



Fundraising as a FIRST Team: Working Towards Sustainability



FIRST
LEGO
LEAGUE JR.

FIRST
LEGO
LEAGUE

FIRST
TECH
CHALLENGE

FIRST
ROBOTICS
COMPETITION

FIRST® is ...

Inspiring youth to become science & technology leaders & innovators,
by engaging them in exciting, experiential, Mentor- and project-based programs
that teach science, technology, engineering, and math (STEM) skills, inspire
innovation, and foster well-rounded life capabilities.

FIRST **LEGO** **LEAGUE JR.**



FIRST **LEGO** **LEAGUE**



FIRST **TECH** **CHALLENGE**



FIRST **ROBOTICS** **COMPETITION**



Fundraising for your Team

What Do Teams Need to Fundraise For?

- ▶ Registration
 - ▶ Florida has Rookie Funding for 1 Year
- ▶ Travel and Competition Fees
- ▶ Branding
 - ▶ T-Shirts
 - ▶ Posters
 - ▶ Team Days
- ▶ Extra Equipment
 - ▶ Teams may use other equipment on their robot
 - ▶ For most rookie teams this doesn't come into play
 - ▶ But looking ahead to years 3 and beyond this is important to have in the budget
- ▶ Team Celebrations

Who Handles Fundraising for a Team?

- A Combination of Students and Mentors
 - Mentors Responsibilities
 - Applying for any grants that students cannot apply for
 - Setting up fundraising opportunities
 - With help from VISTAs and other support staff
 - Helping students prepare for fundraising

Who Handles Fundraising for a Team?

- Student Responsibilities
 - Identifying Needs
 - Setting Up a Budget
 - What are their expectations?
 - How would they like to spend money for the team?
 - What does the robot need?
 - Presenting at Outreaches, and other Fundraising Events
 - Advertising for the Team
- Engineering Notebook

Strategic/Business Plan

- Each FIRST Tech Challenge team will have a Business Plan portion of their Engineering Notebook
- This Business Plan should cover:
 - Current season's budget
 - Team strategy for outreach
 - Team strategy for fundraising
 - How the team would spend additional funds
 - Plan to market the team
- The Business Plan is an important, judged, element of their Engineering Notebook

Team Sustainability

- ▶ Document EVERYTHING!
 - ▶ What events did you attend?
 - ▶ What was successful?
 - ▶ What was your budget this year?
 - ▶ How was it spent?
 - ▶ What portion was grant money?
 - ▶ What are your needs for next year?
- ▶ Fundraise Before and During the Season
 - ▶ Some teams sell screen printing services at cost to other teams
 - ▶ Make time during the season to plan fundraising

Team Sustainability

- Nurture Partnerships
 - Every time students present or participate in an event, encourage them to send thank yous
 - Send team newsletters out to sponsors and families of the team!
 - Include sponsors in team branding

Fundraising Brainstorming



FIRST® in Florida Year Round



FIRST® in Florida

Inspiring Florida's Youth to Excellence in Science & Technology!

FIRSTInspires.org **FIRSTFL.org**

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