



- 50% presentation / 50% interactive
- When presenting content, be spread out throughout the room not in one area
- Take turns which each slide, while the others help
- Take charge of the room, ask that everyone raise their hands, when someone is not on task - kindly go to them and find an area to assist, if someone is walking out – inform them that our presentation will be available online and ask them if they have any questions
- Start off with a ice breaker – Action names!
- ~~Have prizes or handouts?~~
- Example photos for each area
- Handout for each area for participation
- Need 4 ipads (mine, school mine,
- Hp tablet for presentation
- Templates on-hand (cd, online?) create website or google+
- Business cards needed for team
- Falcontech and/or FAST brochure?
- Use technology directly – ipad for sliding, prezi, music?,
- Need to video record entirely, professional photos (camera, camcorder)
- Bring extra equipment – power strip, power cord, laptop, ipad
- Foam display board or roll-up banner
- Falcontech infographic design / flyer
- MOU template
- Need to track question via parking lot
- Printout of notes to practice or ipad
- Need home printer
- Need elmo



Virtual Enterprise Entrepreneurship across the Curriculum

Ariana Medrano
Roberto Melendez
Jasmine Sanchez
Alan Uribe



-Salutations-

1. **Good afternoon educators. We thank you for the opportunity to present in front of you today.**
2. My name is Leonard Moreno, I am an instructor for Palmdale High School in the Antelope Valley, I teach Game Design.
3. I am here today with students from our program, to model for you our best practices.
4. May I present to you the students who will now be facilitating this workshop.
5. May I introduce Ms. Arian Medrano, Mr. Roberto Melendez, Ms. Jasmine Sanchez, and Mr. Alan Uribe.
6. My job today is to demonstrate a phrase I learned many years ago but just recently acknowledged – “Give up power to empower”
7. **Thank you**


REMEMBER :

- Eye contact all judges
- Eye contact each other
- Interact each other
- SMILE!



1. Ariana – Hello my name is Arian Medrano. I want to thank you all today for being here in our session.
2. I want to start of with a game! - We call this the **(Action Name)** game
3. This is a great icebreaker to get new people to know each other
4. Here is how you play it....
5. To play the game, you must state your first name and an action.
6. Hi, I am ACTING ARIANA
7. **ROBERTO** – the next person clockwise, then restates the previous action name – Hi Acting Ariana, I am RUNNING ROBERT
8. **JASMINE** – Hi Acting Ariana, and Running Robert, I am Jumpingjack Jasmine
9. **ALAN** – As you can see, there is a chain. So Acting Arian, Running Robert, Jumpingjack Jasmine, and Im ARMFART ALAN
10. **ARIANA** – Why thank you Armfart Alan, now it is your turn!
11. Now, it is your turn! - I need everyone to stand up
12. Someone at your table needs to be the leader, please raise your hand so we know
13. You will have 2 minutes at your table, to know each other.
14. Please remember, that the action is what helps people remember you by – especially when you can charade it well!
15. --When finished → Thank you, as you can see it is a great activity. Please have a seat.

Did you know....

- Less than half of the US workers lack the skills required to do their jobs, despite having a college degree.
 - 25% of high school students in the US fail to graduate on time.
 - The US ranks 25th among 30 industrialized nations across many scores.
 - The US woefully underinvests in education, for every \$2 spend in R&D in corporations, the education system spends 2 cents.
 - Every year, about 1.2 millions students drop out of school. That's 7,000 dropouts every day or one every 26 seconds.
 - 91% of employers state soft skills outweigh hard skills specifically in the areas of communication, teamwork and critical thinking.
- 

1. Everyone takes turns

- Less than half of the US workers lack the skills required to do their jobs, despite having a college degree.
- 25% of high school students in the US fail to graduate on time.
- The US ranks 25th among 30 industrialized nations across many academic scores.
- The US underinvests in education, for every \$2 spent in R&D corporations, the education system only spends 2 cents by comparison.
- Every year, about 1.2 millions students drop out of school. That's 7,000 dropouts every day or one every 26 seconds.
- 91% of employers agree that soft skills outweigh hard skills specifically in the areas of communication, teamwork and critical thinking.

FAST Academy

California Partnership Academy

- Pathways
- Sustainable
- Design



1. **ROBERTO – Hello, my name is Roberto Melendez. Thank you again for the opportunity to present.**
2. Our program is part of the FAST Academy, or the Falcon Academy of Sustainable Technologies.
3. The academy is made up of three distinct pathways in Automotive, Construction and Game Design.
4. This academy has a focus on green technologies with computer design connecting each pathway.
5. Sustainability is a national initiative, but does not always mean recycling, renewable energy and alternative fuels.
6. I'll give you an example, in our game design class, we are 95% paperless.
7. Another example is that we only use open-source software which helps with e-waste and power consumption, more on open-source later.

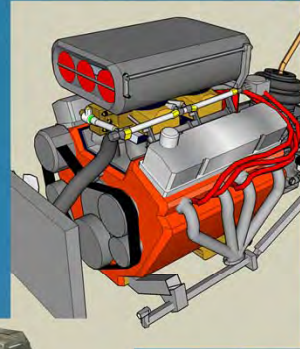
Multiple Pathways

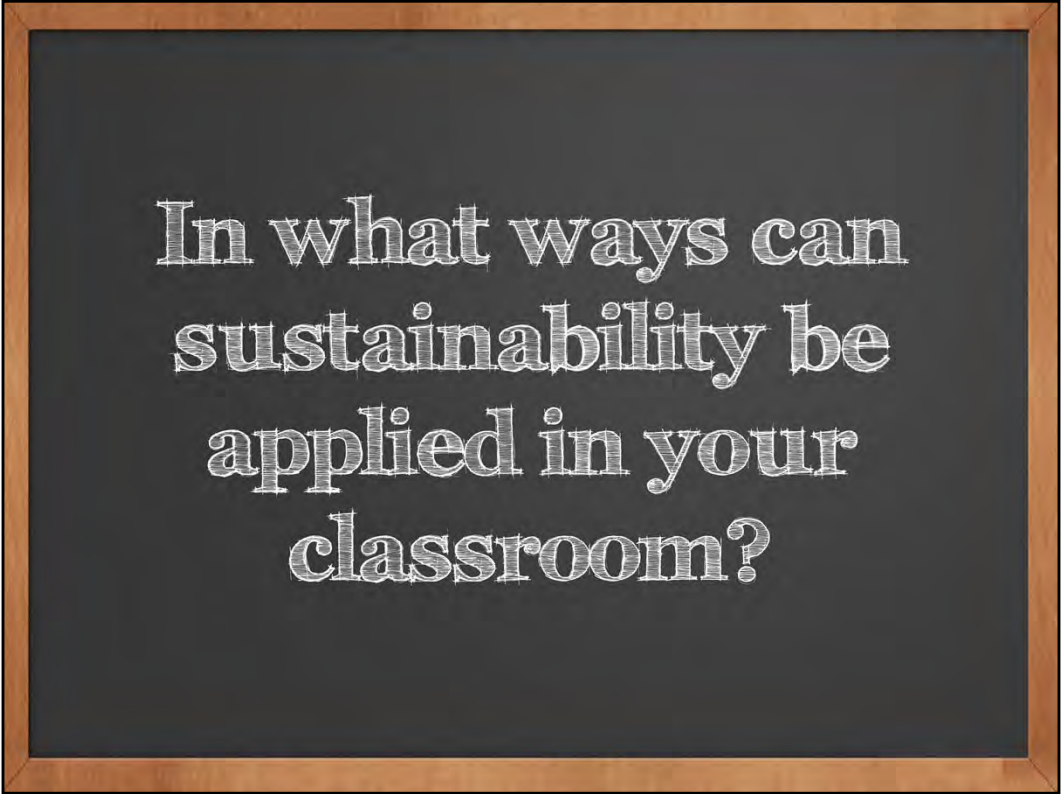


Green Research



Computer Design





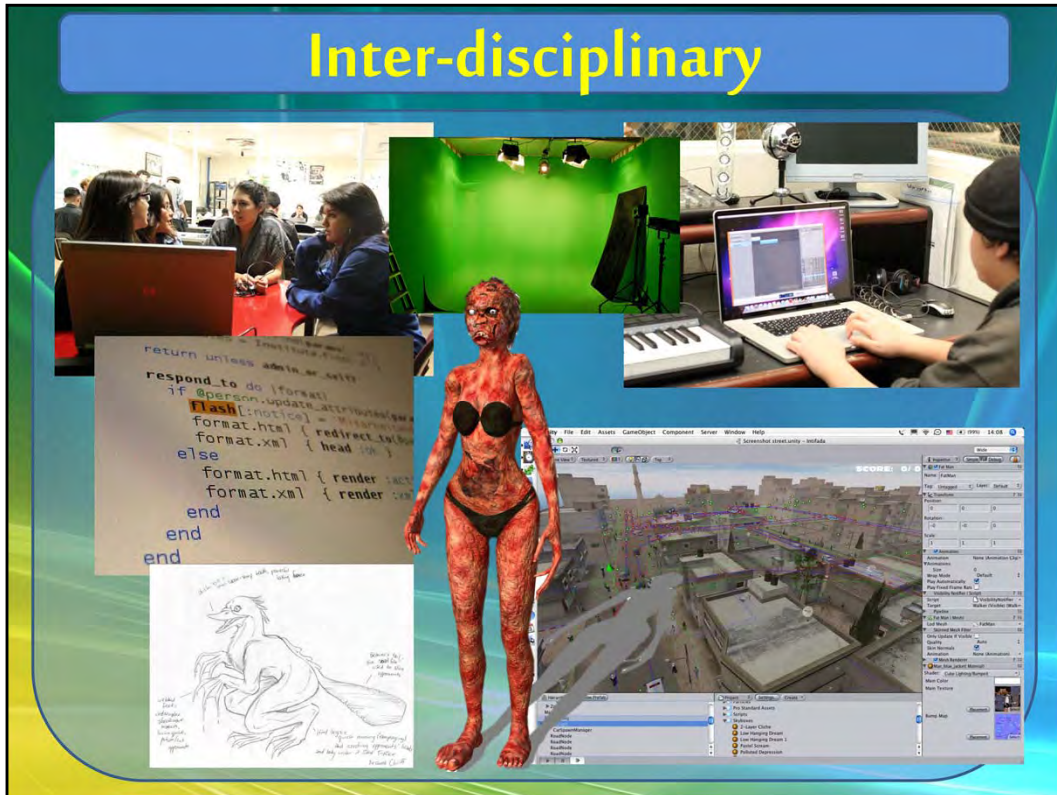
In what ways can
sustainability be
applied in your
classroom?

1. **ACTIVITY** - Ask the question > in what ways can sustainability be applied in your classroom?
2. Have the room take 2 minutes to discuss at their table.
3. After 2 minutes, ask if anyone can share their discussion or select randomly a table
4. **HANDOUTS** – after the discussion. ‘Though we are 95% paperless, the 5% went to printing out these flyers!’



1. **JASMINE– Thank you Roberto. Hello, my name is Jasmine Sanchez. I also want to thank you today.**
2. Our program is called FalconTech which originally started as a Computer Science class.
3. Our game design roots started back in 2000 as a senior project course.
4. Our classroom had many challenges over the years, specifically with education, where it was pretty much taboo to mention the word video game.
5. Now, just recently, game design has been approved at the state level as a pathway.
6. Game design is not just about making games, it is the one subject that teaches across many industries.
7. President Obama during a 2007 campaign stated that games are a great vehicle to deliver STEM participation.
8. Like a game, our class has failed many times at completing the next level.
9. But we have been given many mushrooms you can say, to try again.
10. These failures were due to many obstacles: from absent state standards, to lack of curriculum, expensive cost of software to general lack of student skills.
11. Over the course of this workshop, we will demonstrate how we have managed to find power-ups in education to help us to defeat our version of Bowser.

Inter-disciplinary



Pathway

Arts, Media, and Entertainment Pathway Standards

D. Game Design and Integration Pathway

Students in the Game Design and Integration Pathway prepare for careers within the game design industry and in related technical fields. Students will develop foundational knowledge in game design, animation, graphics, and computer software and hardware. They will apply skills in Mathematics, Physics, English Language Arts, Social Science, and Entrepreneurship. Most importantly, students will learn the twenty-first century skills of creativity, critical thinking, communication, collaboration, and technical expertise, which will increase employment capacity across the job market. In the Game Design and Integration Pathway students prepare for both entry-level employment and additional postsecondary training needed for advancement in the highly competitive game design industry. They prepare for occupations such as Game Tester/Analyst, 2-D and 3-D Animator, Storyboard, Level Artist, Texture Artist, Cinematic Artist, Game Designer, Game Programmer, and Production Team Manager. Students completing this pathway develop the skills and knowledge to be creative partners in video game design while building capacity for employment in all areas of the creative workforce.

Sample occupations associated with this pathway

- ◆ 2-D/3-D Animator
- ◆ Computer Game Designer/Developer
- ◆ Game Tester
- ◆ Electronic Simulation Consultant

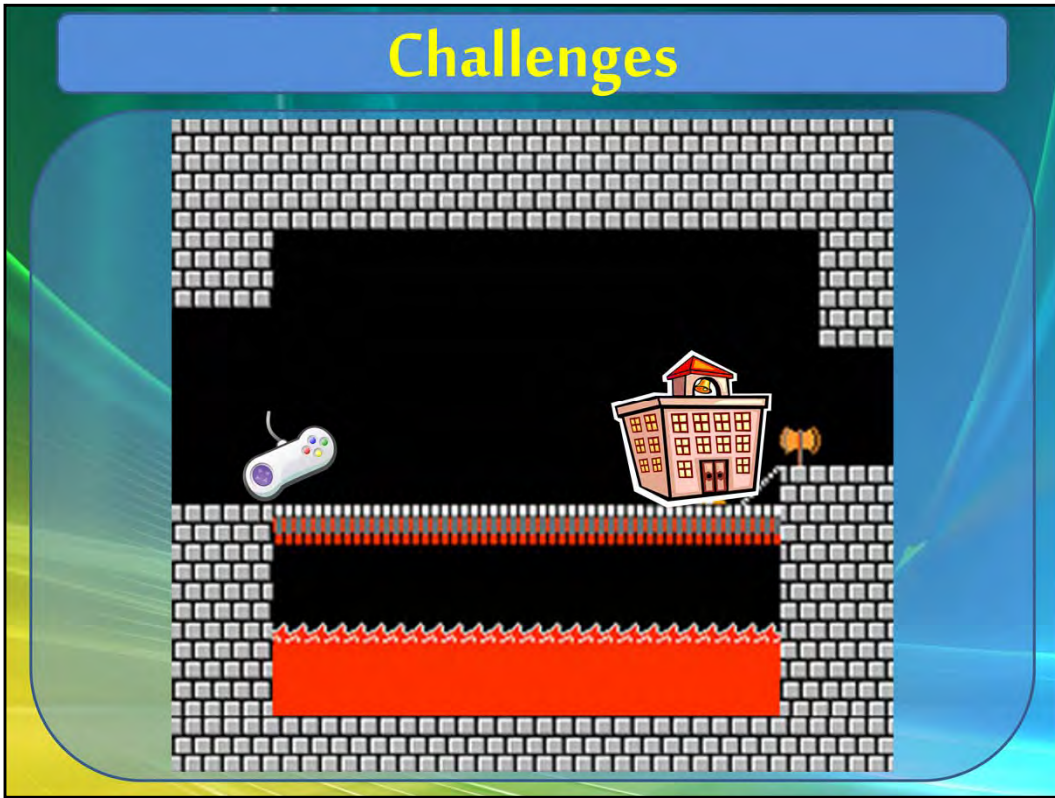
D1.0 Demonstrate understanding of current trends in both electronic and nonelectronic games. Students will identify how these systems have evolved and identify how these systems have impacted the industry.

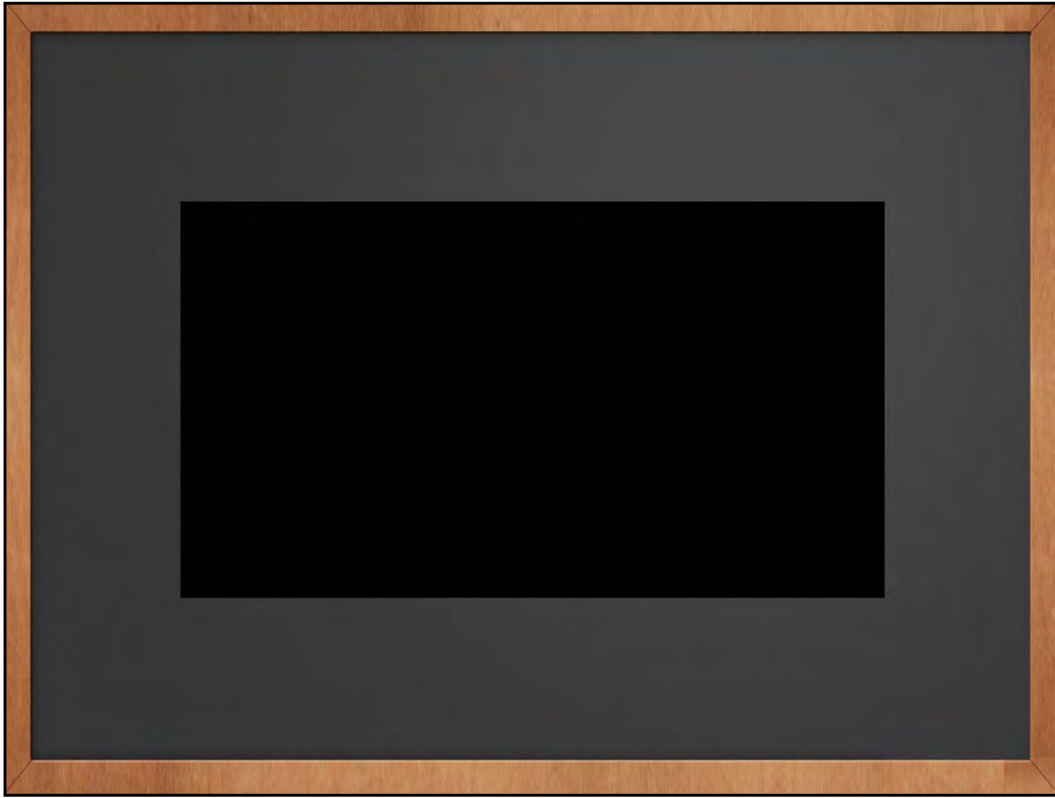
D1.1 Research and analyze different game genres and their impact on the industry.

D1.2 Define and use necessary vocabulary related to games, their genres, and their development.



Challenges





1. **ACTIVITY** - And now we would like to show you a video about game design and how it applies to STEM
2. This video has many elements, what are some things that stood out in the video for you, can anyone share their thought?
3. **HANDOUTS** – after discussion, handout FalconTech flyer



1. **ALAN– Thank you Jasmine. Hello, I’m Alan Uribe. Many thanks again for having us here.**
2. Our capstone course operates as a virtual enterprise that simulates a business through creating and managing a venture operation.
3. We operate as a non-profit organization booster club. This allows collection of donations and direct control of budgets via an external committee.
4. Unlike most school virtual enterprises, we create real products that go to market. As a game design class, our current products are video games but the potential to be involved in any aspect is sky's limit.
5. We also converge our participation with the career technical student organization – SkillsUSA. We participate in many professional and skill related contests and tie them directly to this class throughout the whole year.
6. Last year, our team placed gold at the national level for SkillsUSA in the Sustainability Solutions contest which we pitched a sustainable learning game.
7. With this success, this year we have been asked to pilot a Virtual Internship program as a non-profit has pursued interested in contracting us to make a full sustainable learning game targeted to K-5 children.
8. Virtual Internship allows 21st century learning while still in the classroom, we collaborate with a host site through many technologies including telepresence and social media.
9. For the 2014 school year, we have also won a contract for developing a children's novel into a game and plans to develop an after school electronic sports club and moon festival.

Committee



SkillsUSA

They're gold medal winners at making video games

By JULE DRAKE
Valley Press Staff Writer

PALMCOCK — Palmcock High School's FalconTech Studio team of Senan Garbutt, Tyler Hart and Gallenra Platenberg earned a gold medal in June for GameCrewPlanet — their video game creation — at the 68th annual National Leadership and Skills Conference and SkillsUSA Championship in Kansas City.

"I've created a video game that teaches children of an early age to be environmentally responsible adults," Garbutt explained in an email.

FalconTech Studio is Palmcock High's video game production class based in the Palmetto Academy of Sustainable Technology or PACT. Garbutt said a sustainable technology made sense.

The FalconTech team advanced

"I have full faith in the talent that FalconTech creates."

— Tyler Hart, FalconTech Studio producer

they competed against 16 teams in the Sustainability Solutions portion of the SkillsUSA championship.

Although Garbutt, Hart and Platenberg are all on their way to college this fall, their video game project will continue with a new group of students.

LittleGreenPlanet is being created for the Major Environmental Education Department and is due to be released next year.

"Unfortunately this means that

Senan, offers a comprehensive four-year program of study that includes rigorous academic courses with career technical education, business, psychology, marketing and information.

The students were supported by businesses and the Major Environmental Education Department.

"It came to the receipt of the LittleGreenPlanet through the STEEP initiative," said President Christina Senan. "Hart wrote, 'And we then came up with the idea to make a game that kids can easily pick up and start learning how to become environmentalists.'"

Hart, who served as Palmcock Student government president, was named the Major Environmental Education Department Student of the Year. He will study computer engineering at California State University, Northridge, this fall.

LittleGreenPlanet is made a kid-friendly game of a

and their game

is a great place

the PACT studio

are currently the

same level. In the

partly have up

able levels."

WINNERS OF AN



WINNING TEAM

Palmcock High School FalconTech students Tyler Hart, Tyler Gallenra Platenberg, 17, and Senan Garbutt, 16, received a gold medal earlier this summer at the SkillsUSA Championship in Kansas City. **CHRISTINA RAMBO**
Valley Press



Sustainability Solutions

Internship





1. **ACTIVITY** - These are some of the resources we used to help us.
2. **HANDOUTS** – Display a MOU template



1. Ariana

2. At the root of a Virtual Enterprise is project based learning, which helps students explore real-world problems and challenges while providing an all-around enriching education.
3. In order for a project based classroom to be successful, you must learn how to “Give up Power to Empower”
4. Our instructor plays only a CEO role, where he facilitates the direction and is our main advocate.
5. All students are placed in teams or departments. In game design, due to the nature of our industry, there are many – for example, programming, level, art, multimedia, creative writing, etc.
6. Aside from technical type of teams, you must also have students in the roles of management, marketing, public relations, and finance.
7. All our projects are establish within our communities, this helps the project to become authentic while embracing making a difference.
8. For example, we participate yearly with the Relay for Life charity. We raise money by playing and collecting games during a event we call the ‘24hr marathon’ that is now an annual event that is expected in our community.

Empower



Departments



Relay for Life

Gaming for Hefter scholarship

By ALEXA WILSON
Staff Writer

PALESTINE — The Palestine High School general committee has announced that video games will be what they have set to be fundraising for the Hefter scholarship on the main floor.

The day-long "The Game" will feature video game tournaments between Palestine High, West Palestine High, and Palestine High. The tournaments will be held on the main floor of the school, and the winners will receive a scholarship to Palestine High.

The tournaments will be held on the main floor of the school, and the winners will receive a scholarship to Palestine High.



C
W
O
By A
L
L
S
T
A
R
T
E
D
I
N
T
H
E
M
O
D
E
R
N
E
R
A
T
I
O
N
A
L
G
A
M
E
S
A
R
E
B
E
C
O
M
I
N
G
M
O
R
E
P
O
P
U
L
A
R
A
M
O
N
G
S
T
S
T
U
D
E
N
T
S
A
N
D
P
A
R
E
N
T
S
A
L
I
K
E
M
O
R
E
S
O
C
I
A
L
I
Z
E
D
A
N
D
C
O
M
M
U
N
I
T
Y
O
R
I
E
N
T
E
D
A
C
T
I
V
I
T
I
E
S
A
R
E
B
E
C
O
M
I
N
G
M
O
R
E
P
O
P
U
L
A
R
A
M
O
N
G
S
T
S
T
U
D
E
N
T
S
A
N
D
P
A
R
E
N
T
S

CONCENTRATION — Marc Colwell, 18, a senior at Palestine High School, plays the video game Call of Duty: Modern Warfare 2 during the video game tournament at Palestine High School. The tournament is part of the Hefter scholarship fundraising event.



FalconTech gamers play to raise funds, break record

PALESTINE — The FalconTech gaming team from Palestine High School has set a new record for the number of students participating in the Hefter scholarship fundraising event. The team, consisting of 15 members, played the video game Call of Duty: Modern Warfare 2 during the tournament.

The team's record-breaking performance was a result of their dedication and teamwork. They played for a total of 10 hours, breaking the previous record of 8 hours.

The Hefter scholarship is a prestigious award given to students who demonstrate academic excellence and leadership. The fundraising event is a key component of the school's efforts to support this scholarship.





Instructions – List resources above

An exercise in project based learning

Setting:

'Mac vs PC'
presidential debate

1. **ACTIVITY** - Team based activity
2. You have 8 minutes to complete this activity
3. We are not looking for works of art but to showcase the collaboration of project based learning
4. At your table, make sure you have at least 6 people, the more the better.
5. Pick one person to be the project manager – raise your hand so that you are given a sheet of instructions
6. Once we are complete, your marketer will pitch their project to the class
7. Have fun!





1. ROBERTO

2. The world runs on incentives, everyone with a job does it because of their passion. Just like teachers who do it for the salary!
3. One unique incentive would be our salary system, yes you heard right. It is based on total donations and fundraising earned.
4. The salaries are paid as a Merit Scholarship and calculated by the final end of year grade level as a percentage from total donations.
5. For example an A would 7%, a B would be 5%, a C would be 3%. You might get a hug or sticker for a D but that's it. If your asking about an F, hold on for that.
6. For students that are university bound, nothing beats updating their portfolios and resumes to reflect real world participation.
7. With so many parts moving with the virtual enterprise and project management side, it doesn't stop there.
8. Every student gets a chance to participate throughout the year in many showcase and community events.
9. This is encourage not only for the experience, but more importantly to establish networking with others.
10. Take advantage of all and any possible venues within your school, district, city, state, and even national.
11. Things like presentations, expos, conventions, conferences, booth, fairs, charities, fundraisers, and so on.
12. Don't worry if it doesn't directly relate to your program, we show up to every event as the power of participation initiates exposure.

13. ACTIVITY -

14. HANDOUTS –

Merit Scholarship

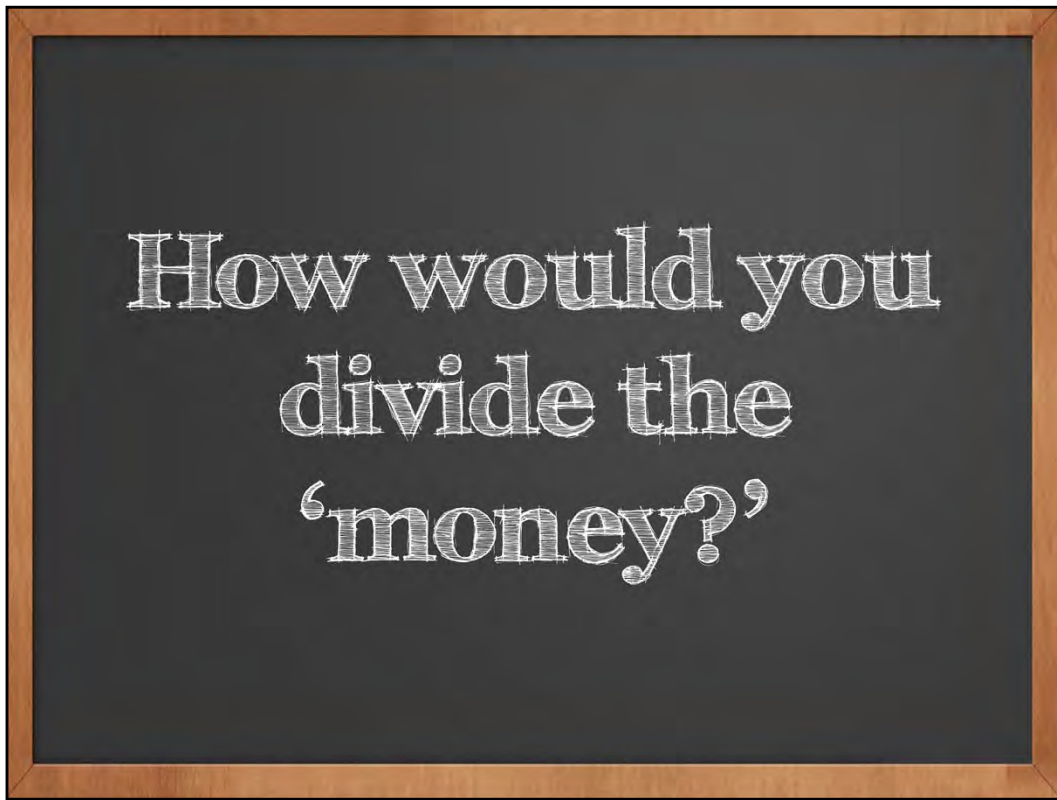


Building



Travel





Instructions –

1. Pick a person at the table who has not been a 'leader' before
2. Give the person 10 pieces of candy
3. Announce – The person with the candy should now divide the candy, your salary, based on participation so far.



1. JASMINE

2. This next subject is possibly the most important if not the one that is most asked about.
3. How does a classroom that does not do lessons, give out assignments or take test measure student performance? I'm glad you asked.
4. Formative assessments are made with manager walkthroughs and weekly teams meetings. These are tracked by behavior management systems which we will get to in a bit.
5. Summative tracking is done through a daily work journal and weekly peer reviews. These are completed in a project management system, again, we will get to that part later.
6. So how many of you know what gamification is????? Basically, it is applying the mechanics of a game into other context. There is a reason that games are fun, because they allow challenge and rewards.
7. Though we are early in applying gamification, the results are positive in this kind of setting. Currently, gamification is not used as a part of a students grade, but allows them to have options to excel and be challenged.
8. Students can level up by completing industry appropriate book reading or supplemental resources. They can power-up by completing volunteer or charity hours. They can change their avatar look with Dressing for Success.
9. They can advanced to the next level with representing the classroom in an event. And challenging the boss translates to participation in a CTSO like SkillsUSA.
10. We all know that students work well in a groups and that everyone contributes right? Right....
11. In the event that a student does not take advantage of whats available to them, there is a Firing system in place.
12. Any student that earns a F in any quarter, demotes them to either a 'TA' classification or removed

entirely.

13. Even though we are sustainability focused, we do not go as far as to recycle student to other teams, and once fired students cannot receive any benefits or incentives.
14. So how does a student become eligible to be fired? You can be fired from mutual negatives peer reviews, or management recommendation.
15. The first offense is a warning with timeline for correction, the second offense is to get a contract with the CEO, and the third and final offense gets you the Donald Trump finger. (have a pop donald trump with the sfx 'your fired')
16. **ACTIVITY - have a peer review done on table participation**
17. **HANDOUTS – rubric**

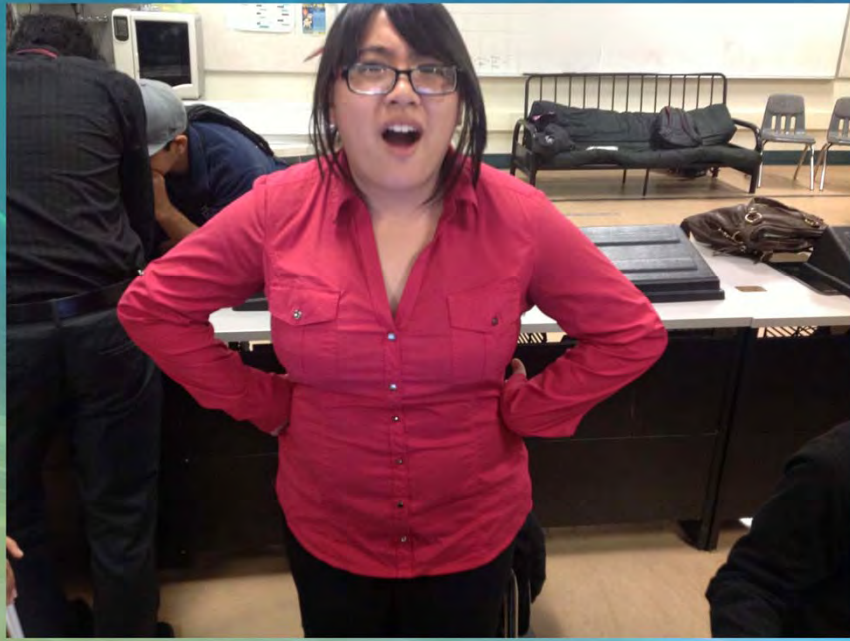
Competence



Gamify



Your Fired....





1. **ALAN**
2. Our classroom inherently is on top of the technology curve. Sometimes technology hinders, but using technology as an extension of students natural abilities is the key.
3. Our classroom contains 32 computer stations, 4 laptops, a dedicated server, a network-attached server for student files, a poster and 3D printer, a green room and multimedia room all with appropriate equipment.
4. Technology is inherently part of our classroom, so we don't mean to show off here but to tell you that our school paid for none of it. Grants are the key and it does not take the district or specialist to write them.
5. For example, we just recently wrote and won a \$25k grant for the purchase of 40 ipads. The few ipads we have are has already been transforming the classroom beyond any other technology we have.
6. Let talk about the power of telepresence– it will single handily open the classroom to participate anywhere for guest speakers, mentors, field trips, collaborative with partners, committees and even students themselves
7. Students interact with real world as needed with iPads and webcams to class level with a dedicated PTZ system. This is a camera that can pan, tilt, and zoom.
8. **ACTIVITY -**
9. **HANDOUTS –**

Tools



\$25k



February 11, 2013

Pay to the
Order of Palmdale High School - FAST Academy

\$20,700.00



This grant provided by Lowe's
in partnership with SkillsUSA

Lowe's Charitable & Educational Foundation

Connected





1. ARIANA

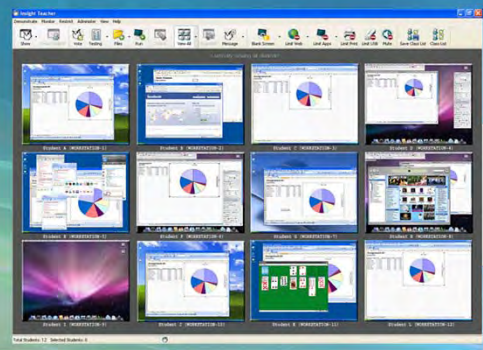
2. Even more expensive is software, but not just the cost, headaches associated with support and constant updating if not arm wrestling with your techs.
3. Just a class that teaches photoshop the cost can be beyond most schools, now imagine a game design course needing access to all industries.
4. We learned a long time ago to truly embrace the open-source initiative. Open-source software is not necessarily 'free' software but software created and supported by community vs. industry.
5. We can have an argument until the sun rises about teaching industry software, but it works in our setting.
6. In particular, the learning curve allows us to go straight into creation and use it at home, and it meets our sustainability learning as a plus.
7. We are not just talking about computer software, this is also true with online and mobile applications. A list of these are on your handouts.
8. Two pieces of security software that we actually pay for that are an absolute ESSENTIAL, are Deepfreeze and Insight made by Faronics.
9. Deepfreeze allows a baseline system with initial software and settings needed and then turns your computer into an etch-a-sketch where students can do what they want.
10. Student have zero restriction and can install whatever, but once a shutdown or restart happens, it's like shaking the etch-a-sketch and system goes back to baseline.

11. Insight allows monitoring of all computers in real time with administrative features like blocking any program or web page including both formative and summative assessment capabilities.
12. We talked about assessment earlier, there are two free management systems that deal with participation - Clasdojo and Classbadges.
13. They are free, and mobile which is needed for instant assessment, and they use the gamification principles which makes it fun.
14. Projects are a management nightmare. We use a combination of large white boards and software to tackle this.
15. Before we give you input, know that the key here is student management of these systems with instructor administration, you have been warned.
16. There are many systems out there, and even we change yearly. The best systems need to be easy for students to participate in and widely available.
17. We currently use Teamlabs for project management, Moodle for course management, and Google+ for everything else like email accounts, storage and conferencing.
18. Next year we plan in combining all these resources into one platform with either Google+ or Edmodo.
- 19. ACTIVITY -**
- 20. HANDOUTS – list of pc, online, apps, resources**

Movement



Faronics



Assessment

The TeamLab dashboard includes the following sections:

- Dashboard:** Employees, Events, Blogs, Forums, Photos, Bookmarks, Wiki
- TeamLab:** Invite Employees, Add Content, View Profile, Customise Widgets, Change Settings
- New Employees:** Jane Leary (Programming), Steven Scott (Programming), Dart Enders (Web Design)
- Birthdays:** Heather Butler (Today)
- What's New:** Blogs (TM Community Launch), Forums (Blank Space in Opera and IE), Forums (Pay per click natural optimisation debate)
- Events:** Microsoft Bank Holiday Working Hours Change, New Employee Notice, TeamLab Intranet Launch
- Forums:** World Soccer Player of the year, Women's World Cup, Windows 2 vs Vista vs XP Performance, Women's World Cup, Blank Space in Opera and IE, The white space is gone for me now.

The Moodle Course Elements plugin page includes the following information:

- Navigation:** Home, Site pages, Courses, Developer credits, Plugins, Statistics, Moodle Hat, Categories
- Activities:** Course element
- Description:** The course elements provide pre-chopped pedagogic bricks that can be used as resources in a course. They include list items and are rendered in the course resource pool list resources in separate content. Course elements provide high semantic level objects that are commonly used in online learning contexts, such as: Topics, list items, resource, available, work description, video elements, tips and tricks, see also.
- Requirements:** Moodle 2.2, Moodle 2.3
- Activities:** LFSApp

Want a list of all software
used?

See our
[Pinterest/phsfalcontech](https://www.pinterest.com/phsfalcontech)



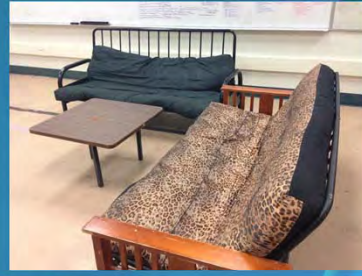
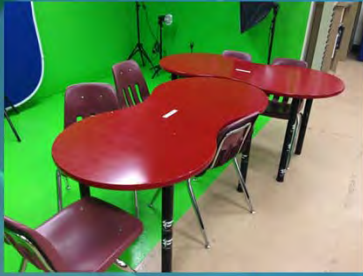
1. ROBERTO

2. Just as the process of delivering education has not changed, even more so has the physical classroom.
3. You cannot expect 21st century learning to happen in a 20th century classroom.
4. You need culture in the classroom, that is the look and feel of not only your subject area but mirroring the real-world. Billion dollar corporations like Microsoft, Google, and Facebook model this.
5. Ensure that your classroom has more collaboration areas than desks, like couches, meeting tables, and project tables.
6. Have plenty of areas for students to visualize their planning process, large or multiple white boards and pin boards go a long way.
7. Section off areas of the room to give students a sense of ownership, if you cannot section off at least designate.
8. Post lots of related content outside of academic or motivational posters. For us, infographics, alumni, press articles, and partnership displays work toward the effort.
9. Though there is no direct correlation between having fun while working equals more work, it allows community and most of all play inspires creativity.
10. Our workplace has a refrigerator, coffee area, basketball court, giant slingshot, nerf toys, and video game areas.

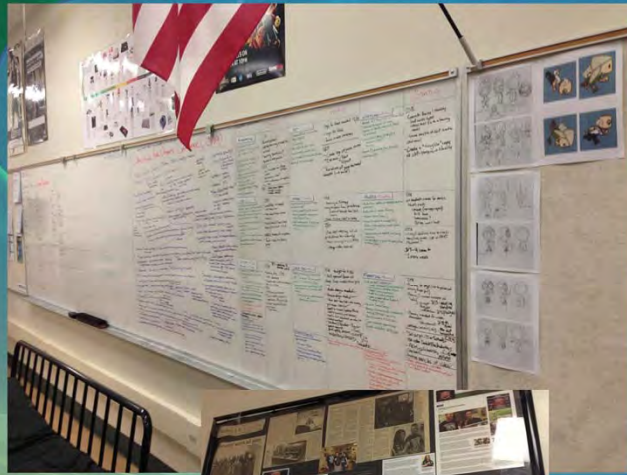
11. ACTIVITY - Have everyone throw a foam ball at each other?

12. HANDOUTS – show a video or photos of classroom now, before, future

Community



Information



Play



Nerf Fight!!!



1. JASMINE

2. The business plan is the most important document for anyone wanting to do business, the classroom is no different! Think about this, you are creating a product (aka, students) and 'selling' it to the world.
3. We first created a full fledged business plan when large sponsors did not seem interested in us. One person advised us when they turned us down, that everyone wants to do business, but what makes us stand out?
4. Once we took the process to create one which seemed impossible, it opened up those previous closed doors and even created new ones. For example, just recently we created a partnership with USC.
5. Define the mission at the beginning of the school year, not create project along the way. The teacher being the CEO should define the milestones and students planning the goals and objectives.
6. When it comes to budgets, there needs to be a defined income and spending before students are assigned to be in charge of it.
7. For us, we have three forms of finance types. We have **fundraising** which is only used for paying for disposables like food, travel, items as needed. We look for and write many **grants** ourselves, when awarded, they go towards what they were written for which is usually equipment or field trips.
8. Lastly, **donations** are any money that is received by individual or groups towards our product, services, or in general to support us. Donations are used primarily for student

salaries, aka the Merit Scholarship program.

9. Without a booster club or 501c3 status, you cannot receive donations. Becoming a 501c3 which is our next step, everyone is more likely to donate money as they would be allowed a tax-write off.
10. We cannot emphasize enough when it comes to this next point, in order to survive as a business, you must have and make business relationships.
11. The key is to have long-term and continued short-term partnerships. Long-term partnerships helps us with making connections, mentoring, interning, field trips, and most important viability.
12. You must be able seek new partnerships every year, they could become long-term but they support with guest speaking, field trips, and monetary support.
13. Ensure that students are a part of the process if not entirely. Make sure first contact happens by phone, then follow up with a sit-down, after a partnership has been establish, only then should you use email or other message media. Nothing drives your mission statement than students walking in dress for success taking charge....nothing.
14. Partnerships key to support, student collaboration, bridging, viability, monetary support, mentors
- 15. ACTIVITY - ?**
- 16. HANDOUTS** – business plan condensed printed from 8 pages to 1

Milestones

Business Plan 2012



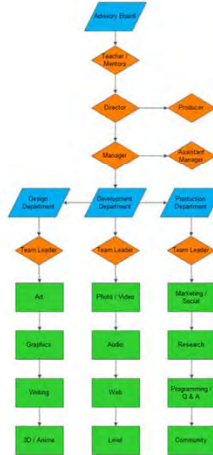
Palmdale High School

2137 East Ave. R
Palmdale, CA 93550
661.273.3181
falcontechstudio@gmail.org

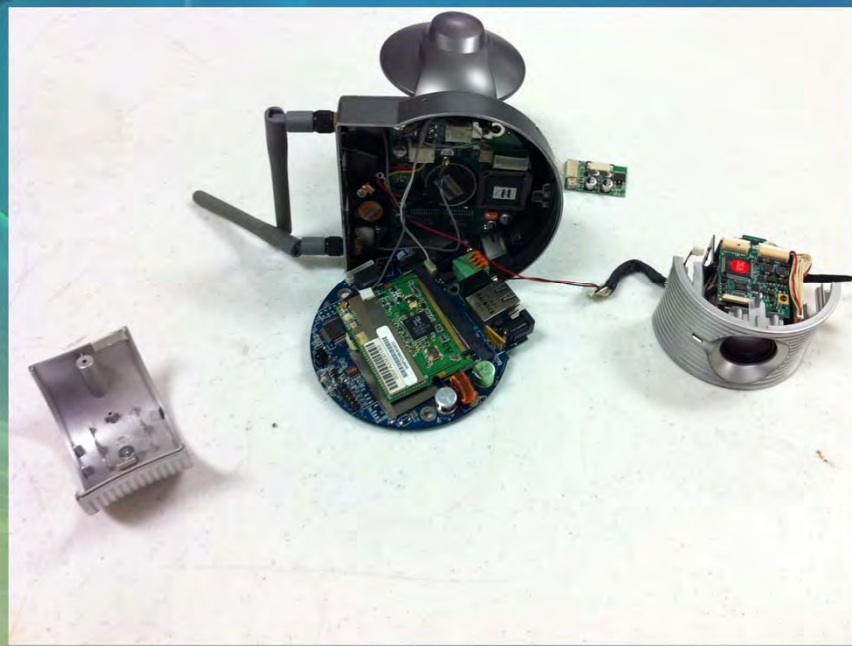
Advisor: Leonard Moreno
lmoreno@avhsd.org
<http://fastacademy.phsfalcons.org>

Section 3 Management Plan

Team Structure



Expenses



Partnerships



CITY OF PALMDALE





1. **ALAN**
2. As we close this presentation down, we wanted to point out a few best practices that has helped us along the way.
3. Recruit non-traditional students to support all aspects of business areas versus students that only fit the classroom type.
4. For example, we go after the real artist, creative writers, etc. Even if we have to steal them from other classes. This also increases any gender equity issues.
5. Mon/Tue/Thu/Fri are what we call our enterprise days, while Wed is classroom day.
6. Classroom day allows for the enterprise to act like a classroom and the CEO to be a teacher.
7. Initiate a cleaning schedule with rotations among teams to enforce workplace responsibility, ownership of place, and can be used as disciplinary.
8. Make team building a priority across the years. It helps us to pick our managers initially and throughout the year builds strong relationships, work ethics, and just plain fun.
9. Ensure that all partnerships start with a memorandum of understanding, and students sign a mutual intellectual property agreement.

Milestones 2013

Innovation

- Salary system
- STEM game camp
- Kickstarter
- Apple Developer
- National STEM Video Game Challenge

1. **FIRST LAST**
2. Partnerships
3. Involvements, success, awards, accolades

GirlsGotGame

LOWE'S SkillsUSA

girls got
GGG
game

summer camp

Game Design Camp
Middle School Girls
June 17-24 (8am to 12pm)
Palmdale High School
\$10
35 seats

WASH STATE
CAREER & TECHNICAL EDUCATION
ANTELOPE VALLEY COLLEGE

801 275-5143
www.girlsgotgame.org
www.girlsgotgame.org

Career Technical Education (CTE) Game Design Team Work S.T.E.M. Big Sisters
Time Awards Project Management Science Technology Engineering Math

Campaign

KICKSTARTER



Competition

The screenshot displays the website for the National STEM Video Game Challenge. At the top, a blue banner reads "Competition". Below it, the main header features the "national STEM VIDEO GAME challenge™" logo on the left and "Game Design Competition" in a large, bold font on the right. A navigation bar includes icons for HOME, ABOUT, WHY GAMES?, WHY STEM?, and RESOURCES.

The central content area is dominated by a large image of winners with the text "ANNOUNCING THE 2012 CHALLENGE WINNERS! CONGRATULATIONS!". To the right of this image are three buttons: "Watch the Video", "Youth Winners", and "Adult Winners". Below these is a "Press Resources" button. To the right of the main image is a calendar widget titled "Upcoming Events" for Monday, July 30, with a "See All" link.

Below the main content are three sections: "SOCIAL MEDIA" with Facebook (3k likes), Twitter (187 tweets), and Google+ (107 +1s) counts; "SPOTLIGHT" featuring "Youth Game Designers at the White House Science Fair" with a "CLICK TO READ MORE" link; and "MEET OUR 2010 WINNERS" with a "WATCH THE VIDEO" button. A "NEWS" section also features "Meet the 2010 Collegiate and Developer Winners".

At the bottom, a dark grey bar contains the text "SPONSORS PRESENTED BY OUTREACH PARTNERS".

Thank You

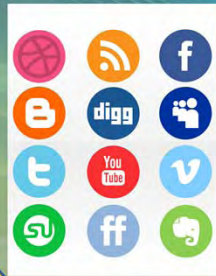
fastacademy.phsfalcons.org

<https://twitter.com/PHSFalconTech>

<http://www.facebook.com/PHSFalconTech>

<http://www.youtube.com/user/PHSFalconTech>

<http://pinterest.com/phsfalcontech/>



This concludes our presentation

1. Please send your reviews and comments on our Facebook or Twitter pages.
2. You can find more information on software with our Pinterest
3. This powerpoint including many templates and documents on our class can be found in our Google+ page.
4. **(take a group photo!!!!)**