

Fueling Teams and Events Through Fundraising and Community Partnerships

Presented by:

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Development Manager



ROBOTICS EDUCATION &
COMPETITION FOUNDATION

SUMMIT

AERIAL DRONE PROGRAM

Welcome and Why We're Here

- ◎ Thank you for being trailblazers at our first-ever ADC EP Summit!

- ◎ Your work fuels student success.

- ◎ Today's goal: Equip you with tools, ideas, and confidence to secure funding for your teams and events.



Meet Our Team

We are here to support
you in our Drone Competitions!
Contact us at drones@recf.org to get started.



Nadine Amaya

West and South Central Regions



Shelli Brasher

North Central and Southeast Regions



Louann Cormier

Northeast Region



Lisa Schultz

International Regions



Logan Schreier

Full-Stack Web Developer



The Opportunity: Fundraising isn't just a necessity—it's a chance to build community.

- > 70% of ADC teams are already fundraising in some form
- Events and teams that fundraise often see:
 - Increased student engagement
 - Greater local support
 - Enhanced visibility and sustainability

- **Parents & Families:**
 - Invested in student success
- **Local Businesses:**
 - Want to support youth/STEM
- **Civic Groups:**
 - Dedicated to building up local communities. Ex: Rotary, Lions, Chambers of Commerce
- **Alumni:**
 - Passionate and connected
- **Corporations:**
 - Looking to build workforce pipelines
 - Employee and community engagement
 - Good PR



Who Supports Us

Volunteers

RECF Partners

- Are eager to give back
- Want to be involved
- Are excited to grow with you
- Can help you find resources



Fundraising Approaches That Work

- **Direct Ask:**
 - Letters, calls, one-on-one meetings
- **Events:**
 - Car washes, tournaments, community nights
- **Sponsorships:**
 - Tiered packages or a la carte benefits
- **Grants:**
 - Local foundations and education-focused funds



Team Fundraising Ideas

- Host an open house or demo night
- Sell custom team merch
- Local business give-back nights (Chipotle, local pizza)
- Offer tech/STEM tutoring for kids
- Summer Camps
- Host an event
- Create a "sponsor-a-part" campaign (motors, tools, travel)
- Peer-to-Peer, ShopFloor Coffee



RECF + ShopFloor Coffee Fundraising Program



Our Mission:

At ShopFloor Coffee, we deliver premium, industry-inspired coffee and reinvest in the future of Manufacturing and the Skilled Trades. Every bag of coffee supports the next generation of makers and innovators.

How It Works:

- 1. Register Your Team**
- 2. Launch a Custom Fundraising Page**
- 3. Share Your Custom Link, Sell, and Earn \$\$\$**
- 4. Celebrate Your Success!!**



www.shopfloorfundraising.com

Event Fundraising Strategies

- Secure local business sponsors for signage and shout-outs
- Offer VIP seating or hospitality for donors
- Award presentation/speaking opportunities
- Corporate Volunteer Days to staff event
- Display a donor wall at your event
- Invite local press or elected officials
- Partner with food trucks or vendors for revenue share
 - Fine Design (for larger events)





Best Practices & Things to Keep in Mind

- **Start Early:** Fundraising takes time- plan ahead.
- **Tell Your Story:** People give to people, not just causes.
- **Tailor your pitch:** Know what you can offer in return.
- **Be Clear About Needs:** Be specific- "Help us buy motors" is better than "Support our team."
- **Show Gratitude:** Thank your donors early and often.
- **Stay Organized:** Use spreadsheets or software to track asks and follow-ups.
- **Leverage Your Network:** Don't go it alone– tap into parents, mentors, and alumni.
- **Think Long-Term:** Aim to build relationships, not just raise dollars

Tools & Resources from RECF

- [Customizable sponsorship templates](#)
- [Fundraising Resources](#)
- Guidance on grants and storytelling



Grants

Check out the following resources for grant opportunities, in addition to RECF grants through our incredible partners

Robolink- <https://www.robolink.com/pages/grants-funding>

VEX-
<https://kb.vex.com/hc/en-us/articles/4409969195412-US-Funding-Sources>

<https://stemgrants.com/stem-grants-for-k-12-nonprofits/>

RECF can help with letters of recommendation, data for applications, and success stories





Are you staying current on legislation?

Things to consider

- Join SASA: <https://mysasa.org/> or reach out to richard_craig@recf.org
- Field trip to your capital - set up meetings with your local representative(s)
- Meeting with local lawmakers / councilpersons / education departments
- Local and state representatives should be invited to your competition events
- Have students write letters/emails about their experiences

Thank You.

You're powering the future of
STEM. We're here to support you!

Kate Simmons

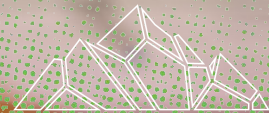
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