WELCOME
FUNDRAISING
BRANDI BOLINGER AND DIANA FULTZ
Brandi Bolinger  
Team Engagement Manager  
MI, WI, MN, ND, SD, IA, AND NE

Robotics Coach, Mentor, Volunteer, and Event Partner  
Over 16 Years of Experience Coaching Competitive Robotics  
Co-Head Mentor for Team 2337 - The EngiNERDs  
VRC, VIQ Camps, FLL, FTC, FRC, OCCRA  
Certified Referee, Event Partner, and Judge  

Born and Raised in Mid-Michigan  
Specializing in Anything “Team” Related  

brandi_bolinger@roboticseducation.org

Diana Fultz  
Director of Regional Operations  
Grants & Advocacy

Robotics Coach, Mentor, Volunteer, and Event Partner  
Certified Referee, Event Partner, and Judge  
Former Middle School Robotics Coach  
Taught 7th & 8th Grade Math, Pre-Algebra, Algebra I,  
Taught 6th, 7th, and 8th Science & Robotics  

Born and Raised in Louisiana  

diana_fultz@roboticseducation.org
This is for YOU - the Coaches. Please ask questions when you have them.

Mute Yourself  Utilize the Chat  Cameras Optional  Be Respectful
Everyone’s resources are different - so take what you need and leave the rest!

MAKE A ONE-SIZE-FITS-ALL
Everyone’s resources are different - so take what you need and leave the rest!

MANDATE PROCESSES
NONE of these methods are required. What you do and how you do it is up to you!

OVERWHELM YOU
You don’t have to recreate the wheel to be successful. All of this is free to use.

THE MAIN GOALS ARE TO:

INTRODUCE NEW METHODS
There are lots of ways to fundraise, and we hope to teach you a few of them!

SIMPLIFY PROCESSES
"Make everything as simple as possible, but not simpler." - Albert Einstein

SHARE RESOURCES
“Steal from the best, and invent the rest!”
WHAT DOES IT TAKE TO **FUND** YOUR TEAM?

1. **MISCELLANEOUS COSTS**
   - Team Uniforms
   - Printing Supplies
   - Giveaways

2. **FIELD AND GAME ELEMENTS**
   - Gas/Vehicles
   - Food
   - Hotels

3. **ORGANIZATION REGISTRATION FEES**
   - Team Uniforms
   - Printing Supplies
   - Giveaways

4. **TOURNAMENT REGISTRATION FEES & TRAVEL COSTS**
   - Team Uniforms
   - Printing Supplies
   - Giveaways

5. **UPGRADE AND REPLACEMENT PARTS**
   - Team Uniforms
   - Printing Supplies
   - Giveaways
NEW FLAT ORGANIZATION FEE FOR THIS SEASON

The REC Foundation’s NEW PRICING MODEL makes it easy to grow and sustain your program!

Organizations within a single REC Foundation program are defined by the location of the hosting school or group and can be described using the following criteria:

- All teams within an organization reside in the same event region.
- Teams within an organization meet together periodically throughout the season at a central or common location.
- Each school in a district is recognized as a different organization and should have their own set of team numbers.
- Each location of a private or community based club is recognized as a different organization and should have their own set of team numbers.
- Organizations with multiple grade levels that reside at the same location can elect to be identified as a single or multiple organization in a single program.
# Creating a Budget for VRC

**Organization Registration and Tournament Registration Only** - at $90 per event

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## Creating a Budget for VEX IQ Competition

Organizations can participate in the annual competition only at $50 per event. Below is a破拆.png breakdown of costs per team for the 2022 season.

### Total Cost Per Team - 2022

| # of Teams | Total 2022 Cost | Total 2022 Cost per Team | Total 2023 Cost | Total 2023 Cost per Team | Total Cost Difference | Cost per Team Difference | Registration to Attend 1 Event | Registration to Attend 2 Events | Registration to Attend 3 Events | Total Organization Cost 1 Event | Total Organization Cost 2 Events | Total Organization Cost 3 Events |
|------------|-----------------|--------------------------|-----------------|--------------------------|-----------------------|------------------------|---------------------------|-------------------------------|-------------------------------|-------------------------------|-------------------------------|-------------------------------|-------------------------------|
| 1          | $150.00         | $150.00                  | $200.00         | $200.00                  | $50.00                | $50.00                 | $50.00                    | $100.00                       | $150.00                       | $250.00                       | $300.00                       | $350.00                       |
| 2          | $250.00         | $125.00                  | $350.00         | $175.00                  | $100.00               | $50.00                 | $50.00                    | $200.00                       | $300.00                       | $450.00                       | $550.00                       | $650.00                       |
| 3          | $350.00         | $116.67                  | $500.00         | $166.67                  | $150.00               | $50.00                 | $50.00                    | $300.00                       | $450.00                       | $650.00                       | $800.00                       | $950.00                       |
| 4          | $450.00         | $112.50                  | $650.00         | $162.50                  | $200.00               | $50.00                 | $50.00                    | $400.00                       | $600.00                       | $850.00                       | $1,050.00                     | $1,250.00                     |
| 5          | $550.00         | $110.00                  | $650.00         | $130.00                  | $100.00               | $20.00                 | $250.00                   | $500.00                       | $750.00                       | $950.00                       | $1,150.00                     | $1,400.00                     |
| 6          | $650.00         | $108.33                  | $650.00         | $108.33                  | $0.00                 | $0.00                  | $300.00                   | $600.00                       | $900.00                       | $950.00                       | $1,250.00                     | $1,550.00                     |
| 7          | $750.00         | $107.14                  | $650.00         | $92.86                   | -$100.00              | -$14.29                | $350.00                   | $700.00                       | $1,050.00                     | $1,000.00                     | $1,350.00                     | $1,700.00                     |
| 8          | $850.00         | $106.25                  | $650.00         | $81.25                   | -$200.00              | -$25.00                | $400.00                   | $800.00                       | $1,200.00                     | $1,050.00                     | $1,450.00                     | $1,850.00                     |
| 9          | $950.00         | $105.56                  | $650.00         | $72.22                   | -$300.00              | -$33.33                | $450.00                   | $900.00                       | $1,350.00                     | $1,100.00                     | $1,550.00                     | $2,000.00                     |
| 10         | $1,050.00       | $105.00                  | $650.00         | $65.00                   | -$400.00              | -$40.00                | $500.00                   | $1,000.00                     | $1,500.00                     | $1,150.00                     | $1,650.00                     | $2,150.00                     |
| 11         | $1,150.00       | $104.55                  | $650.00         | $59.09                   | -$500.00              | -$45.45                | $550.00                   | $1,100.00                     | $1,650.00                     | $1,200.00                     | $1,750.00                     | $2,300.00                     |
| 12         | $1,250.00       | $104.17                  | $650.00         | $54.17                   | -$600.00              | -$50.00                | $600.00                   | $1,200.00                     | $1,800.00                     | $1,250.00                     | $1,850.00                     | $2,450.00                     |
| 13         | $1,350.00       | $103.85                  | $650.00         | $50.00                   | -$700.00              | -$33.85                | $650.00                   | $1,300.00                     | $1,950.00                     | $1,100.00                     | $1,950.00                     | $2,600.00                     |
| 14         | $1,450.00       | $103.57                  | $650.00         | $46.43                   | -$800.00              | -$57.14                | $700.00                   | $1,400.00                     | $2,100.00                     | $1,350.00                     | $2,050.00                     | $2,750.00                     |
| 15         | $1,550.00       | $103.33                  | $650.00         | $43.33                   | -$900.00              | -$60.00                | $750.00                   | $1,500.00                     | $2,250.00                     | $1,400.00                     | $2,150.00                     | $2,900.00                     |
| 16         | $1,650.00       | $103.13                  | $650.00         | $40.63                   | -$1,000.00            | -$62.50                | $800.00                   | $1,600.00                     | $2,400.00                     | $1,450.00                     | $2,250.00                     | $3,050.00                     |
| 17         | $1,750.00       | $102.94                  | $650.00         | $38.24                   | -$1,100.00            | -$64.71                | $850.00                   | $1,700.00                     | $2,550.00                     | $1,500.00                     | $2,350.00                     | $3,200.00                     |
| 18         | $1,850.00       | $102.78                  | $650.00         | $36.11                   | -$1,200.00            | -$66.67                | $900.00                   | $1,800.00                     | $2,700.00                     | $1,550.00                     | $2,450.00                     | $3,350.00                     |
| 19         | $1,950.00       | $102.63                  | $650.00         | $34.21                   | -$1,300.00            | -$68.42                | $950.00                   | $1,900.00                     | $2,850.00                     | $1,600.00                     | $2,550.00                     | $3,500.00                     |
| 20         | $2,050.00       | $102.50                  | $650.00         | $32.50                   | -$1,400.00            | -$70.00                | $1,000.00                 | $2,000.00                     | $3,000.00                     | $1,650.00                     | $2,650.00                     | $3,650.00                     |
| 21         | $2,150.00       | $102.38                  | $650.00         | $30.95                   | -$1,500.00            | -$71.43                | $1,050.00                 | $2,100.00                     | $3,150.00                     | $1,700.00                     | $2,750.00                     | $3,800.00                     |
| 22         | $2,250.00       | $102.27                  | $650.00         | $29.55                   | -$1,600.00            | -$72.73                | $1,100.00                 | $2,200.00                     | $3,300.00                     | $1,750.00                     | $2,850.00                     | $3,950.00                     |

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**Robotics Education & Competition Foundation**

Inspiring students, one robot at a time.
METHODS FOR FUNDING YOUR TEAM

01 HOSTING CAMPS
Offers opportunities for leadership and growth, all while making money!

02 REC FOUNDATION GRANTS
How to find and utilize our new Universal Grant Application

03 HOST A TOURNAMENT AS AN EP
Becoming a Certified Event Partner is free, easy, and helpful to your Team & community

04 SPONSORSHIPS & PARTNERSHIPS
Learn how to develop a relationship with the businesses in your community
BUILDS A COMMUNITY
The children who sign up to attend your camp are now part of your robotics community and feeder program.

GROWS KNOWLEDGE & SKILLS
Everyone helping plan and execute the camp will learn new technical and interpersonal skills.

RAISES FUNDS FOR YOUR TEAM & PROGRAM
If you set the price at the right level, you’ll end up with a net gain in funding.
HOSTING CAMPS

TYPES OF CAMPS
● 1 Day Boot Camp or Workshop (Full day or ½ day)
● 3-5 Day Camp (Full day or ½ day)
● Robotics Camp for Students (123, GO, IQ, V5, FAC)
● STEM Camp for Students
● Professional Development for Teacher Training
● Girl Powered Workshops
● Lock-In

BUDGETING FOR YOUR COSTS
● Advertising Costs
● Staff Costs
● Site Fees
● Insurance Fees
● Consumables
● Beverages, Snacks, or Meals
● Transportation
● Robotics Equipment
MOST BUSINESS HAVE BUDGETS OR GRANTS FOR PHILANTHROPY
Create your budget, present to local businesses (in person or electronically), and do follow-ups

TELL YOUR STORY!
Everyone loves a good backstory! Try advertising online, in local newspapers, and by word of mouth

PARTNERSHIP VS. SPONSORSHIP
Try to create a way for your sponsors to “earn back” their donations via demos, interns, features, advertising, etc
NEW UNIVERSAL GRANT APPLICATION
A one-stop-shop where you can enter your information and select the types of grants you’re looking for

MATCHES WITH WHAT YOU NEED
Our new system recognizes when a grant-type that you requested and are qualified for becomes available
REC FOUNDATION
GRANT APPLICATION

WHERE IS THE GRANT APPLICATION?
Visit the REC Foundation Website
Click on RESOURCES
Click on GRANTS
Click and Read the TERMS AND CONDITIONS
Click on APPLY FOR A GRANT

INFORMATION YOU’LL NEED
- Team Contact Information
- School Information
- NCES Number
- School Demographics
- Why you’re seeking a grant
- Grant intended purpose
WHY BECOME AN EVENT PARTNER?

**CHEAPER FIELDS & GAME ELEMENTS**
Discounts on Game Elements, Competition/Portable fields.

**FREE TROPHY PACK**
Free trophy pack for your first event that includes judging each season.

**LESS TOURNAMENT FEES & TRAVEL**
You don’t have to pay to attend your own events, and it reduces your travel costs!

**ADDITIONAL REVENUE**
Raise money for your program through Event Fees, Concessions, and Apparel Sales

**TRADE REGISTRATION FOR HELP**
As an EP, you can ask attending Teams for assistance with elements, electronics, etc, in exchange for a “free” registration.

**ADMIN SUPPORT & BUY-IN**
Show your Admin the amazing results achieved by sparking an interest in STEM through robotics.

**WANT TO LEARN MORE? ATTEND THE SESSION ON BECOMING AN EP TODAY AT 4PM!**
FIND OUT MORE HERE

contact your local REC Foundation representative
THANK YOU
COMING UP NEXT

CEO WELCOME
WITH DAN MANTZ

1:00PM CST