



Cord A. Sterling

Vice President, AIA

As the Vice President for the Aerospace Industries Association, Cord is responsible for overseeing much of the external communication activities of the Association to the Congress, administering the staff, and establishing priorities at the direction of the President and the Executive Committee. Specific areas of legislative responsibility include defense budget including the impacts of sequestration, procurement policy, tax issues, and support of special projects such as campaign outreach. Cord supports the work and carries out the legislative agenda of the Executive Committee and the Procurement and Finance Council.

From 1992 to 1995 Cord worked for the U.S. General Accounting Office, National Security and International Affairs Division, where he performed independent research and participated in numerous evaluations of a variety of national defense issues.

From 1995-2001 Cord served as the Lead Professional Staff Member of the Readiness and Management Support Subcommittee of the Senate Armed Services Committee, responsible for keeping Senators advised on all issues involving the readiness of the U.S. Armed Forces and installations including oversight of the \$88.3 billion budget request for military readiness accounts, depot maintenance, business operations, and other activities.

From 2002-2006 Cord served as the Military Legislative Assistant responsible for advising Senate Armed Services Committee Chairman John Warner on key national security matters and executing the Senator's decisions in relation to these matters.

Cord has been active and seen government from not just the federal, but also local

and state levels. In 2007 Cord was elected to the Stafford County Board of Supervisors which, as the executive/legislative body governing Stafford County, is responsible for enacting laws and setting policies, approving the Stafford County budget and appointing citizens to the several boards, commissions, and committees in Stafford County, Virginia. Cord serves as Chairman of the Finance and Budget Committee and the Infrastructure Committee.

In 2006 Cord was appointed by Governor Tim Kaine and confirmed by the Virginia General Assembly as one of 17 members of the Commonwealth Transportation Board which establishes the administrative policies for Virginia's transportation system and allocates funding to specific projects, awards contracts for those projects, locates routes and provides funding for airports, seaports, and public transportation systems. Cord was re-appointed in 2010 by Governor Robert McDonnell and works with localities, MPOs, and state transportation organizations in efforts to build and operate a more effective and efficient transportation system.

Cord was appointed by the Speaker of the Virginia House of Delegates, Bill Howell, in 2005 to the 17 member Virginia National Defense Industrial Authority which was created through an act of the 2005 Virginia General Assembly to continue the work of supporting future defense and military-related opportunities in the Commonwealth.

A former Marine, Cord has a Bachelors degree in economics and a Masters degree in National Security Studies, from California State University, San Bernardino.

