

How to Get Ahead of the Competition

Attend the
Third Annual *Midwest Regional*
**Union Finishing Contractors
Conference**

The Westin Lombard, IL
February 5 & 6, 2010



Learn to Thrive - Right Here, Right Now

Who should attend this conference?

Business Owners
Management Teams (Superintendents, Foremen, Estimators, Safety Coordinators, etc.)
Union Leadership
Vendors / Associate Members

Why should you attend this conference?

Great Value! You get \$640 worth of conference for only \$79!
Can help put you ahead of the competition in a challenging economy
One day out of the office can have significant ROI

What unique opportunities are we offering you?

Networking with colleagues, union leadership and vendors
Latest news & information that is trade specific
Opportunity to speak with union leadership in an open forum

Survey results from last year's conference:

88% were satisfied or very satisfied with the conference material
100% were satisfied or very satisfied with the speakers

Conference Schedule (subject to change)

Thursday, February 4	8 am - 5 pm	Pre-Conference Seminar: LEED Green Associate Exam Prep (see below)
Friday, February 5	8:00 am	Breakfast Buffet
	9:00 am	Opening Keynote - Jimmy Williams, General President of International Union of Painters & Allied Trades
	10:30 am	Panel Discussion: Collective Bargaining Agreement Changes - Chuck Anderson, Painters District Council No. 30 Secretary-Treasurer, & Rick Vandegraft, FCAI President, will discuss contract changes. Stuart Binstock, CEO of Finishing Contractors Association, will moderate. You can submit your questions ahead of time. See the back page of this brochure for more information.
	12:00 pm	Networking Luncheon
	1:00 pm	Education Sessions*
	2:45 pm	Education Sessions*
	4:00 pm	Cocktail Reception
Saturday, February 6	8:00 am	Breakfast Roundtable
	9:15 am	Education Sessions*
	11:00 am	Closing Keynote Luncheon --Rick Wright, CEO, DRW Partners, Inc., "Leading Through Change"

*Education Sessions are based on 4 tracts: Leadership & Management Trends, Safety First, Emerging Technologies and Future of Marketing.

Opening Keynote

James Williams, General

President of IUPAT, began his apprenticeship with Glaziers, Architectural Metal and Glass Workers Local Union 252, Philadelphia, after graduating from Northeast Catholic High School in 1968. In 1969 he enlisted in the Army, serving as an Infantryman in Vietnam. He was awarded two Bronze Stars, the Army Accommodation Medal, and an Air Medal. Returning home in 1971, he completed his apprenticeship and worked as a journeyman glazier. In 1975, he was elected president and business manager of Local Union 252. In 1978, he was elected business manager/secretary-treasurer of the district council and served on numerous boards. In August of 1994 he was elected the Allied Region General Vice President of IUPAT. He held this position until September 1995, when he was appointed General Secretary-Treasurer elect of the IUPAT. In August 1999 he was elected general secretary-treasurer. In April 2003, Mr. Williams was unanimously elected General President by the Union's General Executive Board. In a unanimous vote of the 2009 IUPAT General Convention, James A. Williams was re-elected to a five-year term.



Closing Keynote

Leading Through Change

Rick will address a number of critical elements for leading organizations through change to include: the realities of change, effects of change assessment, the predictable dynamics of change, dealing with resistance, control the controllables, navigating the "C's of Change" and 10 things you can do.



Rick Wright is co-founder and CEO of DRW Part-

ners, Inc., a Dallas-based practice specializing in the following areas: Leadership Development, Strategic Planning, Change Management, Merger and Acquisition Integration, Assessments and Coaching for Selection and Development of Talent. During his fifteen years with Pritchett Rummler-Brache, Deloitte & Touche, and Arthur D. Little, Rick held senior positions in consulting and training delivery, product and methodology development, project management, and client acquisition. Rick has a B.S. in Civil Engineering from the United States Air Force Academy, 3500 hours as a Master Navigator in the U.S. Air Force and Air National Guard, including over 200 sorties during his activation for the Persian Gulf War.

Going Green

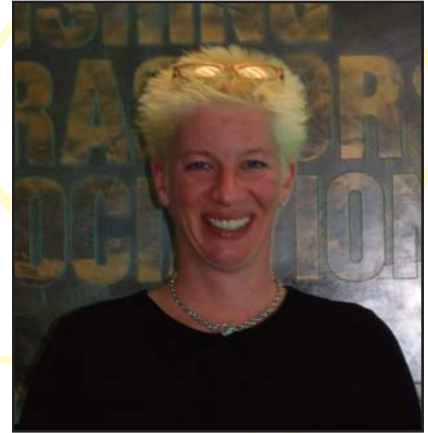
Pre-Conference Seminar:

LEED Green Associate Exam Prep

Weber Grill, 2331 Fountain Square Dr, Lombard, IL

Thursday, February 4, 2010 8 am - 5 pm

Continental breakfast at 7:30 am, breakfast & lunch included



Facilitator Jennifer A. Eaton is the Program Manager with the Green Academy and Center for Sustainability at Cuyahoga Community College and is primarily responsible for work with the Finishing Contractors Association, Finishing Trades Institute, Labor Management Cooperation Initiative, and the Ohio Department of Development. Eaton, a LEED AP, was recently appointed to the local board of the Northeast Ohio USGBC, where she will focus her duties as a member of the Trades Committee.

Why Go Green?

LEED is the most distinguished and widely accepted environmental design and green building certification. It is well established in both the public and private sectors for classifying a “green building”. In the U.S. government, LEED is used at the General Services Administration, the Environmental Protection Agency, and the Departments of State, Energy, Agriculture, Health and Human Services, and Interior to encourage and evaluate green building design and construction for all new and major renovation projects. Most states require new state funded projects to achieve a minimum level of LEED certification; and increasing numbers of local governments, higher education institutions, and public schools are encouraging or requiring their new facilities and major renovations to be LEED certified, particularly projects covered by stimulus funding under the American Recovery and Reinvestment Act.

LEED Credentialing

Earning a LEED Accredited Professional (AP) credential now requires a two-tiered program. An individual needs to first earn the LEED Green Associate (GA) credential. It is important to remember that there is not one definite path contractors should take in regards to LEED training and a contractor’s specific business should be taken into account when deciding for which route he or she is best suited. This exam prep is for the updated version (version 3) of the previous LEED for New Construction (version 2) exam prep. It is necessary to take this course even if you took the previous course and either did not pass the exam or did not take the exam.

LEED Green Associate Exam—Tier 1

The LEED GA exam is designed to test broad knowledge of sustainable design principles and basic understanding of the LEED rating systems. The GA exam tests a candidate’s knowledge of what LEED is, the process through which a building becomes LEED certified, standard terminology, potential strategies for meeting sustainability goals, and how to be involved with and support other members of a LEED project team.

LEED AP Exam—Tier 2

The LEED AP Specialty exams are the second tier of exams a person can take to become a LEED Accredited Professional within LEED v3. Unlike the GA exam, the AP Specialty exam is much more detailed and directly corresponds with a specific LEED rating system. FCA’s LEED AP Specialty Exam Prep Training is scheduled to launch during the first quarter of 2010.

LEED Green Associate Reference Guide

Study materials are not included in the course fee. The USGBC reference guides are the standard resource for individuals. Each reference guide includes sample exam questions. Purchase details will be provided to attendees as they register. Additional Fees The Green Building Certification Institute (GBCI) charges a \$50 application fee, \$200 exam fee (\$150 for USGBC members) and \$50 biannual maintenance fee for the LEED GA exam. Additionally, under the GBCI Credentialing Maintenance Program (CMP) individuals must pay to take the USGBC required 15 hours of continuing education every two years.

Please note that because neither the LEED GA nor the LEED AP exams test an individual’s trade specific knowledge, the prep course curriculum for these exams is not trade specific.

Breakout 1 Speakers

Friday 1:00 pm - 2:30 pm

Leading in Turbulent Times,

Norb Slowikowski

It's a difficult time for construction companies today: The economy is in "free fall" after an explosive downturn. These market conditions can exploit us. People develop negative mindsets and become immobile due to inaction. Employees feel there is little they can do to offset this negative spiral. We're all trying to function effectively in turbulent times. Since "turbulence" means "being in an agitated, disturbed state," it leads to unrest, conflict and negative behavior... if we let it. So the key question becomes: Do we have any other choice? The answer is "Absolutely!" Tough times require tough leaders. Since we do not control the market, we must look within and find out if we are functioning at maximum effectiveness. We must examine the way we operate and find out if there is a better way to manage and lead in turbulent times and sustain the growth of the company and our people.

Norb Slowikowski is a Productivity Consultant who has been working in the Construction Industry since 1982. He has assisted over 180 Contractors in improving productivity and maximizing profitability. Norb is the author of the recently published book entitled, "Hard-Hat Productivity: The 9 Critical Factors for Maximizing Profits." He is a graduate of Loyola University in Chicago where he received a B.S. in Psychology and an M.S. in Organizational Development, plus numerous post-graduate courses.



The Programs, Resources and Future of the PDC 30 Labor Management Industry Development Fund

The Painters District Council No. 30 Labor Management Industry Development Fund, or LMIDF, was created in 2008 to develop, implement, and administer industry-improvement programs. This presentation will outline several LMIDF programs geared toward enhancing the success of PDC 30 members and signatory contractors and the efficiency and professional capacity of PDC 30-affiliated organizations. Particular focus will be on the Safety Training Award Recognition program (STARs), the Drug-Free program, and other outreach programs geared toward improving readiness, productivity, and quality. Participants will also learn about the on-going development of LMIDF programming.

Program presenters: Todd Dotson, PDC 30 Representative and member of the LMIDF Board of Trustees; Dave Panico, an instructor at the PDC 30 Joint Apprenticeship and Training Fund and STARs Coordinator and Outreach Associate for the LMIDF; Ryan Anderson, PDC 30 Director of Organizational Development and principal program administrator for the LMIDF; and John Butler, Ph.D., an organizational development consultant to the LMIDF.

PAINTERS DISTRICT COUNCIL NO. 30

LMIDF

LABOR MANAGEMENT INDUSTRY DEVELOPMENT FUND

Collection Tactics - Getting your Customers to Pay NOW!, Robert Andreu

This presentation will describe both the fundamental and advanced tactics of developing a systematic approach to handling customers who are beyond terms. Implementing these tactics will allow you the best chances of getting your customers to pay you when they are supposed to, yet not compromising future sales potential. Learn foolproof account receivable management techniques to keep your customers current. Session material is applicable to all size companies and is presented at an intermediate level.

Robert Andreu has over twenty years experience in the commercial collection industry and has pioneered many of the commercial industry segments currently in place at Hunter Warfield. Robert is responsible for senior level sales and marketing of the commercial division of Hunter Warfield. The primary contact for member groups and associations within the building supply industry and has presented at numerous engagements over the last two years for the building supply industry.



Building Information Modeling, Dennis Neeley

Building Information Modeling (BIM) is the future of design and construction. BIM has matured very quickly and because of this there are companies that are experts in BIM and others that have not heard of it. This presentation will cover what BIM is, how it works and why it is important to architects, engineers, building product manufacturers, contractors, sub-contractors, owners and facility managers & operators. BIM will change everything, for everyone, so the sooner it is understood the sooner people and companies can plan their future in the BIM era.

Dennis Neeley practiced architecture from 1970 to 1989. He was managing partner of an 80 person construction/development company in the San Francisco region. He was the contributing editor of CADence magazine for 5 years, has written two books on CAD and has taught at UC Berkeley, Carnegie Mellon and the University of Washington. He is credited with being the driving force in bringing CAD to the architectural professions with the invention of AutoCAD AEC Architectural and Mechanical. He founded ASG that merged with Softdesk, the companies created over 30 CAD applications prior to being purchased by Autodesk. In 1999 Neeley's company Viscomm (purchased by Bricnet, NASDAQ Europe) invented Building Center an Internet based software suite of applications for the management of real estate information. In 2001 Neeley took over Bricnet as CEO. In October 2003 Neeley retired from the technology business and formed a new company, Design-Integration concentrating on the private practice of architecture where he used SketchUp and Revit to create contract documents. In 2004 he "un-retired from technology" and joined Tectonic Network to work with their BIM (Building Information Modeling) business division. In March 2008 Tectonic was purchased by Reed Construction Data. Neeley contributes to the product specifications and interface design for the QTO and BIM Library Manager products.



Breakout 2 Speakers

Friday 2:45 pm - 4:00 pm

Essential Components of a Respiratory Protection Program, Charlie Vasconez

This presentation will describe types of respirators used, analysis of respirator use during routine and infrequent activities, as well as during predictable emergencies, what type of medical evaluation is provided for your employees, how respirator fit-testing is conducted, procedures for cleaning, disinfecting, storing, inspecting, repairing, discarding and maintaining respirators, what type of hazard recognition, evaluation and control training is provided to your employees, what type of respirator use and maintenance training is provided to your employees, how to evaluate the effectiveness of your respiratory program and how to comply with the regulations for those employees who voluntarily wear respirators.

Charlie Vasconez has been the Safety Director for M. Ecker & Co. of IL, Rosemont, for 10 years. M. Ecker is a commercial and residential drywall, taping and painting subcontractor that performs work throughout the Chicagoland area, Southern Wisconsin and Northwest Indiana. At M. Ecker, Charlie's essential responsibilities are developing and presenting wide-ranging safety/health training programs, evaluating and analyzing field safety performance, ensuring regulatory compliance and managing all Workers Comp/GL/Auto claims. Charlie sits on several safety committees: Association of Subcontractors and Affiliates, Residential Construction Employers Council and Finishing Contractors Association of Illinois. Charlie has a degree in Safety Management and is a Certified Safety Professional, an Associate in Risk Management, a Professional Member of the American Society of Safety Engineers and is also an authorized OSHA outreach instructor for construction.



GPS TimeTrack for Workers, Rachael Stokes

TimeTrack is available in two editions: GPS TimeTrack for Workers and GPS TimeTrack for Vehicles. Increase Productivity: Get a real-time view of where your workers are and what they are doing. Reduce Overtime and Automate Payroll: GPS TimeTrack provides an accurate and tamper-proof method of collecting employee timecards. Completely automate the payroll process through our partnership with ADP. Eliminate Paperwork: Eliminate inefficient paper-based processes and avoid manual data entry by integrating GPS TimeTrack with other back-office systems like QuickBooks and many more. Improve Fleet Efficiency: Reduce vehicle consumption and vehicle wear and tear by getting the closest worker to the job using the best route. Xora is the largest and fastest growing Mobile Resource Management (MRM) company in the global marketplace. Their software solutions are used by service-driven companies to monitor and manage field-based employees.

Rachael Stokes is a Texas native and currently resides in Austin. She has been in technology sales for over 7 years, 3 of which have been dedicated to MRM sales.



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PAINTERS DISTRICT COUNCIL NO. 30

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LABOR MANAGEMENT INDUSTRY DEVELOPMENT FUND

Customer Service Leadership – How the Social Web is Transforming Business Strategy, Stuart Meyer

One of the keys to success for finishing contractors has always been word-of-mouth marketing. Today, the social web enables you to take the breadth and depth of relationship-based marketing to a whole new level at a fraction of the monetary cost of traditional marketing tactics. In this session, you will learn the keys to unlocking the potential of social media for your business through the following: the significant difference between social media and traditional mass marketing, how customer service has become its own media channel, what drives user-generated participation, how to position your business within the social web, case studies and analysis on the successful business use of social media and a step-by-step approach to creating a social media strategy, regardless of the size of your business.

Stuart Meyer proudly serves as Chief Strategist and Founder of Social Frequency Media Communications; a firm devoted to helping organizations build stronger futures through innovative business strategies and social media integration within the organization's mission, strategy and operations. From 2006-2009, Meyer served as Marketing, Membership and Communications Officer for the Emergency Nurses Association (ENA). Prior to joining ENA in January 2006, Meyer spent over 5 years with the American Bar Association, including roles as Director of the Section of Labor and Employment Law, Associate Director of the Section of Business Law and Marketing and Membership Director for the Law Practice Management Section. Prior to entering the association world, Meyer worked in politics and public administration for a number of years at the local, state and national level.



Breakout 3 Speakers

Saturday 9:15 am - 10:45 am

Personal Productivity, Rick Wright

Participants will gain a better understanding of the key factors that impact productivity of individuals and teams, and will walk away from the session with 5 - 10 Personal Commitments to Action that will improve their own productivity, and the productivity of the teams on which they work.

Rick Wright is co-founder and CEO of DRW Partners, Inc., a Dallas-based practice specializing in the following areas: Leadership Development, Strategic Planning, Change Management, Merger and Acquisition Integration, Assessments and Coaching for Selection and Development of Talent. During his fifteen years with Pritchett Rummel-Brache, Deloitte & Touche, and Arthur D. Little, Rick held senior positions in consulting and training delivery, product and methodology development, project management, and client acquisition. Rick has a B.S. in Civil Engineering from the United States Air Force Academy, 3500 hours as a Master Navigator in the U.S. Air Force and Air National Guard, including over 200 sorties during his activation for the Persian Gulf War.



Digital Takeoff with OnCenter On-Screen Takeoff, Brian Alles

Learn how OnCenter On-Screen Takeoff can drastically decrease your takeoff time and increase your accuracy! As the industry leader in takeoff software, On-Screen Takeoff allows estimators to view digital plans, .pdf's, and CAD files as well as perform electronic takeoffs directly on a computer. You can skip the costly blue prints and go 'paperless'. Estimators can also quickly and accurately count, measure, and calculate lengths, areas, and volumes. On-Screen Takeoff was designed by construction professionals to help estimators win more bids.

Brian Alles is the Director of Customer Enrichment at Cornerstone Solutions, the premier technology provider to the construction industry in the Midwest. For the past 8 years, Brian has been helping contractors improve their business operations by introducing software solutions for estimating, project management, and accounting.



Training and Certification for the EPA Certified

Renovator, Stephen Lefaver

This presentation concerns the EPA Lead-Based Paint Renovation, Repair & Painting (RRP) rule, issued on April 22, 2008. The rule requires the use of lead-safe practices and other actions aimed at preventing lead poisoning. Under the rule, beginning in April 2010, contractors performing renovation, repair and painting projects that disturb lead-based paint in homes, child care facilities, and schools built before 1978 must be certified and must follow specific work practices to prevent lead contamination. All contractors must be trained and certified by April 22, 2010. PDC 30 JATF Coordinator Steve Lefaver will discuss the RRP rule, projects covered, who must be certified, how to get certified, and responsibilities of firms and renovators.

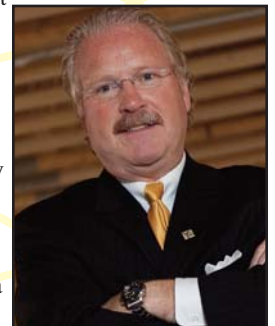
Steve Lefaver became a Union painter in 1995, performing work in industrial and reworks and later specializing in decorative finishes. He became an Instructor in 2002 and advanced to the position of Coordinator in the Fall of 2009. He has accomplished multiple certifications and instructor training modules. He is well-known throughout the International Union of Painters and Allied Trades as the leader of PDC 30's curriculum transformation initiative completed in 2007 and has served as Coordinator of Curriculum leading up to his appointment as Program Coordinator. He is currently leading the JATF's effort to become an accredited training provider for the EPA's Certified Renovator program.



Top 10 Business Practices, Jim Weber

This program has been prepared to present to contractors what Weber • O'Brien Ltd. has found in our practice and in our years with the construction industry to reflect the best business practices within your industry. Business practices should not be confused with required processes. Simply put, the following presents what we have found to be the practices that work for the most successful companies. Those practices, policies, and procedures that make a good company great.

Jim Weber, CPA, graduated from Bowling Green State University in 1975 and began his career with the international firm of Deloitte before starting his own firm. Later, he and Dave O'Brien founded Weber • O'Brien Ltd., a certified public accounting firm providing strategic assurance, tax and consulting services. Jim's area of focus is with strategic business consulting, mergers and acquisition and strategic direction and planning for manufacturing, construction and services industries. He was selected as the Bowling Green State University's Distinguished Accounting Alumni in 2002. Jim has been a past nominee for the Entrepreneur of the Year Award and the firm, Weber • O'Brien Ltd., won the prestigious Torch Award in 2003.



www.FCAofIllinois.com

Conference Registration

There are 4 easy ways to register: 1) Fax this page to 630-264-7988. 2) Mail this page to FCAI, 1991 W Downer Pl, Aurora, IL 60506. 3) Email Kelly@NiPDi.com and tell her who is attending. 4) Call 630-264-7880 and tell us who is attending.

Company _____ Person Filling Out Form _____

Email of Person Filling Out Form _____

Address _____ Phone _____ Fax _____

Credit Card (circle one) MC Visa Discover Number _____

Signature _____ Exp Date _____

Circle Choices

	Attendee Name	Email of Attendee	Conference Only	Pre-Conf Seminar	Sub Total
FCAI / FCAC 1st Attendee			\$79	\$99	
FCAI / FCAC Addtl Attendee			\$119	\$99	
FCAI / FCAC Addtl Attendee			\$119	\$99	
NiPDi Contributor			\$159	\$149	
Non-Member			\$199	\$199	
Total \$ _____					

Cancellation Policy - You must cancel before January 27, 2010 to obtain a refund. Please photocopy this page for additional attendees.

Make checks payable to FCA of Illinois.

Thank you for your registration!

Conference Headquarters Hotel The Westin Lombard Yorktown Center

70 Yorktown Shopping Center, Lombard, IL 60148

Make your reservation by calling 630-719-8000. Say you are with the **Finishing Contractors Association of Illinois.**

Or go to: www.StarwoodMeeting.com/Book/BookNiPDi.



Make your reservation by Thursday, **January 25, 2010** to receive the FCAI block rate of **only \$89** plus tax. **Make your reservation early before the block fills up!**



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Do you want to excel in a sluggish economy?

Do you want to position yourself for when the economy recovers?

Do you want to rise above the competition?

***Learn to Thrive -
Right Here, Right Now***

Have questions about the changes to the **Collective Bargaining Agreement?**

You can submit up to 3 questions by:

- 1) Emailing them to Kelly@NiPDi.com
- 2) Faxing them to 630-264-7988
- 3) Mailing them to the return address

Attend the
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to hear the answers!