

## MEMBERSHIP MEETING

September 14, 2005, at Maggiano's, Oak Brook

News from Chicago PDCA/FCA/IAF

JULY-AUGUST, 2005

# monitor

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### WELFARE FUND REPORT

Trustee Marty Tew reports for the Health and Welfare Fund for the month of May, 2005, and the fiscal year-to-date that Total Ordinary Income of \$3,052,932.66 plus Total Investment Income of \$310,663.19 minus Total Expenses of \$2,800,827.51 have yielded a Total Net Income of \$562,768.34.

As of 5/31/05, the Welfare Fund Value was \$61,570,401.60.

### PENSION FUND REPORT

Trustee Rick Ascher reports for the Pension Fund for the month of May, 2005, that Ordinary Income of \$2,433,938.50 plus Total Investment Income of \$5,086,582.51 minus Expenses of \$2,093,318.14 have yielded a Net Income of \$5,427,202.87.

For the fiscal year-to-date, Ordinary Income of \$4,427,863.44 plus Total Investment Income of \$2,267,684.92 minus Total Expenses of \$4,208,724.51 have yielded a Net Income of \$2,486,823.85.

As of 5/31/05, the Pension Fund Value was \$397,468,130.51.



## PDCA/FCA/IAF

# CALENDAR

## Of 2005 Meetings & Events

- Joint Membership Meeting . . . . . September 14, 2005  
*Maggiano's Little Italy, Oak Brook*
- FCA Annual Meeting . . . . . November 7-10, 2005  
*Bally's, Las Vegas*
- Associates Christmas Lunch . . . . . December 2, 2005  
*Edelweiss, Norridge*
- PDCA Christmas Luncheon . . . . . December 14, 2005  
*Maggiano's Little Italy, Oak Brook*
- PDCA President's Night . . . . . January 20, 2006  
*Rosewood Restaurant, Rosemont*
- PDCA Convention . . . . . January 29 - February 6, 2006  
*Tampa Convention Center, Tampa, Florida*
- Heart of America Convention . . . . . March 16-19, 2006  
*Embassy Suites Hotel, Chicago*
- PDCA Associates Night . . . . . March 16, 2006  
*Embassy Suites Hotel, Chicago*



### A Few Words From **MARTY TEW** President, Chicago PDCA/FCA

#### HOW LOW CAN YOU GO?

Hello again, and welcome back! We're at the All-Star Break already, and I can still hear the fireworks going off from my office. The "good guys" wearing black still have the best record in baseball and now hold a commanding lead in their division. I hope to still hear the fireworks in October. There are mosquitoes on the river, fish are rising up like birds, it's been hot for seven weeks now, and the drought is on. I hope everyone reading this today is enjoying a fun and safe Summer.

School is starting back up soon for some, but has ended for others. A heart-felt congratulations goes out to the 88 men and women who graduated from the Apprenticeship program celebrated on June 24th. These fine young professionals were all smiles upon reaching this important milestone in their lives. We truly have a great JATC program with a first class staff of instructors. The foundation for a fulfilling career has been laid. Best wishes to all and good luck with your future careers.

I recently read two short articles from the *Chicago Tribune* under the DIY Project column. Whenever the subject matter is a painting project, I always sit up, take notice, and wonder, "Is there a chance we might recapture this lost market?" Basically, the newspaper articles analyze what a contractor would charge for the work versus the cost & labor of "doing it yourself."

One article dealt with the painting of dark wood paneling. The work involved a 12 X 20 room to be solvent-washed, followed by an ammonia/water rinse coat, one coat of shellac-based primer, and 2 finish coats of quality paint. The contractor estimate was \$225.00 with the material cost at \$75.00. Subtracting the difference (\$150.00) yields the labor portion. If you figure a man for the day to do the work, I come up with \$18.75/hour for their labor rate. This gives you an idea of where the "Paint gives paneling a fresh look" interior residential market is.

Another DIY article dealt with painting vinyl siding. The job consisted of a 1000-square-foot house (say 25 X 40) needing a thorough pressure washing followed by a coat of water-based acrylic exterior paint. The contractor estimate was \$1,150.00 with \$150.00 of that

dedicated to the expense of the paint and cleaning supplies. The labor was estimated to be 30 hours. (I find it hard to believe the work wouldn't be done in a multiple of eight) So a quick calculation of \$1,000.00 divided by 30 hours yields an hourly rate of \$33.33 giving us an idea of where the "Top coat can freshen look of faded vinyl siding" market is.

I recently had the chance to personally recapture some lost market share but failed in my attempt due to pricing issues. The work was originally lost to a second-shift building engineer painting offices as side jobs after hours or on weekends. He moved on from the building, which opened the door for a contractor to pick up the work. The tenant office manager, however, decided to oppose the building manager's recommendation and use an inexpensive non-Union contractor from Des Plaines who had done some work at their other facility locations. For \$125.00 (a small office) or \$145.00 (a large office), the work would be done on overtime, including the furniture moving. Even factoring in the so-called "work rules" we discussed in the last *Monitor* (such as the floating 40-hour work week, the undocumented employees, etc.), I still couldn't make it compute on paper...let alone with the legitimate pricing we use daily. Now, which is worse, losing the work to a Union building

engineer doing side jobs, or losing the work to a non-Union contractor? Can you feel the frustration here folks? AAAARRRRRGGHH!!!

So, let's go back to the market recovery idea. Can we afford the work we have lost (such as paneling painting) in the \$18.75/hour range? I say no, it is too far-gone and the work is done way too cheaply.

Can we afford to recapture such work (residential exteriors and commercial office space) in the \$33.00 per hour range? I say we can't afford not to try. This, however, would take radical thinking, way outside the box. I've seen railings being painted on North Michigan Avenue by custodial staff, and just learned that bricklayers and tuck pointers have been applying clear waterproofing materials and Modac coatings to masonry exteriors for years now. It seems to me that the painters deserve to take back some of the work that has been lost to other jurisdictions.

Enjoy the rest of your Summer, while it lasts...and good luck bidding against the in-house custodial staff and our non-Union competition painting contractors.

*Marty*

## "THE APPRENTICE" TO HEADLINE CHICAGO PDCA/FCA & NiPDi/FCAI JOINT MEMBERSHIP MEETING

Mark your calendar now, and plan to attend the next Chicago PDCA/FCA and NiPDi/FCAI Joint Membership Meeting, scheduled to be held on September 14th at Maggiano's Little Italy in Oak Brook. Our Guest Speaker will be Bill Rancic, the young man who gained fame a year ago by winning Donald Trump's competition to become his new business "Apprentice."

Bill grew up in Chicago, attending Carl Sandburg High School and Loyola University, from which he was graduated in 1992. Working his way through college by running a boat washing business for his tuition money, he earned a BA degree...graduating with cum laude honors.

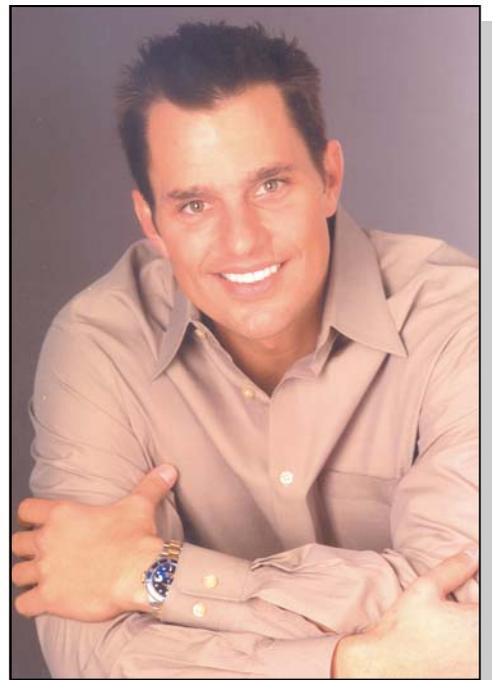
Then his instincts as an entrepreneur kicked into high gear. Founding an internet business called "cigarsaroundtheworld" as a "dot com" enterprise in his studio apartment, he built it into a multi-million-dollar business.

Today, he still manages day-to-day operations at his cigar business, but has also launched a newer career with the Trump organization in real estate development through his assignment on the Trump Tower project now beginning to grace the Chicago skyline.

Bill is sought for speaking engagements by both major corporations and universities, where he speaks about achieving success through hard work and "thinking out-of-the-box." He delivers the same messages to residents of Mercy Home For

Boys, where he volunteers as a tutor for under-privileged kids.

Bill enjoys skydiving and scuba diving, and has run in two Chicago marathons. Now he has also become published, with Harper Collins producing his book, *You're Hired, How To Succeed in Business and Life*.



Don't miss this lively presentation, or the chance to "network" among Union Painting Contractors from throughout Greater Chicagoland!

**September 14, 2005**

5:30 P.M. - Cocktails  6:30 P.M. - Dinner  7:30 P.M. - Program

**Maggiano's Little Italy**

240 Oakbrook Center, Oak Brook, Illinois 60523

**Call 630/393-1313 Today For Reservations!**