

# FORM LM-20

## AGREEMENT AND ACTIVITIES REPORT

Form approved  
Office of Management  
and Budget  
No. 1245-0003  
Expires 03-31-2019



This report is mandatory under P.L. 86-257, as amended. Failure to comply may result in criminal prosecution, fines, or civil penalties as provided by 29 U.S.C. 439 or 440. Required of persons, including Labor Relations Consultants and Other Individuals and Organizations, Under Section 203(b) of the Labor-Management Reporting and Disclosure Act of 1959, as amended. (LMRDA)

READ THE INSTRUCTIONS CAREFULLY BEFORE PREPARING THIS REPORT.

709284

1. File Number: C- 61257

### Person Filing

2. Name and mailing address (include ZIP Code):

Name Joseph Brock

Title President

Organization Reliant Labor Consultants

P.O. Box, Bldg., Room No., if any

Street 1011 Sonata Lane

City Apollo Beach

State Florida

ZIP Code + 4 33572

3. Any other address where records necessary to verify this report are kept:

Name

Title

Organization

P.O. Box, Bldg., Room No., if any

Street

City

State

ZIP Code + 4

4. Date fiscal year ends:

Dec / 19

5. Type of person:

a. ☐ Individual b. ☒ Partnership c. ☐ Corporation d. ☐ Other (Specify):

### Nature of Agreement or Arrangement

6. Full name and address of employer with whom made (include ZIP Code):

Name Jenny Basis

Organization Delaware Valley Floral Group

Trade Name, if any

P.O. Box, Bldg., Room No., if any

Street 520 Mantua Blvd.

City Sewell

State New Jersey

ZIP Code + 4 08080

7. Date entered into:

6 / 3 / 2019

8. Name of person(s) through whom made:

Name

Name

Name

Name

Name

### Signatures

Each of the undersigned declares, under penalty of perjury and other applicable penalties of law, that all of the information submitted in this report (including the information contained in any accompanying documents) has been examined by the signatory and is, to the best of the undersigned's knowledge and belief, true, correct, and complete. (See Section VII on penalties in the instructions.)

13. Signed

Title President

President  
(If other title, see  
instructions)

14. Signed

Title Treasurer

Treasurer  
(If other title, see  
instructions)

On

9-2-19

Date

215-840-2088

Telephone Number

On

Date

Telephone Number

9. Check the appropriate box to indicate whether an object of the activities undertaken, is directly or indirectly:

- a. ☒ To persuade employees to exercise or not to exercise, or persuade employees as to the manner of exercising, the right to organize and bargain collectively through representatives of their own choosing.
- b. ☐ To supply an employer with information concerning the activities of employees or a labor organization in connection with a labor dispute involving such employer, except information for use solely in conjunction with an administrative or arbitral proceeding or a criminal or civil judicial proceeding.

10. Terms and conditions (Explain in detail; see instructions. Written agreements must be attached.):

Written agreement attached. Engaged by Delaware Valley Floral Group to educate employees on all aspects of unions so that they could make an informed decision on whether or not to support a union prepetition

#### Specific Activities to be Performed

11. For each activity, separately list in detail the information required (See instructions):

a. Nature of activity:

Hold meetings informing employees on all aspects of unions so that they could make an informed decision on whether or not to support a union. Pre-petition

11.b. Period during which performed:

6/3/2019 to ongoing

11.c. Extent performed:

ongoing

11.d. Name and address through whom performed:

Name Byron Clay

Organization BJC & Associates

P.O. Box, Bldg., Room No., if any

Street 1011 Sonata Lane

City Apollo Beach

State Florida

ZIP Code + 4

Additional Name and address through whom performed, if any:

Name Scott Michel

Organization

P.O. Box, Bldg., Room No., if any

Street 819 Herman Rd

City Horsham

State Pennsylvania

ZIP Code + 4 19044

12.a. Identify subject groups of employees:

Drivers

12.b. Identify subject labor organizations:

Teamsters



## **Reliant Labor Consultants**

*Management Consulting for the Modern Workforce*

### **Proposal/Contract**

**May 30, 2019**

**Delaware Valley Floral Group  
520 Mantua Blvd  
Sewell, NJ 08080**

### **RE: Pre-Petition**

#### **First Steps:**

You have asked for a proposal to provide materials and consulting services to help you prevent a union from getting enough support to hold an election/or win an election should they be so successful. Since there is limited time to educate your employees on the disadvantages of unions and convince them to put their trust in a direct relationship with you as opposed to an outside third party like the union we should move quickly. It is important that your conversations with employees are persuasive, legally sound and provides the best opportunity to build trust with your employees.

#### **Proposed Intervention(s):**

**Campaign Consulting:** For this option we will provide expert campaign consulting by a member of our Reliant Labor Consultant team as an on-site facilitator to communicate your message directly to employees in employee meetings and one-on-one. Based on our joint assessment of the need, we will assign appropriate consulting resources to your campaign for a pre-approved schedule of meetings. This does not include representation before the NLRB.

#### **Objective**

- Prevent the filing of a Certification Petition
- Win an election with the NLRB by as wide a margin possible or achieve a withdrawal of the petition, without meritorious election objections or unfair labor practice charges.
- Increase trust and credibility of the current leadership team by improving communication and developing their ability to create a positive employee relations environment.
- Maintaining a direct-relationship at your facility (unionized facilities are less productive and profitable than direct relationship ones – the estimated “dead weight cost” of unionization around 25% more than the cost of operating non-union).

#### **Value Reliant Labor Consultants, Inc. brings to your Organization**

- You avoid a steep-and-slippery-learning curve and are free to do the most important trust-building work.
- You can talk to employees without engaging in “mud-slinging.” You are free to spend your time on a positive message about the company.
- Your communication strategy is legally proven and sound.



## Reliant Labor Consultants

*Management Consulting for the Modern Workforce*

### Terms and Conditions:

The fee for consulting is \$3000 per consultant per day (plus travel expenses). For purposes of this proposal a consulting day means each calendar day worked by each consultant. One consulting day is considered 8-10 hours. If more than one consultant is working on your case the parties understand and agree that multiple consulting days may be worked on each calendar day. Additional consultants will be provided with your advanced approval only.

### **Payment Terms**

All fees are due within 30 days of invoicing for consulting services and any reimbursable expenses. You agree to pay any additional consulting invoices upon receipt and to settle those statements within 30 days. You agree and acknowledge that failure to pay fees or expenses associated with this project under these terms will result in reassignment of consultant(s), a penalty of the maximum allowable interest rate per month plus any costs we incur to collect an outstanding balance, until all outstanding invoices are paid in full.

You further acknowledge that no representation by Reliant Labor Consultants, Inc. or its representatives were relied on by you or any member of your company in entering this agreement, and that this document represents the full understanding of the parties. You also acknowledge and agree that we have informed you of the obligation to report any direct persuader activity performed on your behalf to the United States Department of Labor by both our firm and your firm and that failure to timely file these reports can subject your company criminal penalties. Your payment, in the absence of your signature below, indicates your acceptance of this project and the terms and conditions as stated herein. The terms and conditions on this proposal are good for 90 days from the date on this proposal unless specified otherwise. The parties agree that Indiana law governs any dispute between them and to resolve any disputes by arbitration in St. John, Indiana under the American Arbitration Associations rules.

### **Acceptance**

We accept the proposal above and the intervention(s) selected:

For Reliant Labor Consultants, Inc

For Delaware Valley Floral Group

Joseph Brock, President

Date:

Jenny Basis

Date:

*Jenny Basis*   
6/8/19