

## Comparison: 2020 Plan vs 2019 Actuals

		2020	2019
REVENUE:		Plan	Actuals
<b>Targeted</b>	Nordson	\$0	\$5,000
<b>Sponsor Grants</b>	New York Society of Cosmetic Chemists	\$2,500	\$2,500
	Picatinny Arsenal	\$5,000	\$5,000
	RAS Process Equipment	\$1,000	\$1,000
	Bristol-Myers Squibb	\$7,500	\$7,500
	CCL Label	\$5,000	\$5,000
	Robbinsville Education Association	\$2,000	\$2,000
	Investor's Bank	\$5,000	\$5,000
	Robbinsville Education Foundation	\$1,000	\$1,000
	Gilbane	\$1,000	\$0
	Princeton Sports & Family Medicine	\$750	\$750
	Coldwell Bankers	\$900	\$500
	Church and Dwight	\$500	\$0
	Sharbell Development Co.	\$500	\$500
	DoD STEM	\$7,500	\$7,500
	NAVAIR / DoDSTEM	\$10,000	\$10,000
	Lockheed Martin	\$7,000	\$7,000
	Robbinsville High School	\$8,000	\$8,000
	Roma Bank	\$5,000	\$5,000
	Johnson & Johnson	\$1,500	\$1,500
	American Express	\$500	\$0
	Mia Salon	\$500	\$0
	Councilman Dan & Dr. Natalie Schuberth	\$500	\$0
	Bank of America	\$0	\$500
<b>Total Targeted Sponsor Grants</b>		<b>\$73,150</b>	<b>\$75,250</b>
<b>Additional Funding</b>	<b>Other Sponsors / Misc. Donations</b>	<b>\$1,000</b>	<b>\$892</b>
<b>Fundraising</b>	Discovery Day	\$6,250	\$6,180
	Engineering Day	\$4,750	\$4,680
	Tech Fun Day	\$0	\$1,723
	Shoprite Bagging	\$2,750	\$2,700
	Robbinsville FRC District Event	\$15,000	\$0
	Other	\$250	\$34
<b>Total Fundraising</b>		<b>\$29,000</b>	<b>\$15,317</b>
<b>Team Member</b>	Travel	\$27,500	\$36,413
<b>Contributions</b>	Team Uniforms	\$1,000	\$332

		<b>Total Team Contributions</b>	<b>\$28,500</b>	<b>\$36,745</b>
	<b>TOTAL REVENUE</b>		<b>\$131,650</b>	<b>\$128,204</b>
<b>EXPENSES:</b>	FIRST Championships		\$5,000	\$5,000
<b>Registration</b>	Regional Events		\$4,000	\$8,000
<b>Fees</b>	District Events		\$7,500	\$5,000
	Off Season Events		\$2,000	\$1,700
	<b>Total Registration Fees</b>		<b>\$18,500</b>	<b>\$19,700</b>
<b>Materials, Parts &amp;</b>	Supplies & Support Expenses		\$17,000	\$30,502
<b>Equipment</b>	In Season Robot Expenses		\$5,500	\$5,500
	Off Season Robot Expenses		\$2,500	\$2,131
	<b>Total Materials, Parts &amp; Equipment</b>		<b>\$25,000</b>	<b>\$38,133</b>
<b>Administration</b>				
<b>Expenses</b>	<b>Total Administration Expenses</b>		<b>\$1,000</b>	<b>\$881</b>
<b>Fundraising</b>	Team Uniforms		\$3,000	\$2,633
<b>&amp; Marketing</b>	Marketing & Advertising		\$2,500	\$2,038
	Discover Day & Demo Events		\$2,500	\$3,069
	Robbinsville FRC District Event		\$2,500	\$0
	<b>Total Fundraising &amp; Marketing</b>		<b>\$10,500</b>	<b>\$7,739</b>
<b>Travel</b>	FIRST Championship		\$36,000	\$34,797
	Regional Events		\$10,000	\$29,036
	District Events		\$10,000	\$0
	<b>Total Travel</b>		<b>\$56,000</b>	<b>\$63,833</b>
<b>Nemesis</b>	FRC, FTC, and FLL Micro Grants		\$2,500	\$3,665
<b>Cares &amp; Shares</b>	Community		\$2,500	\$1,280
<b>Miscellaneous</b>	<b>Contingency / Miscellaneous</b>		<b>\$2,000</b>	<b>\$1,839</b>
	<b>TOTAL EXPENSES</b>		<b>\$118,000</b>	<b>\$137,070</b>
	<b>TOTAL OPERATING SURPLUS / (DEFICIT)</b>		<b>\$13,650</b>	<b>-\$8,866</b>

**2020 Statement of Activities - As of 2/22/20****REVENUE:**

<b>Sponsor Grants</b>	NAVAIR	\$0
	Robbinsville High School	\$8,000
	Bristol-Myers Squibb	\$0
	DoD STEM	\$2,500
	Lockheed Martin	\$2,000
	CCL Label	\$0
	Investor's Foundation	\$0
	Picatinny Arsenal	\$2,500
	Roma Bank	\$0
	New York Society of Cosmetic Chemists	\$0
	Robbinsville Education Association	\$2,500
	Johnson & Johnson	\$2,000
	RAS Process Equipment	\$1,000
	Robbinsville Education Foundation	\$0
	Gilbane	\$0
	Coldwell Banker	\$900
	Princeton Sports & Family Medicine	\$0
	American Express	\$500
	Councilman Dan & Dr. Natalie Schuberth	\$500
	Church & Dwight	\$0
	Mia Salon	\$500
	Sharbell Development Co.	\$0
	<b>Total Sponsor Grants</b>	<b>\$22,900</b>
<b>Donations</b>	<b>Other Sponsors/ Miscellaneous</b>	<b>\$1,835</b>
<b>Fundraising</b>	Discovery Day	\$4,440
	Engineering Day	\$3,540
	Shoprite Bagging	\$0
	<b>Total Fundraising</b>	<b>\$7,980</b>
<b>Team Member</b>	Travel	\$0
<b>Contributions</b>	Team Uniforms	\$113
	<b>Total Team Contributions</b>	<b>\$113</b>
	<b>TOTAL REVENUE</b>	<b>\$32,828</b>

<b>EXPENSES:</b>	Detroit FIRST Championships	\$0
<b>Registration</b>	Regional Events	\$8,000
<b>Fees</b>	District Events	\$7,500
	Off Season Events	\$525
	<b>Total Registration Fees</b>	<b>\$16,025</b>
<b>Materials, Parts &amp; Equipment</b>	Supplies & Support Expenses	\$5,484
	In Season Robot Expenses	\$5,500
	Off Season Robot Expenses	\$0
	<b>Total Materials, Parts &amp; Equipment</b>	<b>\$10,984</b>
<b>Administration Expenses</b>	IRS Non-Profit Application	\$0
	State of New Jersey Non-profit	\$0
	General Administration	\$608
	<b>Total Administration Expenses</b>	<b>\$608</b>
<b>Fundraising &amp; Marketing</b>	Team Uniforms	\$1,880
	Marketing & Advertising	\$750
	Discover Day & Demo Events	\$1,628
	<b>Total Fundraising &amp; Marketing</b>	<b>\$4,258</b>
<b>Travel</b>	FIRST Championship	\$2,000
	Regional Events	\$0
	District Events	\$0
	<b>Total Travel</b>	<b>\$2,000</b>
<b>Nemesis</b>	FRC, FTC, and FLL Micro Grants	\$0
<b>Cares &amp; Shares</b>	Community	\$156
	Scholarships	\$0
	<b>Total Cares &amp; Shares</b>	<b>\$156</b>
<b>Miscellaneous</b>	<b>Contingency / Miscellaneous</b>	<b>\$622</b>
	<b>TOTAL EXPENSES</b>	<b>\$34,654</b>
	<b>TOTAL OPERATING SURPLUS (DEFICIT)</b>	<b>-\$1,826</b>

## 5 Year Plan

		<u>2020 Plan</u>	<u>2021 Plan</u>	<u>2022 Plan</u>	<u>2023 Plan</u>	<u>2024 Plan</u>
<b>Targeted Sponsor Grants</b>	Total Targeted Sponsor Grants	<b>\$73,150</b>	<b>\$75,000</b>	<b>\$77,000</b>	<b>\$79,000</b>	<b>\$81,000</b>
<b>Donations</b>	Miscellaneous	<b>\$1,000</b>	<b>\$1,000</b>	<b>\$1,250</b>	<b>\$1,250</b>	<b>\$1,500</b>
<b>Fundraising</b>	Robbinsville FMA District Event	\$15,000	\$17,500	\$17,500	\$17,500	\$17,500
	Discovery Day	\$6,250	\$6,250	\$6,250	\$6,250	\$6,250
	Engineering Day	\$4,750	\$4,750	\$5,000	\$5,000	\$5,000
	Other	<u>\$250</u>	<u>\$500</u>	<u>\$500</u>	<u>\$500</u>	<u>\$500</u>
	<b>Total Fundraising</b>	<b>\$29,000</b>	<b>\$29,000</b>	<b>\$29,250</b>	<b>\$29,250</b>	<b>\$29,250</b>
<b>Team Member Contributions</b>	Travel	\$27,500	\$26,500	\$25,000	\$24,000	\$23,000
	Team Uniforms	<u>\$1,000</u>	<u>\$1,000</u>	<u>\$500</u>	<u>\$500</u>	<u>\$500</u>
	<b>Total Team Contributions</b>	<b>\$28,500</b>	<b>\$27,500</b>	<b>\$25,500</b>	<b>\$24,500</b>	<b>\$23,500</b>
	<b>TOTAL PLANNED REVENUE</b>	<b>\$131,650</b>	<b>\$132,500</b>	<b>\$133,000</b>	<b>\$134,000</b>	<b>\$135,250</b>
<b>Registration Fees</b>	FIRST Championships	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000
	Regional Events	\$4,000	\$9,000	\$9,000	\$9,000	\$9,000
	District Events	\$7,500	\$5,000	\$5,000	\$5,000	\$5,000
	Off Season Events	<u>\$2,000</u>	<u>\$2,000</u>	<u>\$2,000</u>	<u>\$2,000</u>	<u>\$2,000</u>
	<b>Total Registration Fees</b>	<b>\$18,500</b>	<b>\$21,000</b>	<b>\$21,000</b>	<b>\$21,000</b>	<b>\$21,000</b>
<b>Materials, Parts &amp; Equipment</b>	Supplies & Support Expenses	\$20,000	\$20,000	\$20,250	\$20,500	\$20,500
	In Season Robot Expenses	\$5,500	\$5,500	\$5,500	\$5,500	\$5,500
	Off Season Robot Expenses	<u>\$2,500</u>	<u>\$3,000</u>	<u>\$3,250</u>	<u>\$3,500</u>	<u>\$3,750</u>
	<b>Total Materials, Parts &amp; Equipment</b>	<b>\$25,000</b>	<b>\$28,500</b>	<b>\$29,000</b>	<b>\$29,500</b>	<b>\$29,750</b>

		<u>2020 Plan</u>	<u>2021 Plan</u>	<u>2022 Plan</u>	<u>2023 Plan</u>	<u>2024 Plan</u>
<b>Administration Expenses</b>	501(c)(3) & Admin Expenses	<b>\$1,000</b>	<b>\$1,000</b>	<b>\$1,000</b>	<b>\$1,250</b>	<b>\$1,500</b>
<b>Fundraising &amp; Marketing</b>	Robbinsville FMA District Event	\$2,500	\$2,500	\$3,000	\$3,000	\$3,000
	Team Uniforms	\$3,000	\$3,000	\$3,000	\$3,250	\$3,250
	Marketing & Advertising	\$2,500	\$2,500	\$2,750	\$2,750	\$3,000
	Discovery Day & Demo Events	<u>\$2,500</u>	<u>\$2,500</u>	<u>\$2,500</u>	<u>\$2,750</u>	<u>\$2,750</u>
	<b>Total Fundraising &amp; Marketing</b>	<b>\$10,500</b>	<b>\$8,000</b>	<b>\$8,250</b>	<b>\$8,750</b>	<b>\$9,000</b>
<b>Travel</b>	FIRST Championship	\$36,000	\$36,500	\$37,500	\$37,500	\$38,500
	Regional Events	\$10,000	\$25,000	\$25,000	\$25,750	\$25,750
	District Events	\$10,000	\$250	\$250	\$250	\$250
	Miscellaneous	<u>\$0</u>	<u>\$250</u>	<u>\$250</u>	<u>\$500</u>	<u>\$500</u>
	<b>Total Travel</b>	<b>\$56,000</b>	<b>\$62,000</b>	<b>\$63,000</b>	<b>\$64,000</b>	<b>\$65,000</b>
<b>Nemesis Cares &amp; Shares</b>	Micro Grants	\$2,500	\$2,500	\$3,000	\$3,000	\$3,000
	Community	\$2,500	\$2,500	\$2,500	\$2,750	\$3,000
	Scholarships	<u>\$0</u>	<u>\$500</u>	<u>\$500</u>	<u>\$750</u>	<u>\$1,000</u>
	<b>Total Contribution</b>	<b>\$5,000</b>	<b>\$5,500</b>	<b>\$6,000</b>	<b>\$6,500</b>	<b>\$7,000</b>
<b>Miscellaneous</b>	Contingency	<b>\$2,000</b>	<b>\$2,000</b>	<b>\$2,000</b>	<b>\$2,000</b>	<b>\$2,000</b>
	<b>TOTAL PLANNED EXPENSES</b>	<b>\$118,000</b>	<b>\$128,000</b>	<b>\$130,250</b>	<b>\$133,000</b>	<b>\$135,250</b>
	<b>PLANNED OPERATING SURPLUS (DEFICIT)</b>	<b>\$13,650</b>	<b>\$4,500</b>	<b>\$2,750</b>	<b>\$1,000</b>	<b>\$0</b>
	<b>SURPLUS (DEFICIT) ACCUMULATED</b>	<b>\$38,130</b>	<b>\$42,630</b>	<b>\$45,380</b>	<b>\$46,380</b>	<b>\$46,380</b>

**2020 Cash Flow - As of 2/22/20**

<b>Opening Cash Balance</b>	<b>\$24,480</b>
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**Cash Flow from Operating Activities:**

Donations Received	\$1,835
Temporarily Restricted Cash	\$0
Corporate Sponsorships	\$22,900
Cash Received from Fundraising Events	\$7,980
Cash Received from Team Members	\$113
Cash Paid for Registration Fees	-\$16,025
Cash Paid for Materials, Parts & Equipment	-\$10,984
Cash Paid for Fundraising & Marketing	-\$4,258
Cash Paid for Travel	-\$2,000
Cash Paid for Administration	-\$608
Cash Paid for Nemesis Cares & Shares	-\$156
Cash Paid for Miscellaneous	-\$622
<b>Net Cash from Operating Activities</b>	<b>-\$1,826</b>

**Cash Flow From Investment Activities**

Purchase of Investments	\$0
Purchase of Fixed Assets	\$0
Disposition of Investments & Fixed Assets	\$0
<b>Net Cash from Investment Activities</b>	<b>\$0</b>

Cash Flow from Financing Activities	\$0
Addition to Endowment	\$0
Issuance of Debt	<u>\$0</u>
<b>Net Cash from Financing Activities</b>	<b>\$0</b>

<b>Net Increase/ (Decrease) in Cash</b>	<b>-\$1,826</b>
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<b>Closing Cash Balance</b>	<b>\$22,654</b>
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