

11th Annual Arizona Business Aviation Association Golf Benefit & Reception



“Promoting Arizona’s Business Aviation Interests”

**Proceeds to Fund Scholarships for Worthy Student
Applicants Attending Approved Aviation Programs in
Arizona**

Friday & Saturday ~ April 13 & 14, 2012

McCormick Ranch Golf Club 7505 McCormick Parkway
(Located between Shea Blvd and Indian Bend Roads)
Scottsdale, Arizona 480-948-0260

Hotel: Scottsdale Plaza Resort, 7200 North Scottsdale Road, Scottsdale AZ 85253 has offered our guests a special rate. If you are interested in taking advantage of this, please call the hotel at 480-948-5000 and reference AZBAA’s group rate. *Rooms are limited at this rate and this is a busy season for the hotels, so please make your reservations early.*

To confirm availability of golf sponsorship opportunities please contact:

AZBAA Golf Chairman RD Wooten at rwooten@cutteraviation.com

or Barbara Conlon at bconlon@azbaa.org

History of the Arizona Business Aviation Association

The AZBAA® was created following the NBAA’s “Reachback” meeting held at the Scottsdale Airport and Phoenix Sky Harbor Airport in May of 2000. In a very short period of time a small group of individuals headed the formation of what is now the AZBAA® and incorporated as a non-profit 501 (c) (6) organization. Our Tax I.D. Number is 86-1025492. Our membership is currently at over 150 members, including corporate and individuals, and is growing very rapidly.

The AZBAA® is intended to have a voice at the local, state, and regional level, allowing us to be more proactive, and effective, when issues are presented. A major goal of this organization is to be more in-tune to what is going on at the local level, and therefore, have the opportunity and resources to act in a more efficient and effective manner. The resources and industry positions of our members will allow us to achieve many goals in the future when issues are presented that can adversely, or positively, affect general and Business Aviation causes.

The AZBAA is managed by a board of directors that dutifully guide the organization in the best interests of its members. Our current board of directors are as follows:

Ken Casey	President	Pinnacle Aviation
Bob Hobbi	Vice President	Service Elements
Matthew Wright	Vice President	Landmark Aviation
Sherry Parshley	Treasurer	SP Aviation Consulting
Trish Hamrick	Secretary	Executive Flight Attendant
Joe Abrahamson	Member	Global Flight
John Frevola	Member	Nextant Aero
Brad Kathrins	Member	Cutter Aviation
Tim McCulloch	Member	Gordon Rees
R.D. Wooten	Member	Cutter Aviation
Mike Zonnefeld	Member	ZonnAir

Mission Statement

The “Arizona Business Aviation Association” (AZBAA®) is an association that works to promote the Business Aviation interests in the State of Arizona. The organization works to enhance communications and represent the safety and professional livelihood of its members.

AZBAA, as an organization, provides local lobby, education and support activities to advance the interests of Business Aviation growth and well being within the State of Arizona.

AZBAA can provide coordinated consensus and communication services from among its membership of flight crews, aviation technicians, A & P mechanics, schedulers, life support and service providers to best assure that Business Aviation’s interests are properly represented and reviewed when changes are being considered by the regional FAA offices, local airport management, city council, state legislature groups and US Congressional Committees.

AZBAA is an organization that will strive to improve communications and educate its members regarding changes in regulations, safety and technological issues.

AZBAA will help in the promotion of Business Aviation within the public sector so that citizens can learn to understand the community benefits and the significant role that Business Aviation plays within the local and America’s air transportation system.

Beneficiaries

The proceeds of this tournament will benefit a scholarship endowment for worthy student applicants whose educational focus is on Business Aviation. A committee comprised of an approved school’s faculty and members of the AZBAA’s Education Scholarship Committee will review scholarship applications and choose the recipient(s) each year. This recipient(s) will then have the funds available to apply to his/her education cost. We have the option to make a scholarship available to flight students that will pursue a career as a corporate pilot, A & P mechanics, technicians, or to management students looking to make a career in some aspect of the corporate aviation business sector. As education costs continue to grow, we feel it important to seek those special individuals that will become tomorrow’s leaders in the business aviation sector. Unfortunately, not all students have the financial capabilities to secure such a positive and beneficial education. We do not base financial need as criteria for our awards. Our goal is to find these people and help them with an educational scholarship.

The AZBAA's Education Committee has developed relationships with Arizona colleges with approved aviation programs in order to: play an active role in the education process of the students, assist in the development of appropriate curriculum, and to promote a degree, or educational strength, involving corporate aviation. This year, applications for scholarships were available to aviation students from Arizona State University, Cochise College, Embry-Riddle Aeronautical University, Pima College and Gilbert Chandler Community College.

We feel there is a lack of true direction for students to pursue careers in corporate aviation, which contains a wealth of job opportunities. Ultimately, defined curriculum, as well as industry representatives speaking directly to the students, will play an active role in the classroom. This ongoing relationship will benefit the university, the students, and the corporate aviation sector by providing a source of future employees, pilots, and potential business owners that will become the future leaders of our industry.

Since inception in 2002, the AZBAA has proudly awarded scholarships to Business Aviation students. The focus of these recipients is as varied as the individuals themselves. Future career interest for these men and women include corporate flying, Fixed Base Operator management, aviation law, Airframe & Power-plant Mechanics, and aviation safety.

Your support is essential to the process of this program and is greatly appreciated. If you know of a student who may be interested in applying for future scholarship opportunities, please have them contact the AZBAA for more information. www.azbaa.org

AZBAA Pre-Golf Reception

Friday April 13, 2012

McCormick Ranch Golf Club, Scottsdale, AZ

The AZBAA 11th Annual Golf Benefit will kick off with a Friday night reception, April 13, 2012 at the McCormick Ranch Golf Club. The reception will begin at 5:30PM and give all of us the opportunity to meet again and relax under the stars.

Sponsorship Packages 3@ \$1000 each

Three sponsors are needed for the Reception for \$1000 each. The sponsors will be able to set up individual display booths in the area of the reception. Each sponsor will receive one (1) golf entry. Sponsors are encouraged to bring a company banner or logo sign, material and personnel as desired. The sponsorship money will be used to pay for the facilities cost and refreshments. The turnout is expected to be substantial, which will present a unique opportunity to showcase your products.

AZBAA Golf Benefit

Saturday, April 14, 2012

McCormick Ranch Golf Club, Scottsdale, AZ

The 11th Annual AZBAA Golf Benefit will take place Saturday, April 14 at the beautiful McCormick Ranch Golf Club in Scottsdale, Arizona. Saturday will begin with an 11:30 am sign up and complementary practice facility. The tournament will begin with a 1:00pm shotgun start. Golf will conclude around 5:30pm and will be followed immediately by a reception until 7:00pm. Then the AZBAA will host a dinner buffet and awards ceremony, announcing winners of the tournament, individual prizes and raffle drawings. Spouses and any additional guests are welcome to the reception and dinner at \$35 per person.

A major goal of this event is to make it affordable. Too often charity golf events are extremely expensive for golfers to participate in. At a price of \$150 per golfer, including dinner, we have kept the entry fee more enticing to attract more individuals from all walks of the aviation industry. We feel this will make the event more memorable and more successful in the years to come. With that said, it is important for us to secure several major contributors in order to guarantee a positive financial growth for the scholarship program. We feel the sponsors of this event will receive substantial recognition from the public, particularly from the demographic market segment that they should be in front of. Even more important, the proceeds of this event will be distributed to worthy student applicants who are seeking an education, weighted towards Business Aviation, from an accredited college in the state of Arizona.

The McCormick Ranch Resort:

The 36-hole golf course at McCormick Ranch has lush, well-manicured, traditional layouts located amidst gorgeous scenery in the heart of Scottsdale. The Pine and Palm championship tees are over 7,000 yards long each, with men's and ladies' play for all skill levels. The ninth hole on the Palm course was picked by Golf Illustrated as "One of the USA's top 18 water holes". It will be a great venue for all golfers to enjoy.

Additionally, all golfers will receive the following:

- Excellent golf shirt and hat embroidered with tournament logo and sponsors' logo.
- Player gift package at check-in.
- One complimentary drink ticket.
- Complimentary driving range.
- Dinner and Awards Ceremony.

Golf Sponsorship Packages -When possible, sponsor companies will receive complimentary promotion and recognition in tournament flyers, press releases, magazines article/advertisements, papers, and journals that are made available to the public. Recognition will also be received at the event.

Title Sponsor \$6,500 – SOLD – CUTTER AVIATION

The Title Sponsor will have the lead recognition for the event along with the AZBAA. They will receive special recognition at the tournament on banners as well as be allowed the opportunity to speak to the participants at the dinner following golf. The Title Sponsor will have the main logo embroidered on the golf shirts to be distributed to all golfers. The Title Sponsor package also includes two (2) golf foursomes.

VIP Sponsor \$5,000

The VIP Sponsor will receive recognition in all printed advertisement by placement of their company logo. Company logo will be placed on a banner at the tournament to recognize their involvement. VIP sponsor will also have their logo placed on a golf towel that will be given to all golfers. The VIP Sponsor package also includes one (1) golf foursome.

Executive Sponsor \$3,500 – SOLD - BIZJET

The Executive Sponsor will receive recognition in all printed advertisement by placement of their company logo. Company logo will be placed on a banner at the tournament to recognize their involvement. The Executive Sponsor will also have their logo placed on the golf balls, given to all golfers. The Executive Sponsor package also includes one (1) golf foursome.

Golf Cart Sponsor \$3,000 – SOLD - EMBRAER

The Golf Cart Sponsor will receive recognition in all printed advertisement by placement of

their company logo. Company logo will be placed inside each golf cart to recognize their involvement. The Golf Cart Sponsor package includes one (1) golf foursome.

Dinner / Awards Sponsor \$3,000 – SOLD – DASSAULT FALCON

Immediately following the golf tournament we will hold a dinner buffet and awards banquet at the pavilion area, adjacent to the pro shop at McCormick Ranch Golf Club. All golfers, and guests, are invited to this event to mingle and get to know other members or attendees. There will be a buffet style dinner available with a hosted bar. The sponsor will receive special recognition for promoting this portion of the event. Additionally, the sponsor will have the opportunity to address the dinner guest and participate in the awards ceremony. The dinner sponsor will also receive one (1) golf foursome for the event.

Photo Sponsor \$3000 – SOLD - GULFSTREAM

The Photo Sponsor will receive recognition by placement of their company name or logo on the matted frames for foursome photos given to all golfers. The Photo Sponsor package also includes one (1) golf foursome.

Hat Sponsor \$3,000 – SOLD – LANDMARK AVIATION

The Hat Sponsor will be able to place their company logo on the side of the golf hat given to all golfers and volunteers (170). The Hat Sponsor package includes one (1) golf foursome.

Hole-In-One Sponsor \$6,000 or 2 @\$3,000 each

The Hole-In-One Sponsor will receive recognition by placement of their company logo on all Par 3 tee boxes for each course. The Hole-In-One Sponsor package also includes one (1) golf foursome.

Trophy Award Sponsor \$2,500 – SOLD – SCOTTSDALE AIRCENTER

The Trophy Award Sponsor will receive recognition by placement of their company name or logo on each of the twelve trophies given to the appropriate winners. The Trophy Award Sponsor package includes one (1) golf entry.

Gift Bag Sponsor \$2,500

The Gift Bag Sponsor will have their company name (and logo, if provided to AZBAA) placed on the gift bags given to all golfers and volunteers(170 total); The Gift Bag Sponsor package includes two (2) golf entries.

Box Lunch Sponsor \$2,000 – SOLD - CESSNA

The Box Lunch Sponsor will have their company name (and logo, if provided to AZBAA) placed on the lunch box given to all golfers and volunteers (170). The Box Lunch Sponsor package includes one (1) golf entry.

Beverage Cart Sponsors 3 @ \$1,500 each -2 SOLD – ARINC, SWIFT – 1 AVAILABLE

The sponsors of the beverage carts will be able to place their logo or banner (or have a banner provided by AZBAA) on the cart for the entirety of the tournament. Each Beverage Cart Sponsor package includes one (1) golf entry.

Dinner Wine Sponsors \$1200 or 2 co-sponsors @ \$600 each SOLD-SOJOURN AVIATION

The sponsor of the wine served at the awards dinner will have their company name printed on a sleeve for each bottle placed on the dinner table. The Dinner Wine Sponsor package includes one (1) golf entry.

Hole Sponsors \$1,000- SOLD 3 – AVAILABLE 15

19 holes at the McCormick Ranch Golf Resort are available for sponsorship. The Hole Sponsors will have their company name (and logo, if provided to the AZBAA) on signs placed at the tee box. Those companies that wish to place information or persons at the hole to interact with the participants are welcome. The sponsor will receive recognition at the event, as well as on printed flyers if sponsorship information is received prior to printing. Each Hole Sponsor will also receive one (1) golf entry for the event.

Driving Range Sponsor \$600 – SOLD – SCOTTSDALE AIRPORT

The Driving Range Sponsor will have the company name (and logo, if provided to AZBAA) placed at a prominent spot on the driving range for all golfers to see. The Driving Range Sponsor package includes one (1) golf entry.

Wristband Sponsor \$500 – SOLD - AVFUEL

The Wristband Sponsor will have their company name and logo (if provided to AZBAA) imprinted on the rubber wristbands given to all golfers, volunteers and paid dinner guests. The Wristband Sponsor package will include one (1) golf entry.

Raffle Gift Sponsors \$500 – 1 SOLD – MORE AVAILABLE

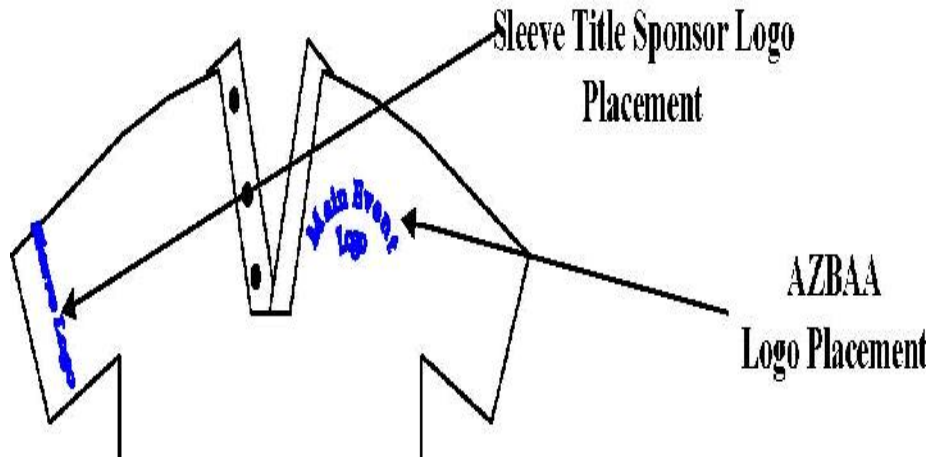
The Raffle Gift Sponsors will help support the purchase of additional quality gifts for the raffle to be held at the Awards Dinner following the Golf Event. Each Gift Sponsor will receive recognition as the prizes are called out and in printed advertisement when possible. The Raffle Gift Sponsor package includes one (1) golf entry.

Sand Trap Sponsor \$500 – SOLD – SCOTTSDALE AIRPORT

The Sand Trap Sponsor will receive recognition by placement of their company name or logo in a sand trap. The Sand Trap Sponsor package includes one (1) golf entry.

Please email RD Wooten at rwooten@cutteraviation.com or Barbara Conlon at bconlon@azbaa.org to confirm availability of golf sponsorship opportunities.

Golf Shirt Sponsor Logo Placement Tournament Format & Regulations



The tournament will be set as a four person, best ball scramble. Since there is no conceivable way to monitor all groups, we ask that scoring be reflective of your “true” score. We are playing for charity... The following basic rules will apply to the 18 holes of play:

- Men must hit from the standard, or 3rd farthest tee box on all holes, regardless of handicap.
- Women may choose to hit from the ladies tees, or from the standard tee box.
- Each person must use **at least 3 drives** from the tee box, no exceptions.
- Normal rules of golf, and those particular to this course will apply. Please obey all hazard and out-of-bounds markings.
- Players will choose the best, or most suitable, ball to strike from the tee, keeping in mind each player’s drive must be used at least 3 times. Each successive player may then “drop” their ball within two club lengths of the best shot for their next shot, dropping no closer to the pin from the original ball placement. A Ball in the rough must stay in the rough after drop. This will continue to the green where each person will putt, if necessary, from the best ball location on the green.
- The score for each hole will reflect the number of shots to make it into the hole after using the best-shot choice.
- There will be a longest drive, longest putt, and closet to the pin contest for prizes to be given away at the banquet. Players that make the best or longest shot on these holes will mark their name on the card provided at the hole, or on the fairway.
- We ask that all golfers respect the golf course attendants and resort workers. We also ask that all golfers respect the homeowners around McCormick Ranch, as this event is representative of everyone involved. Let’s make this a memorable event for everyone involved!

Longest Drive \$300 – SOLD - MEDAIRE

The longest drive will be holes #16 (women) and #3 (men) on the Palm Course and #12 (women) and #7 (men) on the Pine Course. The fairway will be marked down the center with the yardage. The small metal sign will be available for golfers to write their name if their drive has exceeded the previous group’s drive.

Closest To the Pin \$300 – SOLD - MEDAIRE

The closest to the pin will be hole #5 (women) and #13 (men) on the Palm Course and #5 (women) and #13 (men) on the Pine Course. All four golfers in the foursome will have the opportunity to hit their ball as close to the pin as possible.

Holes-in-One

There will be two Holes-in-One offered on hole # 8 for each course. These are both par 3 and the individual golfers making a Hole-in-One will receive a very special and valuable prize. Additional prizes will be given on any Hole-in-One made on holes #5, #13 & #17 on each course.

Arizona Business Aviation Association Sponsor Registration & Information Form 2012 Annual Golf Benefit

Please Print

SPONSORSHIP LEVEL

Company: _____

Primary Contact: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Fax: _____

Email: _____ URL: _____

SPONSORSHIP PAYMENT INFORMATION:

Amount of Sponsorship: _____

\$ _____ CHECK (Check # _____)

\$ _____ CREDIT CARD (*Amex, Visa, MC or MultiService*)

Card # _____ Security Code _____

Expiration Date: _____

Name as Appears on Card: _____

Billing Address: _____

City: _____ State: _____ Zip: _____

Authorization and release of liability for use of company logo and name is required in order for the AZBAA to properly recognize your contributions to this event. By signing this form below you authorize the Arizona Business Aviation Association to reproduce and display your company's name and/or logo for the promotion of this event in brochures, banners, and the organization's web site. All efforts will be made to coordinate with the appropriate company representative to ensure proper display and use of the participating sponsor's company name and logo.

Signature _____ Title _____ Date _____



Arizona Business Aviation Association

Sponsor Golfer Registration Form 2012 Annual Golf Benefit

Hole Assignment
<i>AZBAA Use Only</i>

Use this form to list all golfers who will be playing under your sponsorship allotment. If unsure of the number of golfers your sponsorship allows please contact us at your convenience ([RD 602-418-0796](tel:602-418-0796) or [Barbara 623-337-6488](tel:623-337-6488)). Should you wish to register additional golfers to be paid for outside of the sponsor allotment please fill out the Golfer Registration Form with payment information. This form is available on our web site at <http://www.azbaa.org/golf>. In order to ensure accurate golfer registration this form must be scanned to Barbara at bconlon@azbaa.org. For additional golfers, please make copies of this form. To ensure a smooth and accurate registration process, please take the time to fill this form out completely and legibly.

Please Print

Sponsor Company: _____ **Number of Allotted Golfers:** _____

Primary Contact: _____

Phone: _____ **Fax:** _____ **Email:** _____

1. Golf Entrant: _____

Company: _____

Address: _____ **City:** _____ **State:** _____

Zip: _____ **Phone:** _____ **Fax:** _____

Email: _____

Shirt Size: () S () M () L () XL () XXL

Credit card billing information (for Golfer #1):

Card # _____

Expiration Date: _____ Security Code _____

Name as Appears on Card: _____

Billing Address: _____

City: _____ State: _____ Zip: _____

Please Print

2. Golf Entrant: _____

Company: _____

Address: _____ City: _____ State: _____

Zip: _____ Phone: _____ Fax: _____

Email: _____

Shirt Size: () S () M () L () XL () XXL

Credit card billing information (for golfer #2):

Card # _____

Expiration Date: _____ Security Code _____

Name as Appears on Card: _____

Billing Address: _____

City: _____ State: _____ Zip: _____

Please Print

3. Golf Entrant: _____

Company: _____

Address: _____ City: _____ State: _____

Zip: _____ Phone: _____ Fax: _____

Email: _____

Shirt Size: () S () M () L () XL () XXL

Credit card billing information (for Golfer #3):

Card # _____
Expiration Date: _____ Security Code _____
Name as Appears on Card: _____
Billing Address: _____
City: _____ State: _____ Zip: _____

Please Print

4. Golf Entrant: _____
Company: _____
Address: _____ City: _____ State: _____
Zip: _____ Phone: _____ Fax: _____
Email: _____

Shirt Size: () S () M () L () XL () XXL

Credit card billing information (for golfer #4):

Card # _____
Expiration Date: _____ Security Code _____
Name as Appears on Card: _____
Billing Address: _____
City: _____ State: _____ Zip: _____

**** Remember: In order to ensure accurate golfer registration this form must be scanned to bconlon@azbaa.org ****

Please take the time to fill out completely and legibly