

## September 2009 FCA Update

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

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### Executive Office

- I have been following up on issues surrounding FCA's participation in Contractor Day at the IUPAT Convention. FCA issued a press release this month touting the passage of four resolutions at the IUPAT Convention related to improved and increased training that were a direct result of input from the FCA Industrial Painting Committee. Committee Chairman Mark Chuplis worked very closely with the IUPAT's George Galis and the FTI's Dan Penski to turn ideas developed at FCA's Annual Council meeting in June, into resolutions that were enacted at the IUPAT Convention. For a copy of these resolutions and remarks by FCA officials at the IUPAT Convention, visit FCA online, <http://www.finishingcontractors.org/i4a/pages/index.cfm?pageid=3724>.
- Following Contractor Day at the IUPAT Convention, two local organizations in San Francisco approached us about affiliating with FCA. I will be meeting with those groups and making a presentation to them about the value of FCA membership in early October.
- I attended the LMCI's Canadian Western Regional Roundtable in Edmonton, Canada. Board Member Mark Chuplis served as co-chair of this meeting because FCA Chairman Ed Smith had a conflict. Contractor attendees comprised mostly industrial contractors and it appears that two organizations in western Canada are now considering affiliation with FCA after this meeting.
- Even though it is many months away, I have been busy making preparations for the 2010 FCA Annual Council meeting. We hope to have arrangements finalized very soon so that we can make an announcement at the Finishing Industries Forum in November in Las Vegas.
- I was unable to attend an AWCI Convention this month in San Juan, Puerto Rico, but Board Member Tim Wies did make a presentation on behalf of FCA at their Union Contractor Council.
- I, along with the rest of the staff, have been busy making arrangements for our Affiliate Executives' Council meeting in Savannah, GA, next month. The Affiliate Executives' Council is chaired by Ray Fujii, the Executive of our Hawaii affiliate, and we expect 15 executives from all over the country at this meeting to share best practices with one another and advise FCA staff on the viability of new programs and services we are contemplating.
- I, along with the rest of the staff, participated in a Board conference call this month. The FCA Board usually meets face to face three times a year and once by conference call. Highlights of the conference call meeting included discussions on an OSHA Alliance with FCA, preparation of a white paper on national agreements, further refinement of associate membership status, and initial discussion on the creation of a Safety Committee.
- I have been working with Robin Smith, our new Director of Finance and Administration, on additional value-added services for FCA members. We hope to unveil some new programs in early 2010.
- I attended a meeting of small association CEOs in the Washington, D.C., area where we shared best practices on how to expand non-dues revenue programs and a variety of ideas about outsourcing various association activities to increase efficiency and productivity.

### Vice President Activities

#### **Jay Weaver**

- **Canadian Surety Bonding Program** – Research continues to find a company that is willing to partner with the FCA to set up a direct surety bond hotline program, especially a company that is willing to establish a short-form application/credit check program for lesser-amount surety bonds (e.g., under \$500,000 aggregate).

- **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. Chaired by Ken Rigmaiden, a meeting of select flooring contractors has now been scheduled during the FIF 5 meeting in Las Vegas.
- **HITT Contracting, Inc.: Bid Proposal** – Working with HITT Contracting to identify union contractors from the Washington, D.C., metropolitan area who would be interested in bidding on hotel renovation work, involving 500+ hotel rooms and their corridors dealing with painting, tiling, and drywall work.
- **EPA's Lead-Safe Renovation, Repair, and Painting Program** – Working with the EPA concerning this training certification program. **EPA Requirement:** All contractors must be trained and certified by April 2010—contractors who disturb lead paint as part of their work in pre-1978 homes, schools, and other buildings must be EPA-certified. All of these jobs must be supervised by a certified renovator who has completed an EPA-accredited, one-day training course, and other employees will have to receive specific on-the-job training.

#### **Tony Darkangelo**

- **FCA of Chicago** – Attended the FCAC general membership meeting where I was able to talk to the contractors and provide a copy of the latest FCA Essentials. The event was well attended, with approximately 80 persons representing the contractors, local union and manufactures.
- **LMCI Supervisor Training Program** – Helped LMCI Industry Liaison Dave Stvartak and Ron Kudla of Innovative Glazing Systems from Philadelphia deliver an STP class to the glazing contractors of DC 2. The class had 42 attendees, including two local union representatives and three owners.
- **DC 82 (Minnesota)** – Met with BM/ST Terry Nelson. He indicated that there was great opportunity in both North and South Dakota for anyone looking to set up a satellite office in the area. Currently the glaziers are not part of the FCA affiliate and have their own glass association.

#### Products and Services

- **Labor Productivity Survey** – to date, FCA has a total of 132 survey responses, broken down as follows: commercial painting [56], industrial painting [37], glazing [8], taping [31], and flooring [0]. These numbers are far short of our goal of 500 submissions (100 from each trade). **In order to reach that goal, we have extended the submission period to December 31, 2009. We are asking for each contractor to submit a survey for only three of their projects: one good, one average, and one bad.** The survey is available online, [http://www.surveymonkey.com/s.aspx?sm=p605B5rM1bx6RY8eoBsSpQ\\_3d\\_3d](http://www.surveymonkey.com/s.aspx?sm=p605B5rM1bx6RY8eoBsSpQ_3d_3d).
- **UPS Freight 70% Freight Discount Program** – UPS has marketed our FCA/UPS partnership discount program by contacting our members directly. Since that joint effort, we have almost doubled participation.

#### Educational Programs

- **Upcoming Webinars** – registration for webinars is only \$49/attendee
  - **Building an Effective Performance Compensation Program for Your Office Personnel – October 28, 3 p.m. Eastern**  
Registration Link: <http://www.finishingcontractors.org/i4a/forms/form.cfm?id=42>
    - This webinar explores several approaches to creating and implementing a performance-based compensation program. We will discuss formats for "rewarding" each employee type as well as a three-tiered program that ensures "very productive" office employees still reap some form of benefits, even in a down business cycle.
  - **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 now 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

- **State Stimulus Funding Breakdown** (i.e., announced/made available/paid out) – Available on FCA’s Web site and in the *Federal Connection* monthly newsletter.
- **Three Percent Withholding Tax Repeal Efforts** – FCA continues to visit and contact select Congressional offices to encourage them to co-sponsor legislation introduced to repeal the three percent withholding tax. One major cause for the three percent tax is the loss in income tax revenue due to the misclassification of independent contractors. To stop such misclassification by clarifying who is and who is not an independent contractor, we support Rep. Jim McDermott’s (D-WA) bill, **H.R.3408: Taxpayer Responsibility, Accountability, and Consistency Act**—An act that would clarify the rules classifying workers as independent contractors vs. employees to ensure proper tax filing. Without these specific rules, the U.S. Treasury would continue to lose billions of dollars in tax revenue every year, workers would lose benefits to which they are entitled, and unscrupulous contractors would gain an unfair advantage.
- **Multiemployer Pension Funds: Long-Term Relief** – FCA efforts also continue, mainly via conference calls, to put together a recommended list of alternatives for Congressional review concerning the Multiemployer Pension Fund Coalition’s proposals on how to best implement long-term funding relief.
- **Project Labor Agreements/Prevailing Wages under Attack in San Diego** – FCA is working with Mark Fowler, Western Wall and Ceiling Contractors Association, Inc., and Steve Havens, the IUPAT’s Western Regional Government Affairs contact, to coordinate efforts to counter the PLA opposition movement in San Diego.

### Upcoming Events

- NAFC Labor-Management Conference – October 7-9, Hotel Del Coronado, San Diego, CA
- **FCA Affiliate Executives’ Council meeting – October 8-10, Savannah, GA**
- NPCA/FSCT Fall Committee Meetings – October 11-14, Miami, FL
- SMACNA Annual Convention – October 11-15, Desert Palm, CA
- LMCI Fall 2009 Board of Trustees Meeting – October 21 & 22, Loews New Orleans Hotel, New Orleans, LA
- STP II, Central Region – October 21, Milwaukee, WI, DC 7
- STP I, Central Region – October 22-24, Milwaukee, WI, DC 7
- STP II, Central Region – October 28, Chicago, IL, DC 14
- STP I, Central Region – October 29-31, Chicago, IL, DC 14
- 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/cplmcireg.asp>.**
    - Attorney’s Seminar – November 14-16
    - **FCA Committees meet – November 16**
      - **Drywall, Flooring, Glazing, Industrial Paint and Commercial Paint and Wallcovering Committee, 2:30 – 3:45 p.m.**
      - **Government Relations, Business Practices and Workforce Advisory, 4 – 5:30 p.m.**
    - **FCA and FCIF Annual Business meeting – November 17**
    - **Affiliate Executives’ Council Meeting – November 17**
    - **FCA Board meeting part I – November 18**
    - **FCA Board meeting part II – November 19**