



September 2010 National FCA Update

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

Executive Office

- National FCA recently installed a contact management system, Sage ACT, which will allow staff to maintain up to date information on our members. The system provides many benefits including efficient information retrieval and detailed sorting of our membership for specific targeting of information. Membership queries are available to all National FCA members upon request.
- With the help of Dave Ottesen of the LMCI and Kevin Sutherland of Commercial Floor Distributors, National FCA participated in a meeting with contractors from glazing, flooring, and painting in Seattle, WA. The purpose of the meeting was to create a multi craft coalition and a labor management coalition to work together on a common vision. National FCA provided written guidelines on forming a coalition between the contractor trade groups. We will support the development of the local labor management coalition structure.
- National FCA Chairman of the Board Ed Smith, Board member Mark Chuplis, and National FCA staff was invited to participate in the grand opening of the new IUPAT executive offices in Hanover, MD. Union leaders from the AFL-CIO, district councils, rank and file members, and Maryland Governor Martin O'Malley joined in the celebration. During the ceremony GP Williams presented a \$25,000 check from the PATCH Foundation to the Boys and Girls Club. The IUPAT broke ground on the headquarters more than a year ago and completed it on time and under budget. Completion of the facilities in Hanover, MD, brings the IUPAT campus full circle as it joins its training center and new 36-room residence hall.
- IUPAT Vice President Bill Candelori invited National FCA to speak at the IUPAT Eastern Regional Roundtable. National FCA's presentation to the labor leaders of the eastern region focused on management and labor sharing a common vision, cultivating relationships, and building trust that will allow us to recapture market share. After National's FCA presented, Mr. Candelori acknowledged his support of the National FCA leadership and encouraged the eastern region labor leaders to do the same.
- IUPAT General President James Williams initiated a meeting with the International Pension Trustees, Art Aivaliotis, Steve Sharpe, Joe Brescia, Jerry Haber, Rick Pazdziershi and National FCA, to create a deeper understanding between the parties of the direction of National FCA. Although products and services were discussed, the meeting centered on National FCA being an association of the union contractors focused on cultivating relationships with our industry partners, both nationally and locally, to increase market share.
- National FCA was invited to participate in the AWCI Executive meetings in Tucson, AZ at the end of September. During the meetings, National FCA participated in both the Union Contractor Council and the Union Drywall Finishers' Craft Committee. National FCA and AWCI trade committees finalized the merging of the associations' union craft committees.
 - National FCA's Drywall Advisory Committee, chaired by John Laing, will merge with the AWCI Union Drywall Finishers' Craft Committee, currently lead by future AWCI President and current National FCA Board member, Tim Wies, to address industry concerns. The committee plans to meet annually at the LMCI's Finishing Industries Forum and the AWCI Intex Convention. The merger will provide many benefits to the industry. Special thanks to Tim Wies, of T.J. Wies Contracting, Steve Sharpe, of Sharpe Interior Systems, and Steve Etkin and AWCI for their leadership in making this happen.
- National FCA has begun to search for a Western Regional Vice-President. If you know of a potential candidate whom you would recommend for the position, please have them e-mail National FCA, tdarkangelo@finishingcontractors.org.

Vice President Activities

- **Flooring Advisory Committee** – National FCA moderated a phone meeting with Wendy Berney of TacFast Systems International, an emerging technology company specializes in the conceptualization, development, and manufacture of products for the floor covering industry. TacFast has a new proprietary universal installation system. Through its Flooring Committee, National FCA will explore the details of the system, application, and training.



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- **Glass Build Trade Show** – National FCA attended the Glass Build Show in Las Vegas and worked with LMCI Industry Liaison Dave Stvartak, Bill Swanson of DC 15, and Tim Sorrell of DC 91. There was an opportunity to speak with many contractors and suppliers who were interested in learning more about our union glazing industry. Several manufacturers expressed interest in getting product lines into our training centers and developing new joint training programs. Carl Dean, National Training Manager for Detex, is willing to work with our training centers to introduce new products and installation procedures. A contractor with Far East Aluminum indicated that they may be looking to base their U.S. operations locally in Las Vegas.
- **Florida FCA** – The contractor group agreed to hold a working meeting to add new contractors to their association, and to establish officers, a board of directors, and trustees. Terri Brown plans to act as the interim executive director and key contact for the association while it is in the early set-up stages. National FCA will attend the meeting and provide support.
- **Southern California Glass Management Association** – National FCA, along with Bill Swanson of DC 15, and Dave Stvartak, LMCI Industry Liaison, met with Terry Mayfield. Mr. Mayfield provided an excellent update on the local construction market, which is very slow. Many projects have been placed on hold and several sit empty. As in many markets, the prices are very tight and the non-union contractors continue to take market share. Management and labor committed to pull together to take back work. The outlook remains challenging for the next 12 months and will require continued cooperative efforts between management and labor.

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** – We added a new section to our website homepage called CEO Corner. Postings will include anything from current negotiation results, leadership thoughts, or current CEO activities.
- **Labor Productivity Survey** – Visit National FCA online to download and complete three surveys.

Government Relations

- **Government Relations Advisory Committee** – National FCA coordinated a conference call to discuss and review the expanded Information Reporting (1099s) under the Patient Protection and Affordable Care Act (PPACA). The PPACA expanded the information reporting requirements contained in IRC § 6041. Under the amended provision, most payments to corporations will no longer be exempt from reporting. The types of payments that can trigger the reporting requirement will include gross proceeds and amounts received by a payee in consideration for property. The Committee reviewed pending legislation designed to reduce the impact of the IRS reporting requirement on goods. The pending legislation appears to leave intact the reporting requirement on services. Filing a 1099 on goods would be limited to payments totaling more than \$5,000 in a tax year, still exclude credit/debit card transactions and limited to companies with 25 or more employees. The Committee supports full repeal of the entire section, but would support any legislation that provides relief to National FCA members.
- **Legislation** – National FCA had an interesting month with its coalition partners on Capitol Hill visits this month to Congressional offices in support of the following legislation:
 - **Misclassification as Independent Contractor** – HR 3408 has been scrapped and reintroduced as HR 6128.
 - **Small Business Paperwork Mandate Elimination Act** – National FCA supports full repeal of this legislation. (Nelson and Johann Amendments were both voted down.)
 - **Financial Accounting Standards Board (FASB)** – National submitted comments to FASB and signed onto a comment letter with its six coalition partners of the Campaign for Quality Construction (CQC). Both letters are available on National FCA's website. Look to the October *Federal Connection* for further



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details.

Upcoming Events

- **National FCA Affiliate Executives Council Meeting – October 14-16, 2010, Renaissance Seattle Hotel, WA**
- **National FCA Trustee Conference Call – October 27, 2010**
- LMCI's Finishing Industries Forum – November 30-December 4, 2010, Caesars Palace, Las Vegas, NV
 - Attorney's Seminar – November 29-30, 2010
 - **National FCA Young Leaders Network Meeting – 2-4 PM, November 30, 2010**
 - **National FCA-IUPAT Joint Industry Committee Meetings – 1-2:15 PM, December 1, 2010**
 - **Glazing**
 - **Tradeshow**
 - **Floorcovering**
 - **National FCA Business Practices and Safety Advisory Committee Meetings**
 - **2:30-3:30 PM, December 1, 2010**
 - **National Workforce Advisory and Government Relations Committee Meeting**
 - **3:45-4:45 PM, December 1, 2010**
 - **National FCA-IUPAT Joint Industry Committee Meetings – 12:45-2 PM, December 2, 2010**
 - **Commercial Painting**
 - **Industrial Painting**
 - **Drywall**
 - **National FCA and FCIF Annual Business Meetings – 2:15-3:15 PM, December 2, 2010**
 - **National FCA Contractor Summit – 3:30-4:30 PM, December 2, 2010**
- **National FCA Annual Council – June 14-18, 2011 – Chicago, IL**
- **Quality Construction Alliance: Legislative Conference – May 10-12, 2011, Washington, D.C.**