



THE

FEBRUARY, 2011

COVERS EVERYTHING!



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TECHNOLOGY SEMINAR BIG HIT!

"This may be the best FCAC event I've ever attended," enthused one Contractor, as he chowd down during the dinner break, awaiting the final two speakers.

FCAC presented its first seminar for 2011 on February 22nd at the Fountain Blue in Des Plaines, hosting a program featuring six speakers on a variety of technology-based topics. Rotating to a fresh presentation every half hour for four hours, the speakers included Greg Duyka (On Center Software), Alan Quartz (Aktion Associates), Andrew Campbell (Verizon Wireless), Robin Smith & Kristin

Bromberg (National FCA), Ed Otstott (OBA Midwest, Ltd./ABPA), and Juli Barcelona (Barcelona Creative).

Topics ranged from using On-Screen Take-offs and computer estimating and job tracking to how Outlook and an efficient electronic office, "4G" high tech cellphones, electronic funds reporting, and social networks can help Contractors build profitable businesses.



OBA Midwest Fund Administrator Edward Otstott, delivered an enlightening presentation on the simplified electronic fund remittance reporting system available to PDC14 Union Painting Contractors.

WELFARE FUND REPORT

Trustee Marty Tew reports for the Health & Welfare Fund for December, 2010, that Ordinary Income of \$3,771,493.20 plus Total Investment Income of \$1,238,727.56 minus Expenses of \$2,945,074.80 have yielded a Net Income of \$2,065,145.96.

For the Fiscal Year-to-Date, Ordinary Income received of \$24,633,634.41 plus Investment Income of \$5,477,461.48 minus Expenses of \$24,326,106.92 yielded a Net Income of \$5,784,988.97.

The Fund Value as of 12/31/10 was \$93,252,629.08.

PENSION FUND REPORT

Trustee Rick Ascher reports for the Pension Fund that for December, 2010, Total Ordinary Income of \$3,400,852.79 plus Investment Income received of \$17,016,371.15 minus Expenses of \$2,721,583.47 yielded a Net Income of \$17,695,640.47.

For the Fiscal Year-to-Date, Ordinary Income received of \$25,288,599.58 plus Investment Income of \$31,001,799.54 minus Expenses of \$26,129,247.57 yielded a Net Income of \$30,161,151.55.

The Fund Value as of 12/31/10 was \$522,966,457.18.

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WELCOME TO OUR TWO NEWEST FCAC MEMBERS!

This month, two companies joined the FCA of Chicago. Cosgrove Construction, Inc., of Joliet, is a new member, represented by Bob Martino. NCI / Naperville-Chicago-Illinois Painting and Decorating, of Glen Ellyn, is a former FCAC member returning to the fold, represented by George Pezza. Welcome to both!

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A Few Words From . . .

TOM TYRAKOWSKI
President, FCA of Chicago

FCAC GEARING UP FOR A BIG YEAR IN '11

At this writing, we just held the Technology Seminar that was postponed earlier this month by the Blizzard of '11.

To say the least, our evening

at the Fountain Blue was a great success and well received by all who attended. Over 50 people crowded the room for four very information-packed hours on a wide variety of presentations on the latest technologies of value to a Painting Contractor.

In fact, our six presenters did such a good job that we videoed the entire event and will now edit and title the raw footage and put it on disk for all who could not attend to have a second chance. So, within another month, watch this space for news about an affordable DVD we'll be making available to all who are interested. In fact,

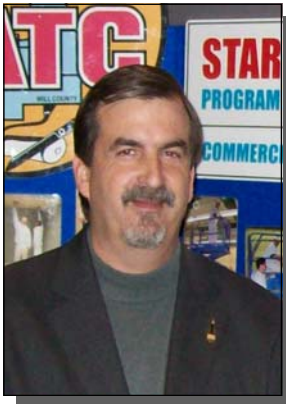
right now we are talking to the folks at National FCA about possibly making our FCAC Technology Seminar DVD's available to other FCA Affiliate Chapters around the country. More on that later, too.

Meanwhile, it's on to the next big thing coming up, which will be PDCA Associates Night, planned for March 16th at the Rosewood Restaurant. Yes, that's just before St. Patrick's Day . . . so we'll be feasting at a corned beef carving station and washing things down with some green beer.

DJ Mark Van Deventer will be back by popular demand, ➔



Register On-Line at www.chicagopdcafcfa.org for Associates Night!



News From The Apprentice School...

By ED BOGDAN, Apprentice Training Coordinator

Financial reports from the JATC Committee for December, 2010, indicate that Ordinary Income of \$205,944.66 plus Investment Income of \$33,602.40 minus Expenses of \$181,745.89 have yielded a Net Income of \$57,801.17.

For the Fiscal Year-to-Date, Ordinary Income of \$1,755,798.46 plus Total Investment Income of \$311,913.14 minus Expenses of \$1,794,598.00 yielded a Net Income of \$273,113.60. The Fund Value as of 12/31/10 was \$4,723,212.05.

FCAC Technology Seminar □ February 22, 2011 □ Fountain Blue, Des Plaines



Alan Quartz (Aktion Associates) presented Timberline Accounting software for job costing, payroll, billing, and accounts receivable.

Andrew Campbell (Verizon Wireless) related the ways that the new 4G Network, Smartphones, Tablet Devices, and Internet services can keep Contractors in touch from the field.



Juli Barcelona (Barcelona Creative) discussed Facebook, Twitter, Linked-In, and the other new Social Networks in business uses to protect a company's reputation and broaden its contacts and new business efforts.

CEO Tony Darkangelo (National FCA) greeted local FCAC Contractors with news of the coming National FCA Annual Council, scheduled to be held this June 14-18, 2011, at the Doubletree Inn in Chicago. The June 17th Chicago PDCA Golf Classic will be part of the National FCA Convention.



Robin Smith & Kristin Bromberg (National FCA) related their efficiency tips on using Outlook and The Electronic Office to reduce paper files.

PDCA ASSOCIATES NIGHT

MARCH 16, 2011

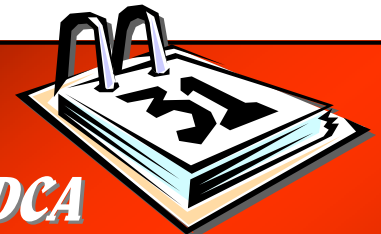
- Setup Time for Associates — 2:00 PM
- Doors Open for Contractors — 4:00 PM
- Exhibits Open — 4:00 PM-8:30 PM
- Corned Beef Dinner — GREEN BEER!

THIS COUPON GOOD FOR 10 FREE RAFFLE TICKETS

Buy extra raffle tickets on-site to win Great Prizes...
5 tickets for \$5, 12 tickets \$10, 30 tickets for \$20.

New: Silent Auction for great Chicagoland Sports & Entertainment Events! Bring your employees & staff, we'll have plenty to eat & drink for all Guests!

2011 FCAC & PDCA Meetings & Events



PDCA Associates Night

March 16, 2011, Rosewood Restaurant, Rosemont

Bob Cusumano Estimating Seminar

March 30—April 1, 2011, Residence Inn, O'Hare Airport

2011 PDCA Golf Classic

June 17, 2011, Ruffled Feathers Golf Club, Lemont

so be prepared to hear a lot of great tunes, past and present, and play an entire new round of Trivia games for great prizes. Something new this year...the Associates are offering a Silent Auction for the first time, for a raft of sports and entertainment tickets...so bring a couple bucks to participate in the bidding and you could score some real bargains in top-flight events.

A little farther down the road, we're also working hard on the

June 17, 2011, FCAC/PDCA Golf Classic. This year's golf outing moves to a new venue, the beautiful Pete Dye-designed course at Ruffled Feathers in Lemont. And here's another twist...we will be hosting golfers from out of town attending the National FCA Annual Council in Chicago that week.

I'm giving you an early heads-up on this because it looks like the foursomes will be selling out early this year. Forewarned is

forearmed...so be sure to book your foursomes with the office right away this year! For just \$150 per golfer, I can guarantee you a very full day of fun, food, refreshments, and prizes on the links and a great value for the dollar.

My hat is off to the Associates group for presenting these two great events for us this year!

All the Best...

Tom