

April 2010 National FCA Update

From: Stuart Binstock, CEO

Re: A recap of the activities and news from National FCA staff

Executive Office

- Our first order of business this month is to welcome Bob Weaver, our new Eastern Regional Vice President. Bob will replace Jay Weaver (no relation) who retires next month. Jay and I spent a considerable amount of time introducing Bob to the issues and people he will need to familiarize himself with over the coming months and years. You can welcome Bob Weaver by contacting him at bweaver@finishingcontractors.org.
- Bob joined Tony Darkangelo and me at AWCI's Convention and Intex Expo 2010 in Denver, CO. All three of us participated in a series of meetings with AWCI's Union Contractors Council and discussed a number of ways in which National FCA and AWCI might collaborate in the future. Bob Weaver's prior experience as a drywall contractor proved to be particularly helpful in reassuring the drywall contractors that National FCA has the technical expertise to assist them.
- Tony Darkangelo and I attended a mini roundtable, organized by the LMCI, in Minneapolis, MN. IUPAT President James Williams led these meetings and separate meetings were held with glazing, drywall, and painting contractors. One of the common issues raised in all three meetings was enforcement of prevailing wage laws and the contractors and District Council 82 agreed to work on this issue together.
- During my stay in Minneapolis, I had the opportunity to meet separately with Bob Swanson, the President of Swanson and Youngdale, Inc., the largest painting contractor in DC 82 and one of the founding fathers of National FCA. Bob's intellect and insight regarding labor management relations is extremely helpful in preparing for the future.
- I participated in a conference call, along with a number of National FCA Glazing contractors, hosted by Tim Stricker and FTI officials as well as some local district council representatives, on the subject of capturing more of the photovoltaic market. The conversation centered on training issues for union members and training for contractors. A subsequent conference call will be held in early May to further develop ideas that will be presented to National FCA's Glazing Committee at its meeting on June 18, at the Annual Council meetings.
- Bob Weaver and I attended an LMCI project management class at FTI's headquarters in Hanover, MD. This gave Bob a good introduction to some of LMCI's offerings. We anticipate Bob will begin to teach the Supervisory Training Program in the next few months.
- I, along with National FCA staff, participated in three CBA conference calls this month. This concludes our Collective Bargaining Conference call series for 2010. Steve Burton, our legal counsel, did a magnificent job explaining complex and detailed items in a manner that was understandable to all. Many affiliates have told me that Steve's insight has been particularly helpful during collective bargaining negotiations this year.
- I, along with National FCA staff, participated in one of our quarterly trustee conference calls. Bill Ecklund and Steve Burton provided keen insights into many difficult trustee issues, with most of the issues focused on pension plans. Over 25 contractors and affiliate executives attended this session, which was a substantially larger number than the first trustee call. The next trustee call is scheduled for July 14th at 2 PM Eastern.

Vice President Activities

Tony Darkangelo

- **Michigan (Flint, Lansing, and Battle Creek)** – National FCA met with BM/ST Jeff Kelly on the current negotiations. At this time the contractors have asked for a 20 percent rollback. Jeff is working to get 9(a) language in and would like to see the contractors adopt the "Model Collective Bargaining Agreement".
- **AGMA St. Louis** – National FCA met with Don Gerken, AGMA Director, Joe Barrett – DC 3 BM/ST and Denny Stegman, BM/ST Local 513, on what could be done as the glaziers continue to lose market share to the

carpenters and the iron workers. With health and pension packages in excess of \$19.00/hour, the association suggested that DC 3 and the Local Union look at how this amount may be reduced without losing the current benefits to its members. The DC was going to look into the cost of rolling the local unions funds into the current DC plans which are approximately \$10.00/hour.

- **Northern California** – After our visit to the Glazing and Painting Associations in Northern California, their director John Kusper, provided a membership list to the FCA to be added to the database.
- **Madison Area Contractors Association (MACA)** – National FCA continues to be active in the negotiation efforts of the painting and drywall contractors. During our last meeting, labor and management appeared to be making strides on some issues pertaining to journey person upgrade training, ID cards, and other issues that have positive results for both labor and management.
- **IUPAT** – National FCA continues to work with the leadership of the IUPAT. Recently, Bob Weaver and I met with Ray Sesma, Regional Vice President and George Bednar, Special Assistant to the General President, during the AWCI convention. George provided very helpful insight on his years of experience working in drywall taping and Ray updated us on the IUPAT plans to visit with the leadership of each district council and their local unions.

Bob Weaver

- I met with LMCI Administrator Kevin LaRue and Industry Liaison John Courtien to discuss some of the issues in the eastern region. Kevin and Bill provided a historical perspective with valuable feedback and insight into various challenges our contractors face. This information allows us to be more proactive in providing core solutions to meet the needs of our contractors.
- **Finishing Trades Institute** – I met with FTI Director Dan Penski at the FTI national training center in Hanover, MD. We discussed training priorities, core certification standards and the upcoming class schedule. Mr. Penski provided valuable information and shared the FTI's position on providing the highest level of training to their members and FTI's vision to continually improve the training process. FTI and National FCA agree training is a key resource to support our contractors by providing employees with the proper skill-sets and the core competencies to complete every project safely, effectively and efficiently.
- **IUPAT** – During the AWCI event in Denver, National FCA met with George Bednar and General Vice President Ray Sesma and discussed the position of labor leadership in various areas. I met with DC 711 BM/ST Harry Harchetts and DC # 711 drywall training coordinator Ed Flanagan, to discuss various issues and opportunities in NJ. Additionally I met with Joe Giordano BM/ST of Tapers Local 1974 in NYC.
- **AWCI** – I attended the Union Contractors Committee and Painters Craft committee meetings and met several contractors from several associations including: Interior Finishing Contractors Association of Delaware Valley, Kim Clerkin, Executive Director and Mark Fowler, Western Wall and Ceiling Contractors Association.
- I provided information on the "intent to Lien" laws nationwide for industry executive Bruce Ruinsky.

Products and Services

- **National FCA Safety Advisory Committee** – The committee continues to move forward on the launch of the CREST (Contractors Recognizing Excellence in Safety Training) Awards at the National FCA 2010 Annual Council Meeting in New York City, with the first awards banquet scheduled for 2011. This national program is designed for all National FCA contractors and National FCA affiliates. We are currently looking at retaining a third party that specializes in collecting information and calculating results, to provide the most unbiased awards possible. The committee is also working on a model of the awards presentation.
- **Labor Productivity Survey (LPS)** – The survey data are being analyzed by Gerald Williams, a construction claims professor and principal of Construction Research, Inc. in Portland, OR. Gerry has an engineering student, Peter Livingston, working for him as a summer research assistant, who has been charged with the task of trying to finish the data collection for the LPS. At the end of May, Peter Livingston, Gerry's research assistant, will begin calling you, with the goal to gather enough data from each trade to compile a survey that will benefit members. **When you receive a call from Peter, please take the time to complete the survey.**
- **UPS Freight Discount (70%)** – Visit National FCA online to take advantage of the discount, www.finishingcontractors.org.

Educational Programs

- **Green Training** – On April 29th, FCA hosted the *LEED Green Associate Exam Prep* training for the DC 11 area contractors in Connecticut.

Communications

- **Logo** – The National FCA Board of Directors chose a redesigned logo, which we will unveil at National FCA's 2010 Annual Council in June.
- **Website** – National FCA staff is moving along on the new website and National FCA logo that is scheduled to launch at the National FCA 2010 Annual Council. The revised website will include an in-depth CBA library with searchable clauses, an international contractor search function, and a faux finish estimating page.

Government Relations

- National FCA submitted comments this month to the Bureau of Labor Statistic regarding the definition of "Green Jobs." The purpose of these comments was to encourage the Bureau of Labor Statistics to expand the definition of green jobs to encompass much of the work done by finishing contractors. It was important to comment on this issue, as most of the projects being proposed by the Federal government in either the stimulus package or the newly enacted jobs bill are intended to focus on green jobs. Therefore, by proposing to expand the definition of what constitutes a green job, it is our hope that much of the work done by our members will be included in this definition.
- Staff attended multiple meetings of the Quality Construction Alliance to identify the issues and to prepare the materials for the legislative conference.
- Visits to Capitol Hill continue on these issues: misclassification of employees and independent contractors, pension reform, three percent withholding tax, jobs creation, i.e. Building STAR Program, and anti-bid shopping legislation.

Upcoming Events

- **National FCA Annual Council – June 16-19, 2010, New York City**
 - **June 16th – National FCA Young Leaders Network Kickoff Meeting**
 - **June 17th**
 - **Panel Discussion on Developing and Maintaining Outstanding Labor Relations**
 - **Educational Seminars**
 - *Succession Planning: Keeping the Business with Your Family and Out of the Hands of the IRS*
 - *Financial Planning*
 - *The New Business Model of Construction Contracting*
 - *Work Smarter: Taking Control of Your E-mail*
 - **June 18th – All of National FCA's Committees meet. Come check out the first-ever meeting of the National FCA Safety Advisory Committee, chaired by National FCA Board member Randy Bender.**
 - **June 19th**
 - **National FCA Leadership Council**
 - **National FCA Affiliate Executives Council**
- **National FCA Trustee Conference Call – July 14, 2010**
- **National FCA Trustee Conference Call – October 27, 2010**
- LMCI's Finishing Industries Forum – December 1-3, 2010, Caesars Palace, Las Vegas, NV
 - Attorney's Seminar – November 29-30, 2010, Caesars Palace, Las Vegas, NV
- Quality Construction Alliance: Legislative Conference – May 10-12, 2011, Washington, D.C.