

Headlines...

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Thank you! WANADA Open sponsors!

Thank you! WANADA Open organizers!

Thought for the Week...

The weatherman smiled, and it didn't rain on the WANADA Open!



Announcing the *shotgun start* of the WANADA Open tournament: Tom Parsons, Open chairman, B&R Associates (left) with WANADA CEO John O'Donnell

The weatherman was kind and generous to the WANADA Open again this year; A cold rain that was forecasted gave way to some sun, some clouds and pleasant, early summer temperatures. In other words, it was a *perfect day for golf*, last Wednesday, June 7, 2017! And so, in WANADA's 100th year, the dealer organization hosted another successful Open Tournament at the Lansdowne Resort in Virginia.

The WANADA Open saw a full complement of 126 golfers on the superb Robert Trent Jones course at Lansdowne. Scoring was *captain's choice or best ball*.

The 11 a.m. *shotgun start* for the tournament was preceded by practice rounds at the putting green and the driving range, plus a golf clinic for those who wanted coaching. Golfers enjoyed an onsite continental breakfast as well as registering for the tournament onsite. Lunch stations were placed around the course, along with beverage carts staffed by wonderful attendants.

After the tournament, golfers had cocktails at the Lansdowne Club House, followed by a banquet and awards dinner, brimming with camaraderie and good times. By design, the entire event wrapped up before dark.

The WANADA Open Tournament highlights



1st Place tournament winners: M&T Bank team of (L-R) Eric Garber, Conrad Rickers, Jeff Hetzner and Craig Frederick



2nd Place winners: Wells Fargo Dealer Services foursome of (L-R) Bruce Kim, Brian Breinig and Justin Kim, with Ed Mullaney of WANADA. (Not pictured Mark Gillies)

As noted the general golf tournament was a *captain's choice/best ball* format with a bogey max, one over par sequence. The first place foursome winners, with a score of -14, was the M&T Bank team of Conrad Rickers, Craig Frederick, Eric Garber and Jeff Hetzner. Coming in second, with a score of -13, was the Wells Fargo Dealer Services foursome of Mark Gillies, Justin Kim, Bruce Kim and Brian Breinig. And the third place team, with a score of -12, was the DARCARS group of Bobby Covolo, Dan Noell, Rick Forbes and Jon Dorfman.



3rd Place winners: DARCARS foursome (L-R): Rick Forbes, Jon Dorfman, Bobby Covolo and Dan Noell

The Hole-in-One contest, no surprise, had no winners, despite some generous prizes: The traditional \$10,000 prize on hole #13, sponsored by Chesapeake Employers Insurance Company; a set of Titleist APIR 716 irons on hole #4, sponsored by WANADA Insurance Brokerage & Trust; a \$250 Pro Shop gift certificate on hole #7, sponsored by Eyewitness Surveillance; and a Titleist 917 D2 driver on hole #17, sponsored by the Washington Auto Show. Maybe next year!



WANADA Open leadership on the links: Tony Santy, former WANADA Open chairman, Chesapeake Petroleum (left), with Tom Parsons, current WANADA Open chairman, B&R Associates



Golfers sharpen their skills at the Golf Clinic before heading on to the course --sponsored by Architects Group Practice

... More from the WANADA Open links at Lansdowne



Jim Tortorella, CPA, Councilor, Buchanan & Mitchell, lining up a putt as foursome colleagues Sam Weaver (left) and John Bowis, both of Chevy Chase Acura, lend moral support



Jamie Darvish of DARCARS teeing off



Michael Whyte of WANADA in classic golf attire, with a classic wood shank golf club, with Open golfers Andy Carmer (left), Brian Frank (2nd from right) and Roger Clore (right), SunTrust Dealer



Fitzgerald Auto Malls' foursome flying high at the WANADA Open! Scott Addison (left), Scott Ascher (on the roof) Ron Jaffe (center) and Charlie Evans (right)



Golfers enjoyed the great weather for the WANADA Open Tournament

Specialty Golf Contest winners

Longest drive, Hole #11

Brad Schwartz, Baker/Tilly/Krause, LLP

Closest to the pin, Hole #7

Eric Garber, M&T Bank

Driving range with antique driver

Richard David, bgr CPAs

Each winner received a dozen Titleist Pro V1 golf balls.



Longest drive winner Brad Schwartz, Baker/Tilly/Krause (left), with WANADA's Ed Mullaney

Door Prizes

By *luck-of-the-draw*, Door Prize winners were chosen on a "must be present to win" basis at the awards dinner.

Dealers

\$1,000 American Express Gift Card

Sam Weaver, Chevy Chase Acura

Dan McVicar, AutoNation Toyota Leesburg

TaylorMade M2 D-Type driver

Joshua Richard, Brown's Manassas Kia

iPad Mini 4

Jim Robertson, Brown's Manassas Kia

TaylorMade Masters 2017 commemorative collection golf bag

Brian Ackman, Mercedes-Benz of Arlington

Odyssey O-Works putter

Bob Holland, DARCARS

Sonos wireless smart speaker

Ron Jaffe, Fitzgerald Auto Malls

GoPro Hero Session

Tom Blackburn, Beyer Automotive



Sam Weaver, Chevy Chase Acura (left), winner of the \$1,000 AMEX gift card



Joshua Richard (left), Brown's Manassas Kia, winner TaylorMade

Oakley sunglasses

Jay Cunningham, Safford Automotive

Spa gift certificate, Grooming Lounge, compliments of Architects Group Practice

John Bowis, Chevy Chase Acura

BARC key tracking system with one-year Smart Key replacement warranty, compliments of Bloodhound Asset Recovery Club

Greg Wilkin, DARCARS

Gift certificate for one-night stay at Lansdowne Resort

Mark Caple, Lindsay Automotive

Golf certificate for a foursome at Lansdowne Resort

Scott Addison, Fitzgerald Auto Malls

Kindred-line

Odyssey putter

Stephen Ciarracchi, Ally Financial

Bluetooth Bose speaker

Eric Garber, M&T Bank

Fitbit Charge 2

Andrew Schiefer, Architects Group Practice

Dewalt tool set (cordless lithium-ion compact drill driver kit)

Michael Coleman, Wells Fargo Dealer Services

Golf certificate for a foursome at Lansdowne Resort

Jim Higgins, Wells Fargo Dealer Services



Jay Cunningham, Safford Automotive (left) winner of Oakley sunglasses, with WANADA's Ed Mullaney



Mark Caple, Lindsay Automotive (left), winner of a one night stay at Lansdowne Resort



Stephen Ciarracchi, Ally Financial (left) winner of Odyssey Putter



WANADA Board member Jim Gramm, Safford Automotive (left), assists John O'Donnell WANADA CEO with door prize drawings.

Grand Prize Drawing winners

This year's Grand Prize went to two WANADA members, one dealer and one from the Kindred-line, each chosen by *luck-of-the-draw*. Both winners received a Lansdowne Resort package for two, including a two-night stay, breakfast for two at Riverside Hearth, a round of golf for two and a \$100 gift card to use anywhere on the Lansdowne Resort property. The dealer Grand Prize winner was David Klein, DARCARS. The Kindred-line winner was Pete Moran, a guest of Zurich.



David Klein, DARCARS (left), Grand Prize winner of a Lansdowne weekend resort and golf package, with WANADA's Ed Mullaney

The Grand Prizes were available to anyone who played in the golf tournament, or bought a ticket to the reception and dinner. As noted, winners had to be present to win. Prizes were sponsored by the WANADA Insurance Brokerage & Trust.

50/50 Raffle collects donations for *Yellow Ribbon Fund*

This year's 50/50 Raffle started with an extra \$200 donated by sponsor SunTrust Bank. The winner and charity each received an extra \$100 in addition to the funds collected.

The charity was the *Yellow Ribbon Fund*, which delivers hands-on support to injured armed forces members and their families. The total collected (with donation) was \$2,400. *The luck-of-the-draw* winner for the other half of the 50/50 was Jason Dwyer of Jackson Avenue Investment. The charity and the winner each received \$1,200.

Thank you!

WANADA Open sponsors

Many thanks to the sponsors and organizers who made the 2017 WANADA Open the grand success it was!

Activities sponsors

ACV Auctions – Cocktail reception
 Architects Group Practice – Golf clinic and massage station
 Auto/Mate Dealership Systems – Pin location flags
 Baker Tilly Accountants and Advisors – Ball markers
 B&R Associates – Golf towels
 BG Products and Services – Beverage carts
 Bloodhound Asset Recovery Club – Tracker beacons
 Capital Automotive – Practice green
 Charapp & Weiss, LLP – Beverage carts
 Chesapeake Contracting Group – Golf balls
 Chesapeake Employers Insurance Company – Hole-in-one sponsorship (\$10,000)
 Chesapeake Petroleum & Supply – Golf carts
 Comcast Spotlight – Drawstring bags

Enterprise Rent-A-Car – Breakfast
 Eyewitness Surveillance – Hole-in-one sponsorship (\$250 Pro Shop gift certificate)
 Hargrove – Sign sponsor
 JM&A Group – Golf carts
 Manheim Pennsylvania Auto Auction – Awards Dinner
 M&T Bank – Breakfast
 Penney Design Group – Registration
 RBC Wealth Management (Paul and John Keats) – Laminated course layout card
 SunDun Office Refreshments – Cocktails Reception
 SunTrust Dealer Services – 50/50 Raffle
 WANADA Insurance Brokerage & Trust – Door prizes and Grand Prize and
 Hole-in-one sponsorship (Set of Titleist API 716 irons, 4-GW, Steel)
 Washington Auto Show Hole-in-one sponsorship (Titleist 917 D2 Driver)
 Washington Post – Golf tees
 WellNet – Cold/hot sport bottles
 Wells Fargo Dealer Services – Cooler bags
 Zurich North America – Bag drop

Hole sponsors

Ally Financial, Inc.
 Bloodhound Asset Recovery
 BMO Harris Bank
 Buch Construction
 CARFAX
 Comcast Spotlight
 Councilor, Buchanan & Mitchell
 Eyewitness Surveillance
 Hamilton and Hamilton, LLP
 Hargrove
 Jack Stone Lighting & Electrical
 Yoffe Exposition Services



Lansdowne Resort, Leesburg Va., site of the 2017 WANADA Open

Thank you!

WANADA Open organizers

The success of the WANADA Open was also brought about by the immense energy and enthusiasm of the Special Events Committee, chaired by Tom Parsons of B&R Associates and made up of Tony Santy of Chesapeake Petroleum; Dwayne Cannon of JM&A Group; Jennifer Parsons of DARCARS; Pete Reilly of Councilor, Buchanan & Mitchell; Tom Layden of BG Products; and Sam Weaver of Chevy Chase Acura. In recognition of WANADA's Centennial year, Sam Weaver furnished a classic 1917 golf bag, driver, and putter for the contests.

In addition to these leaders, this year's Open was assisted by the hard work of WANADA CEO John O'Donnell and his staff, especially Kathy Teich, Bob Storin, Ed Mullaney and Katy Orme, who did the event planning and management.

Thought for the Week...

Your financial cost of playing golf can best be figured out when you realize if you were to devote the same time and energy to business instead of golf, you would be a millionaire in approximately six weeks.

--Buddy Hackett