



September 2020

To Whom It May Concern:

In today's uncertain times Scouting plays an even more impactful role in the wellbeing of the youth of our community. Scouting is an opportunity boys and girls to interact socially in the outdoors while still having a lasting positive impact on their lives. In addition to the timeless values that Scouting has long been known for, Scouting teaches skills and provides opportunities that may not be found in any other organization. In short, Scouting prepares youth for life!

One life lesson that all Scouts embrace is to "Earn their own way" and the Trail's End Popcorn Fundraiser is the annual moneymaker that will help each Scout obtain their objective to "Earn their own way". An integral part to their success is the ability to sharpen their public speaking skills and develop their salesmanship. That is best done through Storefront Sales of Trails-End Popcorn. **OUR SCOUTS NEED YOUR HELP!**

To be successful in this year's Fundraiser our Scouts would like the opportunity to sell Trails End Popcorn ([www.Trails-End.com](http://www.Trails-End.com)) at your location. We have very detailed procedures related to safe participation in Scouting that were created in cooperation with the State of New Hampshire and additional guidance from CDC. Specifically, there is guidance related to fundraising during COVID-19 and no matter what the activity, Scouting Families are required to sign a *Waiver & Assumption of Risk*. Additionally, the guidelines require temperature monitoring, face coverings and a review of recent health history. If you are interested, all of the COVID-19 related guidance for Scouting in New Hampshire can be found online (<https://nhscouting.org/coronavirus/>). The Daniel Webster Council and the Boy Scouts of America can provide you a Certificate of Liability Insurance which can be facilitated through your volunteer leader contact.

We have several sales methods that we can deploy while at your location, one of which is a **Completely Contactless Sale**. One of our Scouts or their Volunteer Leader will be happy to share the specifics of our storefront sales and/or explain the Fundraising Guidance and additionally what their group is doing to keep everyone as safe as possible.

Your support of the youth in our community at this time is paramount and I know I speak for each of the nearly 10,000 young men and women in Scouting throughout New Hampshire by saying "**THANK YOU**" for your help and support.

Sincerely,

Deric A. Wertz  
Chief Operating Officer

