

# The 24th Annual Greater Washington Aviation Open

## Charity Golf Tournament and Auction

Lansdowne Golf Resort • Lansdowne, Virginia  
May 14, 2012



Fore a Great Time • Fore a Great Cause!

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Dear Friends and Patrons,

### Please mark your calendars to attend the 24th Annual Greater Washington Aviation Open on May 14 at Lansdowne Resort.

Not many charity golf tournaments have been as successful for as long as the GWAO, in part because we strive to improve the event every year. What remains constant—and foundational to the GWAO's success—is the aviation industry's commitment to the tournament, and we plan to make it even better in 2012.

First and foremost, the primary focus of the GWAO will remain the same: to bring together all sectors of the aviation community to enjoy the camaraderie of peers, celebrate all that is good about aviation, and raise funds for deserving charities.

Second, the GWAO always attracts a remarkable Honorary Chair. This year, the GWAO is very pleased to welcome the new CEO/President of the Metropolitan Washington Airports Authority, Jack Potter, as our Honorary Chairman. Jack has quickly made a positive impact on the airports and the community. The business conducted at the two airports under Jack's direction generate billions of dollars for the local region, and many of the GWAO sponsoring airlines and companies have a direct link to this incredible economic engine. We certainly look forward to having everyone welcome Jack to the GWAO as our Honorary Chairman!

Third, the GWAO raises funds for worthy causes. For nearly two and a half decades, the GWAO has raised more than \$1,650,000 for a number of deserving charities, as well as the GWAO Scholarship Fund. Last year alone the GWAO raised \$104,000. This year, and for the second year in a row, the GWAO will be donating its tournament proceeds to two deserving charities: the Corporate Angel Network and the Veterans Airlift Command. Both charities are recognized as the best at what they do in transporting cancer patients and wounded warriors to where they desperately need to be.

The GWAO's major donors in 2011 included FlightSafety International, Boeing, CAE, ITT, and Marriott. Their generous support made the tournament one of the finest ever, and provided major support to these two aviation-oriented charities. We also are fortunate to have the support of many other aviation community donors, airlines, and sponsors, all of which are recognized on the brochure's logo page.

We started this letter talking about improvement to the tournament. The pace of play will be enhanced to bring everyone back to the clubhouse much sooner this year. Furthermore, the food will be delicious and plentiful, and the tournament prizes and auction will keep you on the edge of your seat. This is our promise to you!

We look forward to your participation this year as we strive to help others in their time of need.

*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 shot-gun 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.

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

**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 . . . . . \$2,500

# 2012 Tournament Gift



All participants will receive a Kindle on-site.

# Tournament Schedule and Directions

### MONDAY, May 14, 2012

- 10:00–12:00 Tournament Registration
- 10:00–11:00 Free instruction and tips from the Pro on the Driving Range
- 11:00–12:00 Champions Luncheon
- 12:15–5:30 Golf Tournament
- 5:30–8:00 Victory Reception, Awarding of Prizes, and Auction

### AWARDS, PRIZES, RAFFLE, & AUCTION

- Lunch and dinners at fine D.C. restaurants
- First/Business 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  
[mmanage@cox.net](mailto:mmanage@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 Pwky.
- Make your first left into the resort.



# GWAO Sponsorships

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

## 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*, 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.

## Refreshments on the Golf Courses

**\$3,500**

- 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*.

## Grand Raffle Prize Sponsor

**\$3,500**

- 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*.

## Golf Ball Sponsor

**\$3,000**

- 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*.

## Hole-in-One Insurance Sponsor

**\$2,500**

- 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*.

## 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

**\$1,500**

- 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*.

## Victory Reception Entertainment Sponsor

**\$1,500**

- 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*.

## Closest-To-The-Hole or Longest-Drive Contests (6)

**\$250**

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

# Official Registration Form

## 24th 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.

	<i>Golf Handicap</i>
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:**

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

**MAKE CHECKS PAYABLE TO:** Greater Washington Aviation Open

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 # \_\_\_\_\_

**ACCEPTING CREDIT CARDS:**

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

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

**E-MAIL:** [msmanage@cox.net](mailto:msmanage@cox.net)

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.

## Past Honorary Chairs

**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

## 2011 Hosts and Sponsors

ADT Security Services

Air Line Pilots Association, Intl

All Nippon Airways

American Airlines

Air Transport Association

Avianca Taca

Aviation Week

Boeing

Booz Allen Hamilton

Brown Forman

BWI Thurgood Marshall Int'l  
Airport

Cathay Pacific Airways

Cargo Airline Association

CAE

Cessna Aircraft Company

Continental Airlines

Cuisinart

Dassault Falcon Jet

Etihad Airways

FlightSafety International

Freeman Decorating

General Aviation Manufacturers  
Association

Greenley Pond Technology

Gulfstream Aerospace

GE Aviation

Go! (Mesa Airlines)

Harry's Tap Room

Hawaiian Airlines

Hawker Beechcraft

Hilton Hotels

Honeywell

International Aviation News

ITT Defense

JetBlue Airways

Jeppesen

L-3 Communications

Landmark Limousine

Lansdowne Resort

Lockheed Martin

Manhattan's Bethesda Auto

Marriott Hotels & Resorts

Maui Jim Sunglasses

Metron Aviation

Mitre

MS Management

MWAA

MWAC

NATA

NBAA

NEXA Capital Partners

Nike

Parsons Management Consultants

Rockwell Collins

Rolls Royce

Safe Flight Instrument Corp

Signature Flight Support

Sullivan's Toy Store & Art Supplies

Shirtboy.com

Swiss International Air Lines

Thales

TCB Inc

TACA Airlines

The Cheesecake Factory

Trader Joe's

Turkish Airlines

US Airways

UTC

Wegmans

# 2011 GWAO Major Sponsors



ITT



Honeywell

CATHAY PACIFIC



Rolls-Royce





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!**



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](http://www.corpangelnetwork.org)



THE SCHOLARSHIP FUND OF ALEXANDRIA

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](http://www.AlexScholarshipFund.org)



**MORE INFORMATION**

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Website: [www.gwao.org](http://www.gwao.org)