



**Foundation for Applied
Technical Education, Inc.
(FATE)**



36th
Annual Report
2008

Forward

In 1970, Fairfax County Public Schools (FCPS) called on its business and professional community for assistance in providing a unique, comprehensive educational program that would develop “in demand” vocational skills for participating high school students. In addition, an entrepreneurial component was integrated to better prepare students for a successful transition into the workplace. The result was the formation of a partnership in 1971 known as the Fairfax County Vocational Education Foundation, Inc. (FAXVO). In 1991, the name was amended to the Foundation for Applied Technical Education, Inc. (FATE).

Today, the Foundation consists of representatives from a wide range of business and professional organizations dedicated to providing resources, support, and career opportunities to students enrolled in Career and Technical Education (CTE) programs. The FATE-sponsored CTE instructional programs facilitate active student learning through the use of contextual teaching whereby students discover meaningful relationships between abstract ideas and practical applications in the context of the real world. Furthermore, student risk-taking in collaborative learning environments and participation in work-based learning are reinforced. Students are encouraged to become thoughtful, self-directed, life-long learners with a strong commitment to becoming participative members of society and the workforce.

Programs in 2006-08 include:

- Spring Village Estates Residential Construction program;
- Virginia’s first licensed used car auto dealership at Marshall High School Academy (Student Auto Sales, SAS);
- Springfield Classroom-on-the-Mall, the first of its kind that began over 25 years ago in a shopping center environment;
- Landscape architecture and turf management at Edison Academy.

Through these programs, business partnerships, scholarships, and other initiatives, the Foundation aspires to enable students to acquire industry-valued occupational and employability skills, confidence to pursue postsecondary education, and broad-based global thinking that will propel them into successful careers. FATE will continue its journey to explore and search for new and innovative ways to establish educational environments that enhance student learning and, therefore, become a vital component of a comprehensive educational program.



Message from the President

Dear Friends,

On behalf of the Foundation for Applied Technical Education, Inc. (FATE) Board of Directors, I am pleased to present this year's annual report to Fairfax County Public Schools (FCPS).

FATE's commitment to FCPS and its students is unwavering and our overriding goal remains the same: *continue to seek new ways to improve and expand academy programs throughout the FCPS system.* With the continued support of Fairfax County Public Schools, FATE has continued to build on past success in our programs focusing on Residential Construction Services (RCS), Student Auto Sales (SAS), Classroom-on-the-Mall (COTM), and Landscape Architecture and Turf Management (LATM).

Construction, our most recognizable program, has been very busy transitioning from McLean to Springfield. Moreover, we saw significant progress on the first home of our new eighteen home development, Spring Village Estates. In fact, we anticipate being positioned to market this property for sale during the summer of 2008. The construction program continues to garner recognition outside of FCPS. Recently, FATE partnered with the Fairfax County Board of Supervisors to conform the Springfield development into a Universal Design community, while the Supervisors provide funding for the added cost of designing and building the seventeen remaining homes to these new specifications.

Student Auto Sales (SAS) has enjoyed significant achievements this year. The program now reaches all thirteen high schools that offer automotive technology. We are also proud to report that the SAS programs have evolved to include a new teaching element outside the core automotive technology curriculum. The automotive program provides teachers the ability to instruct students in all aspects of the automotive industry including sales, tag, and title. This component has brought a new level of student interest in the program and prompted class visits to local automotive dealer auction sites.

Expecting similar results from the Classroom-on-the-Mall program as achieved in the construction and automotive programs, we look forward to a new classroom location once the Springfield Mall completes its total renovation.



The Landscape Architecture and Turf Management program at the Edison Academy has successfully completed its second year. This marks the return of agriculture-related courses, missing in recent years from FCPS. During this past year, the students learned to sketch, draw and analyze potential sites for landscape design purposes. We anticipate that student designs in this program will be implemented for the homes at Spring Village Estates. The students also learned how to select, purchase, install, and maintain plants and grasses, while following industry standards and guidelines.

Clearly FATE's mission echoes Fairfax County Public Schools' commitment to provide students with the necessary 21st century skills to be competitive in today's job market. FATE's support of this goal is evident by the many opportunities made available to students as they strive for excellence while interacting with business and industry leaders. Providing opportunities for students to be the best they can be while providing the support of business and industry are the corner stones to student success.

Sincerely,



David Chalich
President



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Fairfax County Public Schools Foundation Instructors

Classroom-on-the-Mall:
Stephanie Thompson
Landscape Architecture and Turf Management
Brice Boyd
Spring Hill Construction Program:
Marcial Rubio
Student Auto Sales:
Joe Scango

FATE Sponsored Programs



Spring Village Residential Construction Site

This program provides students with the opportunity to build and manage the construction of a large, single-family home in a residential community. Students receive classroom instruction on-site and apply their knowledge directly to the house under construction. In addition, students gain valuable experience and knowledge about the construction industry as they work closely with various sub-constructors in specific trade areas.

After completing 16 homes in McLean, Virginia, a new location was established for the Spring Village Residential Construction Site (RCS) in Springfield, Virginia. The RCS is a unique, community-based, construction technologies program in Fairfax County. The site, on a 13.48 acre parcel, is a planned community of 18 single family homes ranging in size from 2,800 sq. ft. to 3,600 sq. ft. on lots averaging one-half acre.

Since 1972, the RSC program has flourished in the western area of the county. With the new location in Springfield, this program is now accessible to high schools in the eastern and southern area of the county. The Board's focus has been to finalize the required construction documents and seek construction approvals from the county and state agencies. While awaiting final approval from the county, the students assisted with a facelift of the Santa's Little Helpers store at the Classroom-on-the-Mall at Springfield, VA. Afterwards, the students built a large storage shed for the landscape architecture and turf management course at Edison Academy.

After receiving approval from the county to construct an in-fill lot, the students began work on the first home. As with any construction project, there are setbacks along the way; the instructor used these setbacks as teachable moments for the students. The first home is nearing completion and should be ready for sale mid-to-late summer 2008. The latest construction practices are being incorporated at the RCS including the latest in building techniques and materials. The final subdivision plan is close to final approval from the county. Upon final approval, the site work and infrastructure will begin and enable the students to begin construction on the second home.



FATE Sponsored Programs

Recently, the FATE Board joined forces with the Fairfax County Board of Supervisors to construct the next 17 homes based on Universal Design. The goal of Universal Design is to simplify life for people by making homes more usable for people of all ages and abilities as stated in the following quote from the Fairfax County Government website.

“Items that are usable by most people regardless of their level of ability or disability can be considered universally usable. Many accessible and adaptable features are universally usable. For example, round knobs are not usable by people with limited dexterity, but lever handles can [be] used by almost everyone. Some features are more usable by where they are located within the dwelling. Light switches and electrical outlets placed between 15" and 48" floor allows use without bending or stretching. Landscapes free from stairs and steep inclines would be considered a Universal Design.

By incorporating the characteristics necessary for people with physical limitations into the design of common products and building spaces, we can make them easier and safer for everyone to use and more widely marketable and profitable. The Universal Design approach goes far beyond the minimum requirements and limitations of current guidelines and regulations.” <http://www.fairfaxcounty.gov/dsb/lowcostmod.htm>

The Board believes that this partnership will benefit the students enrolled in the RCS program by providing opportunities for students to learn about the latest residential construction trends.



FATE Sponsored Programs



Student Auto Sales

The first student-operated licensed used car dealership in the Commonwealth was implemented over 20 years ago at Marshall High School and now serves all 13 FCPS high schools that offer automotive technology. This unique, instructional program provides a realistic opportunity for students in both automotive technology and automotive collision service programs.

Used cars were donated to the Student Auto Sales (SAS) program by members of the local community allowing students to diagnose and troubleshoot the problems with the cars. Once cars were diagnosed, students ordered parts and prepared the cars for sale to the general public. More than 550 cars, boats and RVs were donated to FCPS during the 2006-07 school-year, 153 of which were sold and put back on the road. Total sales generated an impressive \$105,600 over the course of this same year, \$79,200 of which was returned to the 13 schools participating in the SAS program; the remaining balance was used to offset operating costs (dealership insurance, licensing, forms, etc.), and for scholarships. Proceeds from the sale of these cars provided automotive technology and auto collision service students across the county with opportunities to participate in regional, state, and national competitions.

Another aspect of SAS is for schools to obtain and/or maintain National Automotive Technicians Education Foundation (NATEF) certification. The NATEF certification ensures that the schools participating in SAS have the necessary tools and curriculum to operate and train students for entry into the automotive field. Currently, five schools are certified (Annandale, Centreville, Edison, Hayfield and Marshall) and the remaining schools are on track to become certified in the next few years.

FATE Sponsored Programs



Classroom-on-the-Mall (COTM)

This specialized program enables students to learn retail business organization, as well as operation skills and techniques, in a realistic business setting. Traditional classroom instruction in marketing, merchandising, and management is enhanced by the

opportunity for students to meet and work with professionals in the mall businesses. This school year, the entrepreneurship course was introduced. Students from the southeast side of the county have been provided the opportunity to learn about entrepreneurship as a career choice.

In November and December, the Springfield COTM activities focused on preparation for the opening of Santa's Little Helpers, the FATE-sponsored and student-operated holiday gift enterprise. Designed for children 12 and under, this unique store provided gift selections that children or the "little shoppers" could purchase for their friends, family, teachers, and pets. All items in the store were priced at \$10 or less. COTM students purchased the inventory while on a field trip to New York City's Wholesale District. They selected the merchandise, negotiated prices and quantities, and then set the retail price. Through their work with Santa's Little Helpers, COTM students had the opportunity to learn first-hand what is involved in opening, operating, and managing a business as well as obtaining an appreciation for community service. Some of the students' favorite activities included creating promotional materials, visual merchandising of the interior and exterior of the store, and servicing the customers. FATE provided funding for the merchandise, product packaging, and visual merchandising for the store. Additionally, FATE provided funds for a group of students to attend the DECA State Leadership Conference in order to share what they learned from Santa's Little Helpers with local business professionals.

Springfield COTM students will continue to collaborate with Springfield Mall Management throughout the spring semester. Students will learn about event marketing by organizing an "Arts in the Marketplace" celebration where local photographers can display their work in the mall during renovation.

FATE Sponsored Programs



Landscape Architecture and Turf Management

Upon completion of the second year of landscape architecture and turf management at Edison Academy, students will have displayed their talents in the community as well as in their school. The program has initiated partnerships with Belle Haven Country Club and established a student intern program at the Mount Vernon Historic Estate.

The students have also worked on landscape projects at Spring Village Estates and around Edison High School. Planting trees, annuals, perennials, new turf types, and defining beds are just a few of the projects that have been completed. The students designed and constructed a holiday display in the lobby of the Gatehouse Administration Center I building earlier this year. Also, students participated in a fall pansy flower sale. Currently, the students are designing a main entrance for the Spring Village Estates community that will incorporate both hard and soft scapes.

FATE Scholarships



Student Scholarships

Each year through a competitive process, FATE awards five individual scholarships to students enrolled in the Foundation-sponsored programs. Each scholarship totals \$1,800 and may be renewed for one year upon identified academic success with a total scholarship of \$3,600.

Students apply the scholarship monies toward additional training at a variety of postsecondary educational facilities. Working with FCPS, the Foundation continues to encourage and support career preparation linkages through the individual instructional programs in order to be competitive in today's high-tech global economy.

The Northern Virginia Builders Industry Association (NVBIA), in conjunction with the Custom Builders Counsel (CBC), made a third \$5,000 contribution to the FATE scholarship. The \$5,000 scholarship, awarded in 2007, was received by a student from Oakton High School who is attending East Carolina University pursuing a career in interior design.

The National Capitol Builders Network (NCBN) made a \$2,500 contribution to the FATE scholarship fund this year. It is anticipated that this will continue to be an annual donation for students pursuing postsecondary education in the construction field. The \$2,500 scholarship will be awarded to a construction technologies student in June 2008.

FATE will award five \$1,800 scholarships in June 2008 to high school seniors who are enrolled in FATE-sponsored programs. The \$1,800 scholarships are renewable for a second year. In addition, four 2005-2006 school year scholarship award recipients were approved in June 2007 for renewal of their scholarships.



FATE Goals



Throughout the new school year, the Board of Directors will meet on a monthly basis and the Executive Committee will continue to meet on an as-needed basis. In addition, all members actively participate on several subcommittees. The subcommittees include the following: automotive, construction, finance, marketing, nominating, and scholarship. These groups will meet as required and present reports at the regular Board of Directors meetings. Each year, the Board of Directors creates a number of strategic goals for the Foundation to accomplish. These goals directly support student learning and offer additional career experience opportunities in FATE-sponsored programs and related school activities. Currently, the goals for the 2007-08 school year include:

Residential Construction Site (RCS)

Obtain Spring Village subdivision plan approval and complete site work
Complete and sell house number one
Obtain building permit for house number two and begin construction

Student Auto Sales (SAS)

Increase FATE Board representation to include automotive dealership representation
Increase auto sales to \$150,000 per year

Classroom-on-the-Mall (COTM)

Redefine the working model by which Santa's Little Helpers operates
Identify new opportunities for expansion of the COTM student enterprise

Landscape Architecture and Turf Management (LATM)

Develop a working model by which to operate a successful and meaningful student enterprise

