

ATTACHMENT B
Fundraising Program
Part II, Line 3

The organization's major funding is corporate donations. Students involved in the First State Robotics' activities contact corporate representations and local businesses to solicit both monetary funding and donated goods and services.

While there is no specific fund-raising committee, all members, especially the students, are encouraged to solicit at least one sponsor each. The attached letter is used at community presentations, sponsor visits, and as a mailing to potential sponsors.

Future plans are to form specific student-lead fundraising committees to give computer based demonstrations outlining our financial goals and needs. We will attempt to concentrate on engineering and tech companies. retain current sponsors and increase the numbers of sponsors, in both the business and private sectors. Organized fund-raising activities, once non-profit status is achieved, are planned. These will include events such as golf outings. All events will be run by volunteers.



FIRST Robotics **Miracle Workerz** 2004

2003

Philadelphia Regional Delphi "Driving Tomorrow's Technology" Award
Chesapeake Regional Finalist
Chesapeake Regional Team Spirit and Sportsmanship Awards

2002

National Competition Team Spirit Award
Philadelphia Regional Chairmar's Award
NASA Langley / VCU Regional FIRST Imagery Award

2001

National Competition Champion
National Competition - Newton Division Champion
Incredible Play Award - National Championship - Newton Division
Philadelphia Regional Champion & #1 Seed
Philadelphia Regional Motorola Quality Award
Mid-Atlantic Regional FIRST Imagery Award

2000

Philadelphia Regional Xerox Creativity in Design Award



Dear Potential Sponsor:

I'm part of a team of high school students and adult volunteers who are gearing up to compete in the **2004 U.S. FIRST robotics competition**. FIRST (For Inspiration and Recognition of Science and Technology) is a national program that immerses high school students in the exciting world of engineering. Teaming up with various professionals from businesses and universities, students get a hands-on, inside look at the engineering profession. Team members can also be involved in graphic arts, computer science, and community relations. In six intense weeks, students and adult volunteers work together to brainstorm, design, construct, and test their robot. The teams then compete in a spirited, no-holds-barred tournament complete with referees, judges and mascots.

Our team, the Miracle Workerz (Team 365), consists of students from local high schools, both public and private, from Delaware, Pennsylvania and Maryland. Last year the team was comprised of 32 students from 15 local high schools and 31 adult volunteers. In 2003, there were over 1000 teams competing from around the country, 335 at the Nationals alone. Our team will compete in two regionals in March 2004 and the National Competition in April 2004. We've already begun preparing team members with general hands-on engineering skills training in motors, pneumatics, programmable controllers and other equipment.

My reason for contacting you is that we need local sponsors to provide donations to our team, one of only two FIRST robotics teams in the area. We need sponsors who can help with expenses such as materials and supplies, food for our team meetings, team jerseys, travel costs, etc. We would appreciate any donation you could supply. What you would get in return is a visible commitment to local youth, the opportunity to come and see what we are doing firsthand, and provide an opportunity for students to explore engineering and technology careers.

If you would like more information about our program, please check out our website at www.moe365.org. In the SPONSORS section, we recognize the companies that support us by highlighting their logos and linking to their websites. Information on the many ways you can donate money or materials is also presented. Examples of extensive media coverage of the Miracle Workerz are shown in the MOE IN THE MEDIA section. You can browse the website and learn more about our program, as well as follow a link to the national FIRST organization. Please feel free to contact John Larock (John.A.Larock@usa.dupont.com 302-892-7263) or Karen O'Brien (610-932-4755) with any comments or questions!

On behalf of the entire Miracle Workerz team, I thank you for your consideration!



The following details the various levels of sponsorship.

Sponsor levels (\$ or equivalent):

\$15,000	Name identified with team
\$4,000	Name on robot
\$1,000	Name on banner
\$500	Name on shirt
\$250	Shirt

Food sponsor for a team meeting
(\$125 or enough food for 40-45 people)

Business name will be prominently displayed in team conference area & lunch room

All sponsors will receive a team picture!

Sponsors will be listed on the team website and advertised to all teams.

Donations of food for team meetings, materials and supplies, and travel services are also welcome!

Examples:

Materials: Building supplies, hardware, paint, lumber, arts and craft supplies, digital video and photographic equipment and supplies, computers and supplies, team clothing, team promotional items, banners

Services: Parts fabrication, printing and copying, transportation

Food: Pizzas, subs, sandwiches, fast food, snacks, beverages

Why do we especially need food donations? During our design/build/test period (January through early March) we meet from 5 to 8:30 pm on Monday, Tuesday and Thursday. Having food at these meetings maximizes our time spent developing our robot.

DuPont Miracle Workerz

DuPont FIRST Robotics

SPONSOR INTEREST FORM

MIRACLE WORKERZ' MISSION

The Miracle Workerz' (officially DuPont FIRST Robotics, and also known as MOE, Miracle of Engineering) mission is to bring a real-life engineering experience to high school students. By working as equals with practicing engineers, students have a "once-in-a-youth" opportunity to solve an engineering problem with real project restrictions, deadlines, and frustrations.

RECOGNITION OF SPONSORS

Sponsor support is essential for carrying out our mission. We greatly appreciate this support, and recognize all our sponsors on our web site, with your logo and a link to your web site (check out our Sponsor section at www.moe365.org). Near the end of the season, each sponsor also receives a Team Photo, sent by a Student Team Member.

A complete list of sponsor recognition levels (cash or equivalent value) is given here. Sponsorship at any level includes all recognition items up through that level.

\$15,000	Name identified with team
\$4,000	Name on Robot
\$1,000	Name on Banner
\$500	Name on Team Shirt
\$250	Team Shirt
All	Team picture
All	Recognition on Web Site

HOW TO BECOME A MOE SPONSOR

There are many ways to become a MOE sponsor, as illustrated on page two. Feel free to discuss your potential contribution with John Larock, Team Leader. He can be reached:

E-mail: john.a.larock@usa.dupont.com

Phone: 302-892-7263

With a specific donation in mind, please complete the form on the third page, and return it via e-mail to John Larock. Thank you!

DuPont Miracle Workerz – Sponsor Interest (cont.)

SPONSORSHIP OPPORTUNITIES

The team has many opportunities for sponsors to contribute to this unique effort, from money to supplies to services. Some examples follow, but don't be discouraged if your offering is not listed – check with John Larock (see page 2) to understand how your offering can meet our needs.

MONETARY DONATION

The preferred form is a check made out to “DuPont FIRST Robotics”

SUPPLY & EQUIPMENT DONATION

The team can always use supplies. Some examples of what we use are:

- Tools
- Materials (wood, metal, PVC, etc.)
- Electrical supplies
- Pneumatic supplies
- Food (snacks, drinks, dinner foods, etc.)

SUPPLY & EQUIPMENT DISCOUNTS

We also are in need of supply discounts. Some examples are what would be helpful are:

- Building supply stores
- Grocery stores
- Restaurants
- Art supply stores
- Department stores
- Sports equipment stores

SERVICES

Types of services that are helpful include the following:

- Machining
- Welding
- Copying / printing
- Transportation
- Lodging
- Advertising

DuPont Miracle Workerz

DuPont FIRST Robotics

SPONSOR INTEREST FORM

SPONSOR NAME:
SPONSOR MAILING AD

SPONSOR CONTACT NAME:
SPONSOR CONTACT PHONE:
SPONSOR CONTACT E-MAIL:

DO YOU HAVE A COMPANY LOGO:
IF YES, MAY WE USE IT TO RECOGNIZE YOU AS A SPONSOR?
IF YES, WHERE CAN WE FIND A COPY OF THE LOGO (gif or jpg preferred)?
DO YOU HAVE A WEBSITE:
IF YES, WHAT IS THE URL?

TYPE OF SPONSORSHIP:

- Monetary Donation
- Supplies
- Supply Discount
- Services

DETAILS OF SPONSORSHIP:

ESTIMATED VALUE OF SPONSORSHIP:

SPONSOR COMMENTS: