



January 2011 National FCA Update

From the Office of National FCA CEO Anthony (Tony) Darkangelo

Executive Office

Welcome to the new year of great opportunity! Now that the holidays are behind us and we are re-fueled, it's time to get the momentum up and running. By now, some of you have already jumped off the train of weight loss, fitness, quitting smoking, or any other resolutions, but I can assure you that the National FCA leadership and staff are resolved to move our industry forward. We will do so through the investment of time and money and with a laser focus on our mission through the year. As quoted by one of the most well known astronauts of history – okay, maybe not, but you know who he is – "To infinity and beyond".

It has been wonderful to hear from both existing and new members about the positive things they are seeing from this organization, but to all I say, "You have not seen anything yet". This organization's leadership is a group that I would put up against anyone. For those of you who are not involved, I encourage you to take part in everything you can and leverage the resources available to you through your family of contractors at National FCA.

- National FCA participated with our Industry partners at the LMCI Canadian Round Table meeting. Labor leaders from throughout Canada, the IUPAT, LMCI, and contractors spent one day discussing the issues that affect their markets. IUPAT General President James Williams drove home the importance of communication between the partners, both labor and management, and stressed its necessity for our survival.
 - Every two years, the LMCI hosts regional roundtables in each of the regions and mini roundtables between those years if requested.
- National FCA legal team member Steve Burton hosted another CBA conference call with affiliate leaders and contractor members across North America. Steve provided information on how wage increases could be tied into increased hours, recommendations on selecting a negotiation team and emphasized the importance of a process and the key components of that process.
- If you're not taking part in the North American Trustee Conference Calls hosted by National FCA legal council Bill Ecklund, you're missing out on a great resource. In our most recent Trustee Conference Call, Mr. Ecklund discussed prohibited transactions, which were broken down into two categories for discussion: transactions between the plan and a party in interest, and transactions between the plan and a fiduciary.
- National FCA participated in the SSPC Painting Contractor Certification Program (PCCP) Advisory Committee meeting, which included a discussion on new QP Program Marketing, Disciplinary Action Criteria changes, and QP1 and QP2 proposed and actual changes. The PCCP established a task group to draft new Disciplinary Action Criteria (DCA) for certified contractors and procedures for administering disciplinary actions. National FCA was asked to participate on the task group to represent the industrial painters from the United States and Canada. We encourage any SSPC Certified Contractor who is not familiar with the existing DCA to visit the SSPC website, <http://www.sspc.org/> to review the document and provide me with any suggestions. The goals of the task group are to revise the current disciplinary program so that it effectively disciplines those contractors whose performance devalues the QP program; to ensure that the disciplinary program is objective, not subjective; and to shape the disciplinary system so that it is simple to understand and enforce.

Personnel

- As part of the commitment to our industry, we are investing in additional staff members with the intention to provide increased value to our members.
 - On March 1st, Nicholas Carrillo will join the staff as the Western Regional Vice President. He brings his architectural education from the University of New Mexico, along with practical experience both as a job foreman, and most currently, as a technical sales representative.
 - Jeremy Fitch, a graduate of Ohio State University, will join the staff in our Bethesda, MD, office also on March 1st. He has a Bachelor Degree of Arts in Communication with a focus on Strategic Communication



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and a minor in Professional Writing. Jeremy will play a key roll in supporting the CEO as well as our government affairs efforts.

- Please welcome our two future staff members on board. You may reach Nick via e-mail at ncarillo@finishingcontractors.org and Jeremy at jfitch@finishingcontractors.org.

Vice President Activities

• IUPAT

- National FCA met with IUPAT Director of Government Affairs Chris Sloan to discuss our legislative priorities and strategy for 2011. Several legislative issues in 2011 will require a collaborative effort between labor and management, including misclassification of workers, project labor agreements, and pending right to work legislation, just to name a few. While our views may differ on some legislation, we know that presenting a united labor management position on these issues is paramount to drive home our message. For example, misclassification of workers creates an unfair advantage with some non-union competitors against our contractors, and results in a loss of man hours for our labor partners and their members. Our union finishing industry as a whole loses. National FCA continues to work on behalf of our contractors and with our labor partners to address key pieces of legislation that would have negative impacts on our industry and to support legislation and policy that would be positive for our union industry.
- National FCA met with Mark Heffron, BM/ST of DC 51, in Lanham, MD, to discuss and formulate a strategy to create a contractors association in the Washington, D.C., VA, and MD area. In today's economic conditions, it is imperative that we maintain strong labor management relationships and remember that how important it is that we work together to grow our market share. We are excited to work with the support of Mr. Heffron to help establish a strong contractor group in and around the VA, MD, and D.C. area.

- **Florida FCA** – National FCA has been working with Robert Erikson of Sun Art Painting, Nick Manias of CL Coatings, and other key Florida contractors to support the continued development of the Florida FCA. Mr. Erikson expressed his thanks and gratitude to National FCA and the LMCI for the volume of information and level of support from which he was able to ascertain and share with his local contractor association – the Florida FCA. Even though the association is in the early years of development, the contractors are already making great progress as they work within their industry with their labor partners.

• Committee Updates

- **Drywall Advisory Committee** – National FCA met with Drywall Advisory Committee Chairman Tom Clerkin to review action items for 2011. Understanding that it is important to continuously look for ways to improve market share by maintaining a highly competitive position in the market, the committee will consider low and zero cost improvement concepts, professional qualities, training and certifications that reflect industry standards, and new products, applications, and technologies designed to improve quality, productivity, or applied cost. In essence, anything that allows our drywall professionals to work smarter, not harder.
- **Interior System Guide** – National FCA is working in coordination with Darin Coats and Ben Duterte of the Technical Services Information Bureau, in conjunction with the Western Wall and Ceiling Contractors Association (WWCCA), and the PDCA Coatings Consultant, Bob Cusumano, to develop a combined drywall and paint standard. The “Interior System Guide” is designed to provide clarification and assist in understanding the different levels of interior gypsum wallboard finishes, applications of primers, sealers, paints and general information about wallcovering. Several of our FCA Affiliates, including our friends at WWCCA, have voiced concerns from their contractors about the vague standards that exist between the drywall and paint stages. The reference in some drywall standards to a drywall primer has caused more than one drywall contractor. It is our intent to combine the standards to produce a simplified



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document that clarifies the standards between finished drywall and final paint. Once the working draft is complete, we will distribute it to the Drywall and Commercial Painting Committees for consideration and review.

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.

Government Relations

- **Quality Construction Alliance's National Issues Conference** – The Quality Construction Alliance (QCA) – a coalition of five specialty union contractor associations, including National FCA – will hold its 2011 National Issues Conference May 9-11, at the Renaissance Hotel in Washington, D.C. The annual conference is a great opportunity for contractors and association executives to meet and discuss the legislative issues that affect our industry today and help guide the legislative efforts that will influence it tomorrow, as well as, network with policy experts and engage in face-to-face meetings with members of Congress and/or their staffs.
Speakers at this year's event include:
 - Phyllis C. Borzi, Assistant Secretary of Labor of the Employee Benefits Security Administration
 - Anirban Basu, Economist, Chairman & CEO, Sage Policy Group
 - Randy DeFrehn, Executive Director of the National Coordinating Committee for Multiemployer Plans
- **Campaign for Quality Construction** – National FCA met with its Coalition partners at Campaign for Quality Construction (CQC, which is a separate entity than the aforementioned QCA) to discuss our legislative priorities and strategy for 2011. The CQC is made up of six national contractor associations, including National FCA. Misclassification of workers, Financial Accounting and Standards Board (FASB), and the 1099 additional information reporting in the healthcare bill are the top priorities. The CQC joined forces with several new groups that represent labor and management in the construction industry, as well as with several unrelated industries, to form a larger coalition that focuses exclusively on the issue of misclassification of workers, which continues to expand. National FCA and the CQC continue to work on the FASB issue. The CQC Coalition is working on a follow-up meeting with FASB and is also working on a pilot program to provide insight and feedback on the information FASB is requesting in the original documents. Discussion topics also included the 1099 issue in the healthcare bill. The coalition agrees that both political parties want it removed; however, the political process continues.
 - You can download a PDF file of the complete conference program at National FCA online.
 - The Quality Construction Alliance is made up of the National Finishing Contractors Association, The Association of Union Constructors, the Mechanical Contractors Association of America, the International Council of Employers of Bricklayers and Allied Craftworkers, and the Sheet Metal and Air Conditioning Contractors' National Association.
 - In January, National FCA reintroduced legislative updates through our *Federal Connection* publication for our Canadian partners. We understand that local perspective, consistent analysis, and good feedback are critical to working towards excellence and we want to thank several individuals for their help, support and feedback to keep us focused on providing relevant information. Special thanks go out to Bill Nichols, BM/ST DC 46, Andrew Sefton, Executive Director, Ontario Painting Contractors Association; Hugh Laird and Ron Johnson, Interior Systems Contractors Association, and Jeff Koller of the Ontario



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Construction Finishing Industries Alliance; as well as, some excellent feedback directly from our contractors. Thank you for your comments and please keep them coming in!

Upcoming Events

- **National FCA CBA Conference Call – February 24, 2011, 2 PM Eastern**
- **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**