

The Leading Edge

DECEMBER 2011

Finishing Strong

by Gen (Ret) Stephen Lorenz '73, President & CEO

As we close out 2011, I thought I would reflect on some observations on how it is to be back at the Air Force Academy and how we are helping our great school. Each and every one of us has a story about how the Academy has impacted our lives, whether we were a cadet ourselves or knew someone who was. My own story started in 1960 when I was nine years old and my father, a captain in the Air Force, drove me down from Lowry AFB in Denver to visit the "Zoo." I was so impressed that I decided right then and there that the

Air Force Academy was where I wanted to go to school. I did not know how I was going to get there, but I was going to try. During the next nine years my family moved seven times, and I attended four different high schools. Despite that, I always kept my eye on the prize—attending the United States Air Force Academy! June 23, 1969, was one of the biggest days in my life when I had the honor to join the Class of 1973 as they walked up the base of the Ramp. My four years at our school were probably the toughest of my life, but the education, training and the inculcation of the core values made me who I am today, and that is why I owe this school so much.

All of us owe something to the Academy in one way or another. In fact, no matter where you are in life, giving back the "three Ts"—*time, talent and treasure*—is important. Each graduate, former cadet, family, friend of the Academy or Class has opportunities to give back. We all need to give what we can, when we can, to provide an extra "Margin of Excellence" for our current cadets.

With the help of the growing community of dedicated Academy supporters, we have already raised over \$15 million this year for our Academy. This has made an enormous difference at the Academy; it is a success achieved through the united, thoughtful efforts of thousands of donors who gave what they could, when they could.

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Those thousands of donors include graduates such as Lt Col (Dr.) John D. Childs and Mrs. Amy C. (Carnes) Childs, both members of the Class of 1994. They are the proud parents of five children, ages 12 and under, and have been members of the Sabre Society for over four years. They have just renewed and increased their pledge for another five years.

Parents like Peter and Patricia Feeney, whose son Riley is in the Class of 2013, give at the Sabre Society Ambassador Level and represent the over 440 parents who have contributed over \$700,000 to the Academy in this year alone.

Additionally, young graduates like 2Lt Joshua Ku (Class of 2011) are contributing \$20.11 a month to Project 2011 (the Class of 2011 class gift project) to provide funding for the Class Exemplar Program.

These are just a few of the examples that represent over 7,000 individuals who have given back to this institution in their own unique way, making 2011 the most successful year for fundraising in the history of the Academy.

The Endowment is committed to helping maintain this positive momentum

through the end of the year, to make 2011 a milestone at the Academy. Our collective support, including the outstanding work of the Association of Graduates, will enable our alma mater to continue the tradition of excellence for which it is known. Our cadets, who will become the leaders of our nation, deserve the very best education, training and life experiences we can give

them. Today, the cadets at our Academy have a very high probability of serving in harm's way just months after they toss their hats in the air at Falcon Stadium. We owe that extra "Margin of Excellence" to them, and the people they will lead, as these new graduates join us in the Long Blue Line and write American history in the 21st century.

Planned Giving Update



The Polaris Society is the USAFA Endowment's program to recognize and show appreciation to persons who have committed to make a future contribution to benefit the Academy through an estate gift. We currently list 183 members, most of whom have made provisions for a charitable bequest in their wills and revocable trusts. To assist you and potential members, we have recently launched a robust gift planning section on our web site. Carefully prepared under the direction of legal advisors and consistently kept up-to-date with respect to changes in tax laws, please visit www.usafa.org/estate for the latest information.

We are available to answer your questions and provide assistance if needed. Please contact Dale Zschoche at (719) 238-7510 or dale.zschoche@usafaendowment.org.

End-of-Year Contributions

The season of giving is here. Now is the perfect time to make your contributions to the USAFA Endowment. Gifts to the Endowment are tax-deductible and support Academy programs, graduate services and the ongoing mission of the USAFA Endowment.

It is vitally important that you make your gift before the end of 2011 as we provide funding to the Academy based on the annual totals calculated through December 31. Also, gifts received before December 31 will be recognized in the 2011 Donor Report. You may have already made a gift this year, and your ongoing support is tremendously appreciated and critical to our mission. Every gift makes a difference.

To make an end-of-year gift, visit our online gift guide at www.usafa.org/eoy or call (719) 472-0300 ext. 200.



Donors Gather to Celebrate our Academy

Over 200 donors and guests recently gathered at two major Donor Appreciation Events to reconnect and celebrate supporting their Academy.

The first event was held September 30, 2011, at the Army Navy Country Club in Arlington, VA, bringing more than 100 grads and donors from all over the country together the day before the highly anticipated Navy game. Guests enjoyed cocktails, dinner and lively conversation with senior Academy staff.

Then, over 90 guests gathered the following week at the historic Medinah Country Club in Medinah, Illinois. The October 7 festivities kicked off with some time outside on the greens, with attendees playing a round of golf at the famed Medinah #3 Course. Guests then attended a cocktail reception in the Country Club lounge.

Both events provided guests an opportunity to hear remarks and a brief from Lieutenant General Mike Gould '76, Superintendent, on the exciting new projects planned at the Academy, followed by remarks from General (Ret) Stephen R. Lorenz '73, President and CEO of the Endowment, and William "T" Thompson '73, President and CEO of the Association of Graduates.

"I always look forward to these events," says General Lorenz. "They give us a chance to meet with the people who

generously give of themselves in support of their Academy, and personally thank them for all they do. The Air Force Academy continues to grow as an institution of excellence, due to the efforts of these dedicated individuals quietly supporting behind the scenes, helping to ensure that our cadets get the best opportunities and resources possible."

The Endowment and the AOG would like to thank Joey Plank '03, and his wife, Bethany, and Alex Granados '04, and his wife, Carla Bustillos, for graciously hosting the Navy event. We would also like to thank the club sponsors at Medinah, Mr. and Mrs. Robert Faganel and Dr. and Mrs. Hank Crossetti, for their generosity. We offer our sincere appreciation to the donors, parents, grads, and friends of the Academy in attendance—we couldn't do it without you!



Top: Nicholas and Karen Umano (parents of Weston Umano, Class of 2015) and Lt Gen Mike Gould, Superintendent, at Medinah.

Bottom: Navy event hosts Bethany and Joey Plank '03 and Alex Granados '04.



Upcoming Events

FEBRUARY 22-24, 2012
National Character & Leadership Symposium (NCLS)
USAFA, Colorado Springs, CO

APRIL 13, 2012
Founders Day
TBD, Colorado Springs, CO

JULY 19-20, 2012
Academy Donor Summit
USAFA, Colorado Springs, CO

JULY 20, 2012
Donor Dinner
USAFA/Doolittle Hall
Colorado Springs, CO

SEPTEMBER 7, 2012
Donor Event
Ann Arbor, MI

NOVEMBER 2, 2012
Donor Event
Army Weekend/West Point, NY

For next year's events, look for more information and save the dates in 2012.

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