



Thank you for attending our fundraising presentation at the 2016 Minnesota FTC Kickoff. This handout contains information from each section of the presentation as well as resources to get you started with your fundraising adventures. Good luck!

BEFORE YOU FUNDRAISE... make a budget and business plan!

What goes in a business plan?

Budget/Business Plan examples:

- Ponytail Posse:
www.theponytailposse.com/about/business-plan
- Other teams:
www.firstinspires.org/resource-library/fundraising-toolkit

- About the team (biography, goals, mission statement, etc.)
- About the robotics program
- Why contribute?
- Budget
- How to contribute
- Sponsorship levels (optional)

- CORPORATE SPONSORSHIPS -

1. Scout your area
2. Gather information
3. Cold call (if you have to leave a message, be sure to follow up)
4. Email or deliver materials

Ways to stay in touch with sponsors:

- Schedule a robot demonstration
- Send thank-you cards
- Keep them updated with email
- Invite them to events
- Create an email newsletter

- GRANTS -

Available grants:

- Check if parents' companies do matching grants
- PTC - Due 9/23/16 www.ptc.submittable.com/submit
- Actobotics - Due 9/30/16
www.servocity.com/ftc_team_sponsorships
- FTC Grant (must apply for grant before registering your FTC team) - Due 11/2/16
info.firstinspires.org/firsttechchallengegrant-0
- FIRST programs' social media
- More info at
www.firstinspires.org/resource-library/ftc/fundraising-resources

- CROWDFUNDING -

Websites for crowdfunding:

- GoFundMe www.gofundme.com
- Fundrazer www.fundrazr.com
- Indiegogo www.indiegogo.com
- Kickstarter www.kickstarter.com
- Edco www.weare.ed.co
- Piggybackr www.piggybackr.com
- Rockethub www.rockethub.com

Be sure to set a realistic goal (only part of your budget, not the whole thing) and let people know that you're fundraising.

- FUNDRAISING EVENTS -

Restaurants can contribute by either donating a percentage of sales OR donating products for you to sell.

- Davanni's - percentage of sales
- Chipotle - percentage of sales (only supports school groups)
- Noodles and Company - percentage of sales or in-kind donations
- Culver's - in-kind donations
- Papa Murphy's - percentage of sales or in-kind donations
- Ask a local restaurant if they can help you!

Other options:

- Local carwash
- Packing bags at local grocery store
- Event at a sponsor's office (i.e. root beer float day)

If you can, bring along your robot and turn it into a fun outreach event.

You can find this handout, the presentation, and other materials at www.theponytailposse.com/team-resources