Unit 2: *Fundraising – A Community Effort*

INTRODUCTION

Most people do not want to participate or conduct fundraising. It's a "means to an end", it's the source for teams to be able to participate – you cannot run a team without money. Fees and fundraising can draw negative perceptions and attention. In order to provide transparency and participation from each team member, funding sources are decided by the team to foster fundraising efforts by the entire community and are optional, and not graded as guided by school and district procedures, regulations and policy.

As was stated in Unit 1, entrepreneurship is an expected fundamental way to spread the message of FIRST guided through a business plan. A business plan in FIRST is fueled to gain and maintain support from the local community. Fundraising efforts are instituted by the team to meet team goals and costs budgeted within the business plan. No student will be required but encouraged to fundraise for the participation in robotic events. However, the more the team displays an enthusiastic entrepreneurial spirit the more the entire team will benefit from their fundraising efforts. Fundraising takes the combined effort of every individual on your team and the community. Fundraising will follow these guidelines:

- Following a Purpose
- Following a Budget
- The Three Secrets of Fundraising
- Create Transparency and Trust
- Brand and Market your Team
- The Golden Rule

In this unit you will complete Activities following this Fundraising Plan Template:

2.1 Driven by Vision and Goals
2.2 Budget, Accounting and Controls
2.3 Communication and Branding
2.4 Monetary Donations & Sponsorships
2.5 In-Kind Donations
2.6 Fundraising Events
2.7 Government/Legislation
2.8 Grants and Scholarships

RESOURCES

- https://www.firstinspires.org/resource-library/fundraising-toolkit

Activity 2.1 *Driven by Vision and Goals*

INTRODUCTION

A team that is driven is a team that does whatever it takes to accomplish their vision, mission and goals. One that is driven is compelled, pulled and carried along. It is through their own passion, participation, action, willing to take risks, never giving up and a sure will or sense of commitment. Have you asked yourself and each one on your team, am I committed?

In order for fundraising to work, each member must be committed. In order to gain commitment, you must believe in your purpose and the goals you are trying to achieve. You must believe that the mission can be obtained and that your goals are achievable. Without a commitment and belief in your purpose, you will fail.

Ask yourself, Do you believe in the Mission of FIRST? Read it: *"The mission of FIRST is to inspire young people to be science and technology leaders and innovators, by engaging them in exciting Mentor-based programs that build science, engineering, and technology skills, that inspire innovation, and that foster well-rounded life capabilities including self-confidence, communication, and leadership."* Is it obtainable? Now read your own team's mission. Is it obtainable? Do you believe that it can be accomplished by your team? Without that belief, then you cannot succeed.

Each member of your team must first believe that you can make a difference, and that you individually believe your mission is obtainable. When your team believes, then you will succeed.

Review your team's vision, mission, goals, priorities and core values.

Procedure

Team leadership will meet to decide the fundraising efforts that the team will focus on for the school year. Those efforts will be in alignment with the vision, mission, goals and priorities of the team. The team will follow strict Education Code, district and school policy/procedures throughout this process. There will be no pressuring but encouragement through the fundraising process. The student business team and treasurer will work together to identify how each fundraiser will meet the needs of specific goal areas. All other Sub-teams will benefit from the early work and structure that leadership provides.

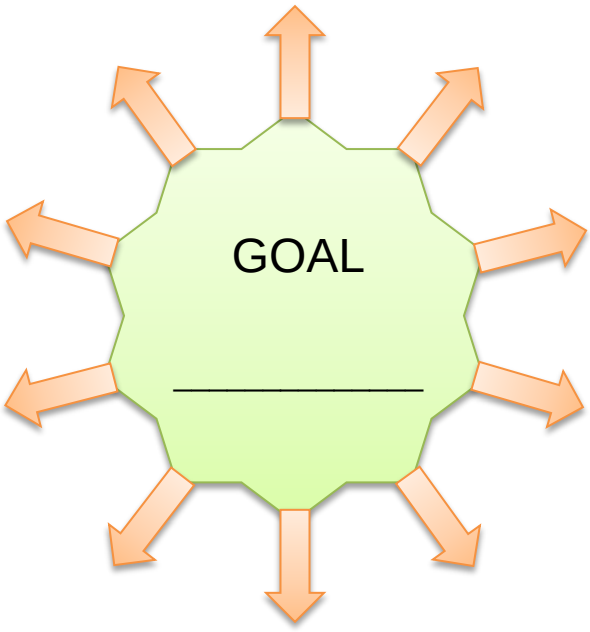
1. Review your team’s vision, mission, goals, priorities and core values. Once reviewed, brainstorm a list of possible fundraisers that can be realistically organized and followed through by the entire team. Record the brainstorming efforts and potential fundraisers in your entrepreneurship or business plan book.

RESOURCES

- Activity 2.1.1 Goal Driven Fundraising Brainstorming

Activity 2.1.1 *Goal Driven Fundraising Brainstorming*

Use this worksheet to develop your potential fundraising efforts aligned with your vision, mission, and goals of the team. Be as creative and “think out of the box here.” Your ideas no matter how ridiculous should be written down. One idea will lead to another.



Activity 2.2 *Budget, Accounting and Controls*

INTRODUCTION

You will most likely already have been receiving donations, so you need to develop a system for accounting. During the fundraising process you must account for the revenues that you bring in and are they meeting the needs of your goals. Accounting for revenues gained is essential in that you need to keep a running total of your fundraising progress. Keeping a running total of revenues gained is essential in that you are identifying revenues acquired to meet specific need areas and required to be spent according to donation requirements. Along with keeping track of these gains in revenue you have to have accounting controls in place to accurately record through your organization for transparency and unifying the team.

This process can look different to many people; however the most iconic visual way to display results is through a thermometer.

Procedure

Have your treasurer and business leadership aligned with your adult booster/mentor treasurer, and divide your fundraising efforts into groups that are manageable. Connect with the adult/parent boosters of your team, school student body organization, or other organization, such as a foundation in which you report to for keeping track of income or revenues for the team. Communicate the process and controls that will be followed and adhere to them without change.

① Coordinate your treasurer with your financial accountant or bookkeeper to review the process and approval for running a fundraiser. That may be your boosters or foundation. Report back to the team your approved fundraising document to procced and archive it in your entrepreneurship or business plan book.

② Coordinate your treasurer with your financial accountant or bookkeeper to review the process of reporting income and keeping a reconciliation report of all income or revenues gained. Keep all reconciliation reports within your entrepreneurship or business plan book.

③ Create an accounting document for income or revenues that the team gained as donations and other fundraising efforts into manageable groups. This document should reflect all revenues received in behalf of the team for fundraising efforts.

RESOURCES

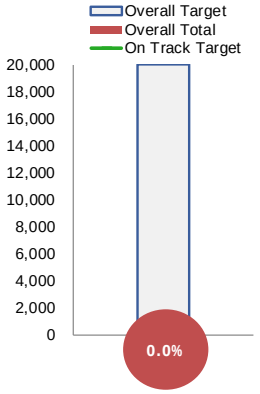
Activity 2.2.1 Fundraising Accounting Document

Activity 2.2.1 *Fundraising Accounting Document*

Use this worksheet to account for your income or revenues received through fundraising efforts and donations. This document is dynamic. You can type directly into the document or use an Excel version.

Donation Tracking Log _____

Sponsor Progress



Overall	
Overall Target	**20,000.00**
On Track Target	
Overall Total	**0.00**
Overall Percent	0.0%

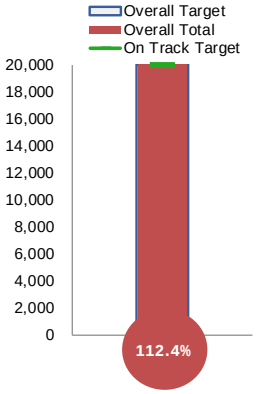
Sponsors Received /Committed	

Example from FRC 1622 Team Spyder:

Donation Tracking Log 2017-2018

Poway Robotics Team Spyder 1622

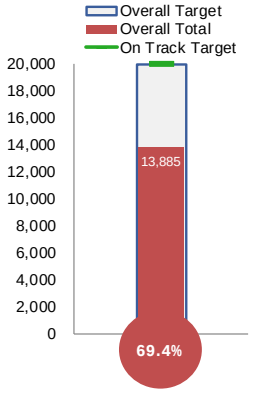
Sponsor Progress



Overall	
Overall Target	20,000.00
On Track Target	20,000.00
Overall Total	22,479.80
Overall Percent	112.4%

Sponsors Received /Committed		
	[1100]	
	$2,000.00	R
	$1,000.00	R
	$1,000.00	✓
	[No Mentor]	
	$2,500.00	✓
	[2500]	
	[5000]	✓
	$2,500.00	R
	[4700]	
	[1000]	✓
	[5250]	✓
	[543.37]	
	[3000]	✓
	[2000]	✓
	[7500]	✓
	$1,000.00	✓
	$2,000.00	R
	$2,000.00	R
	[1500]	
	$5,000.00	✓
	[No Mentor]	
	$1,000.00	R
	[2500]	✓
	[750]	
	$2,479.80	R
Total	$22,479.80	

Parent Progress

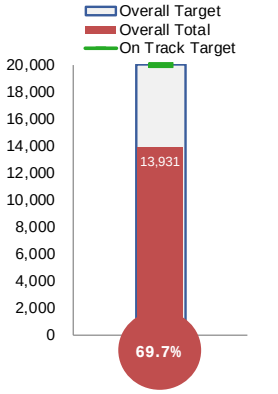


Overall	
Overall Target	20,000.00
On Track Target	20,000.00
Overall Total	13,885.00
Overall Percent	69.4%

Parents	
$250 Donation [53	$12,535.00
	$250.00
	$1,000.00
	$100.00
Total	$13,885.00

VEX	
Registration	[39 teams]
Pre-Order Lunches	
RECF	$10,150.00
Event Food	
RECF	
VEX Concessions	
Tables	-$3,600.00
Event Food/Inverter	-$285.89
Event Food	
Gym Fee	-$575.00
VEX Field/Awards	-$3,013.08
Total	$2,676.03

Student Progress



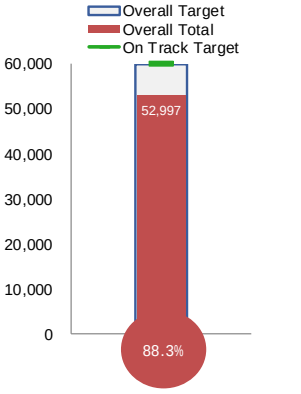
Overall	
Overall Target	20,000.00
On Track Target	20,000.00
Overall Total	13,930.70
Overall Percent	69.7%

Students	
Football Conssesions	
Snap-Raise 72% $	$13,095.70
Football Conssesions	
	$250.00
	200.00
	$100.00
	$35.00
	$250.00
Total	$13,930.70

FLL	
SCRL	$600.00
T-Shirts	
Pre-Lunch Order	
Gym Fee	-$575.00
Event Food	
FLL Conssesions	
Total	$25.00

Totals	
Sponsorships	$22,479.80
Parents	$13,885.00
Students	$13,930.70
VEX Event	$2,676.03
FLL Event	$25.00
Grand Total	$52,996.53

Overall Progress



Overall	
Overall Target	60,000.00
On Track Target	60,000.00
Overall Total	52,996.53
Overall Percent	88.3%

Budget	
Registration	$20,000.00
Coaches Stipends	$20,000.00
Substitutes	$4,000.00
Coaches Travel	$4,000.00
Robot/Shipping	$6,000.00
T-Shirts	$3,000.00
Giveaways	$1,000.00
Scholarships/Travel	$2,000.00
Total	$60,000.00

Activity 2.3 *Communication and Branding*

INTRODUCTION

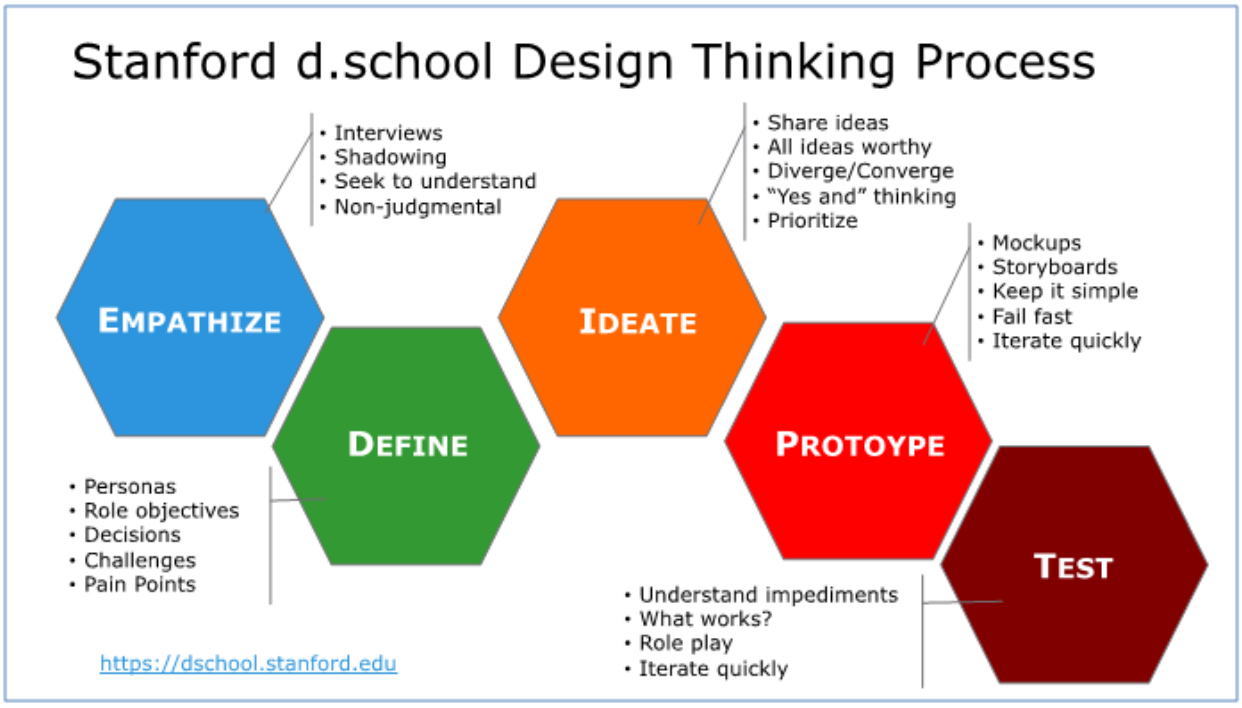
As teams fundraise they make the common mistake of creating fundraisers in which the results are not communicated to the community effectively. This is essential that communications of fundraising results are communicated frequently to build relationships of trust. In order to grow relationships of trust you must be transparent about fundraising efforts and the income of the team. Transparency is the key to raising money! It provides "Trust" and helps others learn about what you need. Once you have established a relationship of trust, then you can continue to grow the relationship and eventually become good friends.

The Three Secrets to Fundraising:	**Transparency: The Relationship Rule:**
1. Build a relationship of trust 2. Grow the relationship 3. Become good friends	1. Transparency is the Key to raising more money! 2. It provides "Trust" 3. It helps other learn about what you need

Branding is essential to get your identity out into the community. Branding allows you to gain name recognition and identity, but also creates a sense of wanting to be part of the team. When marketing make sure that you tie the fundraising to the vision, mission and goals as stated in Activity 2.1. Have targeted fundraisers that specifically address the goals of your team – just remember to be transparent! Remember that all the members of your team are part of your fundraising team. And, finally, one very important principle, everyone wants to be part of a winning team! That is your fundraising motto. Keep in mind that as you win or have success in areas of your team, you need to let the entire community lean about your successes, no matter how small or large.

Fundraising Motto: Everyone wants to be part of a winning team!

As you start to develop these relationships, do not forget to use the Design Thinking Process to do so. The Design Thinking Process use in industry can help you to come up with different iterations of your banding and marketing plan. As you develop and hone this plan, the Design Thinking Process will be valuable because your plan will continue to be refined. Your plan will go through a transformation as you find out what works and what does not work. You will make continual changes and you must be courageous to take risks, or your realization of fundraising will not yield the results that you have planned for. In the end your fundraising will increase as your marketing improves.



Through the process of Branding, don't forget to establish an iconic logo and tradmark for your team. You team will develop an identity, and you will need a visual iconic image that people can associate with your team. The image can be anything, but the simpler, the better. If it is easy to recognize and unsual to hear, it will be remembered.

Branding:

Marketing Plan

1. Tied to Vision, Mission & Goals
2. Targeted Funding goals
3. Transparency
4. All members part of the team

Design Thinking

1. Use the Design Process to develop your plan

Logo and Trademark

2. Need unifying thematic visuals that tie into all aspects of team

Procedure

The student leadership, business subteam and media subteam will work together to develop a system of community communication and transparency. The group will use the vision, mission and goals as a guideline when developing new systems in place for

the team to communicate to the community. The team will develop a marketing plan with the help of a mentor and include every member of the team to participate so that everyone can have ownership of the branding of the team.

① Use the Design Thinking Process from Stanford's dSchool to start to develop your Marketing Plan. (Go to https://dschool.stanford.edu/)

② Work on your branding for the team by developing a team logo that is simple, easy to relate to and easy to identify from afar. Develop art standards for the logo and how it would be placed on a t-shirt, website, literature, handouts and other forms of communications. (Go to http://www.team1538.com/site/assets/resource/2015BrandStandards.pdf)

③ Develop other thematic visuals using your logo to trademark the logo across all aspects of your team. Use the US trademark symbol if appropriate.

RESOURCES

Activity 2.3.1 Branding Standards Example

Activity 2.3.2 Trademark Logo Example - All Aspects

Activity 2.3.1 *Branding Standards Example*

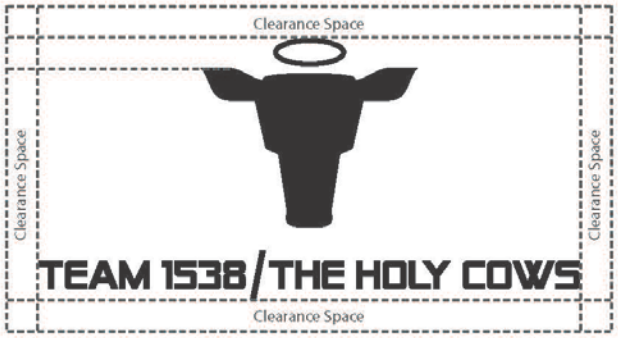
Example from FRC 1538 Holy Cows:

COW HEAD WITH NUMBER & NICKNAME

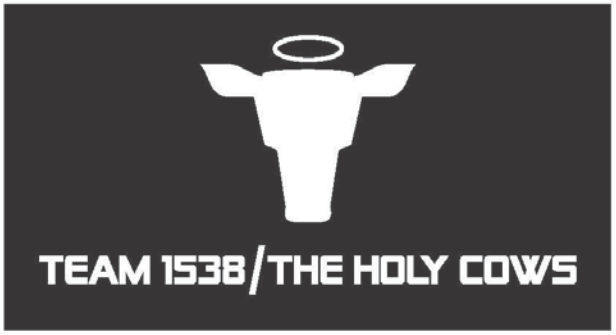
This is the primary logo used in team publications and should be used in compliance with the standards defined here.

TEAM 1538/THE HOLY COWS

A clearance space of no less than the distance between the top of the ear to the top of the halo should be maintained at all times. The minimum height of the logo should be no less than 1/2".



The logo should always be in contrast to the background it is on. A white version of the logo exists for use on darker backgrounds. Rotating, changing colors or any other treatments are prohibited.



Activity 2.3.2 *Trademark Logo Example*

Example from FRC 1538 Holy Cows:

HORIZONTAL PRODUCT & SERVICE LOGOS

Each product or service the team provides should be represented by a horizontal product/service logo. This logo features the cow head with the name of the product/service to the right.

A clearance space of no less than the distance between the top of the ear to the top of the halo should be maintained at all times. The minimum height of the logo should be no less than 5/16". The height of the product/service name should be exactly 1/2 the height of the cow head.

Each product/service logo should always be in contrast to the background its on. A white version of the logo exists for use on darker backgrounds. Rotating, changing colors or any other treatments are prohibited.

Activity 2.4 *Monetary Donations & Sponsorships*

INTRODUCTION

There are five ways to generate income or revenues for your team through fundraising; 1) Monetary Donations, 2) In-Kind Donations, 3) Fund-raising Events, 4) Government/Legislation, and 5) Grants and Scholarships.

The focus of this activity is centered on Monetary Donations and Sponsorships. These are essentially direct donations given from a donor to a charitable foundation, club, or educational program either co-curricular or extracurricular. Donations can be given directly to any one of these organizations, however documentation of funds received and strict adherence to the conditions of the donation must be followed. For example, if a parent donated $250 to the team unrestricted or with no conditions, the team can spend the money according to their bylaws or team guidelines. If the same donation was given with the condition that it will only be spent on travel, then the team must abide by those conditions. Documentation is extremely helpful when donations are conditional. Monetary donations can come in the form of a parent donation, or monetary gift from an anonymous giver.

Sponsorships are similar to monetary donations, however they usually are conditional. Some service is provided for their sponsorship to be given. Usually it is in the form of advertising, but not limited to. Sponsorships for teams are typically either restricted or unrestricted. For example, if the sponsorship from a company was awarded to a team it is typically provided after a request and then can be either given to the team directly or to the organization that the team is intending to use it; such as FIRST Registration. Sponsorships do not have grant applications, but are requests only.

So how does one request a monetary donation? How does a team establish annual donations from the same individual? How does a team establish a sponsorship with a company?

Procedure

1. Students will create a fundraising one page letter as a request for monetary donations that informs, explains how the money will be spent and what for, explains the service provided for the donor, and when it will be performed. Don't forget that (Activity 2.3 Communication and Branding, Unit 1: Activity 1.4 Relationships) you will need to create relationships of trust. Relationships are the

key to know whom to give a letter. In order to have an annual donation from the same person you will need to foster that relationship into a good friendship.

② Develop a Team Fundraising Sponsorship Packet to share with potential sponsors. The Fundraising Sponsorship Packet should include an introduction to the team and what you are doing for the current season. It should express why it is important to participate in FIRST Robotics, by you need money and how it will be spent. There should be donation levels and what services you receive for the level of donation. Make sure that there is a way to be contacted in return for a trustworthy relationship to begin with a Socratic discussion. Always leave the door open to be able to return and communicate again to grow the relationship.

③ Develop a letter that you can present to parents or families for potential donations that is an opportunity for each parent or family to donate in behalf of their child since they are an invested member into the program. Remember that this is a voluntary donation; there are no requirements for any student, parent or family member to voluntarily donate to the team. Be sensitive and non-pressuring. Just ask by providing an opportunity to do so. If they cannot donate then work to raise the money in behalf of them, so they will be an active participatory team member without a financial burden hanging over them. Be discrete and follow the student and families wishes in this matter.

RESOURCES

Activity 2.4.1 Fundraising One-Page Letter Request Example

Activity 2.4.2 Team Fundraising Sponsorship Packet Example

Activity 2.4.3 Team Parent / Family Donation Letter Example

Activity 2.4.1 *Fundraising One-Page Letter Request Example*

Example from FRC 1622 Team Spyder:

Poway High School Robotics Club
15500 Espola Rd.
Poway, CA 92064

The **Poway High School Robotics Team** is on the move! Having just completed our fouth year of competing in the multinational FIRST Robotics program, this young team of future engineers and business people needs your help to build the PHS Robotics program into something the entire community can be proud of. With your help, we can realize our goal of collaborating, designing, and constructing a world champion robot and becoming a world robotics championship team.

The vision of the FIRST Founder is "... to create a world where science and technology are celebrated, where young people dream of becoming science and technology heroes". Check out www.usfirst.org for more information about this great program, which reached over 43,125 high school students in 2008. You can be the catalyst to this inspired vision by helping us build the financial support essential to participating.

Our goal is to raise $50,000 to attend three regional competitions in early 2009 for FRC, attend three regional competitions for FTC, and the world champion ship in Atlanta Georgia. Please consider helping our students with financial support. Any amount you are able to contribute will make a difference. All donors will be recognized on our website. Premier donors will also have their company logos prominently displayed on the robot and our team shirts. Please visit our website www.teamspyder.org.

If we can answer any questions or if you would like to arrange a meeting with the students to hear more; please return the attached response card. You may also contact **Mr. Roger Dohm at 858-748-0245 Ext 5307 or rdohm@powayusd.com**. Mr. Dohm is the robotics teacher and advisor to the club.

Our goal for next year is to win the San Diego Regional competition, and then go to the world championship event in Atlanta, compete against four hundred high schools from around the world, and win it all! You can help us get there!

Thank you for your consideration

Poway High School Robotics Club
15500 Espola Road
Poway CA 92064

Name _____
Business _____
Address _____
City state zip _____

The Poway High Robotics Program appreciates your tax-deductible donation. Thank you again for your contribution and your support. Make checks payable to: Poway High School Robotics

Donation amount: _____

Contact _____

Email _____

Phone _____

☐ Please contact me to arrange a student presentation.
☐ Please add me to your newsletter distribution (email required)

Poway High School is a 5013c organization No.95-6002452

Activity 2.4.2 *Team Fundraising Sponsorship Packet Example*

Example from FRC 1622 Team Spyder:

TEAM SPYDER 1622

www.teamspyder.org

FIRST

POWAY HIGH ROBOTICS

Dear Prospective Sponsor,

We are looking for sponsers to help underwrite the program costs for Poway High School Robotics Team 1622. The total cost of the program for the 2015-2016 year is expected to be $60,000, which includes entry fees to competitions, robot parts and supplies, tooling, student and staff travel to and from competitions, coaching and staff stipends and other related costs. Although student fundraisers and family donations offfset some of the program costs, funds received from corporate and individual sponsors are critical to reach our funding goals.

In this packet you will find information about the team, the competitions, and the program budget. You will also find information about the various sponsorship levels we offer.

For the 2015-2016 competition year, our team has increased to over 60 students. Please consider helping these students with financial support. Any amount you are able to contribute will make a difference. All donors will be recognized on our website. Depending on the sponsorship level, donors also have an opportunity to have their company logos prominently displayed on the robot, banners, press releases, and uniforms.

Please help us achieve our mission to inspire students to get excited about engineering and STEM. Please consider our request of up to $20,000 towards this year's expenses. Our 501(c)(3) organization Number is 54-2098945, as part of the PUSD Foundation.

For more information go to our website at http://www.teamspyder.org. Or, you can contact me at w.858-748-0245 x.5307, c.760-788-1922 or email at me rdohm@powayusd.com.

Sincerely,

Rodger Dohm -- Poway High School Robotics Club Advisor

Poway High School Robotics Club, FIRST Team 1622, Team Spyder, 501(c)(3) organization No. 54-2098945
15500 Espola Rd., Poway CA, 92064 * (858) 748-0245 Ext: 5307

Example from FRC 1622 Team Spyder:

We invite you to join our esteemed group of sponsors at a level that best fits your company's budget. We greatly appreciate your generous donations. Thank you!

Sponsorship levels and benefits

Diamond ($20,000+)
Platinum benefits **plus**:
-Naming rights to the robot
-Largest, most prominent location of company logo on the robot, banners, and pit space.
-Sponsor announced at all events as premium sponsor.
-Joint press release annoucing sponsorship.
-Framed dedicated team spyder jersey signed by the team members.

Platinum ($10,000+)
Gold benefits **plus**:
-Large company logo on the robot, banners, and pit space.
-Appreciation Award designed and hand crafted by Team Spyder students.

Gold ($5,000+)
Silver benefits **plus**:
-Medium company logo on the robot, banners, and pit space.
-Team Spyder students will come to your company and make a robot presentation to your employees and families.

Silver ($2,500+)
Bronze benefits **plus**:
- Small company logo on the robot, banners, and pit space
- Plaque recognizing your company's support of our team

Bronze ($1000+)
Basic benefits **plus**:
-Sponsor mentioned on the Team Spyder website, on team shirts, and their logo included in all literature.

Basic Sponsorship
-Team Spyder t-shirt.
-Sponsor mentioned on the Team Spyder website.

Poway High School Robotics Club, FIRST Team 1622, Team Spyder, 501(c)(3) organization No. 54-2098945
15500 Espola Rd., Poway CA, 92064 * (858) 748-0245 Ext: 5307

Activity 2.4.3 *Team Parent / Family Donation Letter Example*

Example from FRC 1622 Team Spyder:

Members and Parents of Team Spyder,

We are asking for a donation towards the team prior to any events to cover the costs for student accommodations during the entire robotics season. This donation will be used specifically for food, drinks, uniforms, scholarships, equipment, substitutes, coach's stipends/travel, and event registration. These foundational items for the team cost $60,000 a year, and the donations we are asking for only covers a fraction of that cost. In order to ensure that everyone can have the best experience on Team Spyder we are requesting a $250 donation. The last day to turn in the donation will be the application turn in dates. Students desiring to do fundraising as a donation will have the opportunity to participate in team sponsored fundraisers that will be announced (chocolate, subscriptions, LED light bulbs, etc.) Note that this is in fact a donation and is tax deductible.

We thank you for your support,

Team Spyder leadership

YES!! I will promote the Poway High School robotics team Spyder:

I will donate $250 to be used for food, drinks, uniforms, scholarships, equipment, substitutes, coach's stipends/travel, and event registration for my student_____ who will be on Poway High School Robotics Team Spyder.

Place Check or Cash in space below (Checks can be made out to PHS Robotics):

!

!

Place Cash/Check here

$250

Activity 2.5 *In-Kind Donations*

INTRODUCTION

In-kind donations are capital outlay or consumables items and machines that you typically have to purchase to run your program. In-kind donations come in a variety of sizes and shapes, such as, gifts of capital based items upon need, supplies, and the exact parts, software and hardware you need. Do not wait for the gifts to come to you. Actively seek capital donations. Provide a list of what you need, and do not forget that in-kind donations can come in the form of competitions and awards (i.e. winning the Engineering Inspiration award for a $5000 registration fee, winning the google classroom design award for new computers, and so on.)

Procedure

1. Create a list of machines, supplies, hardware, software, robot parts, and services that you need to solicit to companies and individuals instead of soliciting for money.

Activity 2.6 *Fundraising Events*

INTRODUCTION

Fundraising events should tie directly into your vision, mission and goals. Since events such as selling a product or providing a service is labor intensive, you need the complete buy-in of every member of the team for it to be successful. Examples can include robot demonstrations, performances, gaming nights, movie nights, e-waste events, hosting competitions and so on. They are big productions and require a lot of work from the entire team. They show how the team is committed and invested into FIRST and helping other teams and the community.

There are no secrets to a fundraising event, but hard work. If you work hard and smart you will be successful and raise a lot of money.

There is one secret to a fundraising event and that is the Golden Rule:

The GOLDEN RULE: Only conduct fundraisers that yield a profit of 50% or more

Procedure

1. Develop a Fundraising event plan, flyer and execute it so the entire team participates and are committed to the product or invested into it. In order for it to be successful, the team bust be driven for it to succeed.

RESOURCES

Activity 2.6.1 Fundraising E-Waste Flyer

Activity 2.6.1 *Activity 2.6.1 Fundraising E-Waste Flyer*

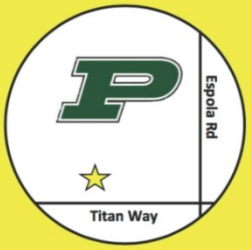
Example from FRC 1622 Team Spyder:

Electronics Recycling & Paper Shredding Event

TEAM SPYDER 1622

PLEASE SUPPORT PHS ROBOTICS
by Dropping off your
Electronic Waste and Shredding!

Poway High School
15500 Espola Rd.
Poway, CA 92064
(North Parking Lot)
October 28th & 29th
Saturday & Sunday
9:00am - 4:00pm



The Poway High School Robotics team is holding an **Electronic Waste Recycling and Shredding Event Fundraiser at Poway High School** (Parking Lot north of football field). This event is sponsored by the Poway High School Robotics Team and Secure E-Waste Solutions.

Please see the list of acceptable items to the right.

Throughout the years we have, collected over 100,000 lbs of electronic waste and generating over $10,000. Let's make this event even more successful by letting staff, parents, family and community members know of the recycling fundraiser. Start gathering your E-waste and documents now!

Please help spread the word!

Accepted items:

Computers, Laptops, Monitors, CRT, Televisions, Printers, Servers, Routers, Keyboards, Hard Drives, Fax Machines, Telephones, Cell phones, Wire and Cable, Power Supplies, Circuit Boards,Typewriters, Video Equipment, Stereo Equipment, Credit Card Machines. Just about anything that plugs in...

Microwaves, Copiers & Vacuums accepted for a fee

Data Destruction is done at the SES warehouse:

Paper Shredding $5 per banker box

All hard drives collected will be destroyed

www.SESRecycling.com
858-909-0802

Activity 2.7 *Government/Legislation*

INTRODUCTION

A broad way to raise money and large amounts of it is to look at specific grants that are the result of Legislation from your government or your team can drive legislation. Examples can include, but not limited to a government Bill or city funding. There are teams that have received large grants, but typically these are district wide or school wide; so keep that in mind when going after them. Commitments are not just from your team.

Procedure

1. Research Government/Legislative grants or funding that is available for Robotics teams/schools that you can apply for. Then apply for any that are feasible. Additionally consider working with a legislator or community leader to craft, propose and pass legislation.

RESOURCES

Activity 2.7.1 Robotics Legislation Example

Activity 2.7.1 *Activity 2.7.1 Robotics Legislation Example*

Example from FRC 1622 Team Spyder:

CALIFORNIA LEGISLATURE—2017–18 REGULAR SESSION

ASSEMBLY BILL **No. 624**

Introduced by Assembly Member Maienschein
(Coauthors: Assembly Members Cunningham, Lackey, Mathis, and Waldron)
(Coauthor: Senator Anderson)

February 14, 2017

An act to add Sections 17053.45 and 23645 to the Revenue and Taxation Code, relating to taxation, to take effect immediately, tax levy.

LEGISLATIVE COUNSEL'S DIGEST

AB 624, as introduced, Maienschein. Income taxes: credit: robotics club donation.

The Personal Income Tax Law and the Corporation Tax Law authorize various credits against the taxes imposed by those laws.

This bill, under both laws, would allow as a credit against those taxes an amount equal to 50% of the qualified amount paid or incurred, not to exceed $10,000, to a robotics club at a school in California during the taxable year.

This bill would take effect immediately as a tax levy.

Vote: majority. Appropriation: no. Fiscal committee: yes. State-mandated local program: no.

The people of the State of California do enact as follows:

SECTION 1. Section 17053.45 is added to the Revenue and Taxation Code, to read:

17053.45. (a) For each taxable year beginning on or after January 1, 2018, there shall be allowed as a credit against the "net

Activity 2.8 *Grants and Scholarships*

INTRODUCTION

Grants and Scholarships require work to develop relationships, establish mentors ongoing, writing and submitting the application and meeting the grant award requirements after you received it. Essentially it's a lot of work!

Whatever the requirement, make sure that your team can meet those requirements or do not apply. Some teams change the vision, mission and goals of their team to apply for such grants, however keep in mind that you will be required to meet the grant requirements and you might be selling out your team's original purpose.

Procedure

1. Research as many grants that are available in which Robotics teams or schools can apply for. Then apply for as many that are feasible. Some require that you have a mentor to even apply; while others require that you are in a geographical area. There are no secrets to writing a grant, just making sure your write to the prompt and you are meeting the guidelines specified in the grant. If you write to the requirements of the grant you have a much better chance in obtaining it. Those that do not are typically never considered.