



Painters & Allied Trades LMCI 2019 Finishing Industries Forum Agenda



Blue = General Sessions
Red = Breakout Workshops

Sunday, December 8, 2019

- 9:00 AM - 6:00 PM **Registration** Registration Desk 1
- 6:00 PM – 8:30 PM **Welcome Reception** Grand Ballroom GH

Monday, December 9, 2019

- 7:00 AM - 08:00 AM **Breakfast** Grand Ballroom GH
- 12:00 PM-1:00 PM **LUNCH** Grand Ballroom GH
- 1:00 PM- 2:15 PM **FIF Welcome** Grand Ballroom AF
Kenneth E. Rigmaiden, LMCI Co-Chair & General President, IUPAT
Paul Tsourous, LMCI Co-Chair & President, Jupiter Painting
- 2:15 PM – 3:00 PM **Finishing First** Grand Ballroom AF
Anton P. Ruesing, V, Director, LMCI & iFTI
 What does the launch of Finishing First mean for our industry, and how can it help you take advantage of new opportunities? How do we work together to Finish First? What happened to LMCI, LMP, and what is the tie in to the International Finishing Trades Institute? Director Ruesing will answer these questions and discuss what the funds' purposes are, how it has been reorganized and aligned with the IUPAT, IFTI, Contractors and Associations and how you can best utilize the tools and resources available to your advantage to increase productivity and profitability. Leveraging iFTI and LMCI training and opportunities.
- 3:00 PM - 3:15 PM **BREAK**
- 3:15 PM – 5:00 PM **Workshops I**

Today's workshops will focus on a review of the LMCI Workgroups, and review of the work that has been completed to date. Each of the workgroups has reached a completion point and during the sessions today we will have a discussion on local roll-out and implementation strategies. Participants will go home with all the details for a successful implementation including a plan, all collateral, and a clear understanding of what guidance and resources are available.

Workgroup Update and Rollout - IUPAT Helping Hand

Grand Ballroom C

This session will cover the IUPAT Helping Hand Initiative and the work undertaken by the substance abuse and suicide prevention workgroup over the past 2 years. The first phase of the program is ready to be implemented locally and this session will explain all the details. We will discuss how to implement the training and raise awareness, including a deep dive into the collateral available and training necessary. It will also direct attendees to the resources and tools to spot someone in need of a helping hand, with a discussion on our next steps and what the future looks like for this initiative.



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Workgroup Update and Rollout - **Recruiting a more diverse workforce**

Grand Ballroom E

The IUPAT Recruitment and Retention workgroup has been busy creating a robust recruitment plan that includes on the job mentoring and partnerships with several third party organizations. This workgroup will provide a breakdown of the work that has been undertaken and will provide a plan for local implementation to better serve contractor and industry needs as well as the local workforce in your area.

Workgroup Update and Rollout - **Leveraging certifications in Industrial Coatings**

Grand Ballroom D

Over the past two years the LMCI Industrial Coatings Workgroup has developed several tools that can be used to create more opportunities for contractors in the industrial coatings market. Joins us as we roll out these tools and explain how they can be used to create these opportunities locally through sales, marketing and lobbying, and then shift the discussion to using this strategy in other markets as well. This workshop is geared for both contractors and labor leaders.

Workgroup Update and Rollout - **Opportunities in Division 10 Glazing Market**

Grand Ballroom B

The LMCI Division 10 workgroup developed several training pieces and collateral that can be used by contractors and business reps to create more opportunities for contractors utilizing their existing workforce and expertise. This workshop will roll out these tools and explain how they can be used to create these opportunities in the demountable glass wall systems sector. This workshop is intended for both contractors and labor leaders who are interested in creating opportunities locally through sales, marketing and education.

5:30 PM - 7:30 PM **Reception**
Hosted By LMCI

Grand Ballroom GH

Tuesday, December 10, 2019

7:00 AM - 8:00 AM **Breakfast**

Grand Ballroom GH

8:00 AM – 8:15 AM **Welcome to FIF Day 2 and Day 1 Recap**

Grand Ballroom AF

8:15 AM – 9:30 AM **Increasing (Sub)-Contractor Footprint and Profitability**

Grand Ballroom AF

A select group of LMP contractors from diverse trades will join in a panel discussion focused on increasing profitability, and how they were able to successfully lobby for small changes that made a big difference. Each of these contractors has a story to tell, and strategies that you may be able to take advantage of as well.

9:30 AM – 10:45 AM **Subcontractor Contract Clauses and Best Practices**

Grand Ballroom AF

We continue the panel discussion format, but this time we are joined by IUPAT Government Affairs Director Chris Sloan, and Vice President at Large Jim Williams Jr. The topic will shift focus to problematic subcontractor contract clauses, including retention rates and waiver of lien. The panel will discuss alternative language and potential political solutions with attendee participation in the Q & A.



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10:45 AM - 11:00 AM BREAK

11:00 AM - 12:00 PM **The Future of the Finishing Trades**

Grand Ballroom AF

Presented by: FMI Corporation

How can we prepare ourselves for the social, economic, political, and technological changes that are rapidly approaching? How can we see around the corner at what is coming, and best position ourselves? What do labor and management need to do to take advantage of the opportunities and protect ourselves from the threats of tomorrow? Finishing first has engaged the FMI Corporation to conduct a 6 month research project on the future of the finishing industries over the next 5 - 10 years to help answer these questions. This plenary session will focus on a broad overview of what that research discovered and prepare us for more in-depth afternoon sessions.

12:00 PM - 1:00 PM LUNCH

Grand Ballroom GH

1:00 PM – 5:00 PM **Workshops II**

Today's workshops take the form of strategy sessions as we dive deeper into the FMI Research and discuss each individual market segment, and discuss ideas for how we can best prepare ourselves. These groups will focus on specific readiness strategies and each will involve an interactive work session focused on what we can do to position ourselves to take advantage of opportunities and protect ourselves from potential obstacles to success

These interactive sessions will be moderated by FMI.

The Future of the Glazing Industry

Grand Ballroom C

This workshop will take a deeper look into the Finishing First Labor Market Study, focusing on the specific topics of Glass and Glazing Systems and the impact of future technologies, political and economic trends.

The Future of the Industrial Coatings Industry

Grand Ballroom E

This workshop will take a deeper look into the Finishing First Labor Market Study, focusing on the specific topics of Industrial Protective Coatings and the impact of future technologies, political and economic trends

The Future of the Commercial Interiors Crafts

Grand Ballroom D

This workshop will take a deeper look into the Finishing First Labor Market Study, focusing on the specific topics of Commercial Painting, Wallcovering and Drywall and the impact of future technologies, political and economic trends



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The Future of the Floor Covering Industry

Grand Ballroom B

This workshop will take a deeper look into the Finishing First Labor Market Study, focusing on the specific topics of the Floor Covering Installation industry and the impact of future technologies, potential certifications, political and economic trends, among other topics.

5:30 PM - 7:30 PM **Reception**

Hosted By LMCI

Grand Ballroom GH

Wednesday December 11, 2019

7:00 AM - 8:00 AM **Breakfast**

Grand Ballroom GH

8:00 AM – 8:15 AM **FIF Day 2 Recap**

Grand Ballroom AF

8:15 AM – 9:00 AM **Our Future of the Finishing Trades - Tying it all together**

FMI Research

This Plenary session will review the highlights of the Tuesday sessions, as well as cover any specific recommendations that came out of them and the work that needs to start today.

Grand Ballroom AF

09:00 AM – 10:00 AM **Closing Remarks**

Kenneth E. Rigmaiden, LMCI Co-Chair & General President, IUPAT

Paul Tsourous, LMCI Co-Chair & President, Jupiter Painting

Grand Ballroom AF

10:00AM - 10:15 AM **BREAK**

10:15 AM – 12:00 PM **Workshops III**

While our workshops yesterday were focused on “Tomorrow” the workshops today are focused on what we can do right now.

Challenges and Strategies in the current political climate

Grand Ballroom C

We are facing many threats currently, and while we are building strategies for the next 5 - 10 years we need to deal with some of the issues that are currently affecting us. This workgroup will discuss individual issues that are threats and some strategies to combat them.

- Industry Recognized Apprenticeship Programs (IRAPs)
- Public-Private Partnerships (P3)
- 1099
- Immigration
- Political Action Issue



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Risk Mitigation Strategies for profitability

Grand Ballroom E

How does insurance affect a contractor's bottom line, and what strategies can be employed to ensure maximum profitability with lowest risk? How do certifications play a role in this? Topics include: Waiver of Subrogation Third Party Overrides, Contractor Liabilities and AMCC / NACC / AGMT certifications.

Taking advantage of Opportunities in the Petro-Chemical Industry

Grand Ballroom D

What untapped markets are out there and how can you take advantage of them? How can we become collectively leveraged to take advantage of the vacuum that exists in Gulf Coast? Some of the resources to be covered include:

- NACE Certified training center in Houston (First in the World)
- New contractors in the market
- Organizing focus in the area (new labor market)
- Using sub-contractors as a risk mitigation strategy
- How do Union contractors go after this work?

FIF 2019 Recap and 2020 Planning

Bermuda A

This interactive session will discuss the future of FIF. Come share your opinion and shape the future of our forum.

12:00PM – 1:00 PM LUNCH

Grand Ballroom GH

Thank you for participating in our Finishing Industries Forum
We hope that it was a valuable experience for you
Please join us next year