



# STEAM Educators

## *For Maryland's Future Innovators*

August 30, 2018

CLF Offices & STEAM Campus  
6151 Chevy Chase Dr.  
Laurel, MD 20707  
*250,000+ sq. ft. indoor/ outdoor event for K-12 STEAM CultureFEST!*

Re: CLF **CultureFEST** Nov. 3, 2018, 10am-4pm

Dear Business Leader & Chesapeake Lighthouse Foundation Partner & Friend,

We've worked together either through the company I work for or the schools I serve in our network of Chesapeake Lighthouse Foundation K-12 STEAM schools. I promise this is worth a moment of your time, please. The buzz only just started this week and you're truly first on this list. We're reaching out to you as current friends, college/university, & yes, business partners! After all, we're in this community together and due to a maximum of 55 booths, we believe you deserve first dibs at this 1<sup>st</sup> time-ever opportunity.

Be it on sponsorship rights &/or choice from 55 of our VIP, Artisan, or Vendor spaces, please let me know at your earliest convenience your preferred choice for supporting our upcoming, back for the 6<sup>th</sup> year and yet for the first time NOW OPEN to YOU, our business community to rent vendor space on our 250,000 sq. ft. STEAM campus! Yes, our newly designed harvest-style CultureFEST is scheduled for Nov. 3, 2018 from 10am-4pm and below, please find location info & discount tiers.

Also, and by no means any pressure to do so, but I am offering naming rights of a co-sponsorship opportunity currently available to the first two business leaders at \$10K or exclusive at \$20K for this year's event.

Please remember, we are a non-profit, non-partisan and all your donations and contributions are 100% tax deductible. We hope you will join our 3K+ students and the 5K+ parents we serve at this year's CultureFEST. We at CLF know, as business leaders, we have you to thank and network with for the successes our entire community continues to share and expand upon, together.

Please see the attached flyers that have been shared with all our schools and wider community so as to garner further inspiration on how & why your company really needs to be a part of this festival; join the #1 public STEAM schools & communities in Maryland!

EXTRAS: we are asking our business community to sponsor **THEMED BASKETS** to be donated for our silent auction portion of the event. There is no "wrong" answer here so think themes like: hobbies, sports, movie night, date night, cooking, reading, vacations, concerts, spa package, new baby/expected mothers/fathers, back to school, ***YOUR COMPANY LOGOS & PROMOS***, etc. in a basket folks will bid on to win. Tax deductible donations/proceeds to sponsor this and future community partnership programs!

We're trying to find as many ways as possible to involve you on any level you wish to participate. Will you help us build a CultureFEST like we've never done before while helping your business, too? Sending my genuine thanks in advance for your continued support of Maryland's #1 public K-12 STEAM programs!

Best,  
Mark

*Warmest regards,*

**Mark J. Sutherland**

Community Partnerships Director  
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✓ ***THANK YOU***, more than words can express, for your commitment to our non-profit, public K-12 STEAM Academies' community!  
CLF is a 501c3 company. Your 100% tax-deductible philanthropy supports successful STEM programs across MD.

*\*QR CODE WILL BE updated regularly as VENDORS & VOLUNTEERS sign-up between now and CultureFEST on Nov 3rd 2018!*



## Map & Key

-  **Vendor Row**  
*55 of your community's finest business leaders!*
-  **VIP: The Heart of our Harvest**
-  **The Cornerstone Silent Auction Hall**
-  **Event Parking**
-  **Vendor Parking**
-  **The Picnic Patch**
-  **Food Truck Train Stop & Fun Station**
-  **Fun Station**
-  **Fire & EMS**
-  **Gamer's Grove**
-  **CultureFEST Talent Show**
-  **Artisan Alley**
-  **Cafe of 8**
-  **Shuttle Route**





# CULTUREFEST

A cultural cornucopia is right around the corner!

## 10:00 AM - 4:00 PM SATURDAY, NOV. 3RD

FAMILY FRIENDLY • LIVE MUSIC • FOOD • GAMES • LOCAL VENDORS

EVENT/SHUTTLE DROP: 6151 Chevy Chase Drive, Laurel, MD 20707

<https://www.clfadvancedstudies.org/culturefest>



### Vendor Zones

**Artisan Alley (Zone 5):**  
\$300 (walls, table & 2 chairs)

**Vendor Row (Zone 9):**  
\$400 (roof, walls, table & 2 chairs)

**VIP: The Heart of our Harvest (Zone 6):**  
\$500 (roof, walls, table & 2 chairs at prime location)

### Early Bird Vendor Discount

Our 1st (5) five vendors (in each category) receives 50% OFF the standard booth price!

Artisan Alley	Vendor Row	VIP Vendors
\$300 <b>\$150</b>	\$400 <b>\$200</b>	\$500 <b>\$250</b>

### \*\*WANTED\*\*

**CORPORATE CO-SPONSORSHIP/ PARTNERSHIP**

**\*\*FREE VIP BOOTH TO EVENT SPONSORS\*\***

CLF is a 501(c)(3) company & your 100% tax-deductible philanthropy supports the #1 & 12 public STEAM programs across MD! Email [msutherland@clfmd.org](mailto:msutherland@clfmd.org) to contact our PR DIRECTOR for more info.

### CultureFEST Address:

CLF's 250k sq. ft. STEAM Academy Campus!  
6151 Chevy Chase Dr, Laurel MD 20707

### Parking/Shuttle Point

CMIT Academy North MS  
6100 Frost Place, Laurel, MD



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