FUNDRAISING

BRANDI BOLINGER AND DIANA FULTZ

2022 REC FOUNDATION COACH SUMMIT

PRESENTERS

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

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COACH SUMMIT 2022

BEFORE WE BEGIN

BEST PRACTICES

This is for YOU - the Coaches. Please ask questions when you have them.

Mute Yourself

Utilize the Chat

Cameras Optional

Be Respectful

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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!"

WE ARE
NOT HERE TO:

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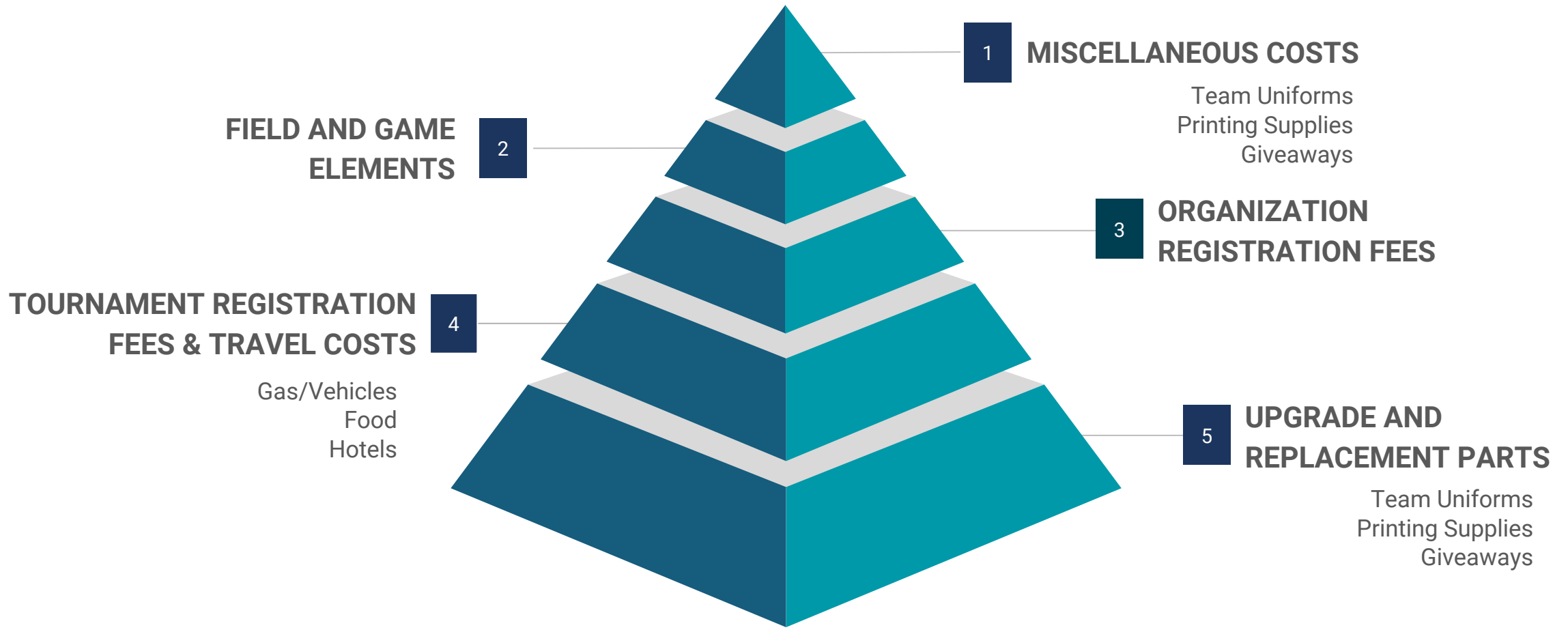
OVERWHELM YOU
You don't have to recreate the wheel to be successful. All of this is free to use.

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WHAT DOES IT TAKE TO FUND YOUR TEAM?

1 **MISCELLANEOUS COSTS**

Team Uniforms
Printing Supplies
Giveaways

2 **FIELD AND GAME ELEMENTS**

3 **ORGANIZATION REGISTRATION FEES**

TOURNAMENT REGISTRATION FEES & TRAVEL COSTS 4

Gas/Vehicles
Food
Hotels

5 **UPGRADE AND REPLACEMENT PARTS**

Team Uniforms
Printing Supplies
Giveaways

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NEW FLAT ORGANIZATION FEE FOR THIS SEASON

2022 - 2023 Initial RECF Registration fee of $200

US Teams Only: VIQC, VRC, VEX U, and RADC

What's included?

1 Team Registration

Program Welcome Kit (VEX Teams)

Access to Online Challenges

RECF program staff support

Annual Coach and Event Partner Summits (both in-person and virtual)

Access to educational materials & training (VEX Teams)

$150 Registration fee per additional team

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.

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COACH SUMMIT 2022

CREATING A BUDGET FOR VRC

ORGANIZATION REGISTRATION AND TOURNAMENT REGISTRATION ONLY - AT $90 PER EVENT

# of Teams	Total 2022 Cost	2022 Cost per Team	Total 2023 Registration Cost	2023 Cost Breakdown 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	$90.00	$180.00	$270.00	$290.00	$380.00	$470.00
2	$250.00	$125.00	$350.00	$175.00	$100.00	$50.00	$180.00	$360.00	$540.00	$530.00	$710.00	$890.00
3	$350.00	$116.67	$500.00	$166.67	$150.00	$50.00	$270.00	$540.00	$810.00	$770.00	$1,040.00	$1,310.00
4	$450.00	$112.50	$650.00	$162.50	$200.00	$50.00	$360.00	$720.00	$1,080.00	$1,010.00	$1,370.00	$1,730.00
5	$550.00	$110.00	$650.00	$130.00	$100.00	$20.00	$450.00	$900.00	$1,350.00	$1,100.00	$1,550.00	$2,000.00
6	$650.00	$108.33	$650.00	$108.33	$0.00	$0.00	$540.00	$1,080.00	$1,620.00	$1,190.00	$1,730.00	$2,270.00
7	$750.00	$107.14	$650.00	$92.86	-$100.00	-$14.29	$630.00	$1,260.00	$1,890.00	$1,280.00	$1,910.00	$2,540.00
8	$850.00	$106.25	$650.00	$81.25	-$200.00	-$25.00	$720.00	$1,440.00	$2,160.00	$1,370.00	$2,090.00	$2,810.00
9	$950.00	$105.56	$650.00	$72.22	-$300.00	-$33.33	$810.00	$1,620.00	$2,430.00	$1,460.00	$2,270.00	$3,080.00
10	$1,050.00	$105.00	$650.00	$65.00	-$400.00	-$40.00	$900.00	$1,800.00	$2,700.00	$1,550.00	$2,450.00	$3,350.00
11	$1,150.00	$104.55	$650.00	$59.09	-$500.00	-$45.45	$990.00	$1,980.00	$2,970.00	$1,640.00	$2,630.00	$3,620.00
12	$1,250.00	$104.17	$650.00	$54.17	-$600.00	-$50.00	$1,080.00	$2,160.00	$3,240.00	$1,730.00	$2,810.00	$3,890.00
13	$1,350.00	$103.85	$650.00	$50.00	-$700.00	-$53.85	$1,170.00	$2,340.00	$3,510.00	$1,820.00	$2,990.00	$4,160.00
14	$1,450.00	$103.57	$650.00	$46.43	-$800.00	-$57.14	$1,260.00	$2,520.00	$3,780.00	$1,910.00	$3,170.00	$4,430.00
15	$1,550.00	$103.33	$650.00	$43.33	-$900.00	-$60.00	$1,350.00	$2,700.00	$4,050.00	$2,000.00	$3,350.00	$4,700.00
16	$1,650.00	$103.13	$650.00	$40.63	-$1,000.00	-$62.50	$1,440.00	$2,880.00	$4,320.00	$2,090.00	$3,530.00	$4,970.00
17	$1,750.00	$102.94	$650.00	$38.24	-$1,100.00	-$64.71	$1,530.00	$3,060.00	$4,590.00	$2,180.00	$3,710.00	$5,240.00
18	$1,850.00	$102.78	$650.00	$36.11	-$1,200.00	-$66.67	$1,620.00	$3,240.00	$4,860.00	$2,270.00	$3,890.00	$5,510.00
19	$1,950.00	$102.63	$650.00	$34.21	-$1,300.00	-$68.42	$1,710.00	$3,420.00	$5,130.00	$2,360.00	$4,070.00	$5,780.00
20	$2,050.00	$102.50	$650.00	$32.50	-$1,400.00	-$70.00	$1,800.00	$3,600.00	$5,400.00	$2,450.00	$4,250.00	$6,050.00
21	$2,150.00	$102.38	$650.00	$30.95	-$1,500.00	-$71.43	$1,890.00	$3,780.00	$5,670.00	$2,540.00	$4,430.00	$6,320.00
22	$2,250.00	$102.27	$650.00	$29.55	-$1,600.00	-$72.73	$1,980.00	$3,960.00	$5,940.00	$2,630.00	$4,610.00	$6,590.00

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COACH SUMMIT 2022

CREATING A BUDGET FOR VEX IQ COMPETITION

ORGANIZATION REGISTRATION AND TOURNAMENT REGISTRATION ONLY - AT $50 PER EVENT

# of Teams	Total 2022 Cost	2022 Cost per Team	Total 2023 Registration Cost	2023 Cost Breakdown 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	$100.00	$200.00	$300.00	$450.00	$550.00	$650.00
3	$350.00	$116.67	$500.00	$166.67	$150.00	$50.00	$150.00	$300.00	$450.00	$650.00	$800.00	$950.00
4	$450.00	$112.50	$650.00	$162.50	$200.00	$50.00	$200.00	$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	$900.00	$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	-$53.85	$650.00	$1,300.00	$1,950.00	$1,300.00	$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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COACH SUMMIT 2022

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

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BENEFITS OF HOSTING ROBOTICS CAMPS

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

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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

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FINDING PARTNERSHIPS AND SPONSORSHIPS

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

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REC FOUNDATION
GRANT APPLICATION

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

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REC FOUNDATION
GRANT APPLICATION

WHERE IS THE GRANT APPLICATION?

Visit the REC Foundation Website

Click on RESOURCES
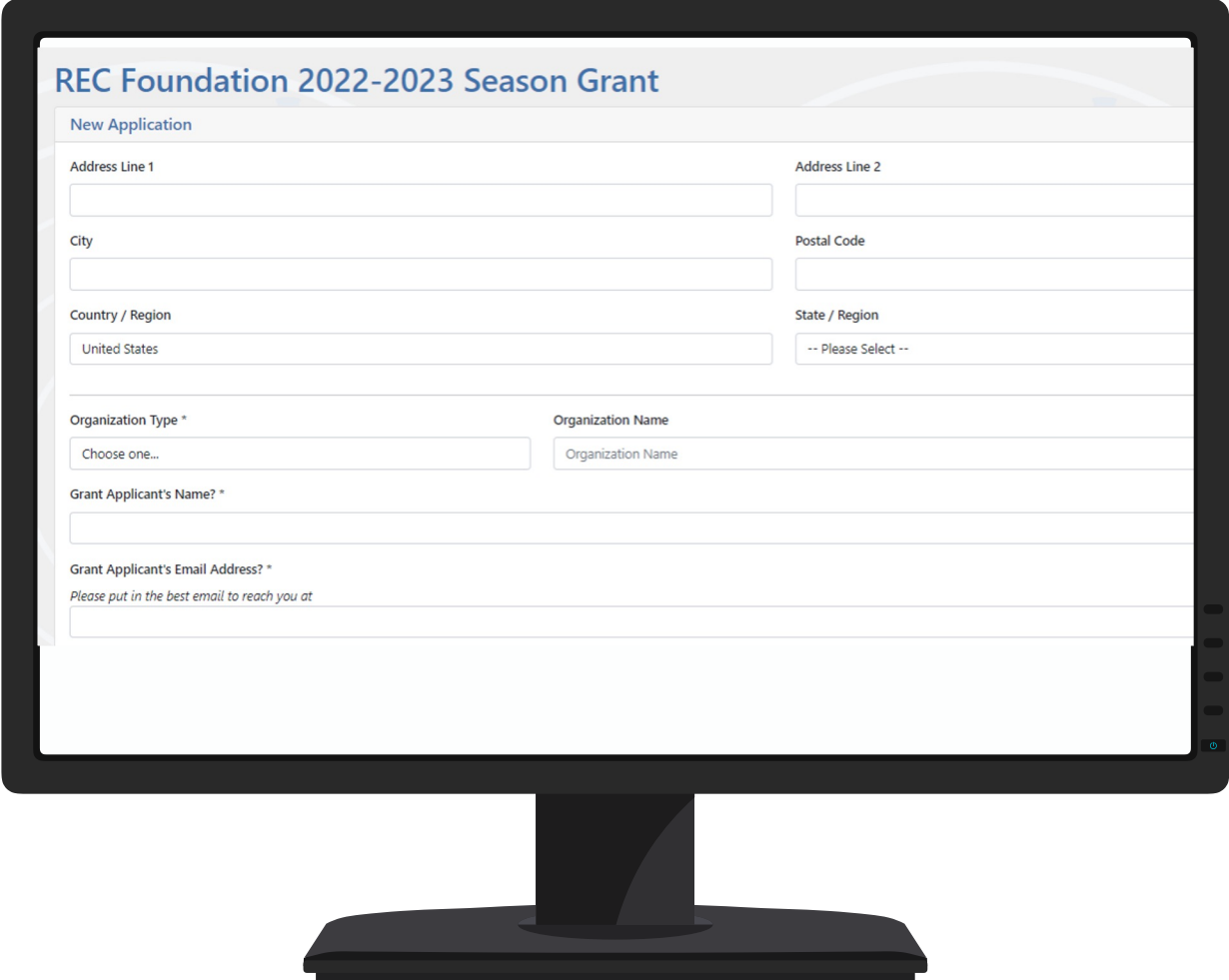
Click on GRANTS

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

REC Foundation 2022-2023 Season Grant

New Application

Address Line 1

Address Line 2

City

Postal Code

Country / Region

United States

State / Region

-- Please Select --

Organization Type *

Choose one...

Organization Name

Organization Name

Grant Applicant's Name? *

Grant Applicant's Email Address? *

Please put in the best email to reach you at

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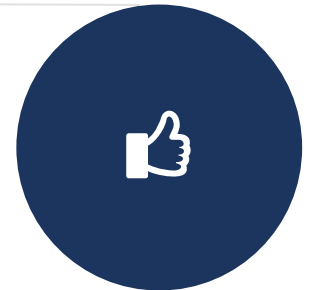
TRADE REGISTRATION FOR HELP
As an EP, you can ask attending Teams for assistance with elements, electronics, etc, in exchange for a "free" registration

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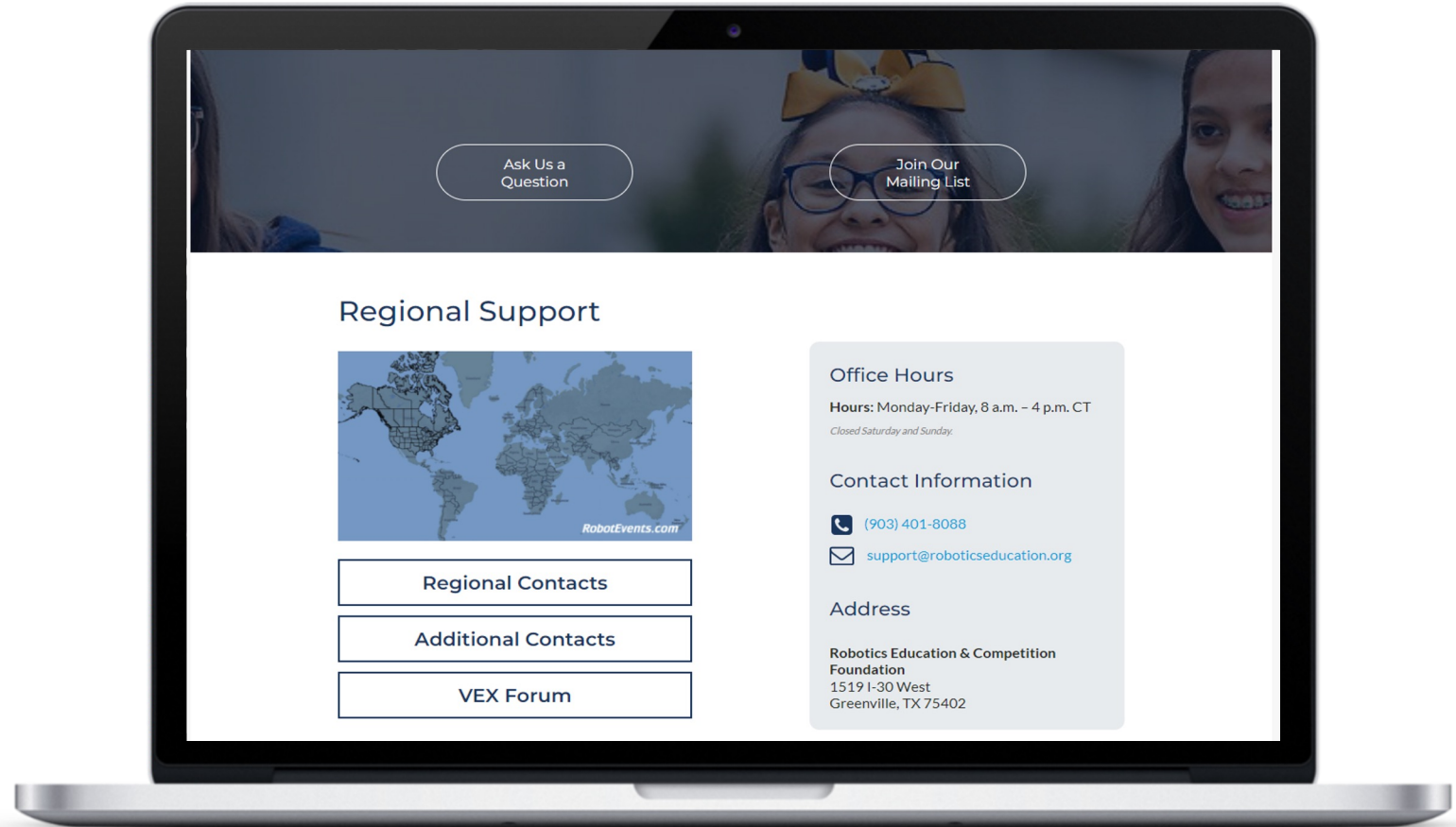Show your Admin the amazing results achieved by sparking an interest in STEM through robotics.

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

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FIND OUT MORE HERE

contact your local REC Foundation representative

Regional Support

Office Hours

Hours: Monday-Friday, 8 a.m. – 4 p.m. CT
Closed Saturday and Sunday.

Contact Information

📞 (903) 401-8088

✉ support@roboticseducation.org

Address

Robotics Education & Competition Foundation
1519 I-30 West
Greenville, TX 75402

Ask Us a Question

Join Our Mailing List

Regional Contacts

Additional Contacts

VEX Forum

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THANK YOU

20 22
REC FOUNDATION
— COACH —
SUMMIT