

October 2009 FCA Update

To: FCA Members
From: Stuart Binstock, CEO
Re: A recap of the activities and news from the FCA staff

Executive Office

- I met with Painting and Glazing contractors in the San Francisco area to encourage their membership in FCA. Conversations are on-going and we will continue to explain to them the value of FCA membership.
- I, along with the entire staff, have been very busy planning for activities related to the Finishing Industries Forum, including plans for committee meetings and our Annual Business Meeting that take place at FIF. FCA will also be presenting an FIF workshop for prospective members and affiliates.
- I have worked closely with the Nominating Committee to identify new board members for FCA and for the joint trust funds that we serve on with the IUPAT.
- I have been coordinating the development of a new Safety Advisory Committee which will have its first organizational meeting at FIF. Anyone interested in serving on this committee should contact FCA Regional Vice President, Tony Darkangelo, tdarkangelo@finishingcontractors.org.
- Robin Smith, FCA's Director of Finance and Administration, and I met with representatives of Wachovia bank to review our banking relationship.
- I, along with staff, attended the Affiliate Executives' meeting in Savannah, GA. The Affiliate Executives' in attendance shared best practices and provided FCA with a substantial amount of feedback on our programs, products, and services.
- Following up from the Western Canadian Regional Roundtable held in September, I have been in conversations with at least two potential affiliates in Canada.
- I met the PDCA's new CEO, Richard Greene, and PDCA staffer Richard Bright at FCA's offices. Mr. Greene wanted to introduce himself to me with the intent of fostering an open relationship between the two associations.
- I attended the annual meeting of the FCA affiliate, the Ontario Painting Contractors Association, and gave a presentation to its membership about the services FCA provides Canadian contractors.
- I attended the LMCI Board of Trustees meeting as an observer and provided an update on FCA's activities since the last Trustees' meeting.
- I, along with Jay Weaver, attended the Association of Master Painters and Decorators of NY annual meeting, providing an overview of FCA's services for New York City contractors.
- I, along with staff, participated in a conference call with Gerry Williams who is the consultant that is working on our Labor Productivity Study. We have arrived at some creative new ideas to promote contractor participation so we can complete this study.
- We have been actively planning for FCA's 2010 Annual Council. The location is still yet to be determined but we have decided that it will be somewhere on the east coast, since our recent meetings have been predominantly on the west coast.

Vice President Activities

Jay Weaver

- **FCA Contractors of Southern Louisiana** – Visited our affiliate to provide an update on FCA's programs, products, and services, as well as to attend the grand opening of the new DC 80 multi-craft training center.
- **Flooring Contractors' Organizing Efforts on the West Coast** – Working with flooring contractors to ensure they keep abreast of the IUPAT's initiative to organize more flooring contractors on the West Coast with a \$1 million

IUPAT grant. A Focus Group was held in conjunction with the IUPAT's General Convention, and a session of select flooring contractors, to be chaired by Ken Rigmaiden, has now been scheduled during the FIF meeting in Las Vegas.

- **Prospective Affiliate Associations (Awaiting FCA Presentations)** – Continue to work with the following prospects to schedule an FCA presentation: Association of Greater New York, Association of Wall-Ceiling & Carpentry Industries of NY, Garden State PDCA Council, Washington Flooring and Glazing Contractors, and the District Councils with no FCA Affiliates (i.e., Connecticut [DC 11], Washington, D.C. [DC 51], West Virginia [DC 53], Pittsburgh, PA [DC 57]; Georgia [DC 77], and Florida [DC 78]).
- **Canadian Surety Bonding Program** – Continue to research to find a company that is willing to partner with the FCA in setting up a direct surety bond Canadian hotline program, especially one willing to establish a short-form application/credit check program for lesser amount surety bonds (e.g., under \$500,000 aggregate). One particular company, the CG&B Group, Inc., has expressed interest in working with us to set up a nationwide Canadian program.

Tony Darkangelo

- **Glazing Contractors Association of Nevada** – Discussed local market issues with affiliate executive Terry Mayfield. Terry is meeting with DC 15 BM/ST John Smirk to discuss options in the market. Currently they are getting beat up on prevailing wage jobs. Also contacting Ray Fujii to get information on the PDCA of Hawaii's special paint agreement and will forward to all affiliates.
- **AGMA St. Louis** – Reviewed "B" Division contract with association. Currently the negotiations appear to be monetary. The parties have agreed to the following:
 - New Contract to be a five-year term, set to expire on October 31, 2014.
 - November 1, 2009 and November 1, 2010 will be a \$0.50/hour increase in wages.
 - November 1, 2011, November 1, 2012, and November 1, 2013 will be a \$0.75/hour increase in wages.
- **WWCCA (Las Vegas)** – Discussed the OSHA task group with Mike Loge at WWCCA. Mike, one of the technical people that work with Ian Hendry, is interested in being on the FCA Safety Advisory Committee.
- **FCA of Illinois** – Had further discussions with Chris Studebaker about their FCAI's funds and the resignation of Don Steadman from their board.
- **Minnesota Painting & Wall covering Association** – Discussed the funds, with Bill Grimm, as well as some of the activities going on in other parts of the country that may affect his area. The contractors from this area have been invited to a special meeting with IUPAT General President James Williams to discuss any issues in the area at FIF.
- **Quad City Association** – Talked to contractor Randy Bender, who has offered to chair the new FCA Safety Advisory Committee. Randy would like to meet with some potential committee members at FIF.
- **Madison Area Contractors Association (MAFCA)** – Met with MAFCA negotiation committee to discuss strategy for the upcoming 2010 negotiations. Per the direction of FCA, MAFCA will send written notice to the union on its desire to terminate the contract per Article XXXIV of the CBA. The association will also request, via certified mail, true copies of any contracts, addendums, and special agreements signed by any employer in DC 7. FCA has provided examples of this documentation to the association.
- **DC 26 (Michigan)** – Contacted the director of the Washtenaw Contractors Association who represents union contractors for different trades in Michigan. The Executive Director, Gretchen Waters, is interested in providing services to both the IUPAT painting contractors and the IUPAT glazing contractors.

Products and Services

- **Labor Productivity Survey** – Contractors that fill out three surveys will be eligible to win a 50" plasma TV! Survey entries must be received no later than April 1, 2010. The winner will be announced at the FCA 2010 Annual Council. Visit FCA online to download complete three surveys, www.finishingcontractors.org.
- **UPS Freight Discount (70%) Update:** UPS has jointly marketed our FCA/UPS partnership discount program by contacting our members directly. Since that joint effort, we have doubled FCA's participation.

Educational Programs

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- **Upcoming Webinars – Registration for webinars is only \$49/attendee**
 - **Implementing an Effective Customer Management Program – November 11, 3 p.m. Eastern**
Registration Link: <http://www.finishingcontractors.org/i4a/forms/form.cfm?id=43>
 - Most finishing contractors fall victim to the “one-off” sales phenomenon. A customer is acquired, a project gets completed, and the hunt begins for the next new customer. Little is done to cultivate existing customers. In some situations, this means leaving behind more than nine times the value of the initial project — a veritable pot of gold that lies just outside your grasp. These riches can be unlocked with a simple key: a customer management program. This is an effective way to analyze all of the relationships inside your customer, identify the best way to touch new contacts, and leverage these new contacts into additional revenue.
- **FCA LEED v3 Training is available to members at the local level. Courses include:**
 - **Introduction to Sustainability – 90 min. webinars (2 sessions), \$75/person**
 - **Reading Green Bid Specs/LEED Paperwork – 8-hour instructor led, \$300/person**
 - **LEED Green Associate Exam Prep – 8-hour instructor led, \$300/person**

Government Relations

- **Three Percent Withholding Tax Repeal Efforts** – On October 29, the Government Withholding Relief Coalition, which consists of about 100 organizations including the FCA, sent a letter to the Defense Acquisition Reform Panel, strongly opposing the three percent withholding tax (Section 511 of Public Law 109-222).
- **Multiemployer Pension Funds: Long-Term Relief** – Testimony was provided on October 29, to the U.S. Senate Committee on Health, Education, Labor, and Pensions. Our Coalition leader (Randy DeFrehn, Executive Director of the National Coordinating Committee for Multiemployer Plans) delivered the testimony in support of a comprehensive set of proposals that the Coalition designed to mitigate the immediate effects of the current financial crisis.
- **Project Labor Agreements/Prevailing Wages under Attack in San Diego** – Working with the IUPAT’s Ray Sesma, Western Regional Vice President; Steve Havens, the IUPAT’s Western Regional Government Affairs’ Representative, Grant Mitchell, BM/ST (DC 36: Los Angeles, CA); and Mark Fowler, Executive Vice President, Western Wall & Ceiling Contractors Association, Inc., to counter the PLA opposition movement in San Diego.
- **EPA’s Lead-Safe Program: Renovation, Repair, and Painting** – EPA rule will take effect in April 2010. The FTI will offer its threefold requirements are:
 - (1) All contractor firms who disturb lead paint as part of their work in pre-1978 homes, schools, and other buildings must be EPA-Certified;
 - (2) All such jobs must be supervised by a certified renovator who has completed an EPA-accredited, one-day training course given by an EPA-Accredited Renovation, Repair, and Painting Program Training Provider; and
 - (3) All contractor employees working on such jobs will have to receive specific on-the-job training from the certified renovators. For more detailed information, contact FCA’s Government Relations Staff Liaison, Jay Weaver, jweaver@finishingcontractors.org.
 - **The Finishing Trades Institute will offer the lead certification course for supervisors Jan. 6-14, 2010.**

Upcoming Events

- CURT 2009 National Conference – November 16-18, Buena Vista Palace Hotel, Orlando, FL
- **2009 Finishing Industries Forum – November 16-19, Caesars Palace, Las Vegas, NV,**
 - **Click here to register, <https://www.ifebp.org/special/cp/lmci/cplmciereg.asp>.**
 - **Attorney’s Seminar – November 14-16**
 - **FCA Committees meet – November 16**
 - **Government Relations, Business Practices and Workforce Advisory, 2:30 – 3:45 p.m.**
 - **Drywall, Flooring, Glazing, Industrial Paint and Commercial Paint and Wallcovering Committee, 4 – 5:30 p.m.**
 - **FCA and FCIF Annual Business meeting, 2:30 – 4:15 p.m. – November 17**

- **Affiliate Executives' Council Meeting, 4:30 – 5:30 p.m. – November 17**
- **FCA Board meeting part I, 1 – 5 p.m. – November 18**
- **FCA Board meeting part II, 8 a.m. – 12 noon – November 19**
- EPA Lead Certification Course for Supervisors, offered through the FTI – Jan. 6-14, 2010, FTI National Training Center, Hanover, MD
- PACE 2010 – February 7-10, 2010, Phoenix Convention Center, Phoenix, Arizona
- MCCA Annual Convention – March 28-April 1, 2010, JW Marriott Starr Pass, Tucson, Arizona
- American Coatings Conference 2010 – April 12-14, 2010, Charlotte Convention Center, Charlotte, NC
- American Coatings Show 2010 – April 13-15, 2010, Charlotte Convention Center, Charlotte, NC
- AWCI Annual Convention & Intex Expo – April 20-24, 2010, Denver, CO
- Campaign for Quality Construction – May 3-5, 2010, Washington, D.C.