



Andover Blueprints

Nonprofit Sponsorship Information Packet

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Tax Exempt EIN: 04-2103579



Background

The Andover Blueprints is a group of students attending Phillips Academy in Andover, MA. The team competes in engineering competitions on the state, national, and international level. In the past, the group has won the Real World Design Challenge (RWDC) in Massachusetts, as well as in the national competition and international competition. The RWDC is an aeronautical design competition, where high school students design drones for agricultural applications and submit an eighty-page design notebook.

Three years ago, the team competed in the F1 in Schools STEM competition, where teams design model Formula 1 cars and race them down a track. The team got second place in the Northeast and continued onto Nationals in the spring of 2018 (see *Previous Success*). Unfortunately, due to the competition coinciding with major school testing in early 2019, the team was unable to compete. The 2020 competition has been postponed from the spring until October, and will be held virtually. Though this has required the team to adjust, work completed for the 2019 and 2020 competitions has accumulated over two years and gives the team an excellent head start on the car design, portfolio, and all other sections of the competition.

The Andover Blueprints are currently seeking funding sponsors from local businesses in order to supplement our current funding for the upcoming state and national competitions for the F1 in Schools competition for 2019/2020.

As a group within the educational institution of Phillips Academy, the Andover Blueprints qualify as a 501(c)(3) non-profit organization and thus all donations/sponsorships are tax deductible.



Previous Success

Despite only existing for four years, the Andover Blueprints has achieved an impressive amount of success in such a short amount of time. A brief timeline below outlines our previous successes, awards, and funding grants.

2015/2016

- (Fall) The Andover Blueprints receives over \$7000 in funding from the Tang Institute, the Phillips Academy Science Department, and the Head of School to fund competition in the Real World Design Challenge.
- (Winter) The Andover Blueprints receive 1st place in the state of Massachusetts in the Real World Design Challenge (RWDC) beating out several other strong competitors.
- (Spring) The team travels to Washington, DC to compete in the RWDC at the national level, winning second place nationally in its first year of competition.

2016/2017

- (Fall) The Abbot Academy Association, recognizing the previous success of the Andover Blueprints, provides an \$8000 grant for travel to Washington, DC to compete in the RWDC for a second year.
- (Winter) The Andover Blueprints receive 1st place in the state of Massachusetts in the Real World Design Challenge (RWDC) beating several new and old competitors in the state.



- (Spring) The team travels to Washington, DC, for the second time, this time winning 1st place at the national level and international levels, competing against teams from across the US as well as China. Each team member is provided with a \$50,000 scholarship to Embry-Riddle Aeronautical University.

2017/2018

- After winning the RWDC, the team decides to compete in the F1 in Schools competition.
- (Fall) The Andover Blueprints receive a third grant from the Abbot academy association totaling \$9000, along with several thousand dollars from the Oliver Wendell Holmes Library and the Tang Institute at Andover
- (Winter) The Andover Blueprints accumulate several more sponsors, listed in the *Previous Sponsors* section.
- (Winter) The team travels to New York City to compete in the F1 in Schools STEM competition Northeast Regional competition, earning second place in the Northeast and first place in Massachusetts.
- (Spring) The Andover Blueprints travel to Austin, Texas, to compete in the National Competition, competing against dozens of other teams from across the US.

2018/2019

- (Fall) The team receives a \$10,000 grant from the Abbot Academy Association.
- (Winter) The school denies the team permission to attend the national competition due to unfortunate timing; all funds are renewed to support the team through the 2019/2020 competition.



Previous Sponsors

Platinum Level Sponsors (\$5,000 or more):

- Abbot Academy Association

Gold Level Sponsors (\$3,000 - \$5000)

- Tang Institute at Andover
- Phillips Academy Andover

Silver Level Sponsors (\$1000 - \$3000)

- Oliver Wendell Holmes Library

Bronze Level Sponsors (\$0 - \$1000)

- Lyon-Waugh Auto Group
- Analog Devices
- The Home Depot
- Avis
- Custom Ink
- Hotels.com

Supporting Sponsors (Non-monetary)

- Tesla
- Tri-Star Machine Inc



Why Sponsor Us?

This team consists of a diverse set of six students from all across the US looking to pursue an interest in engineering and design. As a student-run team/club, we conduct our own affairs and engage in engineering competitions because it's something that we find interesting and compelling, not because it's a class or required extracurricular. With the help of our mentor, we schedule our trips to compete, and that's why we're asking for help. He oversees all of our spending, and your money or support will be directly invested in travel, competition, and the activities of this club. Our school does not consistently support us monetarily, and part of this competition is reaching out to sponsors for sponsorship. Thus, we are asking for your sponsorship so we can compete in the F1 in Schools competition.

Furthermore, perks come with sponsoring the Andover Blueprints. Below is a chart showing the perks, followed by an explanation of what they consist of. Significant brand exposure can be achieved through a sponsorship of the Andover Blueprints.

We believe that our success record, as well as our sponsorship record, puts us in a powerful position to request funding. This group has proven time and time again that it is capable of success on a national level.

As a team operating under a non-profit entity (The Trustees of Phillips Academy) all sponsorships (donations) are tax deductible. Our 501(c)(3) is attached on the following page.



Levels of Sponsorship

	Bronze (\$500 - \$1000)	Silver (\$1000 - \$3000)	Gold (\$3000 - \$5000)	Platinum (\$5000 and up)
Website				
Pit Booth				
Stationary				
Social Media				
Exhibition Video*				
Clothing*				
Merchandise*				
Car*				
Media				

*These sponsorship options are not available during the Fall 2020 competition, due to it taking place virtually. However, custom agreements can easily be made for this competition.



Explanation of Perks

- Website: Your name and logo will be displayed on our team's website, receiving hundreds of views from our audience.
- Pit Booth: Your name and logo will be displayed in the sponsorship section on our pit booth, which is seen by all members at the competition and is explained during pit booth judging. Several hundred people view the pit booth at the three-day competition.
- Handout Items*: Your logo will be displayed on handout items such as pens, stickers, and stationary. These will be distributed at the pit booth.
- Social Media: You will be advertised on multiple social media platforms (Twitter, Instagram, Facebook). We are also open to sponsored posts. Our accounts have several hundred followers interacting with our posts.
- Exhibition Video*: At the competition, we will display a continuously looping video detailing the design of our car at our pit booth. At the end, we will thank all sponsors.
- Clothing*: Your name and logo will be displayed on the clothing our team will wear at the competition. This includes both t-shirts and jackets for both home and away. Because we have to wear our team's

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clothing throughout the competition, the logo will gain lots of exposure at the event.

- Merchandise*: We will display and wear any merchandise during the event. We are also open to selling your merchandise at the competition.
- Car*: Your name and logo will be displayed at a prominent location on our model cars, which are inspected and viewed by several hundred people.
- Media: You will receive continuous advertisement in any media coverage we receive (such as newspapers, interviews, press releases, etc.). Your brand will reach a regional, national, & international audience. In the past, we have appeared in local newspapers and on several prominent Instagram accounts.

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501(c)(3) Certificate



Form ST-2
Certificate of Exemption

Massachusetts
Department of
Revenue

Certification is hereby made that the organization herein named is an exempt purchaser under General Laws, Chapter 64H, sections 6(d) and (e). All purchases of tangible personal property by this organization are exempt from taxation under said chapter to the extent that such property is used in the conduct of the business of the purchaser. Any abuse or misuse of this certificate by any tax-exempt organization or any unauthorized use of this certificate by any individual constitutes a serious violation and will lead to revocation. Willful misuse of this Certificate of Exemption is subject to criminal sanctions of up to one year in prison and \$10,000 (\$50,000 for corporations) in fines. (See reverse side.)

TRUSTEES OF PHILLIPS ACADEMY
180 MAIN ST
ANDOVER

MA

01810

NOT ASSIGNABLE OR TRANSFERABLE

EXEMPTION NUMBER E
042-103-579
ISSUE DATE
01/04/09
CERTIFICATE EXPIRES ON
01/04/19

COMMISSIONER OF REVENUE
NAVJEET BAL