

2013

FTC 4140 Fish in the  
Boat



Business Plan

# Contents

<b>Executive Summary</b> .....	<b>3</b>
○ <b>Mission Statement</b> .....	3
○ <b>Date Fish in the Boat began:</b> .....	3
○ <b>Sponsors, Team Members, Location:</b> .....	3
○ <b>Outreach &amp; Services Rendered</b> .....	3
○ <b>Summary of team growth</b> .....	4
○ <b>Summary for future plans</b> .....	4
<b>Introduction</b> .....	<b>5</b>
○ <b>FTC 4140 - Fish in the Boat</b> .....	6
○ <b>Rationale</b> .....	6
<b>Team Overview</b> .....	<b>7</b>
○ <b>Mission statement</b> .....	7
○ <b>Team values</b> .....	7
○ <b>At a glance: FIRST Tech Challenge Team 4140 – Fish in the Boat</b> .....	7
○ <b>Team 4140 Organizational Chart</b> .....	8
○ <b>Team history</b> .....	8
○ <b>Current Position</b> .....	9
- <b>Tasks vs. Goals</b> .....	12
<b>Sponsors/Stakeholders</b> .....	<b>13</b>
<b>SWOT Analysis</b> .....	<b>15</b>
• <i>What is SWOT?</i> .....	15
• <i>Strengths</i> .....	16
• <i>Weaknesses</i> .....	16
• <i>Opportunities</i> .....	16
• <i>Threats</i> .....	16
<b>Game strategies</b> .....	<b>19</b>
○ <b>Competition goals</b> .....	19
<b>Team income and expenses</b> .....	<b>20</b>

# Executive Summary

## ○ Mission Statement

Our mission is to learn science and engineering principles through participation in FIRST robotics programs and to create a strong, sustainable, and active FIRST hub in our community utilizing our ever-growing network of teams, mentors, and volunteers to spread the benefits of FIRST.

## ○ Date Fish in the Boat began:

September 2005

## ○ Sponsors, Team Members, Location:

### Sponsors

- Lockheed Martin – Financial support and mentoring
- PTC – financial support and modeling software
- M2Consulting – financial support
- United Technologies – mentoring, financial support
- Delmar Company – plastics, financial support
- BTD – financial support
- Donner Laser Company – metal machining
- PaR Systems – financial support
- Cornerstone Copy Lakeville – Printing
- Knights of Columbus Council 8367 – financial support
- Line-X – robot lamination

### Team members:

- Erin Mitchell – 17, Senior
- Crystal Huynh – 17, Senior
- Brandon Kaas – 16, Junior
- Adrienne Hester – 17, Senior
- Merissa McDowell – 17, Junior
- Piper Bourassa – 17, Senior
- Gabrielle Houle – 17, Senior

Location of team: Scott's Basement, Lakeville, MN

## ○ Outreach & Services Rendered

Outreach is our primary focus. We love inspiring other students and professionals. We service the industry by preparing students with mechanical, teamwork, software, and communication skill sets that otherwise would not be developed.

- **Summary of team growth**

Because we are an older team of students, we recognize the responsibility we have to give back to the FIRST program that we grew up with. Over four years as a FIRST Tech Challenge team we have worked with over 300 FIRST teams as mentors, as coaches, and as collaborators in the program, all with the objective of spreading the FIRST passion. Over nine years as a team we have developed relationships with teams and people across the country creating an exponentially growing network of people.

- **Summary for future plans**

We are prepared to grow the FIRST program and to share its benefits. To put it simply: get FIRST everywhere. We foster and will continue to foster new FIRST teams and continue the expansion of FIRST in Minnesota. FTC itself doubled this year, and we expect the growth to continue. Instead of introducing new team members to continue Fish in the Boat, we have decided to create multiple other teams in our area to strengthen the program in our school district and community and provide more kids with the opportunity to participate in FIRST.

## Introduction

- **FIRST**

*FIRST*® (For Inspiration and Recognition of Science and Technology) was founded by inventor Dean Kamen to inspire young people's interest and participation in science and technology. Based in Manchester, New Hampshire, *FIRST* is a 501(c)(3) not-for-profit public charity.

*The FIRST* mission is to inspire young people to be science and technology leaders, 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.

As a volunteer-driven organization, *FIRST* is built on partnerships with individuals as well as businesses, educational institutions, and government. Some of the world's most respected companies provide funding, mentorship time and talent, and equipment to make *FIRST'S* mission a reality. You join over 90,000 committed and effective volunteers who are key to introducing close to 250,000 young people to the joy of problem solving through engineering.

- **FIRST Tech Challenge (FTC)**

*FIRST* Tech Challenge (FTC) is the newest addition to the family of *FIRST* programs. FTC grew out of a need for a mid-level robotics program to transition teams from *FIRST* LEGO League to the *FIRST* Robotics Competition. Piloted for two years as the *FIRST* Vex Challenge, FTC became an official *FIRST* program and was renamed *FIRST* Tech Challenge in 2007.

The *FIRST* Tech Challenge is a student-centered activity that is mentor supported and is about giving students a unique and stimulating experience. We want students to learn the value of teamwork and to respect everyone's ideas and contributions to the team. The *FIRST* Tech Challenge allows high school students to work hand-in-hand with technical professionals to develop a solution to the annual challenge. *FIRST* values are about appreciating our differences and learning what those differences add to our lives. *FIRST* programs succeed most fully when team members bring the *FIRST* values they learn back to their communities.

The FTC Competition Kit challenges students' creative problem-solving skills by enabling them to build robots that do amazing things. Students design and construct robots which can be autonomously programmed or operator-controlled to perform various tasks that expand the boundaries of experimental intelligence.

Each tournament features alliances, which are comprised of two teams, competing against one another on the playing field. Teams work to overcome obstacles and meet challenges, while learning from and interacting with their peers and adult Mentors.

*FIRST* Tech Challenge teams receive each year's game during a September Kickoff. The game's rules and regulations are provided on the [www.usfirst.org](http://www.usfirst.org) website.

- **FTC 4140 - Fish in the Boat**

Through participating in FLL for six years and FTC for four, we have taken the *FIRST* program and expanded it across the state and country, working through connections we have made over the seasons we have competed. Our objective as a team is to expand *FIRST* not only in our local community but in Minnesota and on a nation-wide and world-wide scale through working with our local community education program and school district, connecting with our growing network of corporate sponsors and mentors, communicating with friend teams across the country, and promoting *FIRST* through our outreach and mentorship.

- **Rationale**

We have developed a business plan for this season to detail our objectives and goals as a team as well as how we are going to best use our resources to promote the growth and sustainability of *FIRST*.

## Team Overview

### ○ **Mission statement**

Our mission is to learn science and engineering principles through participation in FIRST robotics programs and to create a strong, sustainable, and active FIRST hub in our community utilizing our ever-growing network of teams, mentors, and volunteers to spread the benefits of FIRST.

This means that we inspire other teams through our own work, designing and implementing successful competition strategies that are designed to challenge the engineering abilities on the team. Each year we step up our competition and modify designs that worked well in past seasons to fit this season, learning from our successes and failures and implementing the engineering process of brainstorm, prototype, test, and redesign in all aspects of FIRST: outreach, technical, and business strategies.

### ○ **Team values**

FIRST is about more than building a robot. It is designed to promote STEM and STEM education while learning important teamwork, public speaking, and entrepreneurship skills imperative for all careers. We embrace the program and aim to raise the bar and continually improve not only ourselves as a team but as individuals and through this inspire others to do the same.

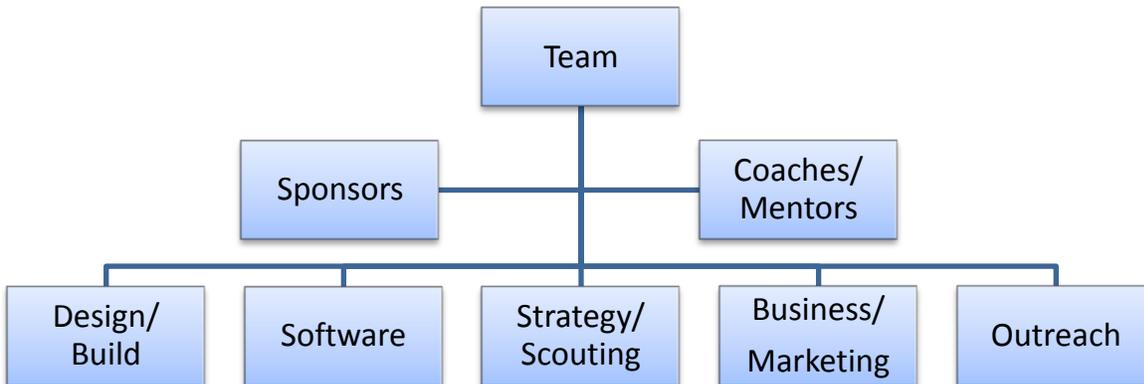
We compete in the spirit of Gracious Professionalism and share this spirit with all other FIRST teams. Fish in the Boat is well recognized and we set an example of professionalism, albeit while demonstrating our team spirit with tutus and hats and green.

Fish in the Boat aims to carry FIRST with us after we graduate. We will do this by not only taking the skills and abilities we have gained and developed and using them in college and in the workforce but also by creating, coaching, mentoring, and volunteering with FIRST teams after we age out of FIRST. We do this to share FIRST with the generation of students after us and to give back to the program that built us.

### ○ **At a glance: FIRST Tech Challenge Team 4140 – Fish in the Boat**

Team 4140 is a FIRST Tech Challenge team that participates in annual FTC competitions in Minnesota the surrounding Midwest. Fish in the Boat has been competing as a team for nine years, starting in 2005 in FLL, holding a double FLL/FTC season in 2010, and transitioning fully into FTC in the 2011 season. Because we started in FLL, we learned the value of competing in all aspects of the program. If you do not come up with a research project in FLL, you are not eligible to win any robot awards, and so we took the same approach to FTC. We participate in all aspects of FTC, from outreach and marketing to a competitive robot and have felt more successful because of it.

- **Team 4140 Organizational Chart**



- **Team history**

Fish in the Boat is entering our ninth season in FIRST. The team started in 2005 in FIRST LEGO League. We made it to the MN State FLL tournament each year, winning 22 awards in FLL in all parts of the program: research, technical, and teamwork.

The 2010-2011 season was our last year in FLL before the core team aged out, so we made the decision to run a double season in FLL and FTC. We finished fourth in State in FLL, winning a judges award at the State tournament, and after competing in the MN FTC state championship in early March, we were honored to be part of the finalist alliance and we won the Inspire Award, the most prestigious award offered in FTC, qualifying us to compete in the FTC World Championships, held in St. Louis, Missouri.

We have competed in FTC since then, qualifying for the FTC World Championships each year. The 2012-2013 season was our most successful season by far. Competing at the World Championships as both Wisconsin State Inspire Award Winners and Minnesota State Champions, we won the robot game at the World Championships, also winning the PTC Design Award for our use of computer animated design (CAD) software, and were finalists for four of the six judged awards, including the Inspire Award.

This will be our fourth year in FTC and we are determined to make it more successful than ever, a big challenge we are dedicated to accomplishing

## ○ **Current Position**

We aim to change the Minnesota FIRST landscape. This year we have played a major role in establishing FLL teams in our local community and school system, as well as establishing a strong FTC program in our high school, coordinating a class based around the Tetrax building system, working with FLL teams to transition smoothly into FTC, coordinating and hosting the FTC kickoff, aiding the new FTC partner High Tech Kids in the running of FTC, helping FTC and FLL teams around the state with startup questions, and working with FRC teams around the state to establish FLL and FTC teams and feeder programs.

We've been volunteering in FLL for six years. We have filled all positions available at a FLL tournament – judge, referee, runner, data entry, tournament director, and check-in, and fill whatever positions are needed at a tournament. Over six years we have been referees and judges for over 900 teams, and that number does not include tournaments we were not judges or refs for, nor does it include this year. We love volunteering at tournaments and are very recognizable by our team hats. We can walk in to most any FIRST event in the state of Minnesota and will be recognized as Fish in the Boat because we volunteer so much.

By the end of the season this year we will have mentored at least 36 FLL teams, mentored or partnered with over 100 FTC teams, and have worked with 13 FRC teams.

- FIRST programs and Fish in the Boat

As a member of the FTC Winning Alliance at the 2013 FTC World Championships and Wisconsin Inspire Award Winner and Minnesota State Champions we feel as it is our responsibility to act as Ambassadors for the FIRST program. We are actively recruiting other premiere teams in Minnesota to do the same and work to raise the competition level of FIRST and promote STEM.

- FLL

MN has one of the top five largest partners for FIRST LEGO League worldwide, with 553 teams competing this year. In our local community we are working with community education and our school district as well as helping start basement teams for a growth from three to twelve FLL teams in three years.

Because we got our start in FLL, we feel it necessary to give back to the program in as many ways as possible, starting and mentoring other teams, working with HTK to have a successful season, running two qualifying tournaments, volunteering at tournaments, and working to create a stronger MN program.

We are working with Ignite! at Oak Hills Elementary to host a week-before-tournament FLL scrimmage and mock judging session, inviting all the Lakeville FLL teams and the Burnsville FLL teams to attend. We will be the mock judges and referees, preparing teams for competition.

We are mentoring teams in Lakeville and Burnsville, both in person and over email, helping rookie coaches figure out what FLL is all about and connecting FLL teams to other FIRST teams.

We are running two FLL regional qualifiers this year. Fish in the Boat was the first team in Minnesota to run an FLL tournament, and this will be our third year doing so. The team is made up of FLL certified judges and referees, and we volunteer at many other regional tournaments, and at the state competition.

Because we volunteer and host so many events, we are a very well recognized team. We can walk into most any FLL event and be recognized as Fish in the Boat. Part of this is attributed to our green hats and team spirit, but we really enjoy giving back to the FIRST community and have developed a legacy in FLL of the successful, visible team who has embraced the FIRST program and wants others to as well.

- FTC

Fish in the Boat has competed in FTC for four years, playing a large part in the overall expansion and growth of FTC in Minnesota. We have held kickoff two years in a row, each year working with the partner to make the event a success. Fish in the Boat has held the only two FTC workshops ever in the state of Minnesota and we are working with FRC and FTC teams to hold more, are inviting teams to participate and present in our workshops to highlight their strengths, share their knowledge with rookie teams, and inspire them to expand their team's outreach.

This year, we are holding an FTC qualifying tournament. The 2013-2014 season of FTC is the first in which Minnesota has had a qualifier-championship structure, with the number of teams more than doubling from 36 last year to 73 this year.

Two years ago, we started one FTC team at our high school, and they grew to two last year. We have also helped with the implementation of a tetrix-based class piloted this year, and aim to grow the program at our high school even bigger. We worked with FRC team 3184 Blaze Robotics last year to start one FTC team and the interest has grown so much in Burnsville that the program has grown to four teams this year.

We aim to inspire other FTC teams to perform community outreach and to inspire others because FIRST is not just about the robot, it's about inspiring the next generation of STEM.

- FRC

Last year began our major involvement with FRC, and we have quickly grown recognizable at many FRC events, from attending tournaments in Duluth and at the University of Minnesota, workshops hosted by GOFIRST, and demoing at Robotics Alley.

We collaborated with FRC team 3018 Nordic Storm last year on a peer-to-peer scale, trying to increase the cross-collaboration between FIRST programs in Minnesota. Fish in the Boat has also worked with FRC team 2169 King TeC, having them present at our workshops on things like the engineering notebook and scouting.

We are very involved with FRC team 3184 Blaze Robotics this year, teaching them how to mentor FLL teams and working with them on fundraising and sponsorship. We are member-sharing this year, with team members participating on both teams. We are going to work with them to host a scrimmage this year and an FTC qualifier next year.

Our involvement in FRC is only going to grow this year as our recognition in the FIRST program in Minnesota increases.

- **Tasks vs. Goals**

As a team, we have developed the chart below to show the criteria of the different awards in FTC: our goals; next to what we do as a part of FIRST: our tasks. The checked boxes are that the task we complete meets the criteria for one or more of the awards in the competition.

		Tasks																											
									Demos							Fundraising													
		Build Robot	Program Robot	Engineering Notebook	Outreach	Game Strategy	Scouting	Drive Practice	Design Robot		General Public Awareness	Expand FIRST Programs	Engineering Community	Corporate Sponsors	Shepherd FLL teams to FTC	Mentor FTC Teams	Workshops & Scrimmages	Corporate Sponsors	Participation Fees	Donations	Other Activities	Wisconsin Tournament	Minnesota Tournament	World Championship					
Goals	Awards	Inspire Award	X	X	X	X	X	X	X		X	X	X	X	X	X	X	X	X	X	X	X	X	X					
		Connect Award	X	X	X	X	X					X	X	X	X	X	X	X	X	X	X	X	X	X	X				
		Motivate Award			X	X											X						X	X	X				
		Rockwell Collins Innovate Award	X	X	X		X			X							X						X	X	X				
		Think Award	X		X		X			X							X						X	X	X				
		PTC Design Award	X		X		X			X							X						X	X	X				
		Promote Award										X	X	X	X	X	X						X	X	X				
		Performance Awards	X	X			X	X	X	X							X						X	X	X				
	Good Standing	Website				X																							
		Demonstrations	X	X	X	X	X	X	X	X		X	X	X	X														
		Expand FTC in MN	X	X	X	X	X		X																				
		Expand FLL in MN				X	X																						
	Marketing	Team Image			X	X			X	X																			
		Branding				X		X				X	X	X	X	X	X	X					X	X	X				
		Business Plan	X	X	X	X	X	X	X	X		X	X	X	X	X	X	X	X	X	X	X	X	X	X				
		Press Releases			X	X																							
		Event / Team Documentation	X	X	X	X			X																				
	Skills	Program / Project Management	X	X	X	X	X	X	X	X		X	X	X	X	X	X	X	X	X	X	X	X	X	X				
		Entrepreneurship	X							X		X	X	X	X	X	X	X	X	X	X	X							
		Return on Investment	X	X	X	X	X	X	X	X		X	X	X	X	X	X	X	X	X	X	X	X	X	X				
Budget / Finances		X	X						X									X	X	X	X	X	X	X					
Time Management		X	X	X	X	X	X	X	X		X	X	X	X	X	X	X	X	X	X	X	X	X	X					
Public Speaking					X						X	X	X	X	X	X	X	X				X	X	X					

## Sponsors/Stakeholders

M2Consulting is one of our biggest supporters. Because it is a team member's father's company, we have connected, demoed, practiced presentations, and reviewed previous iterations of business plans with the team.



Delmar has been one of our largest sponsors since the beginning of our competition in FTC. They have not only supported us financially but they have provided us with plastics, plastics glue, and plastics expertise.

Lockheed Martin has sponsored us financially since 2010 and is our largest sponsor. We have demoed at their Egan facility and worked with mentors from Lockheed.



Lakeville Cornerstone Copy has been a huge supporter of Fish in the Boat during our time in FTC. They have sponsored us with business cards, sponsorship folder material, rulebooks to give out during kickoff, banners and pit materials, and laminating signs.

PTC has provided us with their Creo CAD software as well as grants each year of our participation in FTC. We have attended their CAD workshops, taught their software to other teams, and demoed at one of their workshops.



BTD has sponsored the team monetarily since 2011, one of our original FTC sponsors. They are located in the Lakeville Industrial park and we have toured their facility several times. They have also provided us with weights for the front of our robot.

DLC laser cut the sheet metal for our robot. We toured their facility with FRC team 3018 Nordic Storm and have returned to perform a demo. They have the ability to cut through 1.5" thick steel so 1/8" inch aluminum was no problem for them.



PaR Systems sponsored Fish in the Boat for the 2012-2013 season. Fish in the Boat has demoed at their facility twice as well as putting on a presentation for national engineering week.

UTC has sponsored Fish in the Boat monetarily since 2012. Dan McDowell, an UTC employee has mentored the team since 2011



Stratasys has 3-D printed parts for Fish in the Boat's robot and is now the primary sponsor of FIRST Tech Challenge in Minnesota.



Throughout the season, Fish in the Boat aims to add to this list as we find and encourage more sponsors to come aboard with us in our FIRST experience.

**Thank you sponsors!!!**

## SWOT Analysis

- *What is SWOT?*

Abbreviation for Strengths, Weaknesses, Opportunities, and Threats: an analysis of a product made before it is marketed.

~From [www.thefreedictionary.com/swot](http://www.thefreedictionary.com/swot)

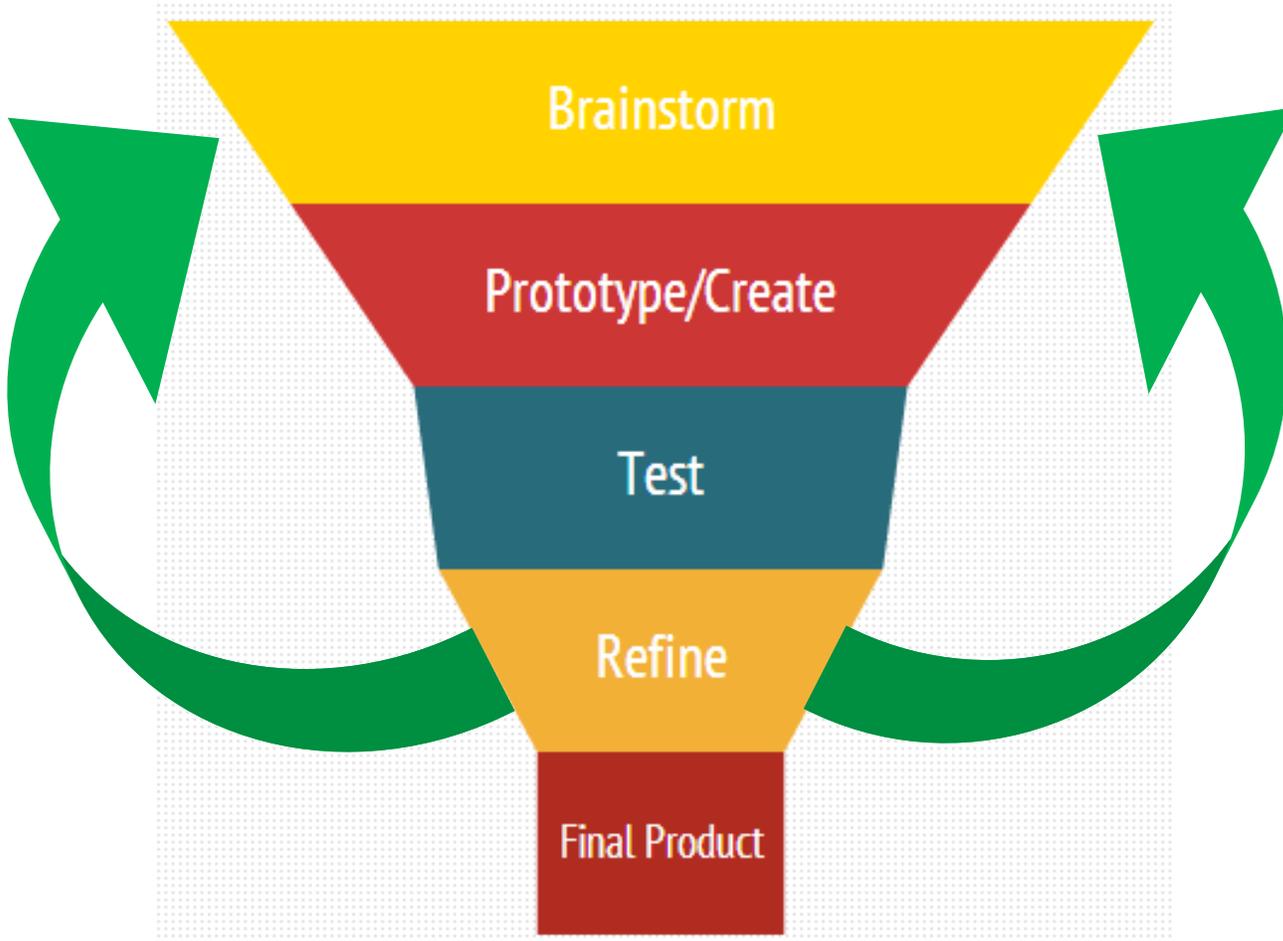
In this case, we use this to determine our next steps as a team. We want to accept our weaknesses as a team and work with them to turn them into strengths. This is our first analysis as a team and it influenced our goals and objectives for the year.



- *Strengths*
  - Fish in the Boat faces challenges and tasks head on, determined to succeed. From that we determine the strengths of **dedication** and **motivation**.
  - We work with conflicts and problems that arise, implementing our strategic engineering process in everything we do, from which we derive the strengths of **adaptability** and **resilience**
- *Weaknesses*
  - Even though the team name Fish in the Boat may be retiring after nine years, the hub we have created in Lakeville and the programs we have influenced in FIRST continue to grow and expand. The FLL program in the community has expanded from three teams three years ago to twelve this year because of our work with the school district and community education. The FTC program at our high school continues to grow, and an FTC-based robotics class is being piloted in the high school this year.
- *Opportunities*
  - Self-funding – we recognize this as an opportunity to partner with the engineering community locally and on a statewide scale. Because we are not funded by the school system, we rely on sponsors and our fundraisers to support us through the season. This has taught us about public speaking, how to effectively market the team, and has created a business-like environment.
  - Strong Outreach/the FIRST environment – we have created an environment for FIRST to thrive in our community, from starting two FLL teams at a local elementary school and growing that program to four, starting FTC at our high school, implementing an FTC-based class as an elective, working with community education to offer FLL as an extracurricular, and mentoring basement teams to further their success.
- *Threats*
  - Scheduling challenges – as a team of juniors and seniors in high school, we are busy preparing for college and have to balance school, robotics, jobs, other extracurricular activities, and personal lives. This creates quite a challenge for us. But this teaches us a very important skill: time management.
  - Sponsorship challenges – we are a self-funded team so we have had to learn how to effectively market ourselves. We have learned how to give sponsorship presentations, put together official letters, create an organized system, and put together phone conversations.

## Strategies and Planning

We design our tasks and their implementation around the four phases of the engineering process.



As well as implementing the engineering process in everything we do, we have several longstanding objectives as a team.

Over nine years as a team, we have become more of a family than a team. We spend time together outside of meetings, work on school projects together, and work together throughout the year. As a team, we address problems as they arise, with team commitments, scheduling, and productivity. We know that school comes first and robotics second, and as juniors and seniors know that schedules are difficult so we have a loose schedule as a team.

We have several main objectives when we perform community outreach, all relating back to not only growing the FIRST program but growing the next generation of professionals

- To increase Lakeville's awareness of FIRST and its benefits.

- To give back to the program that has taught us so much
- To create, mentor, and provide assistance for FIRST teams locally, in Minnesota and nationwide
- To increase cross-collaboration between the FIRST programs in Minnesota through connecting teams with other FIRST teams in the area, providing opportunities for teams to work together, and creating a comfortable FIRST atmosphere centered on the advancement of knowledge.

In working with our local engineering community we aim to:

- Partner with corporations to work with us to give FIRST teams new skill sets or opportunities that they otherwise may not have had. We have worked with PTC to create a CAD workshop at our FTC season kickoff. We have connected with Stratasys to demo a 3-D printer and hold a workshop at kickoff this year as well.
- Connect with engineering mentors and corporations to better our robot design and concepts. We have connected with our sponsors and received robot feedback from them as well as how to work with some of the tools they provide us.

## Game strategies

- **Competition goals**

As 2013 World Champions, 2013 Minnesota State Champions, and 2013 Wisconsin Inspire Award Winners, we aim to be as highly competitive this year as the last.

We practice iterative design in FIRST Tech Challenge, which translates especially to our robot. The 2013-2014 season of FTC is called Block Party, and the challenge is .....

Over four years in FTC, we have developed a drive train system that is robust and well designed. With four omni wheels and four rubber wheels evenly spaced throughout our robot we can pivot in the center of our robot. The wheels are on four rockers, a rubber wheel and an omni wheel on each. This allows us to “rock” over any field elements that involve us driving over them. This year it allows us to drive smoothly on to the platform in the center of the field.

We will be competing at a minimum of three tournaments this season, one qualifier on November 16<sup>th</sup>, a second on January 25<sup>th</sup>, and the Minnesota State Championship on February 22<sup>nd</sup>. We also aim to compete at the Wisconsin State Championship in early February, the North Super-Regional at the beginning of April, and the 2014 FTC World Championships at the end of April. Those depend on space available and advancement criteria.

With so many tournaments possible, we recognize the importance of iterative design. For our first tournament we have set goals: be able to score the IR and get onto the ramp in autonomous, kick blocks out of our way, score blocks in the low goal, and play heavy defense in driver-controlled mode, spin the flag and hang during endgame, and perform a double-hang with our alliance partner.

For future competitions we have several more design ideas, including a gearbox and a block shooter, already in different stages of development and prototyping.

## Team income and expenses

The following three pages document where our funding comes from, where it goes to, and what our expected expenses are for the upcoming season are. We calculate these numbers based on past expenses from previous seasons. Both are updated in a separate Excel spreadsheet and then added to this document.

Team Income:

This includes sponsorship, materials time, family donations, concessions from events we run, and grants received from companies.

Category	Estimated Income	Last Year Reference	Estimated Income Notes
<b>Sponsors</b>	<b>\$9,050</b>	<b>\$8,400</b>	
PTC	1000	1000	Awarded for 2013 season
M2 Consulting	1000	1000	Awarded for 2013 Championship
BTD (formerly Performance Tool & Die)	750	750	Awarded for 2013 season
Lockheed Martin		2000	Awarded for 2013 season & Championship from LM-MS2 in Eagan
Goodrich	1000	1000	Awarded for 2013 season
Delmar	500	500	including \$200 in sheets of plastic
McDonald Eye Care Associates	250	250	
Meyer Borgman Johnson	250	250	
Cornerstone Printing	200	200	In the form of printing
Donner Laser Company		750	laser cutting sheet metal
Arnold Orthodontics	100	0	
Linex		200	linex-ing the robot
Unidentified New Sponsors	3500		
<b>Other Fundraising Activities</b>	<b>\$4,200</b>	<b>\$4,800</b>	
Century FLL Tournament Concessions	3000	2000	From the Century Middle School Tournament
FIRST e-watt Lightbulbs	0	200	
FTC Kickoff	200	100	concessions at kickoff
Go Fund Me	1000	2500	for 2013 Champs
<b>Team Participation Fees</b>	<b>\$0</b>	<b>\$1,120</b>	
Member Fees	0	1120	
<b>Non-Sponsor Donations</b>	<b>\$500</b>	<b>\$600</b>	
Family and Friends of Fish in the Boat	500	600	
	Estimated Income	Last Year Reference	
<b>Totals for 2011 Season</b>	<b>\$13,750</b>	<b>\$14,920</b>	



## **Future Plans**

We want to expand the FIRST program and improve the experience. We have created a sustainable and strong FIRST hub in Lakeville and are working to expand that to our surrounding suburbs and have the growth continue across the state.

We aim to inspire the teams we mentor to continue growing in FIRST the way we have: fully embracing the program, competing as gracious professionals in the spirit of competition, and developing strong relationships with not only other FIRST teams but the local community and general public.

We want our legacy to live on even when our original members age out of the program; shown by the impact we've had on students, coaches, and mentors, and with the hope that FIRST will be available to everyone. We will not be finished with FIRST after competing – we will return as coaches and mentors, tournament directors and volunteers, always to see kids light up when their robot works, when their programming is nice and neat, when they get up to give a presentation and stand tall and proud, confident in their abilities, and so that they can have the same experience in FIRST we have.