

**47<sup>th</sup> Annual  
Minnesota Business Aviation Association  
Aviation Golf Classic**



**Proceeds to Fund  
Gordon Hoff Achievement Award**

**Monday ~ August 14<sup>th</sup>, 2017**

**Dellwood Country Club  
29 East Highway 96  
Dellwood, MN 55110  
651.426.3218**

**[www.dellwoodcountryclub.com](http://www.dellwoodcountryclub.com)**

**Lodging Information**

**Best Western PLUS White Bear Country Inn, 4940 North Hwy 61 White Bear Lake, MN 55110**

**ph: 651-429-5393 || fax: 651-429-6342 <http://www.whitebearcountryinn.com/>**

At the Best Western Plus White Bear Country Inn you're sure to find that little something extra. With our modern amenities and thoughtful design, the Best Western Plus White Bear Country Inn will stand out among other hotels in White Bear Lake, MN. All rooms have a microwave and mini refrigerator, flat screen TV, high speed fiber optic internet (wired and wireless,) and Keurig machines. We also have a well-equipped fitness room, in addition to an indoor saltwater pool and hot tub. As always, the Best Western Plus White Bear Country Inn will provide you with the superior customer service.

The hotel will provide a free shuttle to and from the event and has great amenities! *Please reference MBAA when booking - Rooms are limited at our rate and this is a busy season for the hotels, so please make your reservations as soon as possible.*

For more information and to confirm availability of golf sponsorship opportunities, please contact Golf Committee CO-Chairs, David Ostwald, 763-234-2950 [dostwald@tonkawa.com](mailto:dostwald@tonkawa.com) or Jenó Johnson, 612-991-8313 [jenopilot@gmail.com](mailto:jenopilot@gmail.com) or email the group at [Golf@mbaa-mn.org](mailto:Golf@mbaa-mn.org)

Full information is also available by visiting our website [by clicking HERE](#).

**MBAA Golf Classic**  
**Monday, August 14th, 2017**  
**Dellwood Country Club, Dellwood MN**



The 47th Annual MBAA Golf Classic will take place Monday, August 14th, 2017 at the beautiful Dellwood Country Club in Dellwood, Minnesota. Monday will begin with a 09:00am sign up and complementary use of locker room and practice facility. The tournament will begin with an 11:00am shotgun start. Golf will conclude around 4:00pm and will be followed immediately by a reception. At 5:00pm, the MBAA will host a dinner and awards ceremony, announce winners of the tournament, provide special recognition and have the awarding of scholarships. Non-Golfers are welcome to attend the reception and dinner at a cost of \$40 per person.

The MBAA member and sponsor rate for the 47th Annual Golf Classic is \$160 per golfer. Non-MBAA members are welcome to participate at a rate of \$220 per golfer. All golfers will receive the following:

- *Fleece Jacket Embroidered with MBAA and Sponsors' Logo.*
  - *Player Gift Package in Each Cart.*
  - *Greens Fee including Golf Carts.*
  - *Practice Facility & Practice Balls.*
- *Full-Service, men's and women's Locker Room.*
- *Tournament Management & Scoring..*
  - *Lunch & Drinks on the Course.*
  - *Dinner & Awards Ceremony.*

We have kept the entry fee more enticing to attract individuals from all walks of the aviation industry. We feel this tremendous value will continue to make this event successful and a must-attend 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 MBAA Gordon Hoff Achievement Award. We feel the sponsors of this event will receive substantial recognition from the public, particularly from the demographic market segment that will be participating. More importantly, the proceeds of this event will be distributed to worthy student applicants who are seeking an education weighted towards Business Aviation.

## **Dellwood Country Club**

Dellwood Country Club...casual elegance, tailored to good times with friends and family. A friendly and casual atmosphere in elegant surroundings where members and their guests hang out and have fun enjoying the culture, amenities and activities that define Dellwood Country Club.

Dellwood CC is privately owned with a vast array of amenities and member services. Our golf course is nationally ranked. We are classy and progressive – built to be fun for all who experience our Club.

The centerpiece of Dellwood Country Club is our 18-hole championship golf course, which is a perfect balance of challenging beauty and relaxing fun. Our signature 9th hole is considered one of the finest holes in the state, and Golf Digest has ranked our course among the top 10 in the nation. Readers of White Bear Lake Magazine awarded Dellwood CC with “Best Golf Course” in the area.

**Golf Sponsorship Packages** - When possible, sponsor companies will receive complimentary promotion and recognition in tournament flyers, email and website advertising. Recognition will also be received at the event.

### **Title Sponsor \$5,500**

The Title Sponsor will have the lead recognition for the event along with the MBAA. 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 jackets to be distributed to all golfers and their logo on all 18 pins on the course as well as logos on the score cards. The Title Sponsor package also includes two (2) golfers for the event.

### **Depot Grill Station \$4500 \*New\***

This is a new and highly visible area offered as a result of the new venue. All golfers will pass this point at multiple times during the round as they can pick up lunch and beverages. The sponsor of the Depot Grill Station will have their company name or logo on a banner near the station at the center of the course. These sponsors will have the opportunity to hand out materials and interact with event participants at this uniquely positioned stop-over point for all tournament players. Additionally, the DCC host responsible for the Depot Stations can wear a logo collared shirt provided by the sponsor. The Midway Station Sponsor includes two (2) golfers for the event.

### **Morning Wake up \$3,500 \*NEW\***

The Morning Wake Up Sponsors will have the entire area near the driving range/chipping and putting green prior to the start of the tournament where they can address and mingle with all participants as they arrive and prepare for the tournament. They will also get the Bloody Mary Bar in the clubhouse. This is a great opportunity to host fund raising contests utilizing the facilities. This is new and a high visibility

area offered for this sponsorship. Company logo will be placed on a banner at the tournament to recognize their involvement. The MWU Sponsor package also includes two (2) golfers for the event.

### **Dinner Sponsor \$2,500**

Immediately following the golf tournament we will hold a dinner and awards banquet in the dining hall. All golfers, and guests, are invited to this event to mingle and get to know other members or attendees. There will be a three course plated dinner available with a bar. The sponsor will receive special recognition for promoting this portion of the event. The dinner sponsor will also receive two (2) golfers for the event.

### **Golf Ball Logo Sponsor \$2,000 \*NEW\***

The Golf Ball Logo sponsor will have their company name or logo on a sleeve of golf balls that will be placed in every cart for all golfers. The Golf Ball sponsorship package includes one (1) golfer for the event.

### **Breakfast Sponsor \$1,800**

The Brunch Sponsor will have their company name or logo on a banner placed near the lunch display and positioned to greet and talk to participants during the sign-in and Breakfast portion of the event. The Breakfast Sponsor package includes one (1) golfer for the event.

### **Clubhouse Beverage Sponsors \$1,800**

The sponsor the Clubhouse Beverages will have their company name and/or logo placed in the bar area for the entirety of the tournament, also a table and chair set will be provided for Sponsor representative. Sponsors wishing to place information or company representative at the selected locations to interact with participants grabbing refreshments are welcome. Additionally, the DCC host responsible for the Clubhouse may wear a logo collared shirt provided by the sponsor. The Clubhouse Beverage Sponsor includes one (1) golfer for the event and a golf cart.

### **Trophy Award Sponsor \$1,100**

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) golfer for the event.

### **Competition Hole Sponsors 5 @ \$900 each**

Longest Drive Men/Hole #1: \_\_\_\_\_

Longest Drive Women/Hole #10: \_\_\_\_\_

Longest Putt/Hole #18: \_\_\_\_\_

Closest to Pin/Hole #12: \_\_\_\_\_

Quickest to Complete/Hole #4 \_\_\_\_\_

5 competition holes at the Dellwood Country Club are available for sponsorship. There will be a longest drive (men and women), longest putt and closest to the pin contest for a prize. The prize will be provided by the Hole Sponsor to be given away at the banquet. The Competition Hole Sponsors will have their company name or logo placed at the tee box. Those sponsors that wish to place information or persons at their hole to interact with the participants are welcome. The sponsor will receive recognition at the event, as well as email and website advertising. Each Competition Hole Sponsor will also receive one (1) golfer for the event, a golf cart, and a table with 2 chairs.

\*\*Dellwood CC requires that alcohol should be purchased through the course – Alicia Donicht 651-426-0484.

### **Hole Sponsors 13 @ \$900 each**

13 holes at the Dellwood Country Club are available for sponsorship. The Hole Sponsors will have their company name or logo placed at the tee box. Those sponsors that wish to place information or persons at their hole to interact with participants are welcome. The sponsor will receive recognition at the event, as well as email and website advertising. Each Hole Sponsor will also receive (1) golfer for the event, a golf cart, and a table with 2 chairs.

### **Water Sponsor 2 @ \$800 each**

The sponsors of the water stations will have their company name or logo placed on the station for the entirety of the tournament. There will be two stations, one at the Depot Station and one outside of the Clubhouse.

### **Appetizer Sponsors 2 @ \$600.00 each**

As the golfers finish play a reception, complete with cocktails and hors d'oeuvres, will be held at the clubhouse on the outdoor patio overlooking the 18<sup>th</sup> hole. The Reception Sponsor will receive special recognition for promoting this portion of the event. Additionally, signage will be placed in the social and reception area.

### **Reception/Drink Tickets 6 @ \$550 each**

As the golfers finish play, a reception complete with cocktails and hors d'oeuvres, will be held on the outdoor patio with view of the 18<sup>th</sup> hole. The reception sponsor will receive special recognition for promoting this portion of the event. Additionally, signage will be placed in the social and reception area. The logo of sponsors will be printed on all drink tickets handed out to every participant.

### **Hole-In-One Sponsor 2 each or donated prize items**

The Hole-In-One Sponsor will receive recognition by placement of their company name or logo on one of two selected Par 3 tee boxes on the course. The Hole-In-One sponsors are able to place materials or persons at the tee boxes of these holes to interact with event participants. The Hole-In-One Sponsor package also includes one (1) golfer for the event.

### **Training Event Sponsors**

Training Scholarships awarded from Aviation Training Facilities.

### **Scholarship Sponsor**

The cost of becoming an aviation professional is increasing. With the high cost of an aviation education, fewer men and women are choosing aviation as a career.

The Minnesota Business Aviation Associations Gordon Hoff Achievement Award is offering scholarships to students currently enrolled in a two or four year curriculum at a Minnesota University, College or Technical School, with plans leading to a career in business aviation. In seven years, the

MBAA has awarded financial and flight training scholarships to 31 Minnesota educated Aviation Professionals.

MBAA needs your support to insure highly educated and trained aviation professional are available for our future aviation needs.

All supporters of the MBAA GHAA/FPM Foundation Scholarship Program will be recognized during the MBAA's 47 Annual Golf Tournament in August 2017.

**Scholarship Levels**

Platinum Scholarship \$1,000.00

Gold Scholarship \$500.00

Silver Scholarship \$250.00

Bronze Scholarship \$100.00

**Raffle Gift Sponsors \$ – Minimum retail value of \$100, please**

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 website advertising.

All items can be shipped to:

CCI Pilot Services II  
Attn: Jeno Johnson  
508 Tower Road  
St Paul, MN 55107

Any Raffle Gift sponsor questions can be directed to Jeno Johnson at 612-991-8313 or email at [jenopilot@gmail.com](mailto:jenopilot@gmail.com).

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**Sponsorship Questions:** Please contact David Ostwald, MBAA Vice President/Golf Co-Chair at 763-234-2950 or email [dostwald@tonkawa.com](mailto:dostwald@tonkawa.com) to confirm availability of golf sponsorship opportunities.  
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**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. The longest drive will be separate for men and women.
- One hole will be designated as “Fastest to Finish” **Participation is optional!** (Quickest in hole wins, regardless of strokes) No rules apply, except for cart rules! A prize will be awarded to fastest team at banquet.
- We ask that all golfers respect the golf course attendants and workers. We also ask that all golfers respect the homeowners around DCC, as this event is representative of everyone involved.

### **Dress Code**

All guests, volunteers, and vendors associated with the event are expected to adhere to the Club's dress code policies. Specifically, acceptable golf attire which includes a collared shirt, slacks or Bermuda length shorts. Denim of any kind, T-shirts, tank tops, cutoffs, tennis, running or other athletic attire are inappropriate forms of dress for both the clubhouse and the golf course. The use of non-metal spikes is required on the golf course at all times. Metal spike alternatives are available for purchase in the golf shop.

### **Minnesota Business Aviation Association Sponsor Registration & Information Form**

Registration and Payment can be made online, check or credit card. Sponsorship opportunities will be available on a first come first serve basis.

## [Click here to Register/Payment online](#)

This link will bring you to the MBAA website, please click on the Golf link for Sponsorship opportunities, Golfer registration and payment options. Payment can be made with a credit card on the PayPal web site, **A PAYPAL ACCOUNT IS NOT REQUIRED FOR PAYMENT.**

**DESIRED SPONSORSHIP (please indicate):** \_\_\_\_\_

Company: \_\_\_\_\_

Primary Contact: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_

Zip: \_\_\_\_\_

Phone: \_\_\_\_\_

Fax: \_\_\_\_\_

Email: \_\_\_\_\_

### **SPONSORSHIP PAYMENT INFORMATION:**

**Amount of Sponsorship:** \_\_\_\_\_

\$ \_\_\_\_\_ CHECK (Check # \_\_\_\_\_)

Make check payable to "MBAA"

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

Card # \_\_\_\_\_

Expiration Date: \_\_\_\_\_ 3 Digit Code \_\_\_\_\_

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 MBAA to properly recognize your contributions to this event. By signing this form below you authorize Minnesota 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 sponsor's company name and logo.

Signature/ Title/ Date: \_\_\_\_\_

To ensure a smooth and accurate registration process this form must be scanned and emailed to [dostwald@tonkawa.com](mailto:dostwald@tonkawa.com)

## **Golfer Registration Form**

Registration and Payment can be made online, check or credit card. Golfer registration is on a first comes first serve basis. **Payment can be made with a credit card on the PayPal web site, A PAYPAL ACCOUNT IS NOT REQUIRED FOR PAYMENT.** If using PayPal, please indicate name and/or number of golfers in notes section.



**[Click here to Register/Payment online](#)**

If not registering online, to ensure a smooth and accurate registration process this form must be scanned and emailed to [dostwald@tonkawa.com](mailto:dostwald@tonkawa.com)

**PAYMENT INFORMATION:**

**Total Amount Due = Number of Golfers x \$160.00 (\$220 for non-MBAA Members)**

\$\_\_\_\_\_ CHECK (Check # \_\_\_\_\_)

Make check payable to "MBAA"

\$\_\_\_\_\_ CREDIT CARD

*(Amex, Visa or MC)*

Check this box if the above payment information is paying for ALL FOUR golfers.

Golf Entrant: \_\_\_\_\_

Company: \_\_\_\_\_

Billing Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_

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

Payment type:

Check  (Check # \_\_\_\_\_)

Credit Card  Type: \_\_\_\_\_

Card # \_\_\_\_\_

Exp. Date: \_\_\_\_\_ 3 Digit Code \_\_\_\_\_

Golf Entrant: \_\_\_\_\_

Company: \_\_\_\_\_

Billing Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_

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

Payment type:

Check  (Check # \_\_\_\_\_)

Credit Card  Type: \_\_\_\_\_

Card # \_\_\_\_\_

Exp. Date: \_\_\_\_\_ 3 Digit Code \_\_\_\_\_

Golf Entrant: \_\_\_\_\_

Company: \_\_\_\_\_

Billing Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_

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

Payment type:

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Company: \_\_\_\_\_

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City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_

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

Payment type:

Check  (Check # \_\_\_\_\_)

Credit Card  Type: \_\_\_\_\_

Card # \_\_\_\_\_

Exp. Date: \_\_\_\_\_ 3 Digit Code \_\_\_\_\_