

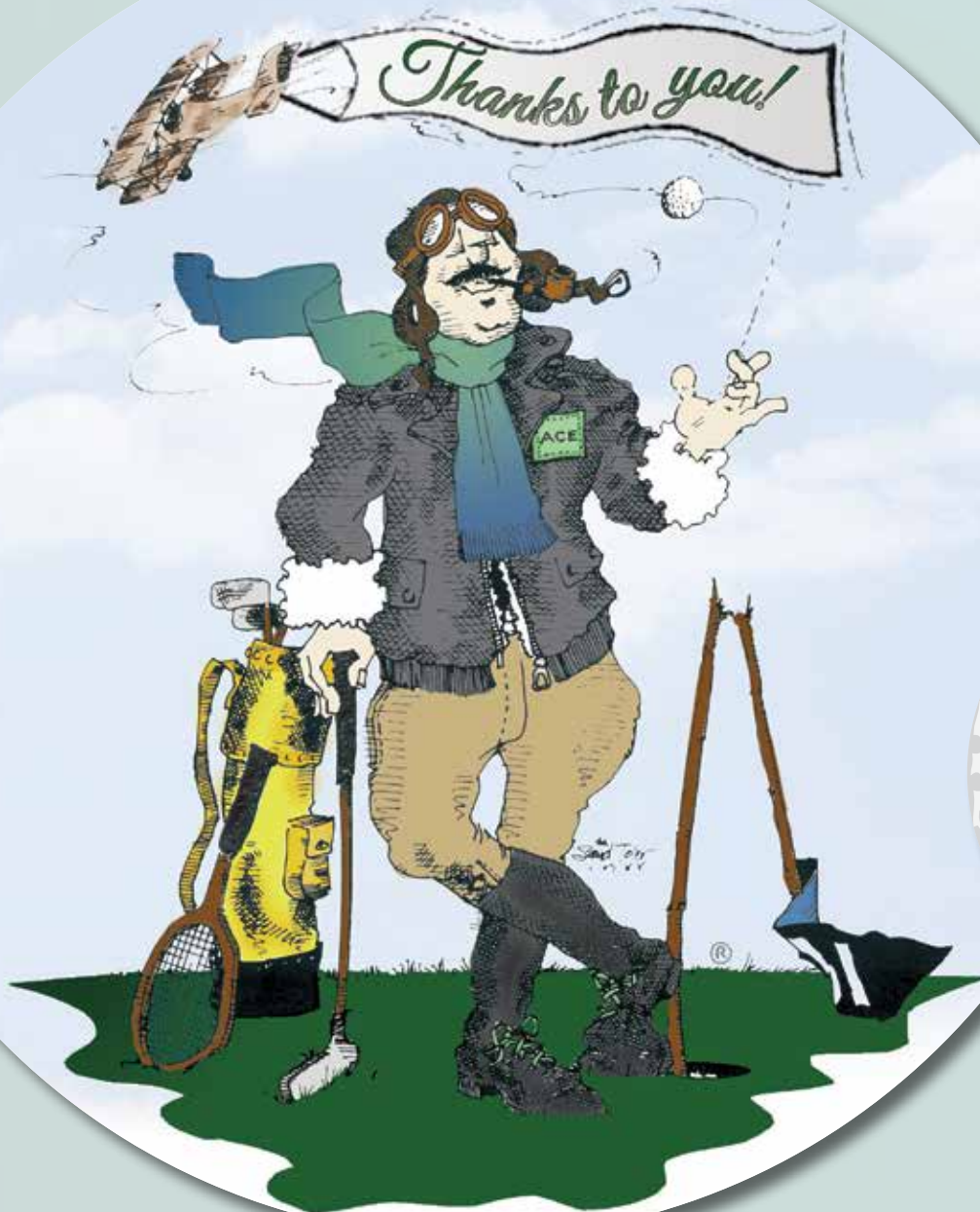
# The 26th Annual Greater Washington Aviation Open

Charity Golf Tournament and Auction

For a  
Great Time,  
For a  
Great Cause!

May 12, 2014

Lansdowne Golf  
Resort  
Lansdowne,  
Virginia



# Welcome

Dear Friends and Patrons,

**Announcing Washington's premier aviation golf and charity event, the 26th Annual Greater Washington Aviation Open (GWAO), May 12, 2014 at the Lansdowne Resort.**

For 25 years the GWAO has been the one event in Washington that has served to attract thousands of aviation industry leaders to the links for a day of friendship, camaraderie, and exceptional generosity.

This year we are very pleased to welcome Congressman Sam Graves who will be joining us for the first time. Congressman Graves has been a strong advocate for aviation interests and he recognizes the tremendous importance of aviation in the domestic and global economy. We look forward to giving Congressman Graves a warm GWAO welcome.

Last year, the GWAO enjoyed one of the fastest rounds of golf in its quarter century existence. With almost every team finishing in 4½ hours on a brisk, but sunny day, there was plenty of time to warm up at the Victory Reception and renew old acquaintances. This also allowed everyone to view and bid on more than 25 incredible, silent auction packages and gifts. There were plenty of good deals to be had and the bidding was very competitive.

Following the Victory Reception everyone was invited to the buffet dinner and awards ceremony sponsored by Boeing. 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 26th Anniversary GWAO tournament will keep those traditions alive with a great list of silent and live auction prizes available to win and proceeds from the tournament supporting the Corporate Angel Network (CAN), the Veterans Airlift Command (VAC) and our educational scholarship.

Throughout our 25 years, the GWAO has raised more than \$1.85 million for a number of deserving charities. We certainly look forward to your participation and support this year as we close-in on the \$2 million dollar mark!

The GWAO was fortunate to honor Boeing as our Diamond sponsor last year along with several other companies and associations who generously gave more than their Host foursome fee. 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. We look forward to seeing you on May 12th!



**U.S. Congressman  
Sam Graves**  
*2014 Honorary Chair*

## GWAO Board of Directors

**Darby Becker**  
GE Aviation

**Paul Bollinger**  
Bollinger & Associates

**Dick Dei Tos**  
MWAC

**Paul Feldman**  
GAMA

**Ed Hazelwood**  
*Aviation Week*

**Steve Martin**  
InterVISTAS  
Consulting

**Mary Miller**  
Signature Flight  
Support

**John Provenzano**  
Delta Air Lines

**Michael Robbins**  
Air Line Pilots  
Assoc., Int'l

**Beth Rossman**  
Honeywell

**Don Skiados**  
Leadership  
Communications  
& Training

**Pete West**  
West Advocacy

# Tournament Format and Fees

**GOLF** The tournament will be played at Lansdowne Resort on both the Robert Trent Jones, Jr. and Greg Norman courses. The RTJ course is a classic 18-hole, par-72 masterpiece incorporating woodlands, natural stone outcroppings and is accented by historic rock walls. The Norman Course is highlighted by a challenging and demanding four-hole stretch on the front nine (Nos. 6–9) dubbed “the hardest mile in golf” by its creator.

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**, if 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 GWAOW website.

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

## 2014 Tournament Gift

The GWAOW is pleased to present a beautiful yet rugged embroidered soft-cooler (36-can capacity) to every participant.



# Tournament Schedule and Directions

## MONDAY, MAY 12, 2014

|                   |  |
|-------------------|--|
| 10:00–11:45 a.m.  | Tournament Registration  |
| 10:45–11:45 a.m.  | Champion’s Lunch   |
| <b>12:00 noon</b> | <b>Please be in your cart!</b>   |
| 12:15–5:00 p.m.   | Golf Tournament  |
| 5:00–6:00 p.m.    | Victory Reception and Silent Auction ( <i>Silent Auction Closes at 6:00 p.m.</i> )     |
| 6:00–7:30 p.m.    | Dinner, Trophy Presentation, Awarding of Prizes, Live Auction, and Check Presentations |

## AWARDS, PRIZES, RAFFLE, AND AUCTION

- Lunch and dinners at fine D.C. restaurants
- First/Business class airline tickets around the world
- Jaguar vehicle complements of Manhattan Bethesda Jaguar
- First class domestic airline tickets
- Luxury resort weekend packages
- Raffle prizes including the Apple iPad and other items

## MORE INFORMATION

**Marti Smith**

703.261.5025, [msmanage@cox.net](mailto:msmanage@cox.net)

Website: [www.gwao.org](http://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 Pkwy.
- Make your first left into the resort.





# 26th Anniversary GWA0 Sponsorships

## \$ 15,000.....Diamond Sponsor

(One sponsorship available)

- Logo included on the tournament gift given to all GWA0 participants.
- Complimentary golf foursome.
- Sponsor will receive reserved table for 8 at Victory Reception for sponsor's use for its staff, players, and guests.
- Sponsor's name or logo in all tournament marketing material. Includes the tournament promotional and on-site brochures, website, and e-blast.
- Sponsor's name or logo prominently displayed at the GWA0 lunch and reception.
- Listing in follow-up "thank-you" ad to run in aviation trade press including *Aviation Week & Space Technology*.

## \$ 10,000.....Platinum/Champions Luncheon Sponsor

(Multiple sponsorships available)

- Complimentary golf foursome.
- Sponsor will receive reserved table for 8 at Victory Reception for sponsor's use for its staff, players, and guests.
- Sponsor's name or logo in all tournament marketing material. Includes the tournament promotional and on-site brochures, website, and e-blast.
- Sponsor's name or logo prominently displayed at the GWA0 lunch and reception.
- Listing in follow-up "thank-you" ad to run in aviation trade press including *Aviation Week & Space Technology*.

## \$ 7,500 .....Grand Raffle Prize Sponsor

(Two sponsorships available)

- Complimentary golf foursome.
- Prominent recognition at the GWA0 Victory Reception and recognition as Grand Raffle Prize Sponsor
- Sponsor's name or logo prominently displayed at the GWA0 lunch and reception.
- Listing in follow-up "thank-you" ad to run in aviation trade press including *Aviation Week & Space Technology*.

## \$ 6,000 .....Refreshments on the Golf Courses Sponsor

(Multiple sponsorships available)

- Complimentary golf foursome.
- Signage at refreshment stations, and prominent listing in the on-site brochure.
- Sponsor's name or logo prominently displayed at the GWA0 lunch and reception.
- Listing in follow-up "thank-you" ad to run in aviation trade press including *Aviation Week & Space Technology*.

## \$ 5,000 .....Golf Ball Sponsor

(Two sponsorships available)

- Complimentary golf foursome.
- Corporate logo placed on 2014 GWA0 golf balls distributed to all players.
- Sponsor's name or logo prominently displayed at the GWA0 lunch and reception.
- Listing in follow-up "thank-you" ad to run in aviation trade press including *Aviation Week & Space Technology*.

## \$ 1,500 .....Friends of the GWA0

(Multiple sponsorships available)

- Choice of one of the following recognition opportunities:
  - Hole-in-One Insurance Sponsor
  - GWA0 Photography Sponsor
  - Driving Range Sponsor
  - Victory Reception Entertainment Sponsor
- Sponsor's name or logo prominently displayed at the GWA0 lunch and reception.
- Listing in follow-up "thank-you" ad to run in aviation trade press including *Aviation Week & Space Technology*.

## \$ 250 .....Closest-To-the-Hole or Longest-Drive Contests

(6 Sponsorships available)

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

# Official Registration Form

## 26th 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.

|                          |                              |                 |
|--------------------------|------------------------------|-----------------|
| <input type="checkbox"/> | Name/Captain _____           | Handicap: _____ |
|                          | Organization _____           |                 |
|                          | Address _____                |                 |
|                          | Telephone _____ E-mail _____ |                 |
| <input type="checkbox"/> | Name _____                   | Handicap: _____ |
|                          | Organization _____           |                 |
|                          | Address _____                |                 |
|                          | Telephone _____ E-mail _____ |                 |
| <input type="checkbox"/> | Name _____                   | Handicap: _____ |
|                          | Organization _____           |                 |
|                          | Address _____                |                 |
|                          | Telephone _____ E-mail _____ |                 |
| <input type="checkbox"/> | Name _____                   | Handicap: _____ |
|                          | Organization _____           |                 |
|                          | Address _____                |                 |
|                          | Telephone _____ E-mail _____ |                 |

☐ I would like the GWAO to attempt to place a Congressional or Administration guest 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

### CREDIT CARD INFORMATION:

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

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                   |

## Early Bird Special

If your payment is received by April 1, 2014, the price is \$2,500 for a foursome. After April 1, the price goes up to \$2,700.

**Online registrations accepting M/C, Visa, and Amex. Go to [www.gwao.org](http://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.

### OFFICE USE ONLY

DATE CK REC'D \_\_\_\_\_

CHECK # \_\_\_\_\_

## Past Honorary Chairs

2013  
Rep. Hal Rogers

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 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

## 2013 Hosts and Sponsors

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

# 2013 GWA0 Major Sponsors

**FlightSafety.**  
international

**BOEING**

**Cessna**  
A Textron Company

ITT **EXELIS**

**GE**  
GE Aviation

**LOCKHEED MARTIN**  
"We never stop when we're working for"

**alpa**

*Signature.*  
FLIGHT SUPPORT  
A BBA Aviation company

**GAMA**

**Greeley Pond Technologies**

**Gulfstream**  
A GENERAL DYNAMICS COMPANY

**Manhattan's  
Bethesda Auto**

**NBAA**



**CATHAY PACIFIC**

**Marriott**

**Honeywell**

**AA**  
American Airlines

**Continental  
Airlines**

**Rockwell  
Collins**

**SHIRTBOY  
.COM**



**Hilton**

**الإتقاد  
ETIHAD  
AIRWAYS**

**HAWAIIAN  
— AIRLINES —**

**jetBlue  
AIRWAYS**

**U.S AIRWAYS**

Our sign is a promise.

**SWISS**

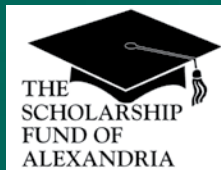


**Rolls-Royce**

*Landdowne Resort*

Hello Tomorrow **Emirates**





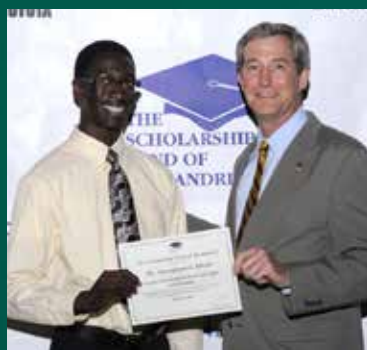
Since 1986, The Scholarship Fund of Alexandria has provided \$10.1 million in scholarships to 3,900 T.C. Williams students. For every dollar provided by the fund, and with the support of our financial aid advising, recipients receive an average of \$4 in grant aid from government, institutional and private 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](http://www.AlexScholarshipFund.org)



## MORE INFORMATION

Marti Smith  
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[www.gwao.org](http://www.gwao.org)



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 over thirty years ago, the charity has grown to include more than 500 major corporations (including half of the Fortune 100), flies between 250 and 350 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](http://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 7,000 passengers over 3.5 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").

**They've got heart. They need wings!**

