

JOIN US FOR THE

29th Annual



2017

Greater Washington Aviation Open

Charity Golf Tournament and Auction

MAY 1, 2017 • ARMY NAVY COUNTRY CLUB • ARLINGTON, VIRGINIA

29th Annual



2017

Welcome

Friends,

Thank you for your continued support of the Greater Washington Aviation Open (GWAO).

We are thrilled to announce that the 29th Annual GWAO will be held Monday, May 1, 2017 at the Arlington Campus of the Army Navy Country Club.

For more than 25 years, the GWAO has served two purposes: one, to help support worthwhile charities and two, to bring together aviation industry leaders for a day of fun, friendship, camaraderie and average displays of golf acumen. I have no doubt that the 2017 version of the tournament will once again prove to be a great opportunity to catch up with old friends, make new ones and support two great charitable organizations.

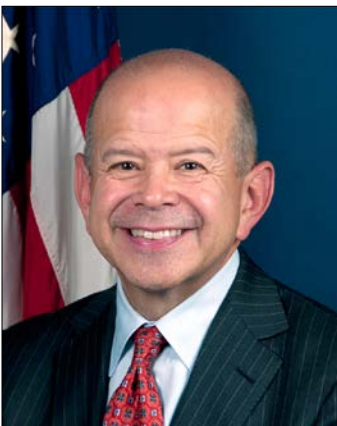
This year proceeds of the tournament will once again support the 501(c)(3) Corporate Angel Network and the 501(c)(3) Veteran's Airlift Command. Both of these organizations—long-time beneficiaries of our tournament—provide much needed support and transportation services to those seeking cancer treatment and our wounded warriors.

We are also pleased to announce that this year's Honorary Chairman is the Honorable Michael P. Huerta and look forward to seeing him, and you, at this year's event

Since 1988 the Greater Washington Aviation Open has raised more than \$2 million for deserving charities and with your help and support we look forward to adding to that total this year.

We hope you will make plans to join us at Army Navy on May 1, "For a Great Time, For a Great Cause."

The GWAO Board of Directors



**The Honorable
Michael P. Huerta**

2017 Honorary Chair

GWAO Board of Directors

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*National Association of
State Treasurers*

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GE Aviation

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West Advocacy

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*Leadership Communications
& Training*

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InterVISTAS Consulting

Michael Robbins
The Moak Group

Paul Feldman
GAMA

Beth Rossman
Honeywell

Sam Whitehorn
Signal Group

John Moloney
The Boeing Company

Tournament Format and Fees

GOLF The 2017 Greater Washington Aviation Open will sell out. To ensure your spot in the 29th annual GWAO, please sign up for the tournament as soon as possible.

The format will be a shotgun start, scramble, limited to a reduced number of 216 golfers. Foursomes will be equally dispersed across the course 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.

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

\$2,500 Host, if payment received by April 3. 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, if payment received after April 3, includes the above.

Tournament Schedule

MONDAY, MAY 1, 2017

- 9:00–10:45 a.m. Tournament Registration
- 9:45–10:45 a.m. Champion's Brunch
- 11:00 a.m. Please be in your cart!**
- 11:15–4:30 p.m. Golf Tournament
- 4:30–5:15 p.m. Victory Reception and Silent Auction
- 5:15–6:30 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

MORE INFORMATION

Marti Smith

703.261.5025

msmanage@cox.net

Website: www.gwao.org

2017
Tournament
Gift



*Callaway Golf
Clubhouse Backpack
with Laptop Pouch*

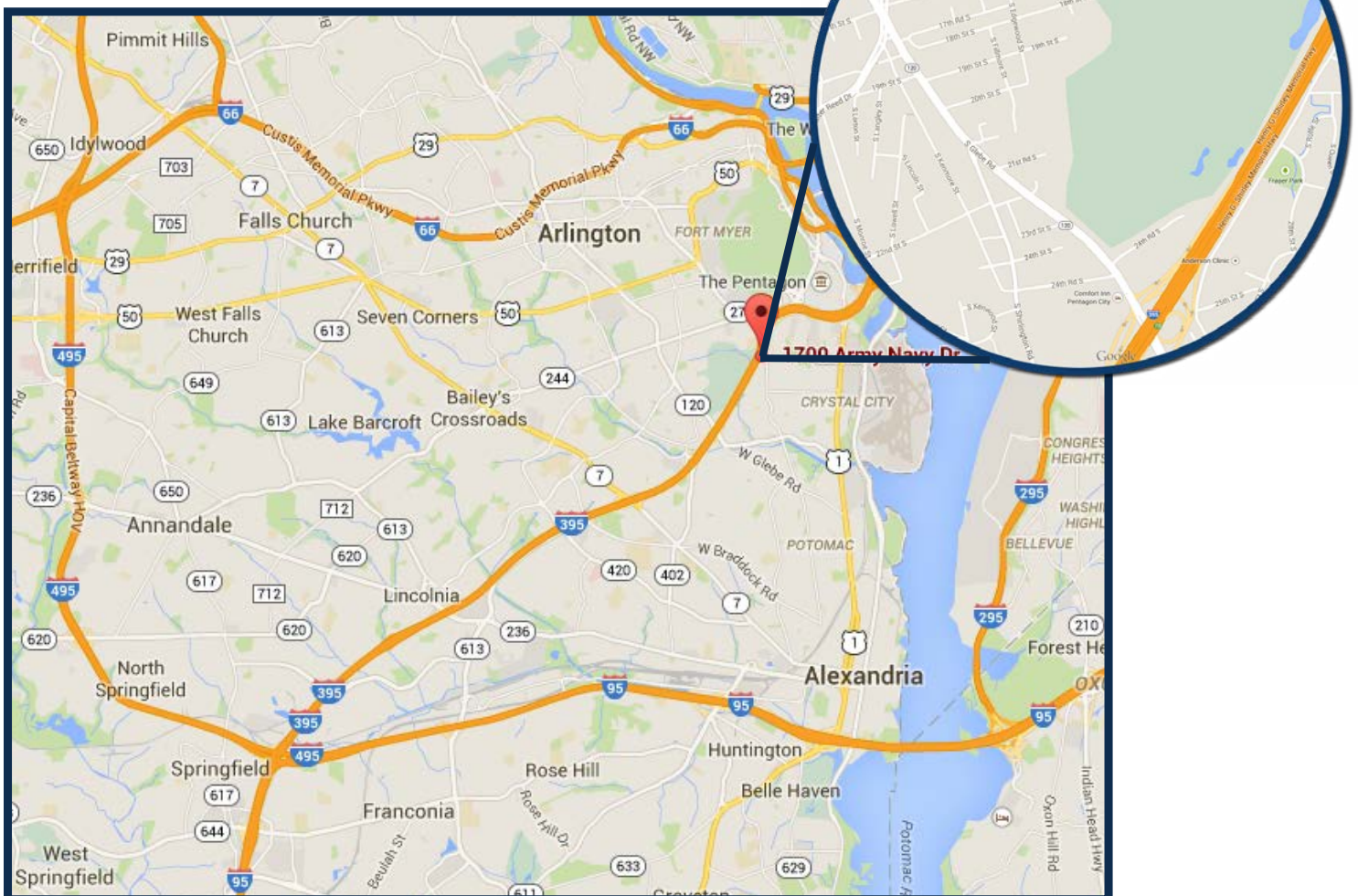
Tournament Directions

DIRECTIONS FROM WASHINGTON, DC:

1. Cross the 14th Street Bridge and follow the signs for 395 South.
2. Stay on 395 South until Exit 7 (Glebe Road). Exit 395 South, stay in the right exit lane and go to the traffic light.
3. At the traffic light, make a right turn on to Glebe Road.
4. Stay on Glebe Road for about ½ mile and make a right turn on to 17th Road.
5. 17th Road quickly splits into 18th Street (right) and 17th Road (left). Bear to the right, which will be 18th Street.
6. Stay on 18th Street until you see the entrance to the Army Navy Country Club.
7. The Clubhouse is straight ahead.

DIRECTIONS FROM THE CAPITAL BELTWAY:

1. Take 395 North to Exit 7B (North Glebe Road).
2. Stay on Glebe Road for about ½ mile and make a right turn on to 17th Road.
3. 17th Road quickly splits into 18th Street (right) and 17th Road (left). Bear to the right, which will be 18th Street and is a residential area.
4. Stay on 18th Street as it will become the entrance to Army Navy Country Club.
5. The Clubhouse is straight ahead.



29th Annual GWAO Sponsorships

\$15,000 Diamond Sponsor

(One sponsorship available)

- Logo included on the tournament gift given to all GWAO 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 GWAO lunch and reception.
- Listing in follow-up "thank-you" ad to run in aviation trade press including *Aviation Week & Space Technology* and *Air Transport World*.

\$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 GWAO lunch and reception.
- Listing in follow-up "thank-you" ad to run in aviation trade press including *Aviation Week & Space Technology* and *Air Transport World*.

\$7,500 Grand Raffle Prize Sponsor

(Two sponsorships available)

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

\$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 GWAO lunch and reception.
- Listing in follow-up "thank-you" ad to run in aviation trade press including *Aviation Week & Space Technology* and *Air Transport World*.

\$5,000 Golf Ball Sponsor

(Two sponsorships available)

- Complimentary golf foursome.
- Sponsor's name or logo prominently displayed at the GWAO lunch and reception.
- Listing in follow-up "thank-you" ad to run in aviation trade press including *Aviation Week & Space Technology* and *Air Transport World*.



SOLD

Honeywell

\$1,500 Friends of the GWAO

(Multiple sponsorships available)

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

\$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

29th 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.

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

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

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

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 3, 2017, the price is \$2,500 for a foursome. After April 3, the price goes up to \$2,700.

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

Due to the requirements of the Army Navy Country Club 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

- 2016 • Tim Keating
- 2015 • Rep. Rick Larsen
- 2014 • Rep. Sam Graves
- 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

Past Hosts and Sponsors

- A4A
- ALPA
- American Airlines
- Boeing
- Delta Air Lines
- Etihad Airways
- Excelis
- Flight Safety
- GAMA
- Garmin
- GE Aviation
- Gulfstream
- Hawaiian Airlines
- Honeywell
- jetBlue Airways
- Lockheed Martin
- Lufthansa
- NBAA
- Rockwell Collins
- Signature Flight Support
- Swiss
- United Airlines

Past GWAO Sponsors



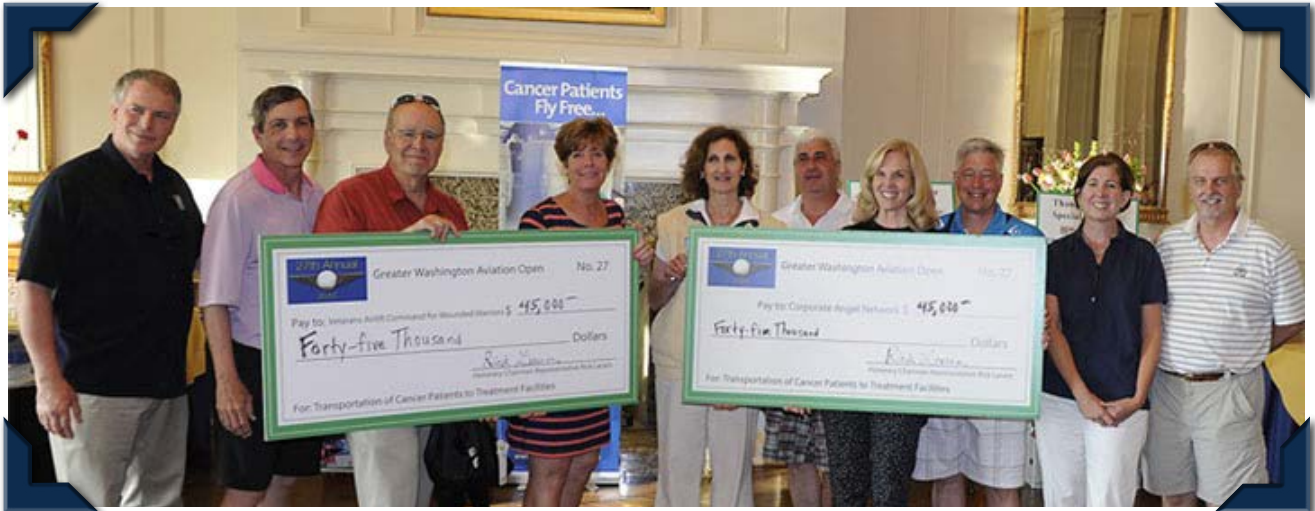
KEEP CLIMBING





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-five 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 52,000 cancer patients to life-saving treatment since 1981. A team of 30 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



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!

FOR MORE INFORMATION CONTACT: Marti Smith | 703.261.5025 | msmanage@cox.net | www.gwao.org