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Elkton, Maryland 21921  
(302) 530-7028  
FairWeatherFarmFairhill@gmail.com

August 24, 2018

Hello!

I'm reaching out to local businesses in Cecil County that I feel would provide a valuable service to our upcoming event.

Fair Weather Farm at Fairhill holds an annual "Fall Farm Festival" which features Sheep Shearing, Children's Games, Activities, Education, Tractor Rides, Farm Animals, Face Painting, Music, Antique Cars, Vendors, Silent Auction and more. The event benefits our 501(c)3 non-profit "Watkins Farm for Our Future", which provides our local community educational classes & events that teach healthy eating and sustainable living. Is this something your business would be interested in participating in as a sponsor or vendor?

*A little background information about us:*

Fair Weather Farm at Fairhill is a family owned and operated Organic Farm in Cecil County, Maryland. We began our passion for growing sustainable, organic food on a 5-acre plot of land on our homestead to service our small community in Fairhill. We acquired the "Watkins Farm" adjacent to ours in 2016 to retain its cooperative agricultural purpose. We offer fresh, organic produce seasonally thru CSA Shares (Community Supported Agriculture).

"Watkins Farm for Our Future" offers educational programs for self-reliance which teaches classes on healthy eating and sustainable living, but also allows elementary school children an opportunity to open the classroom doors and come and explore the farm and organic gardens. Children experience a hands-on approach on how plants & crops grow, harvesting & preserving sustainable grown organic food, protecting our natural resources and being good stewards of the land, as well as getting up close and personal with our various farm animals.



Here is our website for more info on the farm and our non-profit:

[www.FairWeatherCSA.com](http://www.FairWeatherCSA.com)

Building relationships with local community businesses (*like yourself*) allows us a mutually beneficial opportunity. Fair Weather Farm at Fairhill hosts several events throughout the year to raise funds towards various education & enrichment programs offered by our non-profit for adults and children. What we can offer to you, as a potential business vendor and/or event sponsor an opportunity to reach hundreds of potential buyers / clients through various means i.e.: marketing of our event through ads and social media marketing and the participating at our event.

We would absolutely love the opportunity to work with you. I am enclosing the sponsor & vendor forms for your convenience. *If you are unable to attend or become a sponsor*, perhaps you would be so kind enough as to donate an item(s) or gift certificate from your place of business that we may use it towards our raffles & silent auction? Your donation is tax deductible.

We hope to hear from you. Thank you again for your time and attention.

Thank you,

*Nancy Bentley*

## Sponsor or Donor Business Information

Company Name \_\_\_\_\_ Your Name \_\_\_\_\_

Address \_\_\_\_\_

Email address \_\_\_\_\_ Phone # \_\_\_\_\_

Website \_\_\_\_\_

Are you on ANY of the following Social Media Sites?  Facebook  Instagram

### Business Sponsors Levels (check off the sponsorship level you're interested in)

All donations are Tax Deductible and you will receive a donation tax receipt letter after event.

<input type="checkbox"/> <b>\$200+</b> <b>LEVEL One Sponsor</b>	<p><b>Business Vendor table at event:</b> Allowing business marketing material &amp; promotional freebies for attendees.</p> <p>Prominent inclusion of your business sponsorship in our marketing mailings list re: event <u>AND</u> your business info listed in our event program for attendees.</p> <p>Prominent inclusion on all Social Media Ads and Posts on Facebook &amp; Instagram (ie: "Event is sponsored in part by...")</p> <p>\$10 Dollar Coupon towards fresh organic produce during our "Public" Market Days</p>
<input type="checkbox"/> <b>\$500+</b> <b>LEVEL Two Sponsor</b>	<p><b>Business Vendor table at event:</b> Allowing business marketing material &amp; promotional freebies for attendees.</p> <p>Prominent inclusion of your business sponsorship in our marketing mailing list re: event</p> <p>Prominent inclusion on all Social Media Ads and Posts on Facebook &amp; Instagram (ie: "Event is sponsored in part by...")</p> <p>3.5 x 2 Business Card Ad in our Events Program (B/W) handed out to attendees.</p> <p>\$15 Dollar Coupon towards fresh organic produce during our "Public" Market Days</p>
<input type="checkbox"/> <b>\$1000</b> <b>LEVEL Three Sponsor</b>	<p><b>Business Vendor table at event:</b> Allowing business marketing material &amp; promotional freebies for attendees.</p> <p>Hang company banner to market yourself at the event.</p> <p>Appreciation Bag of Goodies from the farm, including meal ticket</p> <p>Prominent inclusion of your business sponsorship in our marketing mailing list re: event.</p> <p>Prominent inclusion on all Social Media Ads and Posts on Facebook &amp; Instagram (ie: "Event is sponsored in part by...")</p> <p>1/4 Page Ad in our Events Program (B/W)</p> <p>Verbal acknowledgment of your business sponsorship between musical breaks.</p> <p>Your business listed &amp; linked (on our website) for participating for 3 mos under Event and "Friends We Recommend"</p> <p>\$20 Dollar Coupon towards fresh organic produce during our "Public" Market Days</p>
<input type="checkbox"/> <b>Donated Goods and Services*</b> <i>(ie: Gift Card or Certificate, Gift Basket of Retail Goods or Services, etc...)</i>	<p><b>Business Gift / Retail Donation towards Event Raffles / Silent Auction</b></p> <p><u>Your business contribution will be acknowledged in our Events Program</u></p> <p>Donated Goods / Services: _____</p> <p>Monetary Value of your donation? _____</p>



# VENDOR / ORGANIZATION EVENT REGISTRATION

All submissions become the property of the **Fair Weather Farm at Fairhill** (Please Type or Print)

Company, Organization or Individual Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

Person Responsible: Mr. / Mrs. / Ms \_\_\_\_\_

Business Phone (\_\_\_\_) \_\_\_\_\_ E-mail \_\_\_\_\_

Home (\_\_\_\_) \_\_\_\_\_ Cell (\_\_\_\_) \_\_\_\_\_

List products or services you are requesting to sell, display or provide:

\_\_\_\_\_  
\_\_\_\_\_

**(Check Which One Applies)**

- Site will be used for retail sales of merchandise - \$25 non-refundable donation\*
- Site will be used for business promotion - \$25 non-refundable donation\*
- Site used for selling food and/or beverage products - \$50 non-refundable fee donation\*
- Site will be used for promotion of educational programs / informational purposes. NO Sales – *FREE, However, a small “donation” to our Non-Profit is greatly appreciated.*

**Acknowledge:**

- ✓ Fair Weather Farm at Fairhill is not responsible for any loss or damage to the Vendor / Demonstrator products.
- ✓ The Food Vendor/ Non-Food Vendor / Demonstrator are responsible for any permit and insurance coverage needed for the operation. Vendors are also responsible for paying the Maryland State Sales Tax.
- ✓ The Food Vendor/ Non-Food Vendor / Demonstrator assumes all risks with respect to its activities and shall hold Fair Weather Farm at Fairhill and its representatives *harmless* from any damages, injury, loss or liability of any kind arising out of the Vendor’s activities. I also understand that Fair Weather Farm at Fairhill is not responsible for “weather related – natural events” that might disrupt, delay or cancel event. Should “weather related – natural events” cause a cancellation of event, FWFF will make every attempt to reschedule “if possible”.
- ✓ All Vendors / Demonstrators are responsible for a clean space. All are responsible for bagging ANY trash in their immediate area, throughout the duration of the event, including at Set-up and tear down. All vendors are responsible for bringing their own tables, chairs, canopies, equipment, etc. *Electric is available for Food Vendor’s only – Upon Request. (Must bring own extension cords/hookup)*
- ✓ **The “donation” to participate at FWFF’s event benefit’s “Watkins Farm for Our Future” a 501(c)3 non-profit that contributes to educational programs on agricultural sustainability for children and adults. “Donation” & Vendor Registration form DUE by Sept 8th ~ Thank You!**

\_\_\_\_\_  
(Signature) Date: \_\_\_\_\_

**RETURN TO: Fair Weather Farm at Fairhill 5821 Telegraph Road Elkton, MD 21921 Attn: N. Bentley**

**Checks Made Payable To: Watkins Farm for Our Future**