States	International
One Year	\$35	\$35
One Year (Enlisted Pay Grades E-1 through E-6)	\$15	\$15
Three Years (save \$20)	\$85	\$85
*Lifetime Membership (40 and under)	\$700	\$700
*Lifetime Membership (over 40)	\$400	\$400

*Installment plan available for Lifetime Memberships

Al Haefner

Vice President - Membership, AFCEA San Diego

PUBLICITY

I would like to thank Lisa Lill for all her service to the AFCEA San Diego chapter over the last 2 1/2 years. Lisa’s obligation to the chapter was never more evident then during the 2009 C4ISR Symposium where she led the publicity committee for the symposium. Lisa has served this chapter using her excellent expertise in Marketing and knowledge of the Defense Industry. Lisa will now be transitioning to the AFCEA chapter in Florida where she will continue her service to AFCEA. Thank you Lisa!

For all AFCEA, Defense Industry News, and San Diego Military News follow AFCEA San Diego (AFCEASanDiego) on Twitter.

Jesse Hamilton

Vice President - Publicity, AFCEA San Diego

**2010 C4ISR Symposium
Save the Date May 18 - 21, 2010**

AFCEA San Diego Presents the annual C4ISR Symposium

At the Hall of Champions in Balboa Park, San Diego. This year’s event will be Co-Hosted by AFCEA San Diego Chapter and SPAWAR Systems Center Pacific with a most relevant theme; this year’s theme “Tools and Technologies for Protecting Critical Infrastructures” will focus on sharing information and collaboration between the Defense Industry, Top Government Officials, and Commercial Entities all of which have a duty to help protect our critical infrastructure.

Be sure to check the AFCEA San Diego Website for updates: www.afcea-sd.org

All proceeds from this event fund our Education Foundation scholarships.

Veterans Retraining Initiative (VRI)

On VRI is supporting the Marine for Life Luncheon/Job Fair on December 3rd at the Miramar Officers Club. This event is to provide employment support for Marines/Sailors that are transitioning out of the military. Several employers have been invited to meet the service members. Each employer will have a chance to talk to the group about opportunities that are available with their specific company then we will follow the presentations with a mixer.

David Dickey

VRI Chairman, AFCEA San Diego



SMALL BUSINESS Committee

Initial Planning meetings have taken place for our next Small Business Finance Forum and our support of the upcoming Veteran’s Retraining Initiative (VRI) SDVOSB event. VRI’s Service Disabled Veteran Owned Small Business (SDVOSB) is tentatively planned for 10 March, 2010 and David Dickey of AlphaTen is the Lead. ‘Save the Date’ notifications coming soon on the follow-up to our extremely successful Small Business Finance Event held in March of this year. Please feel free to contact me if you have any questions.

Benito Hobson

Vice President - Small Business, AFCEA San Diego



Follow AFCEA San Diego Chapter updates on Twitter @ AFCEASanDiego

SD/SoCal Cyber Security Summit #2

CYBER SUMMIT: November 19th - a local collaboration opportunity Your SD/SoCal Cyber Security Summit #2 "What really matters, where the opportunities are!"

Reg: <http://bit.ly/11YJG3>

**Location: Cubic Conference Center
9333 Balboa Ave**

EDUCATION San Diego Robotics Program

The Robotics program provides up to \$1,000 to science teachers and mentors involved in teaching students from 5th through 12th grade or coaching a robotics team. The grants are intended for the purchase of materials for robotics programs. The awards are competitive and require approval of the school principal. Interested teachers and mentors need to apply by filling out the AFCEA Robotics Program Grant Application on the AFCEA San Diego web site, and attach a short, detailed description of how the funds will be used. The following are important dates to remember: Grant requests should be made between November 15th through January 15th, Awards will be announced by February 1st, and Grants will be presented at the February AFCEA Meeting.



POC info: Clive Winkler, 858-505-2874, clive.winkler@gmail.com. Dr. Clive Winkler has widespread experience in the commercial and defense communications industries and is currently applying his skills with SAI Technologies. His special interests are in linearity, dynamic range, and spectral efficiency within communications systems. More recently an interest in Robotics has arisen in which all of these topics, and many more, play a crucial role. He has degrees in Math and Engineering, has lectured widely, is well published, and has served as an advisor on many Boards. He looks forward to encouraging relevant education in any way he can. Clive has been a member of AFCEA for over 12 years.

Patrick Kelly

Vice President - Education, AFCEA San Diego

SMALL BUSINESS Spotlight

If you are a Small Business member of our local Chapter and you would like the opportunity to introduce your Firm to hundreds of San Diego’s Defense Industry leaders at one of our Monthly Luncheons, then you want to take advantage of the Small Business Spotlight. If you are interested in being the subject of a future Small Business Spotlight, then please contact Benito Hobson, Vice President of Small Business, AFCEA-San Diego Chapter at VPSmallBusiness@afcea-sd.org, or (858) 300-1643. Note: For those of you who already expressed an interest, your continued patience is appreciated as demand for this opportunity is high.

“Everyone can be Great, because everyone can Serve.” Dr. Martin Luther King, Jr.






Benito Hobson

Vice President - Small Business, AFCEA San Diego

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