Foundation for Applied Technical Education

(FATE)

ANNUAL REPORT

"Taking Students to the Next Level"

Presentation to FCPS School Board

June 23, 2026

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Letter from the President

Greetings Members of the FCPS School Board,

In my third consecutive year serving as the President of the Foundation for Applied Technical Education, Inc. (FATE), I am incredibly proud of the support our foundation has provided to students. As a former FCPS construction student and FATE participant myself, I am excited to see what the future holds as we head into next year. Through educational programs, business partnerships, scholarships, and targeted initiatives, FATE empowers students to acquire industry-valued occupational and employability skills. We cultivate the confidence needed to pursue post-secondary education alongside the broad-based global thinking that propels students into successful careers. FATE's three core educational areas focus on FCPS student involvement in entrepreneurship, residential construction, and student auto sales—collectively impacting over 4,200 students.

FATE prides itself on giving back to FCPS Career and Technical Education (CTE) programs and the students who embody our mission. The organization provides scholarships to support post-secondary pathways, and Student Auto Sales funds various Automotive Technology instructional needs. Additionally, FATE generously supports CTE instructors with Program Enhancement Grants to augment their instructional practices. Lastly, FATE offers start-up loans, or "seed money," for Entrepreneurship students to support the development of their School-Based Enterprises. This school year, FATE was proud to provide over $220,000 to CTE programs across the district.

One area of cooperation essential to the future of FATE is acquiring our next site to support the Residential Construction program. With only five single-family home builds remaining, we have a finite amount of time to locate and prepare a Phase III site. As land in Fairfax County is at a premium, FATE continues to actively explore new opportunities to sustain the future of our construction program, including potential expansion beyond traditional single-family home builds. FATE is committed to expanding its organizational reach to support as many students as possible while staying true to its core mission by piloting a Carpentry program at Chantilly Academy supporting an additional 80 FCPS students.

FATE remains deeply committed to FCPS and to the students who aspire to become the industry tradespeople and small business owners of tomorrow. I look forward to our upcoming conversations as we discuss the future of our students who actively pursue success in entrepreneurship, the construction industry, and the automotive fields.

Sincerely,

Ed Johnson

Executive Summary

Residential Construction Program

FATE sold its 13th student-built home in Spring Village Estates for $1.35 million in August 2025. Residential Construction provides High Quality Work-Based Learning (HQWBL) experiences in all phases of construction through partnerships with professional contractors while work continues on Lot 14. As the development nears completion by 2030, FATE and FCPS are planning future construction-based learning opportunities.

Student Auto Sales (SAS)

Student Auto Sales (SAS) provides students with High Quality Work-Based Learning (HQWBL) experiences allowing students to develop real-world automotive repair and dealership experience through donated vehicles. During the 2025–26 school year through May 31, 2026, SAS received 246 donations and sold 116 vehicles, generating over $219,000 in sales of which $164,000 was reinvested into FCPS automotive technology programs.

Program Enhancement Grants

FATE awarded nearly $25,000 in Program Enhancement Grants supporting FCPS CTE innovative projects. Grants funded experiences in health sciences, engineering, welding, fashion marketing, and trade education. These opportunities provided students with authentic, career-focused learning experiences.

Entrepreneurship Program

FATE provided $33,630 in seed funding to support Entrepreneurship students at 10 high schools participating in Market Days events. These High-Quality Work-Based Learning (HQWBL) experiences allowed students to develop products, manage budgets, and operate small businesses enterprises.

Scholarships

FATE has awarded 145 scholarships totaling more than $371,300 over the past 18 years to support seniors pursuing technical trades and entrepreneurship careers. This year, nine scholarships totaling $18,000 were awarded to students who participated in a variety of CTE programs, including automotive technology, electrical construction and engineering, and entrepreneurship helping students prepare for post-secondary education and workforce entry.

Residential Construction

In August 2025, FATE sold its 13th home in Spring Village Estates. The home was sold for an all-cash, full price offer of $1,350,000. This home, as with previous homes, featured universal design and custom upgrades including custom cabinetry, stainless steel appliances with a chef-quality stove, quality plumbing and light fixtures, as well as upgraded flooring throughout the home.

Lot 14 broke ground in April 2025 and is fully under roof. Hands-on learning is currently focused on architectural plans, take-offs, budgeting, framing, and window installation. Small groups of students work with the instructor to learn CTE Carpentry competencies including reviewing blueprints, laying foundation, framing floors and walls, load and non-load bearing walls, stair installation, and window installation.

Prior to direct work on the building site students must complete important OSHA safety training to ensure their safety through the duration of the project. Every student earns an OSHA 10 certification, an industry recognized credential that not only meets safety requirements but also allows students to stand out when seeking employment in the construction industry.

FATE – Preparing for Phase III

Spring Village Estates, established in 2006, has given almost 1,000 FCPS students the opportunity to gain High Quality Work-Based Learning experiences in the construction industry through building new homes alongside professional contractors. Spring Village Estates provided students with learning modules specific to each home with the goal of students seeing the initial progress, such as foundation laying and framing through the end stage of fixture installations and home staging for sale. Currently, FATE is approximately eight months from completing Lot 14 and five months from breaking ground on Lot 15. With the valuable learning opportunities available at Spring Village Estates coming to an end by 2030, FATE, FCPS, and the Board of Supervisors need to collaborate on future endeavors for FCPS students. As land owned by the Board of Supervisors and Fairfax County School Board is still under discussion to identify potential sites, FATE continues to actively investigate new methods of creating construction-type opportunities for Career & Technical Education students. Our goal is to have a seamless transition from phase two to phase three as FATE continues to work with FCPS, the School Board, and the Board of Supervisors to provide important construction trade-based educational opportunities.

Student Auto Sales (SAS)

SAS, located at Marshall Academy, is the State of Virginia's only high school based independent automotive dealership. Through the generosity of the local community, vehicles are donated and distributed to one of the 13 FCPS automotive programs. Not all donated vehicles meet salable standards. In these cases, SAS provides the vehicle to be used as a “trainer” allowing students to apply their knowledge and skills. SAS and “trainer” vehicles prepare students for the state recognized Automotive Service Excellence industry credential examinations.

This unique and innovative program exposes students to the entire used vehicle process from inspection to diagnosing and completing repairs to final inspection and sale. For the 2025–26 school year through May 31, 2026, SAS received 246 donations and sold 116 vehicles, generating over $219,000 in sales of which $164,000 was reinvested into FCPS automotive technology programs to support updates to the program’s equipment, repairs, inspections, tools, and other instructional necessities.

FATE Sponsored Program Enhancement Grants

FATE strives to support CTE educators' activities beyond the core focuses of Entrepreneurship, Residential Construction, and SAS by funding Program Enhancement Grants. This year, we received 19 innovative requests and supported six different high schools, one middle school, and two alternative programs by donating nearly $25,000 to their projects. The areas funded included Health and Medical Science, Trade and Industrial, Technology Engineering Education, and Family and Consumer Science.

Richard Schubert, Pharmacology Technician instructor, shared that funding for his pharmacy class field trip to Inova Fairfax Hospital Pharmacy and also the VCU School of Pharmacy allowed students to better understand the layout and workflow in a real working Hospital Pharmacy.

> A Pharmacy Tech student shared:
> "I enjoyed the trip through the three pharmacy satellite locations O.R. Heart, and Main Pharmacy, and I even more enjoyed the main pharmacy since it was the coldest and the biggest by far. I learned a lot from each pharmacy like what they do and how they work with the rest of the hospital. I liked how organized each pharmacy was compared to a retail pharmacy where it is still important but not as much in there."

Kendall Barry, Fairfax High School Fashion Marketing Teacher, was awarded a grant for her students to develop their own merchandise to fundraise for their yearly fashion show. In addition, they were able to learn from the NovaLab partnership to give students access to advanced equipment.

> Kendall shared:
> "I'm proud to share that our FATE funded fashion show merchandise project was a success, and the students had a truly meaningful experience designing and producing the products. It was an incredibly valuable industry experience for them. Even coming from the industry myself, I was blown away by the students' collaboration, creativity, and the quality of the products they designed. The branding theme for the project was "BE AN EYE WITNESS", highlighting the guest's experience of witnessing the fashion show in person."

Entrepreneurship

Through High-Quality Work-Based Learning (HQWBL) opportunities, Entrepreneurship students learn how to operate a business in a risk-averse environment to support the CTE competencies for the entrepreneurship class. These HQWBL experiences—specifically structured as school-based enterprises—bridge classroom instruction with real-world business operations. To support these Entrepreneurship programs, FATE offers loans, or "seed money," for students to develop and grow their own businesses. FATE loaned $33,630 to the Market Days concept supporting FCPS students at 10 different high schools who used these funds to begin their careers as small business owners. Students identify a minimum viable product, budget, branding, and marketing strategies to sell their products with exceptional customer service at their school's respective Market Days event. These school-based enterprises allow students to take risks and learn from hands-on, experiential learning in order to become successful future entrepreneurs.

In addition to Market Days, schools also embark on ongoing school-based enterprise opportunities within their entrepreneurship programs to further anchor their HQWBL competencies. By using existing space in the schools, instructors employ a mobile kiosk concept, or manage an automated vending machine, to support the opportunity for students to learn and manage business operations in a controlled environment with a variety of resources. These onsite, student-led businesses allow them to determine market strategies and inventory to best target the niche high school student customer base, transforming the school itself into a dynamic learning laboratory.

FATE Scholarships

For over 18 years, FATE has awarded scholarships to support FCPS seniors who have completed a CTE Automotive Technology, Building Trades, or Entrepreneurship course. Students can apply for an academic, apprenticeship, or tool scholarship to support their post-secondary goals.

To date, FATE has awarded 145 scholarships totaling over $371,300. This year, FATE received 29 applications from 10 different high schools with students receiving instruction in our electrical construction and engineering, automotive technology, welding, and entrepreneurship programs. FATE awarded nine scholarships this May totaling $18,000: four academic, four tool, and one apprenticeship scholarship. FATE believes in the importance of career-ready students to enter the workforce, with special emphasis on high-demand industry trades.

Strategic Plan Alignment

FATE's focus on preparing students for entering the workforce career ready with a focus on high-demand technical skills aligns with multiple goals of the FCPS Strategic Plan with the strongest alignment to Goal 5: Leading for Tomorrow's Innovation. The FATE plan emphasizes continued focus on work-based learning and industry partnerships, while aligning programs with high-demand careers such as construction and automotive technology. It also focuses on strengthening career pipelines through deeper employer engagement.

FATE Board of Directors

Name	Professional Organization	FATE Role
Ed Johnson	Partner, Network Realty Partners	President Residential Construction Committee Scholarship Committee
John Altman	Chief Operating Officer, Beyer Auto Group	Vice President Automotive Committee
Natalie Anzzolin, CPA	Principal, Thompson Greenspon CPA & Advisors	Treasurer & Secretary Residential Construction Committee
Michael Kieffer	Attorney/Shareholder, Walsh, Colucci, Lubeley & Walsh, P.C.	Counsel Scholarship Committee
Joseph DeSio	Real Estate Agent, Jobin Realty	Member Automotive Committee, Chair
Julie Holmes	Owner, Co-CEO, Virginia Tire & Auto	Member Automotive Committee
Kyle Kratzer	Building Codes Administrator Fairfax County Land Development Services	Member Residential Construction Committee
Diane Pruner	Retired Education, Fairfax County Public Schools	Member Scholarship Committee

Kriti Rano Rao	Assistant Vice President, United Bank	Member
Matt Severance	System Engineering Technical Advisor, VTG	Member Automotive Committee
Stan Stewart	Principal, Sutton Yantis Associates, P.C.	Member Residential Construction Committee, Chair Scholarship Committee, Chair
Terese Wilson	Partner, Lehman Smith & McLeish Architects	Member Residential Construction Committee

Fairfax County Public Schools Liaisons

Name	FCPS Position	Organization
Dr. Michelle Reid, Ed.D.	Superintendent	Fairfax County Public Schools
Sloan Presidio, Ed.D.	Chief Academic Officer	Fairfax County Public Schools
Ellen Reilly, Ph.D.	Assistant Superintendent	Instructional Services
Jennifer Glaser	Director III	Office of Counseling & Career & College Readiness
Whitney Ketchledge, Ph.D.	Senior Manager III	Career & Technical Education
Amy Granahan	Senior Manager I	Marketing Education
Todd Franklin	Senior Manager I	Career Pathways
Craig Lewis	Senior Manager I	Technology Engineering Education & Building Trades FATE
Matthew Bechtel	Senior Manager I	Work Based Learning & Transportation Pathways