

25th

The 25th Annual Greater Washington Aviation Open

Charity Golf Tournament and Auction



Fore a
Great Time
Fore a
Great Cause!

Lansdowne
Golf Resort
Lansdowne, Virginia
May 13, 2013

GWAO Board of Directors



President
John Provenzano

Vice President
Darby Becker
GE Aviation

Treasurer
Mary Miller
Signature Flight Support

Secretary
Dick Dei Tos
MWAC

Immediate Past President
Paul Bollinger

Pete West
West Advocacy

Don Skiados
Leadership Communications
& Training

Jeff Lehman
Greeley Pond Technologies

Ed Hazelwood
Aviation Week

Steve Martin
InterVISTAS Consulting

Lisa Piccione
NBAA

Michael Robbins
Air Line Pilots Assoc., Int'l



Rep. Hal Rogers
Honorary Chair

Dear Friends and Patrons,

Please mark your calendars for Washington's premier aviation golf and fundraising event, the 25th annual Greater Washington Aviation Open (GWAO), May 13, 2013 at the Lansdowne Resort. This is a special year for the GWAO as we celebrate our Silver Anniversary, recognize the previous Honorary Chairmen and Board Members who made this great event the long-lived success it has become and honor the outstanding work Paul "Bo" Bollinger has done to create this event and make it a "must do" on calendars around the nation's capital.

The GWAO has suffered no shortage of first-rate leaders in its 25 years and the 2013 tournament will be no exception. We are, therefore, thrilled to announce that longtime GWAO supporter—and 2001 Honorary Chairman—Rep. Hal Rogers of Kentucky.

While each year's tournament is different, two things remain the same—the generous support of our sponsors, golf and auction participants and our commitment to raise funds for deserving charities. We have no doubt that this year's 25th Anniversary GWAO tournament will keep those traditions alive with a great list of silent and live auction prizes available to win and proceeds for the tournament supporting the Corporate Angel Network (CAN), the Veterans Airlift Command (VAC) and local educational scholarships.

Throughout our 25 years, the GWAO has raised more than \$1.75 million for a number of deserving charities. In 2012 the tournament board was proud to contribute \$103,000 to CAN, VAC and our scholarship fund via T.C. Williams High School. Corporate Angel Network and Veterans Airlift Command are widely recognized for the work they do in transporting cancer patients and our wounded warriors to where they desperately need to be. We are proud to have them as our partners in this event.

The GWAO was fortunate to welcome Boeing, Flight Safety International, ITT Exelis and Proof Integrated Communications as our major sponsors in 2012. Their support, and that of our many other sponsors, continue to make the GWAO tournament the premier aviation charity event in the Washington, D.C. area and we are incredibly grateful for their support.

The GWAO Board of Directors

Fore a Great Time • Fore a Great Cause!

★ 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. The format will be a shotgun start, scramble, limited to 256 golfers. Foursomes will be equally dispersed across two 18-hole courses to speed up play. Tournament hosts will form their own foursomes. Singles will be paired at the discretion of the tournament. It is important that all players register with 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.

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

\$650 **Single Golfer**, includes Lunch, Reception, and Victory Reception

\$2,500 **Host**, payment received by April 1. Host includes sponsorship of one hole or green, four greens fees, prominent listing in the program, signs at the tournament, and appearance on the GWAO website.

\$2,700 **Host**, payment received after April 1, includes the above.

★ 2013 Tournament Gift



All participants will receive a Cutter & Buck 25th Anniversary Windshirt.

★ Tournament Schedule and Directions

MONDAY, May 13, 2013

10:00 a.m.–11:45 a.m.	Tournament Registration
10:45 a.m.–11:45 a.m.	Champion's Lunch
11:45 a.m.	Please be in your cart!
12:00 noon–5:00 p.m.	Golf Tournament
5:00 p.m.–6:00 p.m.	Victory Reception and Silent Auction <i>(Silent Auction Closes at 6:00 p.m.)</i>
6:00 p.m.–8:00 p.m.	Dinner, Awarding of Prizes, and Live Auction

AWARDS, PRIZES, RAFFLE, & AUCTION

- Lunch and dinners at fine D.C. restaurants
- First/Business class airline tickets around the world
- Jaguar vehicle complements of Manhattan Jaguar
- First class domestic airline tickets.
- Luxury resort weekend packages
- Raffles for three (3) Apple iPads

MORE INFORMATION

Marti Smith
(703) 261-5025
msmanage@cox.net
Website: www.gwao.org

DIRECTIONS FROM THE CAPITAL BELTWAY

- 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.



★ 25th Anniversary GWAO Sponsorships

\$15,000 The Diamond/ Awards Banquet Sponsor

- Sponsor's name or logo in all tournament marketing material. Includes the tournament promotional and on-site brochures, website, and e-blast.
- Sponsor will receive reserved table for 8 at Victory Reception for sponsor's use for its staff, players, and guests. 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*, the *Weekly of Business Aviation*, and *Aviation International News*.
- Full use of tournament attendee list.

\$10,000 Platinum/Champions Luncheon Sponsor

- 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*, the *Weekly of Business Aviation*, and *Aviation International News*.
- 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.

\$7,500 Gold/Breakfast and Registration Sponsor

- 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*, the *Weekly of Business Aviation*, and *Aviation International News*.
- Sponsor will receive reserved table for 8 at Victory Reception for sponsor's use for its staff, players, and guests.

\$3,500 Refreshments on the Golf Courses Sponsor

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

\$3,500 Grand Raffle Prize Sponsor

- Includes recognition at the tournament, company name on signs and on-site program, and the GWAO website. Sponsor will be listed in the follow-up "thank-you" ad to run in *Aviation Week & Space Technology*, *Aviation Daily*, *Aerospace Daily & Defense Report*, the *Weekly of Business Aviation*, and *Aviation International News*.

\$3,000 Golf Ball Sponsor

- Includes recognition at the tournament, company name on signs and on-site program, and the GWAO website. Sponsor will be listed in the follow-up "thank-you" ad to run in *Aviation Week & Space Technology*, *Aviation Daily*, *Aerospace Daily & Defense Report*, the *Weekly of Business Aviation*, and *Aviation International News*.

\$2,500 Hole-in-One Insurance Sponsor

- Includes recognition at the tournament, company name on signs and on-site program, and the GWAO website. Sponsor will be listed in the follow-up "thank-you" ad to run in *Aviation Week & Space Technology*, *Aviation Daily*, *Aerospace Daily & Defense Report*, the *Weekly of Business Aviation*, and *Aviation International News*.

\$2,000 Photography Sponsorship

- 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*.

\$1,500 Driving Range Sponsorship

- 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*.

\$1,500 Victory Reception Entertainment Sponsor

- Includes recognition at the tournament, company name on signs and on-site program, and the GWAO website. Sponsor will be listed in the follow-up "thank-you" ad to run in *Aviation Week & Space Technology*, *Aviation Daily*, *Aerospace Daily & Defense Report*, the *Weekly of Business Aviation*, and *Aviation International News*.

\$250 Closest-To-The-Hole or Longest- Drive Contests (6) Sponsor

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



Official Registration Form

25th Annual Greater Washington Aviation Open Golf & Victory Reception

It is important that we have your current e-mail address and phone number. Please make sure you include this information below.

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

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

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

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



If your payment is received by April 1, 2013, the price is \$2,500 for a foursome. After April 1, the price goes up to \$2,700.

I would like the GWAO to attempt to place a Congressional or Administration guest or a former GWAO honorary chairman in my foursome. I understand that doing so will limit me to three golfing slots and that placement of all Congressional and Administration guests is at the sole discretion of the GWAO.

ENCLOSED IS MY CHECK FOR:

Tax deductible donation to GWAO in lieu of participation: \$ _____
 # _____ Victory Reception Guests @ \$150 \$ _____
 # _____ Single Golfer(s) @ \$650 \$ _____
 # _____ Host (payment received by April 1) @ \$2,500 \$ _____
 # _____ Host (after April 1) @ \$2,700 \$ _____
 Payment Enclosed \$ _____

MAKE CHECKS PAYABLE TO: Greater Washington Aviation Open

ACCEPTING CREDIT CARDS:

Name: _____
 Address: _____
 Card Type: Amex Visa MasterCard
 Credit Card Number: _____ Verification Code: _____
 Signature: _____ Expiration Date: _____

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

E-MAIL:
 msmanage@cox.net

Please let us know what size windshirt each team member would like.

SIZE	NUMBER OF EACH	
	MENS	WOMENS
Small		
Medium		
Large		
Extra Large		
Extra, Extra Large		

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

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.**

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. The GWAO is a 501(c)3 non-profit organization.

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 # _____

★ Past Honorary Chairs

2012
John E. "Jack" Potter

2011
Robert "Bob" McCarthy

2010
Clay Jones

2009
Bruce Whitman

2008
Jack Pelton

2007
Pete Bunce

2006
Rep. Joe Knollenberg

2005
Rep. Todd Tiaht

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

★ 2012 Hosts and Sponsors

A4A	InterVISTAS Consulting
ADT Security Services	ITT/Exelis
ALPA, Intl.	Jacobs
American Airlines	JetBlue Airways
ANA	Lansdowne Resort
AOPA	Lockheed Martin
ARINC	Manhattan's Bethesda Auto
AVIATION WEEK	Marriott Hotels & Resorts
Boeing	Metron Aviation
Booz Allen Hamilton	Mitre Corp
Brown- Forman Beverage Co.	MWAA
BWI Thurgood Marshall Int'l Airport	MWAC
Cathay Pacific Airways	NATA
Cessna Aircraft Company	NATCA
Chantilly Air	NBAA
Cheese Cake Factory	The Paradies Shops
Dassault Falcon Jet	Parsons Management Consultants
Delta Air Lines	Passion Food Hospitality
Embassy Suites Hotels	Patner Construction
Emirates	Proof Integrated Communications
Etihad Airways	Rockwell Collins
FlightSafety International	Shirtboy.com
Freeman Decorating	Signature Flight Support
Ft. Worth CVB	Sport & Health Clubs
GAMA	Sullivan's Toy Store & Art Supplies
GE Aviation	Swiss International Air Lines
The Gephardt Group	Trader Joe's
Goodrich Corporation	United Airlines
Greeley Pond Technologies	US Chamber of Commerce
Gulfstream Aerospace	US Airways
Hawaiian Airlines	UTC
Hawker Beechcraft	West Advocacy
Hilton Hotels	Westin Hotels
Hyatt Hotels	
Honeywell	

★ 2012 GWAO Major Sponsors





Corporate Angel Network, Inc.

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.

www.corpangelnetwork.org



The Veterans Airlift Command provides free air transportation to post-9/11 combat wounded and their families for medical and other compassionate purposes through a national network of volunteer aircraft owners and pilots.

Since its inception in 2006, the VAC has recruited over 2,000 aircraft owners and pilots across the country and coordinated flights for some 5,000 passengers over 2.5 million miles with a staff of three.

Our volunteers report that serving these wounded heroes ranks at the top of their flying experiences. Our passengers are simply amazed that this kind of care and personal attention is freely given. This is a mission where love for flying can be combined with individual involvement in a very uplifting charity (we call it “pay back”).

The VAC hopes to double the size of its fleet of turbine/jet aircraft (as the mission lengths dictate) over the next 18 months.

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 will not stop us from trying.

They've got heart. They need wings!



Since 1986, The Scholarship Fund of Alexandria has provided \$8 million in scholarships to 3,400 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 a Technical School Certification.

The scholarship supported by the GWAO helps us toward this goal by supporting students in an aviation degree program.

Beyond the high school, the Fund provides continued financial aid advising and scholarships to support retention and completion while students continue their undergraduate studies.

www.AlexScholarshipFund.org



MORE INFORMATION

Marti Smith
703-261-5025
msmanage@cox.net
www.gwao.org