

The LICA News

Volume 26 No. 4

The Land Improvement Contractors of America

July/August 2013



In This Issue:

2013 National LICA Summer Meeting	1
President's Message	2
National Sponsorship	2
Board Meeting Minutes	3
2013 Summer Meeting Pictures	12
2013/2014 National Budget	14

Check your Email!
National LICA
Email Blasts contain
valuable and the most
updated information.

Cleveland Rocks!



LICA Members at Gradall

LICA members arrived in the beautiful city of Cleveland and there was great eagerness for the 2013 National LICA Summer Meeting! Ohio LICA meticulously planned for the week and it went off without a hitch.

Attendees cruised the water and arrived at South Bass Island for a day of ultimate fun! They wandered the island by foot, golf cart and saw a variety of sights. As the day came to a close stormy weather delayed the journey back from the island, when members made it back to the hotel and had only wonderful things to say about the island.

The next day one bus loaded to have a full day in Amish country where they bought homemade baskets and had an authentic Amish lunch. They learned about the Amish heritage and interacted with a family. The other bus traveled to Gradall where President Mike Haberman welcomed them. Attendees got to tour the plant and ask questions about the manufacturing process at Gradall. They were treated to barbecue picnic and then it was off to the Dover Dam. The dam itself was under construction, but members donned hard hats and safety vests and saw the work first hand.

Before meeting at the Pro Football Hall of Fame there was a bit of severe weather. The Amish tour group actually had to take shelter at a hardware store en route to the Hall of Fame. The other group arrived at the Hall of Fame just in time and were held in a secure location until the storm passed. LICA members weren't phased though, they enjoyed drinks and a great meal while looking into Football history.

Lolly the Trolley was packed for a full day of sight-seeing on Thursday morning. There was also a tour that visited Lincoln Electric to round out the pre-tours!

Case Construction chose LICA to conduct a comprehensive focus group. There were two groups hand-picked to answer questions regarding heavy equipment. LICA members spoke of personal experiences, likes and dislikes, and were a great resource for the Case team!

At the 1950's Rock and Roll theme Associates' Night, members dressed. Poodle skirts and rolled up jeans could be seen everywhere! To add to the great time, there were more than 20 exhibitors in attendance to share their services and products with LICA members. Every attendee of the evening walked away with great information from the exhibitors. They also were given a special National LICA mug to commemorate the Summer Meeting!

"Cleveland" > page 14

**The Land Improvement
Contractors of America**



THE LICA NEWS is the official publication of the Land Improvement Contractors Association, dedicated to the professional conservation of soil and water. LICA was founded in 1951 and is today comprised of twenty-four chapters across the continental United States

Publisher
Eileen Levy

Contributing Writers
Jerry Biuso
Allison Hack

Art Direction
Jerry Biuso

THE LICA NEWS welcomes letters, subject to editing for accuracy and brevity. THE LICA NEWS also welcomes articles relevant to the land improvement industry. Include your name and daytime phone number for verification purposes.

Deadlines are the twenty-first of the month preceding issue date. All unsolicited material must be accompanied by a self-addressed, stamped envelope.

3080 Ogden Ave.; Suite 300
Lisle, IL 60532

PHONE: (630) 548-1984
FAX: (630) 548-9189
EMAIL: NLICA@aol.com

Website:
www.LICANational.org



President's Message

Hello Fellow LICA Members!

The Summer Meeting in Ohio had the largest attendance for a Summer Meeting in years. I wish to thank Ohio LICA for their dedication and commitment to making it a huge success.

The pre-tours were diversified and very enjoyable; everyone loved the baseball game and the fireworks that followed! The committee meetings moved smoothly and were very productive.

I want to thank everyone who visited my son Noah and supported him. He really enjoyed demonstrating his Tae kwon Do skills at associate's night. He did finish first in the form segment of the competition. It's time we all go back to work, or play golf, which ever you choose to do... please be safe!

I'll see some of you on the course and the rest in Las Vegas at CONEXPO..

Steve Miller

Steve Miller
National LICA President

**Thanks to all that contributed to the
2013 National LICA Summer Meeting!**



Accord Financial Group, Inc.
Advanced Drainage Systems
**Advanced Geo-
Positioning Solutions**
**Association of Equipment
Manufacturers**
Agri Drain Corporation
Baughman Tile Co., Inc.
Case Construction Equipment
Gradall Industries, Inc.
Haviland Drainage Products

H & S Company Inc.
**John Deere Construction &
Forestry Co.**
Landoll Corporation
Petrocon
Precision Intakes, Ltd.
**Prins Insurance &
United Fire Group**
RWF Bron
Schlatter's Inc.
Trimble

Land Improvement Contractors of America
Board of Directors Meeting
Cleveland, Ohio • July 13, 2013

CALL TO ORDER

Meeting was called to order by Chairman Merlin Welch at 9:25 am.

CREDENTIALS REPORT

Brad McArdle called rolled and declared a quorum present. A complete roll call is listed below.

Arkansas absent

California absent

Carolinas

Pres. Brian Cody (proxy)

Connecticut absent

DelMarVa absent

Illinois

Pres. David Haag

Indiana

Pres. Chris Smidler

Iowa

Pres. Paul Keppler (proxy)

Kansas

Pres. David Orear

Michigan

Pres. Mike Pennington (proxy)

Minnesota

Pres. Mark Morreim

Executive Committee

Chairman Merlin Welch

President Steve Miller

Vice Pres. Bob Clark

Region 1 David Rule

Region 2 Absent

Region 3 Steve Gerten

Region 4 Steve Anderson

Region 6 Brad McArdle

Region 8

Missouri

Pres. Larry LaFollette

Montana absent

Nebraska

Pres. Norma Lashley

New Jersey

Pres. Chris Wagner

New York

Pres. David Rule (proxy)

Ohio

Pres. Sam Pullins (proxy)

Pennsylvania

Pres. Dan Micsky

South Dakota

Pres. Larry Gossard

Virginia absent

Wisconsin

Pres. Rusty Curtis (proxy)

Past Presidents

Bruce Barnhart

Dean Neiswinger

Dirk Riniker

Associates

Kent Rodelius

Ladies

Fran Miller

APPROVAL OF AGENDA

Motion by Louis McFarland to approve an open agenda, seconded by Steve Anderson. Motion passed.

APPROVAL OF PREVIOUS MINUTES

Motion by Louis McFarland, seconded by Chris Wagner to approve the previous minutes of February 9, 2013 as printed in the LICA News. Motion passed.

REPORTS

Chairman of the Board- Merlin Welch

I would like to thank all of you who attended the committee meetings. It is your participation that moves LICA forward. We have all had a busy week. Between LICA business and the great events planned by Ohio LICA, especially Pat McConnell and Mark Wilson.

President- Steve Miller

Since the Winter Convention I have traveled over 7,100 miles for trade shows and membership drives. I have kept in contact with Jerry about membership, benefits, education for CONEXPO and various other details. I have accompanied Jerry on membership drives and will continue to help when asked. I manned the booth in San Antonio for the asphalt show picking up contacts for contractor and associate members. I attended a meeting with Caterpillar in Peoria. I am looking forward to the second half of my term doing membership drives, trade shows, conventions and yes maybe an occasional golf outing or two.

Treasurer- Steve Anderson

The income statement and balance sheet for nine months ending June 30, 2013 are in front of you. The contractor dues are \$10,000 higher than expected, with more new members coming in. Expenses should be at 75% and are close on most line items. Office supplies, printing and postage will be higher do to the amount of new member handbooks and safety books going out.

Also included is the budget for the 2013-2014 year for your approval. Additions have been made to dues, travel, public relations travel, and salaries. We are committed to continue state membership drives and to building relationships within the industry. Louis McFarland made a motion to pass the 2013/2014 budget as presented, second Bruce Barnhart. Motion passed.

Executive Committee- Brad McArdle

The executive committee met late Tuesday night. All officers gave reports. The Region Vice Presidents talked about state events and activities. John gave his report and talked about what is happening with the farm bill. Jerry's CEO reported to the committee about CONEXPO, the publications, membership and continued expansion. The next executive committee meeting will be held in Washington, D.C.

Board Meeting (from page 3)

REPORTS (Continued)

Chief Executive Officer- Gerald Biuso

Overview

It is apparent the LICA image is expanding throughout the industry and the country. We are beginning to be looked at as influential players in the industry and they do seek our approval and input on a variety of issues. The increase of 500 new members in the last ten months has many looking at LICA in a very different way. For this reason we need to continue on the course we have chosen, if anything we must go up a notch or two, to maintain our momentum.

The LICA Contractor

The contractor magazine has completed its seventh year of publishing. The first issue was published in the summer of 2007. It was a benefit that was badly needed and a simple dream of mine. Over time the LICA image had faded and we did not have a cohesive presence in the industry. Today with the magazine we project a very positive image to the members and the industry who LICA really is and how an important part of the industry we play. The publication has grown from 32 pages to 40 all supported by ad sales.

National Directory

The new directory has been very well received and was distributed in early June. Due to the increase in our membership the new national directory has increased from 116 pages to 124. It is perfect bound with a spine. The cover includes farm drainage and asphalt paving to show the diversity in services our members provide.

National Meetings and Convention

We have received a great response for the Summer Meeting in Cleveland. Ohio LICA has worked hard to partner with national in presenting exciting and educational tours. They deserve a great deal of credit.

Winter Convenion 2014: Las Vegas

We secured the same room rate as in 2011 from The Rivera \$99.00 if purchased before September 1, 2013. At the Smmer Meeting we will stress the importance of registering ASAP to secure that rate.

CONEXPO

We have completed the topics for the "Earth Moving Track" which LICA will sponsor for the fourth consecutive CONEXPO. Taking the recommendations from the LICA committees we focused on different topics and whenever possible included a LICA associate as a presenter.

Summer Meeting 2014: Indianapolis

The site has not be selected as yet but the theme will be auto racing. We will have a LICA Pinewood Derby. We will begin to sell the official LICA cars to be built with instructions and rules.

Legislative Issues

With the efforts of John Peterson legislatively we have increased our visibility and awareness within that community. It is now time for us to be proactive in specific areas that affect our members. MSHA - We are looking to meet with the leaders from South Dakota to further examine the claims of unfair treatment of our members.

REPORTS (Continued)

Chief Executive Officer- Gerald Biuso (Continued)

October Executive Committee Meeting - LICA President Steve Miller and the Executive Committee to host congressional leaders and governmental agencies at a lunch and brief presentation by Jerry Biuso on LICA past, present and future.

Membership & Expansion

After calculating the drops we are still way over the 2,000 mark (2,078) set last year. We continue to increase membership every month from across the country.

Florida LICA

John Weatherhead has taken on the development of Florida LICA and we look to re-launch the chapter in early September.

Texas LICA

We have received a great deal of interest from this state both from contractors and associates. We are in the planning stages and we will begin to visit this state in the fall.

Membership Drives

PA and IL LICA had brief membership drives and both show continued success when the contractor was approach directly. In the fall I will visit with the following states and assist in their membership drives. Minnesota, Missouri, Illinois, Pennsylvania, Nebraska as well as New Jersey and New York.

Membership Identification Card

With all the member benefits it is imperative we have a membership identification card for all members in good standing. We have completed the design and hope to have it in place by September.

National LICA Web Platform

The New National LICA Web Platform is a work in progress and I hope to launch it in early fall 2013 and will have two sides to it. It will become a source of revenue as the site is up and running.

One side will be unsecured containing general information about LICA, description of benefits, history, up coming events, membership application, the LICA Store, registration to national conventions and meetings while linking to existing chapter websites.

The second side will be secured containing member specific information. This is an added benefit to our members. Only using a LICA member identification number will anyone gain access to this side! It will include comprehensive information on federal / state industry specific rules regulation and compliance, it will be updated automatically as the regulations change. Also specific information of how to utilize their benefits, safety rules and regulations, current legislation, these are just a few of the items that will be available to the members.

Member Benefits

We continue to be the leading association with more benefits than any other association in the country. We have now 17 national benefits and are looking to include 3 more in the fall. Benefits continue to be the main reason for our increased membership.

Board Meeting (from page 4)

MOTIONS

Motion by Mike Cook, seconded by Louis McFarland to accept Tampa, Florida as the site for the 2015 Winter Convention. Motion passed.

COMMITTEE REPORTS

Associates Advisory Committee – July 12, 2013

The meeting was called to order by chair Kent Rodelius,

Those in attendance were: Nate Cook, Kevin Rapp, Dirk Rinker, Dave Van Essen, Bruce Mosier, Bill Cassidy, Norm and Coretha Rozendaal, Xenya Mucha, Tom and Marion Bower.

The associates were pleased with the site and accommodations in Cleveland. The meeting rooms and food were excellent and well organized. Hats off to those who planned this year's summer meeting. The associate night and reception were well attended. We would like to encourage you to keep inviting local associates as you did this year to attend and support those meetings.

We appreciate the efforts of the National LICA to keep us informed of upcoming events. We again suggest that efforts made to be sure you are contacting the representatives of the companies that attend the meetings so we know what is happening. The associates appreciate the invitation to support and help in any way possible.

The associates would appreciate a list of attendees for summer and winter national conventions. We often would like to follow up with these people and keep in touch with them. That list would be very helpful to us and we would appreciate receiving it as soon as possible after the meetings. As a group we are excited about how the state and national membership is growing. That is a great encouragement to all of us. The overall health of LICA appears to be doing well.

The upcoming National meeting in Las Vegas in conjunction with Con Expo will be here before we know it. The associates would support another set up like we have had in the past at this meeting with an evening reception and tabletop displays. We also would like the National Office to contact us with dates that some of us may be able to help out at the LICA booth at Con Expo. Let us know as much in advance to what the dates of the LICA meeting in Las Vegas will be so we can plan to be there.

It has been great to be together again as a group. Thank you for your continued support of the National Associates. We need and appreciate the business. These meetings are often the beginning and renewing of friendships and business relationships that last for decades.

As always we look forward to working with all of you on the state and national level. Call on us whenever we can be of support or assistance. Thanks again for the business you provide to us as a group. Kent Rodelius – Associate Chair

Awards Committee

Did not meet

By-Laws Committee– July 12, 2013

Meeting was called to order at 10:07am

COMMITTEE REPORTS (Continued)

By-Laws Committee (Contiued)

Those in attendance were: Chairman Harry Hauschild, Steve Anderson, IL; David Rule, NY; Stuart Anderson, IL; Norman Kocher, IL; Wayne Litwiller, IL; Bill Doubet, IL; Bruce Barnhart, IA; Steve Gerten, OH; Chris Wagner, NJ

Motion to approve previous minutes, Bruce Barnhart, Second Norm Kocher

Discussion of By law Article 12 section 3 BUDGET AND RESERVE Subsection C concerning budget reserve. change A. LICA must prepare and maintain an annual budget approved by the Board. (added from long term planning)

Motion by Wayne Litwiller to have the following changes: delete B & C Add LICA must maintain a two hundred thousand (\$200,000) amount in reserve. Any withdraws from reserves shall be replaced by using five percent (5%) of each years dues income until reserves are returned to the two hundred thousand amount.

Motion by Norm Kocher to approve by law change, seconded by David Rule.

Motion by Chris Wagner, second Stuart Anderson to adjourn at 11:05 am.

Certification Committee- July 12, 2013

Meeting was called to order at 10 am.

Those in attendance were: Paul Demuth, OH; Andy Zimmerman, OH; Audra Zimmerman, OH; John Rothberg, NJ; Dean Neiswinger, IN; Harold Lanning, NY; Norman Rozendaal, IA; Louis McFarland, OH; Mike Cook, MI.

Motion by Dean Neiswinger to approve the agenda, seconded by Norm Rozendaal. Carried.

Motion by Andy Zimmerman, seconded by Paul Demuth to approve previous minutes. Carried.

Is MOU with NRCS still moving forward, will TSP be approved for all states. Should continue toward certification.

Motion to adjourn by John Rothberg, seconded by Andy Zimmerman. Adjourned.

Conservation, Excavating and Earthmoving Committee July 12, 2013

Meeting was called to order at 10:01 am.

Those in attendance were: Merlin Welch, CA; David Pacheco, DC; David Orear, KS; Jim Pruss, NE; John Peterson, National; Don Loken, MN; Richard Cottrell, PA; Jeffrey Billenstein, OH; Terry McConnell, OH; Xenya Mucha, IL; Dan Micsky, PA; Larry Gossard, SD; Dirk Riniker, KS; Brad McArdle, NE; Mark Morreim, MN; Keith D. Samuelson, NE; Steve Robertson, NC; Randy Liddle, IA; Jon Seevers, IL.

Minutes read from past meeting.

Larry Gossard moved for an open agenda.

Board Meeting (from page 5)

COMMITTEE REPORTS (Continued)

Conservation, Excavating and Earthmoving Committee (Continued)

Merlin explained what the Earthmoving Track Seminars were that are to be presented at CONEXPO. Introduced NRCS Representative David Pacheco. Some NRCS projects were discussed and pros and cons of approval methods used.

Discussion about timely payment to contractors i.e.: job is completed and contractor must wait 3 months for payment. David was to look into this.

Payment methods discussed and problems. Cost sharing payment methods discussed. Each project has too many agencies and therefore slowed down productions and payment methods. WRP project discussions about competitive bids required or not. David explained NRCS position on this.

Wetland Reserve Program creating new wetlands from non-productive farmland, in some cases is tied to the land easement.

Questions brought up to David about developing new practice standards and revisions of older practices. David discussed state specific standards for specific projects. National standard for 2 stage ditch discussed and John Peterson asked question of David to ask about standards between states. Meeting adjourned 10:55 am.

Convention Committee- July 12, 2013

Chairman Bob Clark called the meeting to order at 11:15 am

Those in attendance were: Steve Miller, IA; Bob Clark, IN, Nordis Estrem, MN; David Rule, NY; Evelyn Cottrell, PA; Nancy Micsky, PA; Coretha Rozendaal, IA; Veronica Seevers, IL; Terri Greenawalt, OH; Mike Cook, MI; Terry McConnell, OH; Linda Rule, NY; Marilyn Robertson, NC; Chris Smidler, IN; Debbie Dickens, MO, Larry LaFollette, MO, Pat McConnell, OH, Maura Dibble, NY; John Weatherhead, FL; Mark Wilson, OH; Larry Gossard, SD; Bob Bak, SD; Norma Lashley, NE; Shelly Hewson, NJ; Dawn Demuth, OH.

Open agenda motion by Nordis Estrem, MN, seconded by Nancy Micsky, PA. Carried.

David Rule NY, made the motion to approve the minutes from the February 2013 meeting. Veronica Seevers, IL. seconded. Roll call of the regions. Region 8 is not represented.

Old Business:

2013 Summer meeting – Settled business

2014 Winter meeting – that will be in Las Vegas for the CONEXPO. March 1 – 8th, 2014, Settled business.

New Business:

2014 Summer meeting – Chris Smidler, IN talked about Indianapolis, IN.

Zoo, Children's Museum, Lucas Oil Stadium, Baseball, etc.

2015 Winter meeting – John Weatherhead talked about Tampa, FL. Mike Cook made the motion to go to Tampa, FL. Veronica Seevers, IL seconded. Carried

2015 Summer Meeting – Nordis Estrem gave a report on Colorado Springs, CO, Denver, CO, and Little Rock and Fort Smith, Arkansas. Patti McArdle, NE was not present, but Bob Clark read

COMMITTEE REPORTS (Continued)

Convention Committee (Continued)

her report on Boston, MA and Tuscon, AZ. Dave Rule, NY said that Niagara Falls is tabled for now, as we were there Larry Gossard, SD talked about Rapid City, SD. Dave Rule, NY said that Niagara Falls is tabled for now, as we were there in 2003. Bob Clark, IN did not look into Salt Lake City. Marilyn Robertson made the motion to go to Fort Smith, Arkansas, second choice of Colorado Springs, CO, seconded by David Rule.

2016 Winter Meeting – Nordis Estrem, MN made the motion to appoint someone to look into Houston, TX, for the 2016 Winter meeting. Norma Lashley, NE seconded. carried. Bob Clark will look into this.

2016 Summer Meeting: Debbie Dickens, MO talked about Kansas City, MO, that will be Missouri's 75 anniversary.

Nordis Estrem, MN made the motion to adjourn at 12:13 pm, seconded by David Rule, NY. Carried.

Devotions Committee- July 12, 2013

Meeting was called to order at 9 am.

Those in attendance were: Evelyn Cottrell, PA; Coretha Rozendaal, IA; Pat McConnell, OH; Linda Rule, NY; Norma Lashley, NE.

Motion by Norma Lashley, seconded by Pat McConnell to approve the previous minutes.

One of our music CD's is missing- we will try the CD on a laptop and see if the sound is loud enough. Evelyn will check to see if there are Devotions in Vegas.

Motion to adjourn by Linda Rule, seconded by Coretha Rozendaal.

Education and Technology Committee- July 12, 2013

Called to order by Chairman, Merlin Welch, CA at 8:52 am

Those in attendance were: Merlin Welch, CA; Nancy Micsky, PA; Joanie Micsky, PA; Shelly Hewson, NJ; Maura Dibble, NY; Don Loken, MN; Jim Pruss, NE; Larry LaFollette, MO; Steve Miller, IA; John Rothberg, NJ; Xenya Mucha, John Deere.

Merlin Welch, CA, read the minutes from the Savannah meeting in February, 2013.

Topics for the Educational Seminars for Con-Expo – the Dirt Moving Track

Paydirt: Mass Excavating Alternatives for Mass Profit, presented by John Deere

The Amazingly Versatile Excavator, Moderator: Bruce Barnhart, Panel: Case, Caterpillar, Gradall, John Deere

Note: This is a repeat of the panel discussion of CONEXPO 2011

Building a High Performance Lubrication & Maintenance Program for Construction Equipment; Presented by Joe Giovinazzo, Petrocon

Note: Do you want to include Trucks in this seminar?

Board Meeting (from page 6)

COMMITTEE REPORTS (Continued)

Education and Technology Committee (Continued)

Equipment Safety for Operators Mounting and Dismounting – 3 Point of Contact Rule, Presenter; CNA, and Case Construction Equipment

Note: how do the participants can gain access to the training area/equipment area, as this is scheduled to be before the show opens.

Automated Grade Control, Presenters; AGPS, Trimble, Topcon & Lieca

Note: Panel discussion should be broken down so that presenters each discuss different topics, so there is no overlap. They should also discuss the product limitations.

Efficiency with Scrapers- Self Contained vs Tractor and Pull, presenter; IMC Scrapers, Kevin Derden, Francis Derden and Gwen Derden.

Note: is this a panel discussion or just a single manufacturer presenter?

Driving Revenues & Profitability Consistently, presenter; Tom Woodcock

Introduction to Adopting Positioning Technology for Earthmoving Equipment, presenter; Trimble

Note: more description information needed

Concrete and Asphalt Recycling for the Small to Medium size Demolition and Site Work Contractors, Moderator: Bruce Barnhart, Panel: DJ Cavaliere, Ron Garofalo and Dave Schielein.

Note: should say selecting the right equipment to meet a variety of job requirements

Note: permits made be required in certain areas for air quality
Don Loken made the suggestion that it might be beneficial to have a roundtable discussion on MSHA and MSHA rules and regulations and the discrepancy of those rules and regulations. A gentleman from the US Dept of Labor, who is a Mine Safety and Health Specialist, Educational Policy and Development, came to his place to do an overlook, as a goodwill ambassador, prior to the MSHA inspection. As a result, his fines were greatly reduced. The committee thinks it would be a good idea to keep this in mind for a seminar in the near future. Meeting adjourned at 9:50 am. Carried.

Executive Director's- July 10, 2013

Maura Dibble – officiating in Patti's absence

Those in attendance were: Maura Dibble, NY; Debbie Dickens, MO; Janet Burtle Doubet, IL; Allison Hack, National; Eileen Levy, National; Diane Curtis, WI; Nordis Estrem, MN; John Weatherhead, FL; Evelyn Cottrell, PA; Nancy Micsky, PA; Marilyn Robertson, NC; John Peterson, National; Norma Lashley, NE; Mark Wilson, OH; Joanie Micsky, PA.

Nordis Estrem moved to have an open agenda which was seconded by Mark Wilson and carried. Minutes from the Executive Director's meeting in Savannah were distributed to all. Janet Doubet moved to accept the minutes as printed. It was seconded by John Weatherhead and carried.

Jerry Biuso opened the meeting with remarks about the LICA

COMMITTEE REPORTS (Continued)

Executive Director's (Continued)

Contractor magazine being in its 7th year – Jerry is doing an article on Executive Directors; about who they are, what their backgrounds are and who they work with. Please provide Allison with information and a photo for this article.

Jerry also announced that there are 2 new Executive Directors – Joanie Micsky from Pennsylvania and John Weatherhead from Florida – please help in any way you can to bring them along.

There are 500 new members nationally in the last 6 months and this growth is based on the many benefits. Caterpillar has come out with a new benefit to offer extended powertrain protection at no cost to LICA members. LICA chapters need to let members know about it. Caterpillar dealers can become promoters of LICA for just doing their job of selling equipment. We need to help get the message out to state Caterpillar dealers. John Deere and Case are both considering a similar kind of program to be released later this year.

The new membership cards are almost finished. They will be ready soon although there is still some discussion about the cut off dates and how to handle the year to year crossovers.

In Indiana, there will be a soapbox derby contest much like the Mardi Gras parade in Savannah last year. Blocks of wood are going to be available at tonight's opening reception for those interested.

Eileen asked that everyone send her new member information as soon as possible so she can get the safety manual out quickly. You can send the check later, but getting the names to Eileen quickly is critical.

Eileen also asked who was making money on directories, which several chapters do. She asked Executive Directors to add John Weatherhead to distribution lists for directories and newsletters. She also asked about fund raisers such as the golf outings and asked who was holding those kind of things. A few chapters are and are making money on those.

The next topic of discussion was who is familiar with Excel and who would be interested in a short session in Vegas next March. Debbie Dickens will facilitate a 30 – 45 minute session in Vegas. The Riviera hotel has \$99 room rate if you register by September 1st. The Sunday prior to Con Ex will be committee meetings, Monday will be the board & delegate meetings and Con Ex starts on Tuesday, March 4th. You have to register for Con Ex before you can get a hotel room, as normal. Sign up for the working the Con Ex LICA booth will be available at the Thursday evening reception here in Ohio. They're still looking for volunteers for 2 hour blocks for each day of Con Ex.

Send Allison any names for those who've earned the membership jacket awards.

The next topic was Chapter websites – Debbie Dickens has updated Missouri and Nebraska and is working on several others. They have to be updated continually so it's always a work in progress. An outdated website is more of a detriment than not

Board Meeting (from page 7)

COMMITTEE REPORTS (Continued)

Executive Director's (Continued)

even having one. If possible, try to get the .org extension to better identify us as an organization.

Maura asked for ideas for winter convention activities. Mark Wilson asked about a more hands on type training or educational sessions during convention. One suggestion was to have some of the equipment manufacturing associates speak on equipment costing, maintenance etc. The committees should make this kind of suggestion from their meetings that then get passed onto the board. Deb Dickens suggested having a training session for landscapers.

The Executive Director meeting in Vegas will be for 1 hour with 30 minutes for Excel due to the shorter timeframe.

Mark Wilson moved to adjourn – Nordis Estrem seconded the motion and the meeting adjourned at 3:35 pm.

Insurance and Safety Committee- July 12, 2013

The meeting was called to order at 11:15 am.

Those in attendance were: Don Loken, MN; Andy Zimmerman, OH; Audra Zimmerman, OH; Paul Demuth Jr., OH; Jeffrey Billenstein, OH; Stuart Anderson, IL; Louis McFarland, OH; John Rothberg, NJ; Mark Morreim, MN; Chris Wagner, NJ.

Motion to approve the agenda by Louis McFarland, seconded by Stuart Anderson. Carried.

Motion to approve previous minutes by Chris Wagner, seconded by Louis McFarland. Carried.

LICA manual was accepted by MSHA.

Check to be sure contractor safety manual has been updated. Farm tap- location of pipelines out of violation of Common Ground Alliance.

Workers compensation increasing. OSHA compliance.

Motion to adjourn by Louis McFarland, seconded by Stuart Anderson. Adjourned.

Ladies Committee – July 12, 2013

Meeting opened by Shelley Barnhart at 10:30 am.

Those in attendance were: Shelley Barnhart, IA; Dee Liddle, IA; Fran Miller, IA; Veronica Seevers, IL; Elsie Bak, SD; Linda Orear, KS; Karol Lanning, NY; Janice Litwiller, IL; Mary Jane Kocher, IL; Coretha Rozendaal, IA; Nancy Micsky, PA; Sarah Cook, MI; Joanie Micsky, PA; Shelly Hewson, NJ; Terri Greenawalt, OH; Dawn Demuth, OH; Marilyn Robertson, NC; Evelyn Cottrell, PA; Pat McConnell, OH; Nordis Estrem, MN; Linda Pruss, NE; Rogene Samuelson, NE; Linda Rule, NY; Norma Lashley, NE; Carole Wilson, KS.

Opening prayer was given by Evelyn Cottrell, PA.

Shelley Barnhart called out for a special thank you to Pat McConnell for setting up the tours and to Veronica Seevers for putting together the silent auction.

Nordis Estrem made a motion for an open agenda, Linda Rule seconded and motion passed by voice vote.

Secretary Report read by Fran Miller. Coretha Rozendaal mo

COMMITTEE REPORTS (Continued)

Ladies Committee (Continued)

tioned to approve minutes as read, seconded by Evelyn Cottrell. Motion passed by voice vote.

Treasurer's report was given by Fran Miller. Raffle for last year earned \$1,090, gave \$1,000 for scholarships having a balance of \$5,182. From this gave \$1,000 for the ladies tours and \$500 for the children to for the Ohio convention and earned over \$1,600 from the silent auction. Norma Lashley motioned to approve the report, seconded by Veronica Seevers. Motion passed by voice vote.

Old Business: Reminder of no fund raising in Las Vegas.

New Business: Shelley wanted to know the interest of having a tour going to the Boulder City Hotel and Museum while in Las Vegas on Tuesday March 4th. Sign-up sheet passed around for those interested. Motion was made by Norma Lashley to fund up to \$1,000 for the ladies program and up to \$500 for the kids program for the 2014 Winter Convention in Las Vegas, this was seconded by Pat McConnell. Motion passed by voice vote.

Also noted for the Las Vegas was to 1) check on having a hospitality room available during the day for the Women 2) having more detail in the schedule booklets such as itineraries for the tours 3) floor number along with meeting room for meetings 4) listing location and times of hospitality room.

Dee noted that in Las Vegas scholarship committee will be needed again and a sign up will be during the Ladies Committee meeting. Evelyn Cottrell made the motion for \$1,000 to be given for the scholarship fund, seconded by Linda Orear. Motion passed by voice vote.

Fran will be taking the sign-up sheet and sending out the members email address to all those that listed their email address so going forward if we need to be in contact we have the listing to do so.

Shelley Barnhart motioned to adjourn the meeting at 10:30 am, seconded by Coretha Rozendaal. Motion passed by voice vote.

Legislative Committee- July 12, 2013

The meeting was called to order by Chairman Riniker at 10:42 a.m.

Motion for an open agenda was made by Bruce Barnhart and seconded by Chris Wagner.

Minutes of the February 8, 2013, were read by Chairman Riniker. Motion for approval was made by Steve Anderson and seconded by Stuart Anderson.

OLD BUSINESS

Federal Farm Bill

John Peterson updated members on the progress of a potential 2013 Farm Bill in light of the failure of Congress to pass a bill in 2012. The current Senate version of the Bill was passed by the full Senate. The House bill was passed out of committee but fell apart on the house floor. The major issue causing hold up still appears to be food stamp provisions.

On July 11, 2013, the full House did pass a version of a Farm Bill that excluded the food stamp issue. This will force a conference committee to deal with the remaining issues in titles I-12. Members of the Legislative Committee are reminded that Title II is the

Board Meeting (from page 8)

COMMITTEE REPORTS (Continued)

Legislative Committee (Continued)

section that deals with conservation and most affects work done by many of our members. One sticking point that remains is the issue of conservation compliance tied to payout of crop insurance. Both current versions of the bill contain clauses that would prohibit payout of any crop insurance to landowners found to be in any form of non-compliance with land conservation regulations. No previous farm bill has contained such a measure.

MSHA

Bob Bock of South Dakota LICA continues to experience particular problems with what appears to be unwarranted enforcement from MSHA. Senator Thune of South Dakota has expressed interest in helping Bob resolve this ongoing conflict. John Peterson relayed the experience that Don Loken of Minnesota has working with an MSHA ombudsman, apparently a new role that has been created to assist targeted problem sites. The ombudsman spent a half-day with Don and pointed out likely target violations which Don then addressed directly. A site visit by an MSHA inspector followed closely after the meeting with the ombudsman. Although there were still violations cited, they were minor. Don judged the overall experience to be helpful and positive. Overall, the situation of overzealous enforcement still seems to exist. Recent reports trace the origins of this problem back to 2007. To many contractors and others, a desire on MSHA's part to raise revenue through fines is at the root of this problem.

Farm Taps

Harry Hauschild reported that there is no current official activity on the issue of farm taps that he is aware of at either state or federal levels.

Several members reported issues that have arisen regarding private property locator services. Many of the states one-call services claim no responsibility for locator service on private property which leaves contractors without a reliable source of information when working on these sites.

NEW BUSINESS

NRCS Liaison

John Peterson introduced the group to David Pacheco, NRCS liaison to LICA. David is assuming the role previously held by Lyn Gillespie. John cited David's engineering background which gives him particularly good insight to many of the conditions faced by contractors.

Proposed LICA Congressional Luncheon

John Peterson informed members about a possible luncheon meeting that LILCA is considering hosting with members of Congressional delegations with whom we are experiencing key issues. Such a meeting has been proposed for October 2013. Members expressed interest; John will continue to keep the group informed.

Iowa Survey

At the request of Mark Wilson, of Ohio LICA, a survey that has been conducted among Iowa LICA members was distributed to members of the committee. A key focus of the survey are to determine how much agriculturally based work by members is actually being paid for by farm owners themselves. Mark has requested that members complete and return the surveys in order

COMMITTEE REPORTS (Continued)

Legislative Committee (Continued)

to increase the sample size and geographic scope.
Current Delays in Permit and Appeals Process

Several committee members representing differing states addressed problems they are experiencing with extreme delays in their states' permit processes and in the appeals processes for work that involves flood repair and/or prevention measures. Many of these examples were cited as taking years to process and resolve. The bulkiness of this is discouraging to landowners and results in work that never does get performed. The presumption exists that agencies are predisposed to block the work. This continues to be an ongoing problem and highlights a need for possible streamlining of these often unwieldy systems among various agencies.

Members of the committee asked David Pacheco for any insight he might have to streamlining the permit approval process or creation of a "one-stop" permitting system. David reminded the group of the NRCS Watershed Emergency Program that can be used, particularly in cases such as flood repair.

Minnesota Attempts to Regulate Drainage Contractors

Mark Morrie of Minnesota LICA reported on continuing attempts by the state of Minnesota to regulate drainage contractors operating in that state. There is a current House bill (MHB 1700) aimed at doing this. Though the bill has no companion Minnesota senate bill, it is a reminder that these efforts are ongoing and bear careful attention. Supporters of the bill present it as an attempt to "control water resources" within the state.

Physical Constraints on CDL Licensing Procedures

Norm Ungermann alerted the group to new constraints on CDL licensing imposed by CSA that would require a number of candidates with physical test scores in the pink or red range to take expensive sleep apnea tests in order to qualify for their CDL.

Potential Focus Group Meetings with Regulatory Entities

Members cited the Case focus group experience that took place as part of this conference on Thursday morning and asked if it might be possible to do something similar with representatives of federal regulatory agencies such as NRCS and the Army Corps of Engineers. On behalf of NRCS, David Pacheco and John Peterson expressed interest in organizing in such a facilitated focus group.

With 10:00 approaching, Norm Ungermann made a motion for adjournment. Nordis Estrem seconded; the meeting was adjourned.

Long Term Planning/Past Presidents Committee

July 12, 2013

Called to order by Chairman Steve Gerten at 11:30 am.

Those in attendance were: Bruce Barnhart, IA; Steve Anderson, IL; Harry Hauschild, NE; Dirk Riniker, KS; Merlin Welch, CA; Dean Neiswinger, IN; and Steve Gerten, OH.

Board Meeting (from page 9)

COMMITTEE REPORTS (Continued)

Long Term Planning/Past Presidents Committee (Continued)

Motion by Dean Neiswinger to approve the agenda, seconded by Dirk Riniker. Carried.

Motion by Dirk Riniker to approve the previous minutes, seconded by Harry Hauschild. Carried.

Discussion on meeting with Antique Construction Equipment Society.

Harry Hauschild brought up change from individual state design programs to federal one for all states. Brought up the idea of a LICA design program for members. Discussion followed. Motion by Harry Hauschild, seconded by Dean Neiswinger to recommend to have the Education and Technology committee to have them explore coalition with Agren for design work outside NRES. As a member benefit. Motion carried.

Motion by Bruce Barnhart, seconded by Dirk Riniker to approve and support the By-Law change with addition of budget must be developed and approved by the board. Motion passed.

Motion by Harry Hauschild to adjourn, seconded Dirk Riniker. Adjourned.

Membership Committee- July 12, 2013

Chairman Bruce Barnhart, called the meeting to order at 1:47 pm.

Those in attendance were: Bruce Barnhart, IA, Harry Hauschild, NE; Steve Miller, IA; Norm Kocher, IL; Bob Bak, SD; Audra Zimmerman, OH; Andy Zimmerman, OH; Linda Rule, NY, Mike Cook, MI; Joanie Micsky, PA; Dan Micsky, PA; David Rule, NY; Diane Curtis, WI; Mark Morreim, MN; Shelly Hewson, NJ; Chris Wagner, NJ; John Rothberg, NJ; Steve Gerten, OH; Richard Cottrell, PA; Evelyn Cottrell, PA; Don Loken, MN; Louis McFarland, OH; Nordis Estrem, MN; Wayne Litwiller, IL; John Weatherhead, FL; David Orear, KS; Maura Dibble, NY.

Chris Wagner, NJ made the motion for an open agenda, seconded by Norm Kocher, IL, carried.

Bruce Barnhart, IA read the minutes from the February 2013, Steve Miller, IA, made the motion to accept the minutes as read. Evelyn Cottrell, PA, seconded. Carried.

Current membership to date is 2079.

Bruce Barnhart, IA, talked about the benefits. He encouraged the members to get the word out about the CAT program.

Discussion on having some kind of forum, possibly on the website, to post ideas on topics that will bring out the members, or to enlist potential members.

Many members weighed in on their positive experiences with the benefits.

Bruce Barnhart asked all to help out with the CONEXPO.

Harry Hauschild, NE, made the motion to adjourn at 2:21 pm, seconded by Nordis Estrem, MN. Carried.

On-Site Waste Committee- July 12, 2013

Meeting was called to order at 11:15 am.

Those in attendance were: Steve Miller, IA; Wayne Litwiller, IL; David Orear, KS; Norm Rozendaal, IA; Harold Lanning, NY; Jon Seevers, IL; Richard Cottrell, PA; Dan Micsky, PA; Keith Samuelson, NE; Steve Robertson, NC; David Haag, IL;

COMMITTEE REPORTS (Continued)

On-Site Waste Committee (Continued)

Randy Liddle, IA.

Motion for an open agenda by Norm Rozendaal, seconded by Steve Robertson. Carried.

Motion to approve the previous minutes by Keith Samuelson, seconded by Wayne Litwiller. Carried.

Discussion on Ohio and Kansas tied to have a field trip. Maybe in Indiana. Discussion on certification in states. Discussion on different systems.

Motion to have a septic system field trip in Indiana. Motion passed.

Would like to go back to Kansas area for summer meeting sometime in the future. Meeting adjourned.

Policy Committee-July 12, 2013

The meeting was called to order at 1:45pm

Those in attendance were: Stuart Anderson, IL; Norm Ungermann, NY; Jeffry Billenstein, OH.

Motion by Stuart Anderson, seconded by Jeff Billenstein to approve the agenda. Carried.

Motion by Stuart Anderson, seconded by Jeff Billenstein to approve the previous minutes.

Minutes of the February 5, 2013. Executive committee and February 9, 2013 delegates meeting and February 9, 2013 Board of Directors meeting were examined and approved for additions to the policy manual.

Motion by Jeffry Billenstein, seconded by Stuart Anderson to adjourn. Adjourned

Water Table Management Committee- July 12, 2013

Those in attendance were: Bob Clark, IN; Andrew Zimmerman, OH; Steve Robertson, NC; Randy Liddle, IA; Jon Seevers, IL; Harold Lanning, NY; Kent Rodelius, MN; Nate Cook, MI; Bill Cassidy, OH; Terry McConnell, OH; Mark Wilson, OH; Audra Zimmerman, OH; Kevin Rapp, OH; Chris Smidler, IN; Richard Wilson, KS; Mike Cook, MI; Jeffry Billenstein, OH; David Haag, IL.

Kent Rodelius moved for an open agenda which was seconded by Andy Zimmerman and carried. Bob Clark read the minutes from the last meeting in February. Harold Lanning moved to accept the minutes as read. It was seconded by Chris Smidler and carried.

Old Business: TPS DWM program. Bob asked if anyone has had success with an application. Joey Schlatter worked with Bob on a plan that has been accepted and he believes implemented. Kent Rodelius mentioned that there is some preliminary work on exchange credits for DWM systems that removed nitrates from sub surface drainage water. The idea is to make it more financially beneficial to do DWM systems. Mark Wilson mentioned that in Ohio this has been doing this kind of nutrient exchange

Board Meeting (from page 10)

COMMITTEE REPORTS (Continued)

Water Table Management Committee (Continued)

credits for other BMP's so it's not a totally new idea. Adding DWM to this process is relatively new.

There has been some work in Indiana with research on free drainage vs. controlled drainage and after 6 years of history, it seems to show a slight increase in yield (6% – 7%). Mark Wilson mentioned that Ohio has seen some more dramatic yields with DWM under some circumstances. From ADMC's perspective, outlets will be regulated from what they're hearing. The National NRCS is pushing for training of their staff on DWM so the industry has to get on board with this in a real way. Michigan has recently seen an IEPA ruling set up to apply permitting fees on private drainage ditches and outlets. The fertilizer industry is actively working toward the reduction of nutrients and our industry needs to work hand in hand with this group on this problem. The state of Ohio is quickly responding to requests for DWM structures with a lot less red tape than the Federal dollars coming through NRCS. Ohio seems to be ahead of other states in overall acceptance of the practice. US NRCS is mandating that their staff in the Midwest attend a 3 day training to get a much better understanding of the practice and ADMC should be involved in that process. There is another DWM TSP training set for Ohio on August 13, 14th at Trimble. Mike Cook mentioned that there is not a DWM "standard" available at this point so it's difficult to get the producers to buy into it in a big way. Jon Seevers suggested using a check off type charge on drainage tile to fund future research and development, but it appears that there are drawbacks to that along with the potential benefits. If LICA contractors only make up 15% of the contractor base, how is it possible to engage the other 85% to buy into the conservation aspect?

Harold Lanning stated that in New York, water quality initiatives are geared toward manure from cattle farms not commercial fertilizer. The topography is much different as well so drainage is more straight-forward than what has to be done in the Midwest. New Business - Bob Clark asked for a motion to continue the support of ADMC dues at the rate of \$3000 annually although he would entertain a motion for an increase in the amount of support.

COMMITTEE REPORTS (Continued)

Water Table Management Committee (Continued)

Andy Zimmerman made a motion to provide \$4000, which was seconded by Chris Smidler. After a brief discussion regarding the additional funding, the motion was called for a vote but failed. Jon Seevers moved to provide \$5000 for the annual support of ADMC which was seconded by Andy Zimmerman and carried with Bob Clark having the authority to negotiate that figure during the budget meeting if necessary.

Harold Lanning made a motion for the meeting to adjourn, which was seconded by Andy Zimmerman and carried. The meeting adjourned at 9:50 am.

APPROVAL OF MINUTES

Motion by Steve Gerten, seconded by Louis McFarland to accept the committee minutes. Motion passed.

OLD BUSINESS

Merlin Welch reported on the progress of the 2012-2017 Strategic Plan. Goal 1 is to promote membership; this has been the focus of Jerry and the Executive Committee for the past few years. By looking at the membership numbers you can see LICA is succeeding. Goal 2 is certification. Goal 3 is through field day and seminars we continue to provide education. Goal 4 is that LICA continues to network with like organizations to further our goals. Goal 5 LICA will be heading to Washington D.C. in October to maintain and increase presence in the government. Goal 6 Jerry has continued to increase member benefits.

NEW BUSINESS

Jerry Biuso spoke about CONEXPO and how vitally important it is to LICA. He encouraged everyone to volunteer at the booth.

ADJOURNMENT

Motion to adjourn by Louis McFarland, seconded by Chris Wagner. Meeting adjourned.

CONEXPO 2014

For the fourth consecutive CONEXPO, National LICA will have a 20' booth at the entrance to the North Hall. CONEXPO is a great tool for the future of LICA and will be a fun experience for members as well!

All members both contractor and associates will come together to man the booth and promote membership. Volunteers will be scheduled in two-hour shifts throughout the show. All volunteers will receive a new green LICA shirt. In the past the volunteers have been spirited and informative while enjoying the experience.

If you would like to volunteer please contact Allison Hack at the national office (630) 548-1984 or anational.lica@gmail.com



LICA Members at the 2011 CONEXPO Booth

2013 National LICA Summer Meeting Cleveland, Ohio

There was a flurry of activity everyday at the Summer Meeting. Whether it was heavy equipment or casual sight-seeing LICA members did it all! The energy was high and everyone got into the spirit of the 1950's themed Associates' Night. The fun

didn't stop there, at the Indians game members had a blast whether rooting for the Indians, the Royals or just simply mingling. There are so many moments to remember from this incredible week.

South Bass Island



"Kimberly's Carosel"



Linda & Harry Hauschild, NE; Amy & Steve Gerten, OH; Blanche Peterson, VA at Roundhouse Bar.



Traveling to the Island

Gradall, Dover Dam, Amish Country & the Pro Football Hall of Fame



LICA Members at Gradall



Mike Haberman, President of Gradall



Amy Gerten, OH; Bob Clark, IN; Mike Cook, MI & Steve Gerten, OH at the Pro Football Hall of Fame



LICA Members at the Dover Dam



Members browsing on the Amish Tour



Taking shelter during the storm!

50's Themed Associates' Night



Participants in the Costume Contest



Linda & David Rule, NY



*Allison Hack & Eileen Levy,
National LICA*



*Celia & Chris Smidler, IN
& Mark Wilson, OH*



*Louis McFarland, OH &
Xenya Mucha, John Deere*

Cleveland Indians Game



*Shelley Barnhart, Bruce Mosier
& Bruce Barnhart, IA*



Members enjoying the game!



John Rothberg & Shelly Hewson, NJ



Andrew & Audra Zimmerman, OH

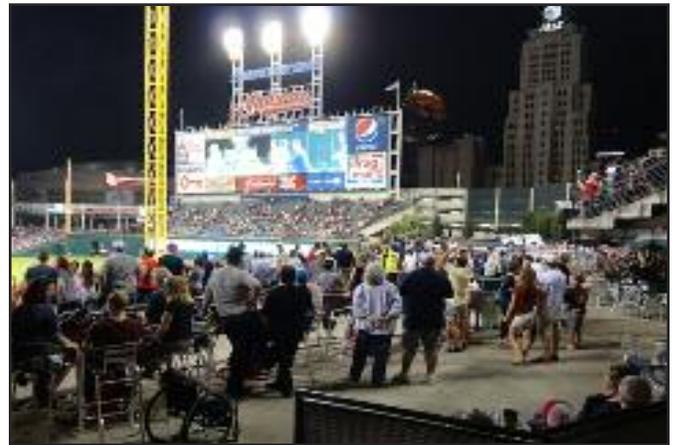


Janet & Bill Doubet, IL

2013/2014 National LICA Budget

"Cleveland" from page 1

Income	Budget
Contractor Dues	240,000.00
Associate Dues	11,000.00
Affil & Subs	1,000.00
Member Services	3,000.00
Interest	1,000.00
Registration	75,000.00
Summer Meeting	23,500.00
Magazine	3,000.00
Total Income	357,500.00
Expenses	
Rent	23,700.00
Office Supplies	4,000.00
Postage	3,000.00
Professional Services	4,000.00
Print and Publications	2,000.00
Telephone	3,000.00
Bank Charges	300.00
Total	40,000.00
National Staff	150,000.00
Taxes	5,000.00
Travel	25,000.00
Total	180,000.00
Legislation	15,000.00
Scholarships	2,000.00
Public Relations	20,000.00
Safety and Member Services	4,500.00
Total	41,500.00
Shirts/Hats	
Executive Committee	20,000.00
Committees	4,000.00
Liability Insurance	2,000.00
Summer Meeting	20,000.00
Convention	50,000.00
Total	96,000.00
Total Expenses	357,500.00



LICA Members at Progressive Field

At the committee meetings everyone shared their thoughts and ideas on various issues including MSHA, safety issues, CONEXPO, and the sites for the next Winter Conventions and Summer Meetings.

At the Case lunch participants in the focus group received hats and coozies. Representatives from Case spoke about their relationship to LICA.

Friday night about 100 members went to an Indians game at Progressive Field. The night couldn't have been better, the weather was simply perfect, and members were able to enjoy the game from the stands or mingle around tables. After the Indians won there was an amazing fireworks display!

The last night members enjoyed a "rocking" good time at the Rock and Roll Hall of Fame. Everyone from Elvis to ZZ Top had memorabilia there! The last meal was at the House of Blues on Cleveland's famous fourth street. Members mingled and dined on an expansive buffet. All in all it was a great Summer Meeting and Ohio LICA did a spectacular job!



Join LICA in Las Vegas
in 2014!

National LICA Convention: March 1-3
CONEXPO: March 4-8

LICA needs your support at CONEXPO!
We need volunteers to man the LICA booth.

Call or email the National LICA office for details!

Email: anational.lica@gmail.com

Call: 630-548-1984



LIKE A BACKHOE AND A GRADER GOOD PARTNERS ARE STRONGER TOGETHER.

www.cna.com

CNA AND LICA: A STRONG PARTNERSHIP FOR 6 YEARS.

The result of this collaboration is a commercial insurance program that offers you comprehensive services and coverages specially designed for the unique insurance needs of land improvement contractors. With CNA, you benefit from an A-rated national carrier with local industry expertise. If you're looking for a partner who can really dig into your business' risks ... **we can show you more.SM**

For more information, contact your independent insurance agent or visit www.cna.com.



Use of the term "partnership" and/or "partner" should not be construed to represent a legally binding partnership. CNA is a registered trademark of CNA Financial Corporation. Copyright © 2009 CNA. All rights reserved.

Land Improvement Contractors of America

3080 Ogden Ave. Suite 300

Lisle, IL 60532



**OCTOBER
1-3, 2013**

**LOUISVILLE,
KENTUCKY**

**The Demo Expo
ICUEE**

Take a closer look at the latest equipment. Meet with the experts. Network with peers.

**REGISTER NOW AT
WWW.ICUEE.COM**

**TAKE TOMORROW
FOR A TEST DRIVE.**