



# FCA Update

February 2011 Issue | 8120 Woodmont Avenue | Suite 520 | Bethesda, MD 20814

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## Executive Office

### National FCA Welcomes New Staff

Some of you have already spoken to the newest of the National FCA staff. Nick Carrillo, Western Regional Vice President, and Jeremy Fitch, Executive Assistant to the CEO, officially started on March 1. These gentlemen will be great assets to our industry and our existing staff. Please feel free to reach out to them and welcome them to our industry.

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### Issues Agreed to Before Economic Downturn

National FCA continues to work with our affiliates and contractors throughout the U.S. and Canada on industry issues. Recently, we met with affiliates and their boards of directors to discuss the increases agreed to before the economic downturn and how we can communicate the importance of possibly deferring these increases. While we recognize that we agreed to these increases, we must now provide labor with as much information as possible to allow them to make the best decisions on how to handle these increases. We will continue to share information as it finalizes on the trends of the existing agreements and the newly negotiated agreements this coming year.

### St. Louis Glazing Industry Issues Discussion

Labor and management from the glazing industry in St. Louis came together to address some ongoing issues that are restricting the local industry from moving forward. As in many areas, these issues include work rules, benefits and invasion of jurisdiction by the carpenters and the iron workers. National FCA is using information from this discussion that has been successful around the country to provide recommendations on these issues.

### PDCA Convention

Attendance at the PDCA convention in Florida brought many opportunities for National FCA to consider. Suggestions were made to convene a commercial painting committee meeting during the event after the union contractor education program that continues to be organized each year by local FCA Affiliate, the [Los Angeles Painting & Finishing Contractors Association's](#) Executive Director Greg Quinn. Other suggestions included the possibility of National FCA involvement with the PDCA Standards that are used throughout the industry. The National FCA Commercial Painting Committee will address these issues along with others geared to moving our industry forward at their next meeting.

National FCA provided information on withdrawal liability to the union contractors who attended the PDCA convention. This information focused on the special rules for contractors in the construction industry per the Multi-Employer Pension Amendment Act of 1980, allowing withdrawal or partial withdrawal without payment. Contact your National FCA regional vice president if you want to host this presentation for yourself or your members.

## Vice President Activities

### Union Contractors Program

Painting and Decorating Contractors of America Union Contractors program – National FCA participated in the PDCA Union Contractors program in Orlando, FL, providing an update on key legislative issues that affect union paint contractors. As the “National Voice” for our contractors, National FCA works to protect the interests of our

contractors by supporting public policy initiatives that favor the union construction industry. The goal is to help our members grow market share, increase profits and conduct their businesses under the most favorable laws and regulations. Attendees included union contractors and local FCA Affiliates from across the country. National FCA updated the group on legislative activities and updates on several issues including, project labor agreements, Davis-Bacon, misclassified workers, three percent withholding, 1099 additional reporting under healthcare law, and right-to-work legislation.

### **Market Share**

National FCA has participated in a series of eight meetings with affiliates and industry leaders in the New York City, New Jersey, and Philadelphia areas, to explore opportunities and possible approaches to improve market share among our contractors. National FCA will provide further updates as this program evolves.

### **Education**

#### **Trustee Training Program**

Hosted by DC 21 in its training center lecture hall, the Trustee Training was an excellent event. Despite the wintry weather, more than 30 participants from both labor and management attended the one-day training. Representatives from three local FCA Affiliates were in attendance, including: the [Architectural Glass and Metal Association](#), the [Interior Finish Contractors Association](#), and the [Association of Master Painters and Decorators of Philadelphia](#). Among those in attendance were current trustees, as well as several individuals identified as future trustees. Labor and management were well represented overall. [Bill Ecklund](#) provided an engaging presentation full of essential information that every trustee needs to know, from the trust agreement, CBA and other governing documents, to the fiduciary responsibilities under ERISA. Bill allowed for questions and answers throughout the presentation and even a group activity where the groups were given an identical scenario and 15 minutes to come up with a viable solution at the end. The attendees took full advantage of this opportunity and asked a multitude of questions.

#### **FCA of Chicago Technology Seminar**

National FCA staff participated in [FCA of Chicago's](#) (FCAC) first-ever Technology Seminar, Making Technology Work for Your Contractor Business. As part of this program, National FCA staff presented a session on, "Outlook and Organizing the Electronic Office," and shared numerous tips with contractors on working smart with email and technology. The seminar was well attended by both contractor members and local labor representatives. Presentations included estimating and construction accounting software, electronic contractor funds reporting, the value of social networks in business, and using smart phone technology to improve contractor businesses.

### **Products and Services**

[Industry Calendar](#) – Visit National FCA online to check out our two-year Industry Calendar that includes National FCA events such as Board and Committee meetings, annual events, and industry events. You can sort the events by specific needs.

[CEO Corner](#) – Visit National FCA's CEO Corner on our website. Postings include anything from current negotiation results, leadership thoughts, to current CEO activities.

[Labor Productivity Survey](#) – Visit National FCA online to download and complete three surveys.

### **Upcoming Events**

[National FCA/IUPAT/LMCI Trust and National FCA Board Meeting](#) – March 7-12, 2011, Sunny Isles, FL

[National FCA CBA Conference Call](#) – March 24, 2011, 2 PM Eastern

[Exhibitor](#) – March 28-30, 2011 – [Mandalay Bay Convention Center](#), Las Vegas, NV

[AWCI Intex Expo](#) – April 6-7, 2011 – [Paris Las Vegas Hotel](#) (Paris Ballroom), Las Vegas, NV

[National FCA CBA Conference Call](#) – April 14, 2011, 2 PM Eastern

[National FCA Trustee Conference Call](#) – April 27, 2011, 2 PM Eastern

[National FCA CBA Conference Call](#) – April 28, 2011, 2 PM Eastern

[Quality Construction Alliance: Legislative Conference](#) – May 10-12, 2011, Washington, D.C.

[National FCA Annual Council](#) – June 14-18, 2011 – Chicago, IL