



Meeting Minutes – Class Advisory Senate, 9 April 2019

1. **Call to Order:** Doug “Mush” Brower ’72, called the meeting to order at 1800.
2. **Members in Attendance:** See **Attachment 1**
3. **Others in Attendance:**

Cathy McClain ’82, Chair AOG Board of Directors

Marty Marcolongo ’88, President and CEO of the AOG

Jennifer Bateman, Vice President, USAFA Endowment

Daniel Kuhn, AOG IT Support specialist

4. **Approval of Minutes:** Previous minutes posted here:

<https://s3.amazonaws.com/aog-websites/usafa-org/documents/aog/governance/CAS/>

Please note the meeting notes omitted a CAS vote to change the OI to state our meetings will be changed from Monday’s to Tuesday’s in the January meeting to prevent a conflict with federal holidays.

5. **Cathy McClain ’82, Chair, AOG BOD Remarks:** Thank you from the AOG Board for participating in the 2019 election. A big thanks to all of the Senators for their efforts to keep their classes informed and energized. Six new board members were elected and there was a 25% member participation rate which gave the AOG direction from the members. This provided a single CEO to lead the AOG (UE and AOG board will draft roles of this position). She promised the organizations will do it right and thoughtfully.

6. **Marty Marcolongo’s ’88, President/CEO, AOG:**

In the past quarter the AOG was active with the election, chapter president’s conference, departure event which connected alums with ’19 grads, Founder’s Day event that honored four distinguished graduates and on May 10 is the first board meeting following the election.

Under the new rules, the AOG’s priority for funding is the Long Blue Line Endowment—fund held at the UE with flexible fund for AOG operations. One goal is that all graduates are AOG members similar to USMA or USNA and are connected from the first day.

Class participation can be found at <https://www.usafa.org/Election>

7. **Jennifer Bateman Vice-President, USAFA Endowment:**

The UE was thrilled with the election results and met the Saturday following the publication of the results to discuss the timeline and mergers. 2018 was the most successful fundraising year in history. The UE raised \$27.9M (first time to cross the \$20M threshold), 79% growth since 2017. The UE is raising funds for the Cyber Center—there is an aggressive timeline for this project to stay in the budget.



Cash Receipts \$18M (26% increase since 2017). Alumni participation dropped from 13% to 12%, how many of our living alumni give each year. USMA has 36% and USNA has 27%. Jennifer stated that raising funds in higher education is competitive and they have aggressive goals in 2019 and are looking at new ways to reach donors at all levels.

2019 Goals:

1. Goal for \$32M (64% increase of goal in 2018), Center for Cyber Innovation and Falcon Stadium upgrades
2. Secure 7300 graduate donors...15% APR
3. Increase communication between entities and a new marketing campaign

Several questions were raised during her discussion:

1. Dick Sexton '60 - Was Air Force funding withdrawn from the Cadet Chapel renovation? A: Yes, the AF had approved \$70M in SRM funds and those funds have been repurposed to help rebuild Tyndall AFB after the hurricane. The funds raised by the UE alone were not enough so this project has been put on hold until the AF can contribute additional funds.
2. Larry Bagley '66 - Why does USAFA have such a low percentage of participation among Service Academy graduates? UE has been talking to graduates and trying to get them motivated to donate to the AF Academy Fund (less restrictive) but trends in higher education donations are toward restrictive gifts and funds. A Management major is doing his Capstone project on how to better engage alumni.
3. Jeff Schofield '67 - Is there a point paper for CAS members to generate enthusiasm? UE will develop and send out.
4. Will there be opportunities to donate to the USAFA Visitor Center Complex? Private financing is covering the majority of the project—hotel, restaurants, etc. It will be gifted to USAFA as a shell of a building, then USAFA will complete the remainder to build out displays, etc in the visitors center. Currently there is no plan communicated to the UE and timeline is 2022-2023 at the earliest. There is a potential long term need for funds.
5. Jeff Schofield '67 - When the UE reviews donors in terms of numbers and percentages, can the UE provide a breakdown?

83% are grads, 70%

9% are foundations, 15%

1% are parent (2016)s, 5%

4% are corporations (2016), 7-9%

2% are others (friends, non-grads), X%



90-95% of donors are lifetime members

USAFA was awarded \$30M in MILCON for Cyber Center, however under the President's guidance the DoD had to provide a list of all MILCON projects not yet under contract. There are approximately \$12B in projects that can be pulled for border wall funding. The UE has been told if the project can be put under contract by 30 September, it will be safe. Goal is for the contract to be awarded by 15 July.

**8. CMSgt Rob Boyer, USAFA Command Chief:**

The Chief arrived Jan 2017. He currently has 29 years of service and prior to arriving in the position he did not think much about USAFA. He now has a very different perspective that he shares with senior enlisted leaders across the Air Force. Chief Boyer believes it is critical for the enlisted force to understand this important commissioning source and that cadets need enlisted interaction.

<https://www.usafa.af.mil/DesktopModules/ArticleCS/Print.aspx?PortalId=21&ModuleId=3564&Article=1067914>

**9. CMSgt Dan Buchet, Cadet Wing Command Chief:**

He has been in the job since 2016. He admitted that he also did not have a good idea about USAFA prior to arriving. One way for cadet/enlisted interaction is through AMT (Academy Military Trainers), prior to sequestration there were two AMTs in each squadron to work beside the AOC, post-sequestration the numbers dropped to one and in FY19 20 were added and in 2020 another 20 have been added to the POM to return to two AMTs per squadron. Every AFSC in the AF has a way to get CCAF, AMT is a unique AFSC and do not get there. He is working with UCCS to get a certificate in leadership development. First cohort has gone through the program...same professors as AOC master's program for leadership and counseling. AMT structure is based on USAFA numbers: 30% are women, wide variety of AFSCs, command chief works with AFPC to hand select and ensure diversity.

Enlisted faculty have also been added. In prior years, USAFA/DF had 20 enlisted members that were not teaching. There are now enlisted academic faculty in DF and CCLD. These billets are additive and did not reduce the number of officer or civilian positions.

<https://www.usafa.af.mil/News/Biographies/Display/Article/1386945/chief-master-sergeant-daniel-j-bouchee/>

**10. New Business:**

1. Andi will send out a survey monkey to all Senators asking how to increase participation in the CAS
2. Randy updated the CAS OI adding the ability for non-senators to call in and audit the meeting. AOG governance approved. There was no descent from CAS.
3. 2017 senator was introduced, Stefan Curcic.

4. Randy is reaching out to class presidents without appointed Senators with the expectation of an appointment by the July full CAS meeting.

5. Joe Bledsoe '11, is chairing a committee to look into why younger graduates are less likely to participate in AOG elections than their older contemporaries. He feels the assumption by most that active duty graduates don't have time to participate with alumni affairs is totally inaccurate. Joe Niemeyer, '77, volunteered to join the committee and wants to know why more recent graduates don't realize what this institution has given them. Also volunteering for the committee were Bruce Mitchell '75, Joe Witters '05 (non-senator) and Stefan Curcic '17.

**11. Round Table:**

No comments

**12. Next Meetings:**

- AOG Board, 10 May 2019
- CAS Executive Council, 11 June 2019
- CAS, 9 July 2019

**13. Close/Adjournment:**

The meeting was adjourned at 1938.

Minutes Submitted by: Andi Vinyard '96, CAS Secretary

Minutes approved by: Mush Brower '72, CAS President

**Attachments:**

1. Members in Attendance
2. [AOG Slides](#)
3. [CMSgt Boyer's Slides](#)



Attachment 1: Member Attendance

59 Curtis Cook  
60 Dick Sexton  
62 Dave Holt  
63 John Borling  
64 Douglas Jenkins  
65 Denny Murphy  
66 Larry Bagley  
67 Jeff Schofield  
67 (Roy Miller)  
68 Garry Dudley  
70 Roger Hill  
71 Tom Berry  
72 Doug Brower - President  
73 A J Ranft  
74 Tom Hayden  
75 Bruce Mitchell  
76 Dan Beatty  
77 Joe Niemeyer  
79 Randy Helms – Vice President  
80 Derek Hess  
94 Bill Stein  
96 Andi Vinyard – Secretary  
98 Casey Vile  
03 Heidi Schlagheck  
05 John Tamasitis  
11 Joe Bledsoe  
15 Richie Sapp  
17 Stefan Curcic

Names in ( ) are non-senators

Cathy McClain '82, Chair AOG Board of Directors  
Marty Marcolongo '88, President/CEO AOG  
Jennifer Bateman, Vice President USAFA Endowment  
CMSgt Rob Boyer, USAFA Command Chief

CMSgt Dan Buchet, Cadet Wing Command Chief

Daniel Kuhn, AOG IT