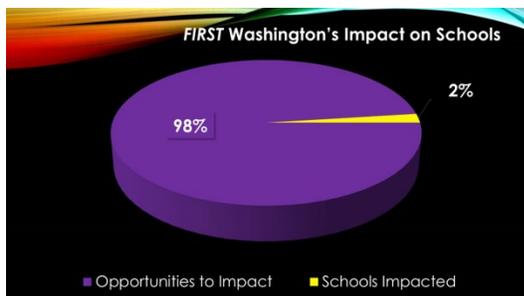


A preview of *FIRST* Washington's finances and footprint across Washington State

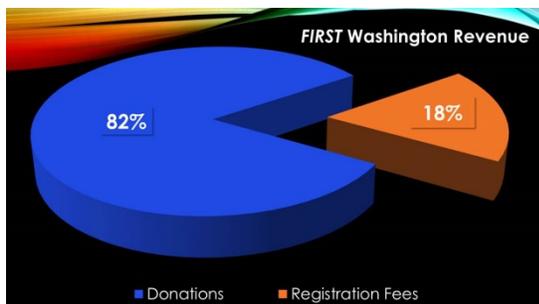
[FIRST Washington's impact](#) across our state is impressive for a young organization. Students are drawn to *FIRST* because of the sports competition model. It is our vision to bring *FIRST* programs into every school so that students have access to our programs regardless of family income. We are already in approximately 25% of all public school buildings. We have built a strong partnership with the State of Washington and OSPI with a \$1M+ appropriation supporting 4th-12th grade public school *FIRST* teams annually. These funds go directly to schools that have *FIRST* teams.



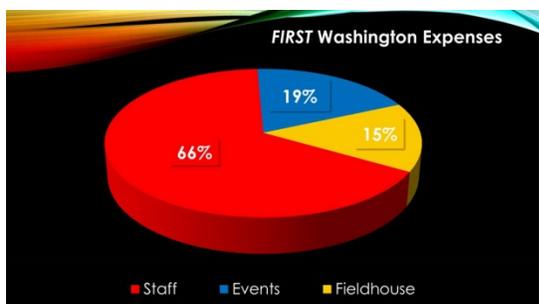
While *FIRST* Washington is the largest afterschool STEM program in our state, we currently impact only 2% of the student population across the state. That is not enough. Private and public donors are committed to equity and access and ensuring that *FIRST* programs are scalable locally.

Understanding *FIRST* Washington's Revenue

FIRST Washington is primarily funded by charitable contributions and has been successful in building a pipeline of contributors, mostly corporate and foundation donors. Corporate and foundation donors never want to be thought of as permanent funders; they change their priorities and focuses frequently, making it very difficult to forecast revenue for a non-profit organization such as *FIRST* Washington, which has to operate as a business.



Donations designated for specific teams are restricted and entered into that team's booster account. While these funds are recognized as *FIRST* Washington revenue, they cannot be used to operate or deliver programs. Annually, *FIRST* Washington holds approximately \$900,000 that is restricted to teams.



FIRST Washington Expenses

Like any business, *FIRST* Washington's largest expense is people, followed by event expenses, and our fieldhouse, where event equipment is stored, and administrative offices. We are a staff of 10 working to support all teams, and over 5,500 coaches, mentors and volunteers. Fifty-percent of *FIRST* Washington's staff manages the 150 annual competition and outreach events and supporting volunteers; the other 50% focuses on fundraising, advocacy, accounting and relationships with school

districts to bring *FIRST* programs to more students.

As an independent 501c3 non-profit and program delivery partner for *FIRST*, *FIRST* Washington is required to cover all of our own operational expenses.