

The LICA News

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The Land Improvement Contractors of America

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New Year, New Benefits

LICA is unveiling even more benefits this year. Our members deserve a variety of quality benefits that are useful in their everyday lives. These new ones fit that criteria perfectly. Coast 2 Coast Financial Network's Business Succession and Continuation Planning and Newtek Small Business Term Loans are easy to use and practical programs for the LICA member.



Coast 2 Coast is a national network of independent financial professionals that have advisors in every LICA region. They provide planning for: business succession, estate and wealth transfer strategies, buy/sell arrangements, insurance and risk management reviews and brokerage, key employee retention strategies, charitable legacy and private family foundation and wealth management and investment advisory services. On top of getting peace of mind for your financial future Coast 2 Coast is offering LICA members a no-fee initial consultation.



Newtek and ADP Statewide insurance is bringing LICA members small business term loans. Newtek's business lending division, Newtek Small Business Finance, is distinguished for its broad array of lending products and customer friendly application process. Newtek makes loans ranging from \$50,000 to \$10 million for existing businesses (with two or more years of tax returns). They offer efficient and personalized application process. Step-by-step, a Newtek Business Services specialist guides the borrower from initial application through closing.

Contact Information

Coast 2 Coast Financial Network

Nan Merrill

Phone: 402-944-2331

Email: nan@thejohnsoncompany.net

ADP Statewide Insurance Agencies

Vince Basciano

Phone: (973) 538-6300 x 217

Email: vince@adpinsurance.com

**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
Allison Hack

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
www.LICANational.org



President's Message

Fellow LICA Members,

As my term draws to an end, I look back reflectively over the past year. Having gotten to as many events in the states as possible, I learned much about the character of each one. Some of the common threads are the closeness of the groups, the strong support of associates and a growing awareness of the continual need to recruit new members. It really is a wonderful thing to go into any state convention and feel part of the group. It doesn't hurt that I know many people from national events. New members don't despair, as this is probably one of the most open groups to welcome members, new and old that you can find.

I see that in all the faces of associates that I traveled along with from convention to convention as they take their traveling displays from city to city. They really do a great job attending the trade shows and sponsoring meals and entertainment. They help support us so look to them first when spending your business dollar. Those associates also help us in our membership drives. Just through normal attrition of retirements etc., our numbers would drop quickly, so there is a strong realization out there of that constant need to be looking for and adding new members. Some of the best recruiters are those older guys that know everyone and have the life of experience within LICA to share.

There is one more thing that is common to all those states but it is not so positive. That condition is one of involvement. In every state there is the same issue of new members but the same faces. There is trouble-finding directors and officers for boards and those to lead committees and do the work required to keep this an active and vibrant association. While I am fully aware that not everyone is in a position to do such things for a host of various reasons, there are those that can that don't. You really are missing something I think. Be it gaining leadership skills from talking in front of a group to learning to listen and blend various opinions and directions into a common goal, there is much to learn from serving. There is also much to learn from just attending as well. Maybe the topic of the session isn't what you wanted but if you sit in on one of the groups at dinner or in the hallway or hospitality room, you often find that nugget of knowledge that can make a huge difference in efficiency or profit or even open your eyes to an untapped new market in your area. You just don't know until you come though.

So as my time comes to an end, I wish I could have done more with it for LICA beyond the effort of being there. Thanks to the efforts of those in the not so distant past though life is going smoothly on a national level. My hope is that I have left it that way at least and have added something more at best. I want to thank all those that have served as committee chairs, region VP's, and the CEO and the ladies in the office for the work they do. Would also like to thank all those state officers, directors, and ED's for the great work they do as well so often without fanfare or acknowledgement. And thanks to the members for supporting the best association you can belong to.

Steve Anderson

Steve Anderson
National LICA President

News & Notes

National LICA Scholarships



LICA supports aspirations for higher education and awards scholarships annually. The applicant must be related to an active contractor member this includes: member, spouse, child, stepchild or grandchild. To apply for a scholarship visit the National LICA website, LICANational.org. Download the application, follow the instructions carefully and return **postmarked by March 15, 2016**.

2016 National LICA Summer Meeting



Remember to save some time this summer for Kansas City! This year's Summer Meeting is July 18-23, 2016 at the InterContinental Kansas City at the Plaza (401 Ward Parkway; Kansas City, Missouri). We have a discounted rate of \$135 (plus tax) per night. The cut-off

date is June 27, 2016. To make reservations, call 866-856-9717 reference the LICA Summer Meeting. You may also make reservations by visit www.kansascityic.com. Group code is LIC.

State Chapter Winter Conventions

State chapters across the country have held their winter conventions. All the chapters work hard to put on their events and do a great job. These conventions keep members informed about their industries through safety seminars, certification classes and a sim-

ple sharing of ideas amongst participants.

Here are just some of the activities and programs that were available. If you weren't able to attend your Chapter's convention make sure to come next year.

Illinois LICA



Best Dressed Farm Animal Contest: Norm Rozendaal, Jane Rozendaal, Coretha Rozendaal, Sylvia Day, Jason Brown, Judy Beyers, Tom Beyers.

Minnesota LICA



SSTS Class -Instructor is Dave Gustafson from the University of Minnesota. Pictured: Scott Hutton, Doug Gysbers, Kevin Bakken, Bruce Holst, Ron Bakken, Kevin Gerlach, Mark Morreim

Missouri LICA



Missouri LICA President Chris Brauer (left) poses with Melvin Beckemeyer after Melvin was named Missouri LICA's 14th Honorary Member in recognition of his years of dedicated service to LICA.

Ohio LICA



2015 Farm Science Review Field Day participants. They were recognized at the Awards Banquet by Field Day Chairman Steve Gerten.

Land Improvement Contractors of America

3080 Ogden Ave. Suite 300

Lisle, IL 60532

National LICA Benefits

A LICA membership entitles contractors to many benefits with a competitive edge.

National LICA Contractor Magazine

Service Supply Catalog

LICA Contractor Safety Mgmt. Plan

The LICA Portal

**Caterpillar Extended Powertrain
Protection Program.**

LICA Hotel Savings Card

Petrocon Commodities Program

Small Business Loan

LICA Universal Premium Fuel Program

Trimble Coupon

Case Discount Program

Cleanfire New Member Discount

LICA Healthy Benefits

**Business Succession &
Continuation Planning**

**LegalShield:Identity Theft, Business &
Personal Protection**

LICA Hearing Program