

## SCHOOL BOARD WORK SESSION

Date: December 18, 2006

*After reviewing this agenda item, board members are requested to e-mail any questions or issues about this agenda item to the staff contact person listed below prior to the work session. Those issues and questions will be used as the framework for the staff presentation at the board work session.*

**Agenda Item:** Foundation for Applied Technical Education, Inc. (FATE) Annual Report

**Staff Contact:** Ann Monday, Assistant Superintendent, Instructional Services

**Background:**

In 1971, a foundation was formed to assist in providing a unique comprehensive educational program to develop needed industry skills for high school students. The original foundation has changed over time to meet the needs of students and local businesses. In 1991, the name was amended to the Foundation for Applied Technical Education, Inc. (FATE). FATE concluded the Spring Hill Residential Construction Site in the spring of 2006, and is currently involved with the Spring Village Residential Construction Site, Student Auto Sales (SAS) operating at high schools offering auto technology programs, Springfield Mall Classroom-on-the Mall (COM) Santa's Little Helpers, and the Digital Imaging Graphics Studio (DIGS) operating at Fairfax Academy in conjunction with the graphic imaging and design and digital photo programs. All of these programs operate student-based enterprises which provide goods or services to the community. Funds generated by the enterprises are used by FATE to improve existing projects and explore new projects.

**Key Issues**

- Residential Construction Program - Conclusion of Condon Manor II in McLean, Virginia and relocation to Spring Village, Springfield, Virginia.
- Student Auto Sales – Increase participation at all FCPS Auto Technology Programs

**School Board Discussion/Decision**

Not applicable

**Staff Recommendation**

**Options**

Not applicable

**Attachments**



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



35th  
Annual Report  
2005-2006

## *Foreward*

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 2005-06 include:*

- Spring Hill and Spring Village 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;
- Digital Imaging and Graphic Studio (DIGS).

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 post secondary 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*

### *Growth, Transformation, Emergence, Opportunity*

Dear Friends,

In looking back at last year's achievements in programs supported by the Foundation for Applied Technical Education (FATE), I've seen programs embodying these words. On behalf of the FATE Board of Directors, I am pleased to present this year's annual report to Fairfax County Public Schools (FCPS).

Student Auto Sales (SAS) has enjoyed significant achievements this year. The program's growth now reaches to twelve of the thirteen high schools that have auto technology; expansion to the thirteenth is expected this year. Throughout this expansion period, the program has taken strides to automate features such as a centralized database of all SAS vehicle inventory. Utilizing internet communication, each SAS location can view current inventory at other locations. One result is a doubling of profit this past year through the sale of 118 vehicles. With gross sales of \$61,076.00 and distributing \$44,855.00 back to the twelve high schools, the SAS programs were able to invest in automobile parts, student trips and competitions, and make other improvements.

Building on the success of SAS, similar efforts are now taking place to restructure the Classroom-on-the Mall program at Springfield Mall. Students from the construction technology program recently assisted some renovation work at the Springfield Mall location in preparation for this year's holiday shopping season. Santa's Little Helpers continues its success in this enjoyable educational experience.

The Edison Academy has a new course offering, Landscape Architecture and Turf Management. This marks the return of agriculture-related courses missing in recent years for FCPS. FATE applauds the FCPS individuals who worked to make this happen. We are excited to see this course emerge, and FATE plans to assist in a partnership of this program with the construction technology program. One opportunity for the students will be to plan and install the landscaping for each of the lots at the new construction site at Spring Village Drive in Springfield, Virginia.

The construction program is up and running after the successful move from the McLean site to its new home in Springfield. The first of eighteen homes began construction this Fall. One goal FATE established with this site was to take advantage of its geographic location in the county to increase program enrollment. I'm happy to report that this year's registration was the highest in recent years. The instructor is aggressively working to recruit students by visiting high schools in proximity to the construction site and increase awareness about the program. Despite some success, the instructors and the program face a significant obstacle-transportation. The inability for students to obtain suitable transportation to and from the job site is preventing the very individuals for which this program appeals. More than 20 students were not able to participate in the program this year. FCPS provided a wonderful opportunity by designating the Spring Village site. FATE asks that FCPS work to find a way to provide transportation alternatives to students that removes this challenging obstacle.

FATE's goals remain the same, continue to seek new ways to improve and expand academy programs throughout the FCPS system. Along with these efforts, FATE has expanded the scholarship program by adding a new scholarship this year bringing the total yearly scholarships to six. FATE's commitment to FCPS and its students is unwavering. With the continued support of Fairfax County Public Schools, FATE looks ahead to the promising future of this partnership.

Sincerely,

*Stanley P. Stewart, III*

Stanley P. Stewart, III  
President

## 2005-2006 Board of Directors

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Sutton Yantis Associates Architects P.C.

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Fairfax County Public Schools

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Fairfax County Building Plan Review Division  
Department of Public Works and Environmental  
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Ann Monday  
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Education  
Fairfax County Public Schools

Janie Strauss  
Fairfax County School Board  
Fairfax County Public Schools

### **Honorary Life Members**

Minerva Andrews  
Joseph T. Daly  
Carl Juran  
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### **Fairfax County Public Schools Foundation Instructors**

Classroom-on-the-Mall:  
DeDe McCoy  
Kathleen Davidson  
Digital Imaging and Graphic Studio:  
Roxanne Kaylor  
Spring Hill Construction Program:  
Marcial Rubio  
Student Auto Sales:  
Tom Carroll  
John Lawrence  
Ed Murphy  
Joe Scango

## *FATE Sponsored Programs: A Year in Review*



### **Spring Hill Residential Construction Program**

The Spring Hill Residential Construction Site was a unique, community-based, construction technologies program in Fairfax County. This construction site, located in McLean, Virginia, provided students with the opportunity to “stick build” large single-family homes in a residential community. Students received classroom instruction on-site and apply their knowledge directly to the house under construction. In addition, students gained valuable experience and knowledge about the construction industry as they worked closely with various sub-constructors in specific trade areas.

Construction of the seventeenth student-built home concluded in February of 2006. The students began the year installing dry wall and tile. After analyzing the real estate market, a February sale date was selected and the students moved into high gear preparing the home for sale. Installing finish trim, kitchen cabinets, landscape, and carpet rounded out the first semester. Working with a real estate agent, the Board identified a market value of \$2,150,000.00 for the 6,300 square foot home located on just under one acre of land in McLean, Virginia. Several county meetings were scheduled on the site to highlight the exceptional work the students had completed including the Career and Technical Education Advisory Committee, High School Guidance Directors, and a culminating celebration of Condon Manor with former students, staff members, FATE Board Members and School Board members. The house was listed in the Multiple Listing Service (MLS) February 21, 2006, and a contract was ratified on February 28, 2006, with a selling price of \$2,100,000.00.

The students spent the spring preparing to move and set up the new location of the Residential Construction Program in Springfield, Virginia. A groundbreaking ceremony was held in June to officially kick off the new project known as Spring Village. Spring Village will be a community of 18 single family homes built in partnership between FATE, FCPS, and construction industry leaders helping students realize their career goals in the construction industry. The new site is located at the intersection of the Franconia-Springfield Parkway and Spring Village Road.

## *FATE Sponsored Programs: A Year in Review*



### **Student Auto Sales (SAS)**

The first student-operated licensed used car dealership in the Commonwealth was implemented over 20 years ago at Marshall High School. 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 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. This year the donation process and reporting procedures underwent significant updating. The SAS program was also extended to all (13) FCPS high school offering automotive technology and automotive collision. More than 400 cars were donated to FCPS during the 2005-06 school year, 118 were sold and are back on the road. Total sales generated \$61,076.00 of which \$44,855.00 was returned to 12 schools participating in the SAS program the remaining balance was used to offset operating costs (dealership insurance, licensing, forms, etc.) and 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.

A partnership with Ford Motor Company and Washington Area New Automobile Dealer Association (WANADA) continued to provide unparalleled learning and career opportunities for interested students. New vehicles were donated (2006 Mustang, 2006 Marquis) to support diagnostic training, make facility improvements, purchase new equipment, and provide industry training and support. Marshall Academy maintained National Automotive Technicians Education Foundation (NATEF) certification. This certification furthered the learning experience for students by providing a nationally-recognized certified facility for students to work and learn.

In addition, an after school instructional program, which provides any FCPS students with free postsecondary training and employment opportunities with local dealerships, continued to be a success. This program allows students to earn college credit while working on obtaining Automotive Service Excellence (ASE) certifications, and new car specific training. This collaboration between industry and education is a model program aimed at reducing the number of automotive technicians vacancies needed in today's workforce.

## *FATE Sponsored Programs: A Year in Review*



### **Classroom-on-the Mall (COM)**

During the 2005-06 school year, 43 students were enrolled in the classroom-on-the-mall program located at the Springfield Mall. 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.

In October 2005, the Classroom-on-the-Mall hosted a Halloween “Spooktacular” event. Students learned the art of event marketing by distributing flyers to area elementary schools and writing press releases for local newspapers and radio stations by working with a marketing firm promoting “Spooktacular.” On Halloween, the Springfield Classroom-on-the-Mall students entertained hundreds of little ghosts and goblins at an arts and craft station located in the mall.

In November and December, the Springfield Classroom-on-the-Mall 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 \$10.00 or less. Over 257 customers visited the store, spending an average of \$16.75. Through their work with Santa’s Little Helpers, Classroom-on-the-Mall 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.

## *FATE Sponsored Programs: A Year in Review*



### **Digital Imaging and Graphic Studio (DIGS)**

It's not every day that high school students get the chance to work on real-world commercial projects while in a classroom setting, but such opportunities are increasingly becoming part of the curriculum in graphic imaging and design. Students enrolled in the Fairfax Academy's graphic imaging and design program are given the opportunity to work on external projects, which local businesses contract with the students through a classroom venture.

The DIGS is being aligned to industry standards and is working to identify industry professionals representing the graphic industry to join the Board and provide guidance on reorganizing the DIGS operations.

## *FATE Sponsored Programs: A Year in Review*



### **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 \$3,600.00. This year FATE was able to offer a sixth scholarship and hopes to be able to continue to offer six scholarships in the future. Students apply the scholarship monies toward additional training in either specialized technical schools or other postsecondary areas of study. 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 Association (NVBA), in conjunction with the Custom Builders Council (CBC), made a second \$5,000.00 contribution to the FATE scholarship fund this year. It is anticipated that this will continue to be an annual donation for students pursuing post-secondary education in the construction/building fields. This year, the \$5,000.00 scholarship went to a student from James Madison High School who is attending Virginia Polytechnic Institute and State University pursuing a career in interior design.

Five scholarships were awarded in June 2006 to high school seniors who were enrolled in the following FATE-sponsored programs: student auto sales program (four students) and Springfield classroom-on-the-mall (one student). The students are currently attending Howard University and George Mason University. In addition, two 2003-04 school year scholarship award recipients were approved for renewal of their scholarships.

## 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 2006-07 school year include:

1. Single-family home site development at Springfield Village Residential Construction Site
2. Program development for Landscape Architecture and Turf Management – Edison Academy
3. Program development for Graphic Imaging and Design – Fairfax Academy and West Potomac Academy
4. Expansion of the size and diversity of the FATE Board of Directors
5. Promotion of FATE-sponsored programs to the local community