



CONFIDENTIAL UNTIL MARCH 21

***FIRST* Inspire Blog Announcement & FAQ:
2022-2023 *FIRST* Team Registration Pricing**

The below announcement sharing 2022-2023 pricing for HQ-collected team registration fees will be published on the firstinspires.org Inspire blog on Monday, March 21, and linked from key firstinspires.org pricing pages and via the program team blasts that same week. This is a confidential preview. Please do not share the information below until the blog post has been published.

Inspire Blog Date: Monday, March 21

Blog title: 2022-2023 *FIRST* Team Registration Pricing

Byline (Name/title): By Chris Rake, Executive Vice President and Chief Operating Officer

Blog summary: We are making needed adjustments to our 2022-2023 season registration fees so we can continue to create and deliver high-impact programs and events while investing in our global community's future.

Blog text:

As our teams are finishing up their build and competition seasons and are celebrating their accomplishments through *FIRST*[®] events around the world, we've been preparing to launch a new, exciting season of *FIRST* later this year. We are very excited about where our global community and programs are headed and want to ensure that we position ourselves to build for the future – one where every kid has access to *FIRST* programs to realize their full potential as innovators, leaders, and changemakers.

To accomplish this vision we must continue to invest in strategic initiatives that expand access to *FIRST* to more participants. Yet as we look ahead, we're also facing the reality of rising costs across our entire ecosystem, including materials, electronics, events, and logistics. Thus we are making needed adjustments to our registration fees so we can continue to create and deliver

our programs and events while investing in the future and sustainability of the *FIRST* mission and the ecosystem that supports it.

The 2022-2023 *FIRST* Team Registration Fees* are:

- ***FIRST*® LEGO® League Explore (US & Canada only):** \$125 (increase of \$26)
- ***FIRST*® LEGO® League Challenge (US & Canada only):** \$250 (increase of \$25)
- ***FIRST*® Tech Challenge (US & Canada only):** \$295 (increase of \$20)
- ***FIRST*® Robotics Competition (Global):** \$6,000 for all teams (increase of \$1,000 for veteran teams)
 - *The 2022 price decrease to \$3,000 for additional regional events remains in effect. If you have questions about additional district event pricing, contact your district organization.*
 - *Rookie team pricing remains the same at \$6,000 with new teams receiving additional materials to get up and running.*

**Prices in USD. See the FAQ below for changes to additional product pricing offered through the *FIRST* Dashboard. For registration and product costs outside of the regions noted, please [contact your local *FIRST* Program Delivery Partner](#).*

Except for a *FIRST* LEGO League Explore increase in 2016, this is the first increase to team registration fees collected by *FIRST* Headquarters in well over a decade. But we know any increased costs can be challenging for teams, and we will continue to work closely with our generous *FIRST* donors and sponsors to provide assistance, including team grants, in-kind contributions, and fundraising support and materials.

I am proud of *FIRST*, and the *FIRST* community. Since *FIRST* was founded in 1989, we've reached more than 2.5 million young people with our impact-proven programs through their schools and communities around the world. To keep growing our reach and strengthening our programs, we must ensure the sustainability of the [FIRST mission](#) and the ecosystem that supports it as we prepare young people – and our entire global robotics community – for the future.

FAQ: 2022-2023 *FIRST* Team Registration Pricing

Q: Why are registration fees increasing?

A: *FIRST* has been able to maintain *FIRST* LEGO League Challenge, *FIRST* Tech Challenge, and *FIRST* Robotics Competition team registration pricing for over a decade. While *FIRST* has been able to absorb much of the rising costs in program development and delivery, we must make an

adjustment so that we can continue to create and deliver high impact programs and events while investing in the future and sustainability of the *FIRST* mission and the ecosystem that supports it, including resources for our local partners.

Q: Why is *FIRST* a good value?

A: The impact of *FIRST* on youth participants is significant and life-changing in shaping their futures. [Our evidence-based programs are increasing the number of students interested in STEM](#) and who pursue STEM in their educational and career choices. We use strategies known to increase student interest and engagement in STEM, including hands-on learning, working as a team on real-life problems, exposure to careers and adult mentors, emphasis on shared values, and culminating celebrations for sharing and learning.

We believe deeply that STEM is for everyone. That is why we have no per-student registration fees and invest heavily in areas that will help us make *FIRST* more accessible and inclusive to underserved communities. For schools and after-school service providers, *FIRST* remains a high-value, high-impact offering when compared with other after-school activities, programs, and traditional sports – especially on a per-student basis.

Q: What are the 2022-2023 *FIRST* team registration fees?

A: The 2022-2023 *FIRST* Team Registration Fees* are:

- ***FIRST* LEGO League Explore (US & Canada only):** \$125 (increase of \$26)
- ***FIRST* LEGO League Challenge (US & Canada only):** \$250 (increase of \$25)
- ***FIRST* Tech Challenge (US & Canada only):** \$295 (increase of \$20)
- ***FIRST* Robotics Competition (Global):** \$6,000 for all teams (increase of \$1,000 for veteran teams)
 - *The 2022 price decrease to \$3,000 for additional regional events remains in effect. If you have questions about additional district event pricing, contact your district leader.*
 - *Rookie team pricing remains the same at \$6,000 with new teams receiving additional materials to get up and running.*

**Prices in USD. For registration and product costs outside of the regions noted, please [contact your local FIRST Program Delivery Partner.](#)*

Q: What changes are happening to product pricing?

A: Increases in material and transport costs have resulted in some changes in product pricing. *FIRST* will continue to offer products through the *FIRST* Dashboard to headquarters-based registered *FIRST* teams at a discount from retail rates (all prices in USD):

- *FIRST* LEGO League Challenge season competition set: \$95 (\$20 increase)
- LEGO® Education SPIKE™ Prime (includes both base and expansion sets, reusable): \$450 (\$25 increase)
- LEGO® Education SPIKE™ Essential (reusable): \$265 (no change)
- LEGO® Education STEAM Park (reusable): \$175 (\$4 increase)
- *FIRST* Tech Challenge Control & Communication Set (reusable): \$265 (\$55 increase)
- REV Control Hub (reusable): \$282 (\$43 increase)
- Tetrax Competition Set (reusable): \$580 (\$35 increase)
- REV Competition Set (reusable): \$555 (\$78 increase)

Q: When will the new registration fees and product pricing go in effect?

A: The updated team registration fees and product pricing will go into effect on May 1, 2022, for the 2022-2023 season.

Q: Rookie *FIRST* Robotics Competition team fees are not increasing. Will they still receive the Rookie Kit of Parts?

A: To help get *FIRST* Robotics Competition Rookie teams started with the program, Rookie teams ([full criteria](#)) receive specific incentives and assistance, including access to the Rookie Kit of Parts. To encourage the development of these new teams, *FIRST* has absorbed the additional costs of delivering the Rookie Kit of Parts and will maintain the Rookie Registration Fee for the 2023 season. Please note veteran teams are not eligible to receive the Rookie Kit of Parts.

Q: How are *FIRST* registration fees used?

A: Only 40% of *FIRST* Headquarters expenses are covered by fees collected directly from teams. Funding from registration and product fees go towards program development costs, including materials; investment in our Program Delivery Partners to build local *FIRST* communities and resources to support our partners; and investment in strategic work that expands access to *FIRST* to more participants such as improvements to digital tools and services, education and certification programs, and equity, diversity, and inclusion initiatives. In addition, *FIRST* Robotics Competition registration fees go towards helping run district and regional events.

HQ-managed funding also supports investments in future *FIRST* seasons, including games and technology development; volunteer/mentor/coach/educator materials development and

support; research and development for future programs; program evaluation; alumni outreach and development; brand development; youth protection; and much more.

Q: What actions has *FIRST* taken to manage cost of program development and delivery?

A: With [careful fiscal management of collected fees and generous sponsor and donor support](#), *FIRST* has been able to absorb many rising costs over the years while holding team registration pricing steady. *FIRST* considers disciplined cost control an integral part of its fiscal responsibility, and management of both variable and fixed expenses allows us to offer programs at the lowest possible cost while also investing in our *FIRST* community through strategic initiatives and support.

FIRST maintains a [4-star rating from Charity Navigator](#) for consistently executing our mission in a fiscally responsible way. This rating places *FIRST* in the top 1% of all charities evaluated by Charity Navigator. *FIRST* continues to apply the maximum percentage of funds possible to directly benefit *FIRST* participants.

Q: How does this impact fees that teams pay directly to local Program Delivery Partners for registration and/or events?

A: Fees paid to local Program Delivery Partners for participation and/or events are independently set by each local partner. This includes program fees outside of North America for *FIRST* LEGO League and *FIRST* Tech Challenge as well as league, qualifier, and regional championship event fees for *FIRST* LEGO League and *FIRST* Tech Challenge. [Contact your local partner for the latest information.](#)

Q: Can the 2020 “Wheels on Carpet” voucher be applied towards 2023 *FIRST* Robotics Competition Registration?

A: *FIRST* has extended the 2020 season “Wheels on Carpet” voucher for an additional season. *FIRST* Robotics Competition Teams who have not yet utilized their voucher may apply the value towards their 2023 *FIRST* Robotics Competition team registration fee. The voucher will be available through the Funds and Grants portion of the *FIRST* Dashboard and will automatically be applied toward registration. We recognize that this extension is a change from our original plan for this voucher. Our goal is to allow teams to use the voucher for the 2023 season to make it easier to restart their team, especially in light of the continued disruption from the pandemic.

Q: My team needs help fundraising. Where can we start?

A: *FIRST* shares opportunities for grant funding from our sponsors in our [team grants portal](#); check back throughout the year. Your [Program Delivery Partner](#) is another great resource for potential local grant opportunities.

There are many other opportunities to raise money for your *FIRST* team and contacting local businesses is great place to start. Many teams have associations with companies that have interest in or may already provide grants/support to *FIRST* teams. Teams also host fundraisers. For more fundraising and sponsor outreach tips, check out the [Team Fundraising Toolkit](#).

Q: What is the pricing for 2022-2023 Class Packs?

A: For 2022-2023 Class Pack pricing, contact the *FIRST* School Engagement at firstschoolengagement@firstinspires.org or [your local partner](#), or visit the [Class Pack web site](#) in May for updated pricing information.