

## 2014-2015 Fundraising Contest Rules

WESTA (<http://www.westaustin.org/>) is very pleased to announce the 2014-2015 fundraising contest to help fund our programs and the explosive growth we have sustained over the past few years. This contest is designed to give all robotics team members responsibility for fund-raising, and to give credit to all team members who take that responsibility seriously.

### Overview:

- Fundraising contest in 2 parallel tracks: (1) among the team; (2) among the pitchers.
- One first place in each track, one second place in each track, 4 honorable mentions in each track.

### Prizes:

- 1st place: guaranteed \$500 scholarship from WESTA plus \$50 iTunes gift card
- 2nd place: guaranteed \$250 scholarship from WESTA plus \$25 iTunes gift card
- 4 honorable mentions: \$15 iTunes gift cards

### Rules:

- To be eligible to win 1st prize, must raise a minimum of \$7000. To be eligible to win 2nd prize, must raise a minimum of \$5000. To be eligible to win an honorable mention, must raise a minimum of \$2000.
- All robotics team members are eligible for this contest: middle schoolers at West Ridge and Hill Country; high schoolers in robotics classes at Westlake; and high schoolers on the team but not in robotics classes at Westlake.
- Scholarships do not bar you from applying from WESTA's normal academic/activities-based scholarships; nor will fundraising scholarships be considered when determining other WESTA scholarship awards.
- Scholarships are cumulative; if you win 1st place as a freshman, a sophomore, a junior, and a senior, you'll go to college with \$2000 in scholarship money from WESTA. If you are a fund-raising maestro and win every year starting in middle school, you'll go to college with \$3000 in scholarship money from WESTA.
- All referrals and close information must be turned in to Jean Anne Booth, [jeanne.booth@gmail.com](mailto:jeanne.booth@gmail.com). Multiple referrals of the same contact are awarded to the first referral. If they come in at the same time, both referrals will get credit.
- Fundraising ties will be broken by a random drawing.
- Contest dates run from September 10, 2014 to December 19, 2014. To get credit for funds raised prior to the announcement of the contest but within the contest date window, contact Jean Anne Booth at [jeanne.booth@gmail.com](mailto:jeanne.booth@gmail.com) with the specifics of the funds raised and the team-member who should receive credit. Jean Anne will validate the data prior to crediting a team-member's fund-raising account.
- *To get credit as a (non-pitching) team-member:*
  - Refer potential sponsors that you have hooked with an elevator pitch to the master fundraising list. You must have full contact information for the potential sponsor. If they get closed by a pitch team, you get credit!
  - **Special referral rule:** You cannot refer your nuclear family, your family trust fund, or a business that a nuclear family member owns. Using the FIRST culture of Cooptition (<http://www.usfirst.org/aboutus/gracious-professionalism>), someone else will get credit for your immediate family connections.

- *To get credit as a pitcher:*
  - Refer potential sponsors that you have hooked with an elevator pitch to the master fundraising list. You must have full contact information for the potential sponsor. If they get closed by a pitch team, you get credit! The **special referral rule** above applies here.
  - Close a deal with your pitch. You get credit for the amount closed, whether money or services. Services are valued at retail price using the same rules that the IRS uses in valuing donations to non-profit 501(c)(3) organizations.
  - If you land more contacts during a pitch, it's just like when a non-pitching team-member refers a potential sponsor. Get full contact information for the new potential sponsor, and if they get closed by a pitch team, you get credit. (You get double credit if you're the pitch team that closes them too!) The **special referral rule** above applies here.
  - **Special pitching rule:** You cannot pitch your own nuclear family, your family trust fund, or a business that a nuclear family member owns. Using the FIRST culture of Coopertition (<http://www.usfirst.org/aboutus/gracious-professionalism>), someone else will get credit for your immediate family connections.
- For the **special referral rule** and **special pitching rule**, a "nuclear family" is defined as your parents including step-parents, along with your siblings and step-siblings. Your grandparents, step-grandparents, cousins, uncles, and aunts are NOT a part of your nuclear family.
  - For the purposes of clarification, here are some examples of what you can and can't do for credit under the special referral rule and special pitching rule:
    - You *\*can\** refer a business that your nuclear family works at, as long as the referral is not your nuclear family member.
      - If your mom works at Freescale, you can refer Freescale as long as you're referring other folks at Freescale.
      - If your mom owns "Mom's Tech Services, Inc", you can't refer "Mom's Tech Services, Inc" -- but another team-member can!
      - If your grandfather works at Apple, you can refer your grandfather at Apple if you've hooked him with an elevator pitch (if he's said he's willing to talk to us about helping us build a brighter tomorrow).
    - Pitchers *\*can\** pitch at a business that a nuclear family member works at, as long as the pitch is not being given to your nuclear family member (your family member cannot be one of the recipients of the pitch).
      - If your dad works at Dell, you can pitch Dell as long as your dad is not present at the pitch.
      - If your dad owns "Dad's Tech Services, Inc", you can't pitch "Dad's Tech Services, Inc" -- but another pitcher can!
      - If your grandmother works at Samsung, you can pitch Samsung in a meeting that includes your grandmother among the attendees.
- If there are ambiguities, the WESTA board will resolve them and communicate clarifications to the team. WESTA board rulings with respect to the fund-raising contest are final and non-negotiable. Send questions about ambiguities to Jean Anne Booth, [jeanne.booth@gmail.com](mailto:jeanne.booth@gmail.com), and she will take them to the board and then communicate clarifications.

Remember, all funds raised are tax-deductible! Get WESTA's tax-free status information on our web site here: [http://www.westaustin.org/?page\\_id=38](http://www.westaustin.org/?page_id=38) .

Good luck, and get to work - you've got money to raise and scholarships to win!