



Venturing Crew 1717  
Fredericksburg, Va 22406  
540-752-4671 or 540-270-7914



Monday, January 4, 2011

Sir, Ma'am,

**The 12th Annual Hartwood Days Community and Youth Fair** will be held on the Hartwood Festival Grounds on Hartwood Road on 10 September 2011. [Venturing Crew 1717](#), an organization within the **Boy Scouts of America**, is organizing this event, and we would like for **your** organization to participate this year. This festival is open to **everyone** (not just scouts) . . . the Greater Fredericksburg community, Northern Va, the whole east coast! Youth of **all** ages, from 1 to 99, are the focus of this event which will afford Families and Youth an opportunity to try new things, learn something, and have FUN as well as afford Scouts the opportunity to complete work toward badges, pins, and achievements.

As is tradition, this is a **FREE to the public EVENT**. There is **no Admission fee** or required donation for attendees. Hartwood Days is similar to a fair during which there are activities, exhibits, games, music, and booths...of which we'd like YOUR organization to be one. This is a GREAT opportunity to get your business or organization out in front, in the "public eye". We hope to draw boys, girls, and their families from Northern Virginia, and all over! There are 3 ways your organization could participate:

**1. EXHIBITOR (FREE)** – Your business or organization would bring an event / demonstration booth / presence to Hartwood Days to educate/provide an activity/service for those in the community attending. In doing so, you would also be showcasing your organization. Just about anything that your organization would like to bring/do would be welcome. We're providing you with a time to put out whatever message you'd like to the youth and Scouts, which will range in age from Kindergarten – Adult. A great aspect of participating as an Exhibitor is that there is no cost to your organization for your involvement, and you could potentially write off your participation as an advertising venture.

**2. EXHIBITOR INSTRUCTOR (FREE)** – Your business or organization would establish a booth as above for general youth and community education/participation, but your organization would also assist us in providing a Cub Scout, Girl Scout, or Boy Scout badge during this event. As above, just about anything that your organization would like to bring/do would be welcome. There is no cost to your organization for your involvement, and by participating as an Exhibitor/Instructor you could potentially write off your participation as either an advertising venture, or as a charitable contribution to scouting (whichever works best for your company/organization).

**3. VENDOR** – As a vendor you are allowed to operate '**for profit**' at the festival. If your business (home or storefront) would like to set up a booth, a 10' X 10' outdoor space is available for a non-refundable donation of \$35.00 (more than one spot can be obtained), and spots are reserved in the order that registrations are received. Registration Deadline: September 1<sup>st</sup> (\$10.00 late fee after September 1st). We plan to allow one vendor for each home business (Avon, Pampered Chef, etc.), so first come, first served in that arena.

Feel free to use whatever means you'd like, to include handouts, displays, interactive events, or activities (or all if you'd like) to provide the best experience to your audience. Of course, you would be able to decorate your area with promotional material, flyers, etc., as we know this will benefit your organization, and hopefully bring you more business or further your goals. Based on last year, we think



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that we could possibly expect around 2000-3000 youth and their families.

We know that your organization understands that the Cub, Boy, and Girl Scouts of America instill values and ideals, which are congruent to those needed by, and essential to becoming productive, effective future leaders in our communities. We sincerely hope that you will assist us in this endeavor to further develop our youth, provide interesting and educational information and/or fun activities, and at the same time provide a weekend of fun for all of the youth and families in attendance. For further information we can be contacted at the numbers above, at [hartwooddays@crew1717.org](mailto:hartwooddays@crew1717.org), or through the undersigned at 540-270-7914. Information is also listed on our website at <http://www.hartwooddays.org>.

Willis M. Madden Jr.  
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Chair, Hartwood Days Festival Committee  
<http://www.hartwooddays.org/index.html>