

The 23rd Annual Greater Washington Aviation Open

CHARITY GOLF TOURNAMENT AND AUCTION
LANSDOWNE GOLF RESORT – LANSDOWNE, VIRGINIA
APRIL 25, 2011



Fore a Great Time – Fore a Great Cause!

2011 TOURNAMENT COMMITTEE

Paul Bollinger
Tournament Director
Boeing Energy

Pete West
NEXA Capital Partners, LLC

Don Skiados
Air Line Pilots Association, Intl.

Jeff Lehman
OBN Aviation

Mary Miller
Signature Flight Support

Ed Hazelwood
AVIATION WEEK

Tim Letzkus
TLC Group

John Provenzano
Rockwell Collins

Steve Martin
InterVISTAS Consulting

Dick Deitos
MWAC

Lisa Piccione
NBAA

Darby Becker
GE Aviation



Robert "Bob" McCarthy
Honorary Chair
Marriott International

Welcome

Dear GWAO Friends and Patrons:

The 23rd Annual Greater Washington Aviation Open moves back to an April date this year, so we are guaranteed to be the first major tournament of the year in Washington, DC. Now is the time to start thinking about sharing this special day with aviation leadership, both for the incredible camaraderie, as well as the central purpose of raising funds to transport by air the patients and veterans in need of assistance.

Through the support of the GWAO, the aviation industry has raised nearly \$1.6 million for the Corporate Angel Network and their great work to transport cancer patients to treatment facilities across the country. This year we are expanding our scope of service to include the Veterans Airlift Command. The VAC provides free air transportation to wounded veterans and their families for medical and other compassionate purposes. During this time of war the GWAO is proud to include the VAC as a recipient of the proceeds raised this year.

As we all know, the airline and hospitality industries have been inextricably linked since the dawn of aviation. At the GWAO we have featured resort packages with the airline tickets in the annual live auction. In recognition of this important linkage, we are especially honored to have Bob McCarthy, Group President, Marriott International as our Honorary Chairman. The Marriott Corporation has provided tremendous support to the GWAO for over two decades. We are pleased that Bob will be representing the hospitality industry at the GWAO this year and we certainly look forward to giving him a very warm welcome.

The major donors to the GWAO continue to be FlightSafety International and Aviation Partners Boeing. Their generous contributions have served to keep the event one of the finest in the aviation industry. We also have been very fortunate to have ALPA support the tournament since its inception with its wonderful people. Additional financial support at a higher level has come from PNC Bank, Cessna, Dassault Falcon, Gulfstream, Manhattan's Bethesda Auto, Rockwell Collins, Greeley Pond Technologies, and Signature Flight Support. We could not be as successful without them!

We look forward to welcoming you to the 2011 GWAO as we celebrate our 23rd anniversary at Lansdowne Resort on Monday, April 25th. As the premier aviation charity event in Washington, D.C. your support and participation is very much appreciated. We look forward to your participation this year as we strive to help others in their time of need, "Fore a Great Time – Fore a Great Cause."

— *The Tournament Committee*

Tournament Format and Fees

GOLF

The tournament will be played at Lansdowne Resort on both the Robert Trent Jones, Jr. course and the new Greg Norman course, which was named “one of the top ten new courses” by *GOLF Magazine*. The format will be a shotgun start, scramble, limited to 256 golfers. Tournament hosts will form their own foursomes. Singles will be paired at the discretion of management. It is important that all players return an accurate handicap or average score to ensure competitive teams and an enjoyable tournament for everyone.

It is the team captain's (host) responsibility to see that every member's handicap is validated and posted on the scoreboard prior to the start of the tournament.

Only hosts will be listed under their corporate name. Corporations are expected to enter the tournament as hosts when playing as foursomes. In order to provide everyone with an opportunity to play, corporations are limited to two foursomes except in cases of generous sponsorship.

Shower and locker facilities are available for all players prior to and following play.

Single Golfer, Lunch, Reception, and Victory Reception.....\$650

Host, includes sponsorship of one hole or green, four green fees, prominent listing in the program, signs at the tournament, and appearance on the GWAO website.....\$2,500



All participants of the 23rd Annual Greater Washington Aviation Open will receive a pair of Maui Jim Sunglasses.



Tournament Schedule and Directions

MONDAY, APRIL 25, 2011

| | |
|--------------------|---|
| 10:00–12:30 | Tournament Registration |
| 10:00–11:00 | Free Instruction and Tips from the Pro on the Driving Range |
| 11:00–12:00 | Champions Luncheon |
| 12:00–5:30 | Golf Tournament |
| 5:30 | Victory Reception, Awarding of Prizes, and Auction |

AWARDS, PRIZES, RAFFLE, & AUCTION

- Lunches and dinners at DC's best restaurants.
- Business-Class airline tickets to Europe and Asia.
- 2011 Jaguar, compliments of Manhattan Jaguar!
- First class domestic airline tickets.
- Luxury resort weekend packages.
- Raffles for (4) Apple iPads.

MORE INFORMATION

Marti Smith

703-261-5025 | msmanage@cox.net

Sponsorship information

Paul Bollinger

paulbollingerjr@aol.com

Website: www.gwao.org

DIRECTIONS FROM CAPITAL BELTWAY

(RT. 495)

- Take Dulles Toll Road/Rt. 267 West.
- Proceed through main toll plaza for ~11 miles.
- Take Exit 9B on to Rt. 28/Sully Road North.
- Go 4 miles and exit onto Rt. 7 West toward Leesburg.
- Travel 3.5 miles (5 lights) on Rt. 7 West.
- Exit right onto Lansdowne Boulevard.
- Proceed through the 4-way stop.
- Make a right onto Woodridge Pwky.
- Make your first left into the resort.



GWAO SPONSORSHIP PROGRAM*

For more information contact Paul Bollinger at paulbollingerjr@aol.com

THE DIAMOND/AWARDS BANQUET SPONSOR

\$15,000



- Sponsor's name or logo in all tournament marketing material. Includes the tournament promotional and on-site brochures, website, and e-blast.
- Reserved table for 8 at the Victory Reception.
- Logo included on the "big gift" given to all GWAO participants.
- A complimentary golf foursome.
- Listing in follow-up "thank-you" ad to run in *Aviation Week & Space Technology*, *Aviation Daily*, *Aerospace Daily & Defense Report*, and *the Weekly of Business Aviation*.
- Full use of tournament attendee list.

PLATINUM/CHAMPIONS LUNCHEON SPONSOR

\$10,000

- Sponsor's name or logo in all tournament marketing material. Includes the tournament promotional and on-site brochures, website, and e-blast.
- Additional sponsor signage will be displayed at the Victory Reception and other sites at tournament.
- Sponsor will be listed in follow-up "thank-you" ad to run in *Aviation Week & Space Technology*, *Aviation Daily*, *Aerospace Daily & Defense Report*, and *the Weekly of Business Aviation*.
- Sponsor will receive reserved table for 8 at Victory Reception for sponsor's use for its staff, players, and guests.
- Sponsor gets full tournament attendee list with contact information.

GOLD/BREAKFAST AND REGISTRATION SPONSOR

\$7,500



- Sponsor's name or logo in all tournament marketing material. Includes the tournament promotional and on-site brochures, website, and e-blast.
- Additional sponsor signage at the Champion's Lunch.
- Sponsor will be listed in follow-up "thank-you" ad to run in *Aviation Week & Space Technology*, *Aviation Daily*, *Aerospace Daily & Defense Report*, and *the Weekly of Business Aviation*.
- Sponsor will receive reserved table for 8 at Victory Reception for sponsor's use for its staff, players, and guests.

REFRESHMENTS ON THE GOLF COURSES

\$3,500 - Sponsored by: Cessna Aircraft



- Includes signs at refreshment stations and prominent listing in on-site brochure.
- Sponsor will be listed in follow-up "thank-you" ad to run in *Aviation Week & Space Technology*, *Aviation Daily*, *Aerospace Daily & Defense Report*, and *the Weekly of Business Aviation*.



PHOTOGRAPHY SPONSORSHIP

\$2,000

- Includes sponsor name in the on-site program and acknowledgement on the picture frame and on the GWAO website where the team pictures will be posted.
- Sponsor will be listed in the follow-up "thank-you" ad to run in *Aviation Week & Space Technology*, *Aviation Daily*, *Aerospace Daily & Defense Report*, and *the Weekly of Business Aviation*.

DRIVING RANGE SPONSORSHIP

\$1,000

- Includes signage on the driving range indicating sponsorship.
- Includes mention in the on-site brochure. Sponsor will be listed in follow-up "thank-you" ad to run in *Aviation Week & Space Technology*, *Aviation Daily*, *Aerospace Daily & Defense Report*, and *the Weekly of Business Aviation*.

CLOSEST-TO-THE-HOLE OR LONGEST-DRIVE CONTESTS (6)

\$250

- Special recognition on the course signage and in the program.

All companies are welcome to ask for additional sponsorship opportunities to fit your budget. Don't be left out!

OFFICIAL REGISTRATION FORM

23rd Annual Greater Washington Aviation Open Golf & Victory Reception

REGISTER HERE

*On-line registration will open
on February 14th, 2011*

As GWAO begins to go more electronic, it is important that we have your current e-mail address and phone number. Please make sure you include this information below.

Golf Handicap _____

1 Name/Captain _____
 Organization _____
 Address _____
 Telephone _____
 E-mail _____

2 Name _____
 Organization _____
 Address _____
 Telephone _____
 E-mail _____

3 Name _____
 Organization _____
 Address _____
 Telephone _____
 E-mail _____

4 Name _____
 Organization _____
 Address _____
 Telephone _____
 E-mail _____

Enclosed is my check for:

Donation to GWAO and CAN in lieu of participation \$ _____

_____ **Victory Reception Guests** @ \$150 \$ _____

_____ **Single Golfer(s)** @ \$650 \$ _____

_____ **Host** @ \$2,500 \$ _____

Payment Enclosed \$ _____

Payments are not fully deductible as charitable contributions. Only the amount of payment that exceeds the value of the return benefit may be deductible, as follows:

| | Payment | Cost | Charitable Contribution |
|-------------------------|----------------|-------------|--------------------------------|
| Victory Reception-Guest | \$ 150 | \$ 95 | \$ 55 |
| Golf/Reception-Player | \$ 650 | \$ 425 | \$ 225 |
| Host | \$ 2,500 | \$ 1,800 | \$ 700 |

OFFICE USE ONLY
DATE CHECK REC'D _____
CHECK # _____

Now accepting credit cards:

Name: _____

Address: _____

Card Type: _____ Amex _____ Visa _____ MasterCard

Credit card number: _____ Verification code _____

Expiration date: _____ Signature: _____

Please consult your tax advisor if you have any questions regarding the tax treatment of your payments. The above is not intended to be tax advice.

Now taking online registrations and accepting M/C, Visa and Amex. Go to www.gwao.org to register

MAKE CHECKS PAYABLE TO: Greater Washington Aviation Open

PLEASE MAIL TO: Greater Washington Aviation Open | 10221 Steamboat Landing Lane, Burke, VA 22015

E-MAIL: msmanage@cox.net

Due to the requirements of Lansdowne Resort and contractual relations, the Greater Washington Aviation Open is not able to offer refunds for any reason. **Only registrations with full payment will be processed.**

PAST HONORARY CHAIRS

2010

Clay Jones

2009

Bruce Whitman

2008

Jack Pelton

2007

Pete Bunce

2006

Rep. Joe Knollenberg

2005

Rep. Todd Tiahrt

2004

Gov. Robert Ehrlich

2003

Rep. Martin Olav Sabo

2002

Rep. Don Young

2001

Rep. Hal Rogers

2000

Lynne Russell

1999

Rep. Jimmy Duncan

1998

Sen. Wendell H. Ford

1997

Jim McLean

1996

John Feinstein

1995

Rep. Jimmy Duncan

1994

Rep. Norman Mineta

1993

Rep. Bob Carr

1992

Sen. Conrad Burns

1991

Rep. William F. Clinger, Jr.

1990

Rep. James L. Oberstar

1989

Sen. Wendell H. Ford

2010 HOSTS & SPONSORS

ADT Security Services

Airbus

Air Line Pilots Association, Intl.

American Airlines

Air Transport Association

Aviation Partners Boeing

Brown Forman Beverage
Company

Cathay Pacific Airways

CAE

Cessna Aircraft Company

Cheesecake Factory

Continental Airlines

Cuisinart

Dassault Falcon Jet

East Coast Sweepers

Etihad Airways

Enterprise Rent-A-Car/
National/Alamo

FlightSafety International

FLYING Magazine

Freeman Decorating

General Aviation
Manufacturers Association

Gulfstream Aerospace

Hawaiian Airlines

Honeywell

International Aviation News

InterVISTAS Consulting LLC

ITT Defense

JetBlue Airways

Lansdowne Resort

Lockheed Martin

Maker's Mark Distillery

Mariott Hotels & Resorts

Metron Aviation

Metropolitan Washington
Airlines Committee

Mitre/CAASD

Mordechai Lebenberg

MWAA/Parsons Management
Consultants

National Air Transportation Association

National Business Aviation Association

The Paradies Shops

Patner Construction

Perry Ellis Callaway

Peter Cutts Photography

Pfizer

PNC Bank

Rehabilitation Health Care

Rehabilitation Care Group

Ridgewell's

Rudy's In Flight/Aviation
Services Network

Safe Aviation Solutions/
The McCabe Group

Safe Flight Instrument Corp

SAIC

Sharp Details

Signature Flight Support

Smith, Dawson & Andrews

Swiss International Air Lines

TailWinds Communications

TCB Inc

The Hudson Group

The TLC Group

Trader Joe's

United Airlines

US Airways

The Venetian and Palazzo
Resort Hotel Casino

West Advocacy

Wyeth Consumer Health Care

MAJOR SPONSORS OF 2010 GWAO

DIAMOND SPONSOR



GOLD SPONSOR



Aviation Partners Boeing

SPONSORS





Corporate Angel Network is the only charitable organization in America whose sole mission is to “maximize cancer patients’ access to specialized treatment, reduce the cost and increase the ease of travel through the use of empty seats on corporate jets.” Since its founding nearly thirty years ago, the charity has grown to include more than 500 major corporations (including half of the Fortune 100), flies between 250 and 300 cancer patients each month, and has flown more than 35,000 cancer patients to life saving treatment since 1981. A team of 50 part-time volunteers and six paid staff work with patients, physicians, corporate flight departments, and leading treatment centers to coordinate the medical travel needs of cancer patients with the scheduled flight activity of participating corporations.

Eligibility is open to all cancer patients, bone marrow donors, and bone marrow recipients who are ambulatory and not in need of medical support while traveling. Financial qualification is not required and patients may travel as often as necessary.

This program offers an obvious and meaningful benefit to cancer patients along with the opportunity for corporations with corporate aircraft to provide a wonderful humanitarian service by merging business activity with corporate social responsibility.

www.corpangelnetwork.org



This year marks the Scholarship Fund of Alexandria’s 25th Anniversary. Since 1986, we have provided \$7 million in scholarships to 3,300 T.C. Williams students. For every dollar provided by the fund, and with the support of our financial aid advising, recipients receive an average of \$4 in grant aid from government, institutional and private sources.

The goal of the Scholarship Fund of Alexandria is to enable all qualified graduates of Alexandria City Public Schools to access and complete a post-high school program that results in a Bachelor’s or Associate’s Degree, or Technical School Certification. The Fund primarily accomplishes this goal by providing financial aid advising (to all) and financial aid (a competitive process). The scholarship supported by the GWAO helps us toward this goal.

Beyond the high school, the Fund provides continued financial aid advising and scholarships to support retention and completion while our students continue their undergraduate studies. Approximately 250 students take advantage of this opportunity each year.

www.AlexScholarshipFund.org



The VAC provides free air transportation to wounded veterans and their families for medical and other compassionate purposes, through a national network of volunteer aircraft owners and pilots. Our priority is on the veterans of Iraqi Freedom and Enduring Freedom (Afghanistan).

As citizens, we owe an enormous debt to those who have sacrificed for our country. It’s a debt that is impossible to repay. But that won’t stop us from trying.

Volunteering an aircraft for VAC missions: Many of the plane owners who volunteer with us are also pilots who welcome the opportunity to perform a valuable service while maintaining their proficiency.

Some owners come from military backgrounds themselves; others are seasoned aviators or simply passionate about flying. But they all have one thing in common - the desire to serve those who have served us.

In the interest of safety as well as camaraderie, the VAC encourages two rated pilots to fly together when practical.

Corporate aircraft & fractional ownership aircraft Volunteering the use of a plane is an outstanding way for businesses to demonstrate their patriotism and put available resources to work for a good cause. For companies involved in fractional aircraft ownership programs, it’s an excellent use of unused flying hours.

www.veteransairlift.org

Marti Smith | 703-261-5025 | msmanage@cox.net

Sponsorship information **Paul Bollinger** | paulbollingerjr@aol.com

Website: www.gwao.org

MORE INFORMATION