

MAY-JUNE, 2007

monitor

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**PUBLISHED BY THE FINISHING CONTRACTORS ASSOCIATION OF CHICAGO,
CHICAGO PDCA, AND THE PAINTING & DECORATING CONTRACTORS
INDUSTRY ADVANCEMENT & PROMOTIONAL FUND**

- www.chicagopdcafca.org -

*Monitor vs. Merrimack
March 9, 1862, Hampton Roads, Virginia*



**A Word from
MILES BEATTY
President,
Chicago
PDCA/FCA**

SUMMER BECKONS...

Finally we have the mild weather to enjoy that we wait for through the long Chicago winter...and with it, the return of all that outdoor work. It looks like our hours are going up seasonally once again, and I hope you are getting your share of the work.

We have good news in the "getting work" department to announce to FCAC members in this issue. Beginning in June, all FCAC contractors will participate in a new web-based service designed to promote their companies and help bid new work. Go to chicagolandconstruction.com and take a look for yourself.

Each FCAC company will have its own page on the web site, describing the kind of work it does, listing contact points, company personnel, and work specializations. They will even include three or four pictures of jobs and a company logo, if provided.

All FCAC members will be listed in the web site Industry Directory and be accessible directly through direct web site and e-mail links.

Best of all, trade-specific Project Notifications will be e-mailed directly to each FCAC member to help them get new work. There are many jobs available through this web site that get lost in the cracks of the big national job tracking services, such as BidTracker, Reed's Construction Data Service, and the Dodge Report. If you ever priced out those services, you know they are really beyond the reach of small and medium-sized contractors.

There will be considerable setup time involved for us to get this thing up and running...beginning with information forms that each member will have to fill out. I know, this is always a pain, but the effort will be repaid many times over for those who make it.

It used to be the big deal to

WELFARE FUND REPORT

Trustee Norb Soltysiak reports for the Health and Welfare Fund for March, 2007, that Income of \$3,068,196.90 plus Investment Income of \$286,417.00 minus Expenses of \$3,320,359.93 have yielded a Total Net Income of \$34,253.97.

For the Fiscal Year-to-Date, Regular Income of \$38,838,641.32 plus Investment Income of \$4,772,924.89 minus Expenses of \$32,845,330.56 yielded a Net Income of \$10,766,235.65.

As of 3/31/07, the Fund Value was \$81,584,595.02.

PENSION FUND REPORT

Trustee Miles Beatty reports for the Pension Fund for March, 2007, that Ordinary Income of \$2,709,123.71 plus Investment Income of \$3,095,384.72 minus Expenses of \$2,440,900.33 yielded a Net Income of \$3,363,608.10.

For the Fiscal Year-to-Date, Regular Income of \$36,581,859.88 plus Investment Income of \$42,295,996.71 minus Expenses of \$26,986,533.78 yielded a Net Income of \$51,891,322.81.

As of 3/31/07, the Fund Value was \$494,127,645.97.



MARK THESE DATES FOR FORTHCOMING MEETINGS & EVENTS!

FCAC/PDCA

Annual Golf Outing

June 15, 2007

Bloomington Golf Club, Bloomington

FCAC Membership Meeting

September 19, 2007

Maggiano's Little Italy, Chicago

Finishing Industry Forum

FCA National Convention

November 10-16, 2007

Caesar's Palace, Las Vegas

PDCA Associates

Christmas Luncheon

December 7, 2007

Finley's Grill, Downers Grove



FCAC/PDCA CALENDAR 2007-2008 Meetings & Events

FCAC/PDCA

Christmas Luncheon

December 12, 2007

Maggiano's Little Italy, Oak Brook

FCAC/PDCA

President's Night

January 25, 2008

Rosewood Restaurant, Rosemont

PDCA Associate's Night

March 20, 2008

Rosewood Restaurant, Rosemont

FCAC/PDCA Annual Golf Outing

June 13, 2008

Bloomington Golf Club, Bloomington

CALL 630/393-1313 FOR INFORMATION

ON ALL FORTHCOMING EVENTS.

WE NOW ACCEPT VISA, MASTERCARD,

DISCOVER, AND AMERICAN EXPRESS!



COMING UP NEXT MONTH...

THE 2007 CHICAGO PDCA/FCA GOLF CLASSIC!

JUNE 15, 2007, AT BLOOMINGDALE GOLF CLUB

181 Glen Ellyn Road ☐ Bloomingdale, IL 60108 ☐ 630/529-3380

**PLEASE...UNION PAINTING CONTRACTORS
ONLY...MAXIMUM OF 160 GOLFERS!**

SHOTGUN START ☐ SCRAMBLE ☐ \$125 FOR BREAKFAST, GOLF & LUNCH

☐ HOLE-IN-ONE PRIZE

☐ LONGEST DRIVE CONTEST

☐ CLOSEST-TO-THE-PIN CONTEST

☐ LONGEST PUTT CONTEST

☐ LOW TEAM SCORE PRIZE

CHECK-IN/COFFEE & ROLLS 7:00 to 7:30 AM
TEE-TIME FOR SHOTGUN START 8:00 AM
COCKTAILS 1:30 PM
LUNCH & AWARDS PROGRAM 2:00 PM

**YOUR SPONSORSHIPS (\$200 EACH) FOR TEES,
GREENS & CONTESTS WILL HELP FINANCE
THE 2007 PDCA/FCA GOLF OUTING!**



**CALL CHICAGO PDCA/FCAC TODAY AT 630/393-1313
TO RESERVE YOUR FOURSOMES!**

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PROGRAMS FROM CONTRACTORS & VENDORS WILL
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**CALL ED BOGDAN AT 708/449-5282
TO ARRANGE FOR DONATIONS!**

print up a fancy color brochure and stick it in with bidding documents or leave it behind when making a call. Now the whole game has changed, and we have to change with the times.

Competition is fierce these days and you have to put out more bids for every job you actually get. Over 90% of construction industry decision-makers recently polled said that they turn to the Internet first when seeking information and/or sources.

Does your company have a web site? Do you use e-mail every day...or, are you still relying on faxes and snail mail?

If you fall into the latter classification, then maybe our affiliation with chicagolandconstruction.com will help get your company up-to-date without incurring a dime of out-of-pocket expense.

Every FCAC member will have direct access to this service, which is really catching fire throughout the

Chicago area. You will be able to update your own page from time to time as needed and use the web site any time of day or night to find subcontractors you may need or look for new work to bid on.

Don't be surprised if you start getting some e-mail and/or phone calls as a result of your listing. That's what it's supposed to do.

In closing, I must emphasize that FCAC's web site venture on behalf of our members will only work if each member responds to the information requests we will be mailing out soon.

This is a grand opportunity for small companies and large to benefit from our newest membership benefit. Don't get left out!

Until Later,

Miles