

UPDATE

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Executive Office

National FCA 2011 Annual Council – It's All About Connection

It takes more than communication. We continually hear about the value of communication and it would be hard to argue against its importance in a world where Facebook, Twitter, and LinkedIn have made communication a part of survival. But what about connecting? It has been said that our success lies with the people that we connect with. Face-to-face, heart-to-heart, live, and in person. That's how things get done. [The National FCA Annual Council](#) is the only contractor event where we can come together with our peers to pave our path to prosperity. Changing an industry to gain market share is a big challenge but not too big for the leaders of this industry. Your industry encourages you as a leader to come together next month in Chicago to have fun, make money, and make a difference. Register for *your* industry event today.

National FCA Providing Value

Although much less each day, we do still receive inquiries from contractors asking what the value is of National FCA. Well here's one for you. As National FCA works towards having local representation from an affiliate organization in Michigan, I am reminded of the automatic one-year renewal of the DC 26 painters' CBA because the contractors were not aware of the requirements in the existing CBA that requires that prior to expiration of the contract, one party must notify the other of their intention to terminate the agreement. The contractors were preparing to bargain and found out they now had a one-year extension of the existing contract. What was the cost of that information or lack of? This clause [Notice of Termination] is typical in CBAs but labor usually handles it. This is not about what labor did; it's about what management *did not know*. National FCA and its legal counsel continue to provide guidance and information on these items and others that become game changers and can prove to be very costly.

Labor Management Roundtable

Labor and management of DC 81 came together for a mini roundtable to discuss the issue they have been facing and game plan on the foreseeable future. With the support and planning of LMCI Administrator, Kevin Larue and the guidance of IUPAT Vice President, Ray Sesma the roundtable proved worthy of everyone's time as many issues and a plan of action on some of those issues were put into motion. If you would like a labor management roundtable in your area, contact your National FCA regional vice president.

New CBA in the Quad Cities

The contractors in the Quad Cities came to terms with a new three-year collective bargaining agreement that achieved what both labor and management set out to do – provide an agreement that their customers would buy. New labor leader Robert Gilmore, BM/ST of DC 81, came together with the leadership of the Quad Cities, led by President Randy Bender; believes they were able to put together an agreement that could provide security to the union members, and prosperity to the contractors – all because they focused on the value to the end-user. [Visit National FCA online to view the terms of this agreement.](#)

Industrial Coatings Contractors Advisory Committee Hard at Work

In its most recent activity, the Industrial Coatings Contractors Advisory Committee, led by Chairman Mark Chuplis has again raised the bar of the industrial painter by providing written documentation to the Department of Labor in support of a new industrial apprentice classification. The FTI, led by Director Dan Penski, worked many hours to make this new classification a reality.

LMCI Provides Resources

The LMCI purchased 50 licenses from Industrial Resources that will be given to each of the district councils. For contractors looking to obtain information on industrial projects, please contact your district council.

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Vice President Activities

AWCI Convention and Tradeshow

[National FCA](#), in conjunction with [LMCI](#) Industry Liaison John Courtien, and key IUPAT representatives from across the country, attended and participated in this year's AWCI Convention and Tradeshow. It was a tremendous opportunity to promote and support our contractors throughout the drywall finishing industry. Furthermore, it allowed for the opportunity to promote the value-added benefits of union construction, including the Finishing Trades Institute's ([FTI](#)) training, safety, and certification programs, as well as the advanced programs such as the Supervisor Training Program ([STP](#)) and Project Management training available through the LMCI.

The Convention included meetings, discussions and conversations with contractors, affiliates and associations from across North America. It also included the Union Contractors Council meeting and the National Drywall Finishing Contractors Advisory Committee meeting. The Tradeshow included conversations with industry vendors exploring new products and services available for our contractors as well as meetings with two of National FCA's Corporate Sponsors: Ames Taping Tools and Structus Building Technologies. National FCA encourages industry vendors to promote product awareness to our labor partners by providing information, application instructions, training, and demonstration of products through the training centers.

Union Contractors Council and National FCA to Form Joint Committee

National FCA was invited to attend the Union Contractors Council ([UCC](#)) meeting. The UCC addresses the opportunities and challenges unique to our drywall finishing contractors that consistently work through multi-craft and multi-union issues. The UCC utilizes three craft committees – Carpenters, Plasterers, and Drywall Finishers Craft Committees – to address the individual needs of each trade. The UCC Drywall Finishers Craft Committee and National FCA's National Drywall Finishing Contractors Advisory Committee agreed to form a joint committee that will evaluate, explore, and address union drywall finishing issues. It was agreed that the two committees will work to quickly improve overall effectiveness by exploiting the synergies

between them and acting as one voice.

National Drywall Finishing Contractors Advisory Committee Holds First Collaborative Meeting

The National Drywall Finishing Contractors Advisory Committee held its first collaborative meeting during the AWCI Convention and Tradeshow with industry partner AWCI - Union Contractors Council Drywall Finishers Craft Committee. Committee Chairman, Tom Clerkin provided an excellent summary of the committee structure. John Neese, with the Minnesota Painting and Wallcovering Employers Association, provided a follow-up from the UCC meeting and some thoughts on the strategy. Chairman Clerkin explained that all union drywall contractors could participate with the committee. However, formation of an executive member panel was in process and he was looking for two additional nominations for the panel from the group. National FCA CEO, Tony Darkangelo provided an update on the structure of the National FCA trade advisory committees that position each committee as the national voice for its industry, its contractors, and its trade, and to act as the key driver for the Association. The National Drywall Finishing Contractors Advisory Committee will meet next at the National FCA Annual Council Meeting in Chicago on June 16th.

Affiliate Communication

National FCA met with Brian Gordon of Par Wall a New York drywall finishing contractor and Joe Giordano, from New York tapers local 1974, to discuss local contractor issues and training. National FCA was able to coordinate with our legal counsel Steve Burton and provide guidance to assist the contractors. The training conversation was an exercise in sharing best practices and new ideas, including potential uses for a mentoring program with our apprentices. The parties agreed that it is necessary to work together to maintain the highest skilled, most productive, and safety conscious workforce trained in the latest systems, applications, processes, and products available.

National FCA met with Tom Gunning of the Painting and Finishing Employers Association of New England (PFEANE) and the Glass Employers Association of New England (GEANE) in Massachusetts. Among the discussion topics were local market status, which appears to be improving, several programs including the upcoming Supervisor Training Program, Trustee Training Program, [Quality Construction Alliance](#), National FCA [Annual Council](#) and its annual Labor Management meeting in June. National FCA is looking forward to attending and participating in the June Labor Management meeting. This is a great coalition of contractors.

National FCA met with Todd Helfrich and Laura Reagan of the [Eastern Contractors Association in New York](#). The discussion centered on several National FCA committees including the Government Relations and National Drywall Finishing Contractors Advisory Committees, as well as the recent Quality Construction Alliance Legislative Conference. They provided an excellent summary on local market conditions including some successes where labor and the contractors have together to win a project. The Eastern Contractors Association is a multi-trade coalition that is willing to share best practices with other association groups that make the decision to start exploring a coalition in their local markets.

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Project Management Course

Contractors from the western United States attended the Project Management Course in Las Vegas, NV. The contractors represented: [Wm. B Saleh Co.](#), Wilson and Hampton Painting, and Centerline Striping Co. Inc, of California, JADIA Enterprises of Arkansas, PDCA/FCA, IUPAT/JATC of DC 15 and [Southwest Specialty Coatings of Nevada](#), [Skyline Builders and Restorations of Arizona](#), and the PDCA of Hawaii. The Project Management Course helps develop members into professional Project Managers who focus on results and customer

expectations. The class was a huge success and two more Project Management courses are scheduled for 2011. [Click here to learn more about the LMCI Project Management course.](#)

Contractors Work Together

The Finishing Contractors Coalition met in Southern California with labor and the Southern California Drywall Industries Labor Management Cooperation Committee. Key contractors represented many of the finishing trades, including drywall finishing, glazing, floor covering, and painting.

Discussion topics included:

- Potential benefits of merging apprenticeship funds to allow for equal attention to each of the finishing trades.
- Potential benefits of merging health and welfare. This would afford the contractors the ability to minimize the costs related to the administration expenses of multiple funds.
- Benefit of having the finishing trades apprentice facilities on the same campus, being that consolidating the multiple training facilities and administrators can minimize costs.

National FCA is searching the nation for existing multi-trade apprenticeship schools or training centers to present to the contractor members as an example.

A group of contractors from Local Union 77 in Utah came together, by invitation of the LMCI and National FCA. The meeting was an open discussion about the value the contractors can find with the LMCI and the FCA. Allan Burrow of Daw Construction, Inc. expressed a need of finding a new way of marketing to general contractors, whom have recently been using large amounts of non-union work. With better GC relations the contractors will have a better advantage of increasing market share for signatory contractors. With Steve Havens of the LMCI they are looking to complete more training in: safety, apprenticeship and continuing education. It is important to the Utah contractors that training is available without affecting work or personal time.

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Upcoming Events

- National FCA 2011 Annual Council – June 14-18, 2011, Chicago, IL
- National FCA Trustee Conference Call – July 27, 2011, 2 PM Eastern
- Glassbuild America (NGA) – September 7-9, 2011, Georgia World Convention Center, Atlanta, GA
- AWCI Industry Executives' Conference and Committee Week – September 13-17, 2011, Coeur d'Alene Resort, Coeur d'Alene, ID
- National FCA Affiliate Executives Council Meeting – September 22-24, 2011, Missouri Athletic Club, St. Louis, MO
- National FCA Trustee Conference Call – October 26, 2011, 2 PM Eastern
- LMCI's Finishing Industries Forum – October 30 – November 3, 2011, Caesars Palace, Las Vegas, NV

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