

The LICA News

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The Land Improvement Contractors of America

March /April 2017



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LICA at CONEXPO 2017



C.E.O., Jerry Biuso, and the LICA Ambassador

Stepping past the John Deere booth out of the North Hall at the Las Vegas Convention Center into the Grand Lobby all you saw was green. The LICA booth at CONEXPO/CON-AGG was truly a site to behold. Simple in design but eye-catching at the same time; LICA definitely made a statement at this years' CONEXPO.



John Deere Booth at CONEXPO

Over 130,000 attendees were in Las Vegas in March for CONEXPO and it was nothing but potential for LICA. Armed with member volunteers, hired talent, and about 5,000 "LICA Advantage" pins, the show opened. Our talent was in charge of stopping potential members and qualifying them. They also fastened a "LICA Advantage" pin on their lanyard. Our member volunteers spoke with the qualified people who would be a good fit for LICA. They explained who we are, how a membership would benefit them and answered specific questions. If they wanted to sign-up on the spot our C.E.O, Jerry Biuso, had the paperwork and a pen ready and waiting.

This process was new for LICA but it worked like a charm. We gathered over 900 qualified leads and signed up 17 new members on the spot.

Many people stopped by the booth to see what the "LICA Advantage" was because they had seen the pin on so many attendees. A current member was at another booth and they told the member they "saw the pins everywhere." At the end of the week there wasn't a pin left in the LICA booth.

**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.

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President's Message

Hello fellow LICA Members,

How about that convention! I know everyone was able to talk business as well as visit with old friends. I want to take some time and thank the committee chairs for making all the meetings run smoothly, the office staff for making the convention happen and to the executive committee for their leadership. We have some new faces on the executive committee and I want to express my gratitude on their willingness to serve.

I want to acknowledge all the National Presidents that came before me, without their guidance this family organization would not be what it is today.

Thank you to all associates who participated and sponsored meals. Without your generosity the convention would not have been the success that it was.

The awards banquet was an amazing night for everyone, myself included. It was an honor to receive the president's pin from David Rule, who served this association proudly the past year. Thank you to my wife, Patti, for having my children fly in and the "Nebraskas Herd" for the banner. A big congratulations to all the award recipients.

I was so impressed with CONEXPO/CON-AGG. I have been going for over 40 years and I am still excited to see all the shiny new equipment but looks sell so I guess that's what keeps it going. I am amazed that they can get all that equipment in such tight quarters.

However, the brightest and most amazing was that LICA booth. Our C.E.O., Jerry Biuso, has to be commended for putting that together with class and style. I have had several people comment to me about how impressive the booth was.

As we all get geared back up for spring work preach safety to your employee's and patronize our associates.

Brad McArdle

National LICA President

News & Notes

2017 National LICA Summer Meeting Colorado Springs, Colorado July 11-16 • Elegante Hotel



It's time to start planning your summer. Join National LICA in Colorado Springs this July. You can make your reservations through the link on the national website (www.LICANational.org) or by calling 800-981-4012 and telling them your with LICA.

Tuesday, July 11

Newmont's Cripple Creek & Victor Mine
- Touring a real gold mining operation
- Afternoon of lunch on your own, museums & casinos

Wednesday, July 12

Pikes Peak Cog Railway
- Take a train 14,115 ft to the summit of Pikes Peak.

Thursday, July 13

Educational Seminars
Executive Directors' Meeting
Associates' Night
- Wild West Theme

Friday, July 14

Committee Meetings

Saturday, July 15

Board Meeting
Pikes Peak Rodeo or Bust



Newmont's Cripple Creek & Victor Mine

National LICA Communications

LICA wants you to be well-informed of all that is going on within our association. We have several ways that you can find necessary information.

LICANational.org

The national website is the first place to visit if you want information about LICA. There you can find national benefits, state chapter contact information, past issues of our publications and information on upcoming National Meetings.

Email

LICA sends out an email to the entire membership weekly. Every email is on a different topic from convention registration to national scholarship deadlines.

Facebook

If you haven't already "Liked" us on Facebook. Just search Land Improvement Contractors of America.

The LICA News and The LICA Contractor

Both of these publications are geared towards our members. They have information about LICA as well as interesting articles about members themselves.

Petrocon is proud to introduce a NEW Caterpillar Parts program!

Within the next few weeks Petrocon will be launching a new CAT replacement parts program. This national offering will be a full comprehensive program to replace OEM Caterpillar parts at substantial savings to our contractors. Expected savings are 20-40% over OEM parts. This program provides outstanding savings and exceptional support to get orders quickly and accurately.

- Engine Components
- Power Train
- Hydraulics
- Electrical
- Braking
- Frame & Body
- Undercarriage
- Ground Engaging Tools
- Hardware
- Fuel Injection
- Seals & Gaskets
- Cooling System

This offering will soon be available to order from our Order Portal. You will be able to search for the item, view pricing, and place orders through our Petrocon Portal from our website: www.portal.petrocon.org

We are excited about this new offering to our Oil, Antifreeze, Tires, Track, Dumpsters and other commodities available through Petrocon as a LICA member!

Land Improvement Contractors of America Delegates Meeting March 6, 2017 • Harrah's Las Vegas

CALL TO ORDER

The meeting was called to order by President David Rule at 9:50 am at Harrahs Hotel in Las Vegas, Nevada.

CREDENTIALS REPORT

Keith Samuelson called roll and declared a quorum present. A complete roll call is listed below:

Arkansas absent

California absent

Florida

President Matt Palmer

Illinois

President Tom Beyers

1. Lee Bunting
2. Jon Seevers
3. Wes Litwiller
4. Wayne Litwiller

Indiana

President Tony Cain

1. Dean Neiswinger

Iowa

President Scott Bohle

1. Paul Keppler
2. Bruce Barnhart
3. Mark Erpelding
4. Randy Liddle
5. Worthin Grattan
6. Dave Flewelling

Kansas

President Jeff Schell

1. Clem Karlin
2. Steve Dick
3. Dave Bose

Michigan

Pres. Trevor Young (proxy)

1. Adam Cook

Minnesota

President Doug Breberg

1. Karlen Nelson (proxy)
2. Mark Morreim
3. Don Loken
4. Kevin Bakken

Missouri

President Mont Gilbert (proxy)

1. Jeff Lance (proxy)
2. Chris Brauer (proxy)
3. Jake Gingerich (proxy)
4. Greg Muenks (proxy)
5. Tom Lawlor

Nebraska

President Ray Cooney

1. Steve Kriewald
2. Ted Lashley
3. Harry Hauschild
4. Norma Lashley

New Jersey

President Eric Rochelle

1. Ron Garofalo
2. John Rothberg
3. Chris Wagner

New York

President David Rule

1. Linda Rule
2. Lee Broadwell
3. Norm Ungermann

Ohio

Pres. Doug Schwieterman

1. Eric Gerten
2. Steve Krugh
3. Steve Gerten

Pennsylvania

Pres. Evelyn Cottrell (proxy)

1. Richard Cottrell (proxy)
2. Brian Smith

South Dakota

President Bryan Vanderpol

Virginia

Pres. Anthony Jasinski (proxy)

1. David Gallahan

Wisconsin

President Randall Dunneisen

1. Tom Popp

Executive Committee

Chairman Steve Anderson

President David Rule

Vice Pres. Brad McArdle

Region 1 Dan Micsky

Region 2 Chris Johnson

Region 3 Mike Cook

Region 4 Nordis Estrem

Region 5 Absent

Region 6 Keith Samuelson

Region 7 vacant

Region 8 Absent

Past Presidents

Bob Clark

Steve Gerten

Associates

Kent Rodelius (proxy)

Ladies

Veronica Seevers

NEUCROLOGY

Virginia Anderberg

Lyle Brooks

Forrest Davis

Theodore Lilja

David Reynolds

Kenneth Davis

Orville Reed

Curt Abens

James Baughman

Erick Jorgensen

Steve Miller

Marcia Vais

Ellis "John" Graham

David Hartwich

Lowell A. Hettenbach

Forrest Allan Jones

Paul K. Malm

Deloris Virginia Malm

Daryl Francis Rockers

Albert Balkenbusch

Charlie Boyer

Hollis Boyer

Vera Tague

Phil Wilson

Dave Lovewell

Jon Wurtele

Bruce Cook

Jack Volk

Richard Annett

Eugene Miller

Paul Armson,

Dale Dressler

Galena, IL

Erie, IL

Manito, IL

Amboy, IL

Springfield, IL

Francesville, IN

Indiana

Gilmore City, IA

Pulaski, IA

Audubon, IA

Muscatine, IA

Atlantic, IA

Reading, KS

Wamego, KS

Abilene, KS

Rose Hill, KS

Lindsborg, KS

Lindsborg, KS

Baldwin City, KS

Linn, MO

Memphis, MO

Arbela, MO

Gorn, MO

Mexico, MO

Superior, NE

Norfolk, NE

New York

Warsaw, NY

Litchfield, AZ

Isabell, SD

Briggsville, WI

Chippewa Falls, WI

APPROVAL OF AGENDA

Nordis Estrem made the motion to approve an open agenda, seconded by Chris Johnson. Motion passed.

APPROVAL OF PREVIOUS MINUTES

Bruce Barnhart made the motion to approve the previous minutes of March 5, 2016 as printed in the LICA News, seconded by Dean Neiswinger. Motion Passed.

Delegates Meeting (from page 4)

REPORTS

Chief Executive Officer- Jerry Biuso

CONEXPO 2017-We have a free 20' x 20' booth and will be staffed by select volunteers and sales representatives. We have rented a new and modern exhibit that will project a great image. We will be in the same location as in the past just out side of the North Hall. This year we are using a theme "The LICA Advantage." "The LICA Advantage" includes all the exclusive benefits offered to members. At the booth we will rotate information for every benefit on a 42 inch monitor.

Residential Septic Warranty-After over 18 months the program will be tested in three states Illinois and Missouri and New Jersey predicated on the very positive response from their states. The logo is protected has been registered and is copy written as of December 16, 2016.

Benefits to the LICA Contractor

- The Contractor will receive compensation annually as the warranty is enforced.
- The Contractor will conduct an inspection and be paid by the customer.
- The Contractor can be paid for pumping by the customer (when applicable).
- The Contractor is guaranteed to-be paid up to \$10,000 for services provided with the Warranty.
- The LICA Contractor will be able to increase their customer base with the Septic Warranty.

Onsite Wastewater Professionals of Illinois Trade Show (OWPI) Collingsworth, IL. I attended and worked the 10' exhibit. I also spoke at the lunch sponsored by IL LICA we received positive feed back to the program.

Water and Wastewater Equipment, Treatment & Transport Show (WWET)-Indianapolis, IN. We exhibited at this national show. The booth was manned by Wayne Litwiller, IL, Matt Palmer, FL, and Maura Dibble, NY. They generated sincere interest and 63 qualified leads.

State Chapters

Illinois LICA - I attended the 2017 Convention and spoke at lunch. I gave an overview of the LICA Benefits and the Septic Warranty Program. I also spoke at Septic Workshop introducing the Septic Warranty.

Missouri LICA - I attended the 2017 Convention and I spoke on the national benefits and the Septic Warranty Program.

Wisconsin LICA - I attended the 2017 Convention and spoke at the members meeting on the benefits and Septic Warranty.

Minnesota LICA - I attended the 2017 Convention and spoke at the members meeting with an over of the LICA Benefits and the Septic Warranty Program. I also spoke at lunch on the benefits of networking.

South Dakota LICA - I attended the 2017 Convention and spoke at the breakfast with combined attendance of AGC & LICA. I also spoke at the members meeting on the benefits and Septic Warranty Program.

Expansion

Colorado LICA / Mountain States LICA - Jason Oswald will take on the task of developing the Mountain States LICA Chapter.

BY-LAW COMMITTEE

March 5, 2017

The meeting was called to order by Chairman Harry Hauchild at 10:30am

Those in attendance were: Steve Gerten, OH; Nordis Estrem, MN; Dean Neiswinger, IN; Ron Garofalo, NJ; John Rothberg,NJ; Chris Wagner, NJ; Dan Micsky, PA; David Rule, NY; Chris Johnson, VA

Approval of agenda: David Rule, second Steve Gerten. Passed
Approval of previous minutes: Dean Neiswinger, Second Ron Garofalo. Passed

New Business: Discussion of voting rules.

Meeting adjourned: Motion by Chris Johnson, second Ron Garfalo. Passed.

ELECTION OF NATIONAL VICE PRESIDENT

Steve Anderson nominated Mike Cook for Vice President, seconded by Adam Cook. Adam Cook spoke on his father's behalf. He gave heartfelt speech about growing up in LICA. Adam said Mike was the hardest working person he knows. He said Mike will do a fantastic job as Vice President and eventually President. Motion by Dean Neiswinger to close nominations, seconded by Chris Johnson. Motion by proclamation to elect Mike Cook Vice President. Motion passed.

Mike wanted to dedicate his term to his parents Lilia and John Cook. He knows they are looking down with pride. He is excited to work with Jerry to grow the membership and keep the benefits expending. He also wants to bring in the younger generation. He asked his friends and family to stand and thanked them for their support. Then he asked everyone to stand, because LICA is one big family.

NOMINATING COMMITTEE 2018 DELEGATE

Harry Hauschild motioned to accept Norma Lashley on the Nominating Committee, seconded by Dean Neiswinger. Motion passed. Motion to close nominations by Nordis Estrem, seconded by Keith Samuelson. Motion Passed. David Rule appointed Chris Johnson from the floor.

ADJOURNMENT

Motion to adjourn by Eric Rochelle, seconded by Ron Garofalo. Meeting adjourned.

Land Improvement Contractors of America Board Meeting March 6, 2017 • Harrah's Las Vegas

CALL TO ORDER

The meeting was called to order by Chairman Steve Anderson at 10:46 am at the Harrahs Hotel in Las Vegas, Nevada.

CREDENTIALS REPORT

Keith Samuelson called roll and declared a quorum present. A complete roll call is listed below.

Arkansas absent

California absent

Florida

President Matt Palmer

Illinois

President Tom Beyers

Indiana

President Tony Cain

Iowa

President Scott Bohle

Kansas

President Jeff Schell

Michigan

Pres. Trevor Young (proxy)

Minnesota

President Doug Breberg

Missouri

President Mont Gilbert (proxy)

Executive Committee

Chairman Steve Anderson
President David Rule
Vice Pres. Brad McArdle
Region 1 Dan Micsky
Region 2 Chris Johnson
Region 3 Mike Cook
Region 4 Nordis Estrem
Region 5 Absent
Region 6 Keith Samuelson
Region 7 vacant
Region 8 Absent

APPROVAL OF AGENDA

Motion by Tom Beyers to approve an open agenda, seconded by Nordis Estrem.

APPROVAL OF PREVIOUS MINUTES

Motion by Chris Johnson to approve the previous minutes from July 23, 2016 as printed in the LICA News, seconded by Keith Samuelson. Motion passed.

REPORTS

Chairman of the Board- Steve Anderson

Spent most of January with illness so didn't get to any conventions but Illinois. I was able to get out to the meeting with UFG and Prins Insurance to talk about the LICA program they have.

I would like to take this time with my last meeting on the executive committee to say how much a pleasure it has been to work with the present and the couple of past members of it. I think the committee will continue to move LICA in the right direction into the future.

President- David Rule

I would like to take this opportunity to thank everyone for the support over the last year. My year as President of the National Board is now coming to a close and I have thoroughly enjoyed the experience this has brought.

During my term, membership has increased, we have launched the Septic Warranty Program and the LICA Insurance Program has moved into new States and is helping to further increase membership. I am overjoyed to see that the recently implemented programs are continuing to further LICA and its members.

Treasurer- Mike Cook

Before you are the financial statements, five months ending February 28, 2017 for LICA and LICA Service Corp. Membership dues are still coming in and we should reach the budgeted amount by the end of the fiscal year. Expenses should be at 41% and on the whole we are there. LICA has \$361,775 in the bank of which \$200,000 is in a CD per the by-laws.

Executive Committee- Keith Samuelson

The committee met on Saturday night. All officer's gave reports. The region Vice presidents updated what was going on in their states. John Peterson reported on changes in Washington, DC and how they will affect LICA. Jerry, went over the ConExpo exhibit and how he will be working on contractor leads and promoting LICA. The Residential Septic Warranty program was reviewed. Jerry updated the activity on state conventions he attended.

COMMITTEE REPORTS

Associate Advisory Committee -March 5, 2017

The meeting was called to order at 6:00 pm by Kent Rodelius. Those in attendance were: John Downey, Charlie Schafer, Dave Van Essen, Jim Jansen, Amber Bosma, Bruce Mosier, Kari Van Essen, Mike Hagen and Kevin Rapp.

A motion made for and approved for an open agenda. A motion to accept the minutes from the July 22, 2016 was made and approved.

We discussed the arrangements for the winter meeting being held in Las Vegas in conjunction with ConExpo. Everything seems to be going well. It always has just a little different format when we meet in prior to ConExpo. It is always good to be together and take care of the normal business of the association. The associate night is a great chance to catch up with old friends and make new acquaintances.

Board Meeting (from page 6)

COMMITTEE REPORTS (Continued)

Associates' Advisory Committee (Continued)

As usual some of the associates will be sticking around for Con-Expo and will help to staff the LICA booth. Please count on us to help in any way possible and to show our support.

Charlie Schafer brought it to our attention that the NACD will be holding their convention this summer in Iowa.

It was also suggested that National LICA send a thank you to Land and Water magazine for all they have done to promote great conservation practices. LICA has enjoyed much benefit from their efforts. They have been a great friend to LICA.

We also discussed that the associates feel that some educational programming may help bring more people to the National meetings. As associates we would support that and help to facilitate workshops or to help in any way.

Thank you to the National LICA staff for all of their efforts to make this convention happen.

The associates as always strongly support LICA- both the National and the State chapters. Thank you for your support and the great relationships we share. The business and friendships are invaluable.

Please continue to call on the Associate LICA members for support and help we can offer.

Budget Committee- March 5, 2017

The meeting was called to order at 4:30 by Treasurer, Mike Cook. Those in attendance were: Nordis Estrem, MN; Keith Samuelson, NE; Chris Johnson, VA; David Gallahan, VA; Brad McArdle, NE; Dean Neiswinger.

Motion to approve open agenda, Chris Johnson, second Keith Samuelson. Passed. Motion to approve Previous minutes, Nordis Estrem, second Chris Johnson. Passed.

Water Table Management requested \$5,000 for ADMC dues, which would give LICA a member on their Board. Bob Clark is currently serving in that position. Motion by Nordis Estrem to allocate \$5,000 to ADMC, second Chris Johnson. Discussion. Motion passed, all in favor.

Motion to adjourn at 4:35 by Nordis Estrem, second Keith Samuelson

Conservation, Excavating and Earthmoving Committee March 5, 2017

The meeting was called to order by Chairman Tom Beyers at 10:30am

Those in attendance were: Steve Anderson, IL; Mark Morreim, MN; Don Loken, MN; Wayne Litwiller, IL; Jon Seevers, IL; Paul Keppler, IA; Dave Bose, KS; Lee Bunting, IL; Wes Litwiller, IL; Bob Clark, IN; Steve Kriewald, NE; Richard Vlach, NE; Jim Pruss, NE; Linda Pruss, NE; Scott Bohle, IA; Dave Flewelling, IA; Worthin Grattan, IA; Mike Hagen, MN; Kevin Rapp, OH; Tony Caim, IN; Jeff Schell, KS; Lewis Bushey, MI; Mark Erpelding, IA; Russ Petes, IA; Randy Liddle, IA; Bryan Vader Pol, SD; Keith Samuelson, NE; Brad McArdle, NE; Doug Breberg, MN

Motion to approve the agenda, Mark Morreim, second Russ Petes. Passed. Motion to approve the previous minutes Lee Bunting, second Wes Litwiller. Passed

COMMITTEE REPORTS (Continued)

Conservation, Excavating and Earthmoving Committee (Continued)

Old Business

Discussion by Mark Morreim about Minnesota buffer law changes that are being made to enhance the implementation.

Discussion of water quality issues and practices with regard to potential land regulation.

Bob Clark presented issues concerning drainage water management and subsurface drainage. Questions raised on change in silica dust concentration levels by OSHA.

New Business

Mark Morreim brought up the issue in Minnesota about efforts there to study loss of groundwater recharge in aquifers due to tile drainage. Discussion on OSHA exposure and changes in OSHA methods. This moved into discussion about distracted driving and communication issues with mobile devices. Questions raised about paying prevailing wages on Illinois state cost share funds.

Motion to adjourn Tony Cain, second Larry Gossard at 11:10am

Convention Committee- March 5, 2017

The meeting was called to order at 1:45 pm

Those in attendance were: Patti McArdle, NE, Brad McArdle, NE; Nordis Estrem, MN; Kim Johnson, VA; Mike Cook, MI; Maretta Grattan, IA; Nanci Gutwein, IN; Pat Wagner, NJ; John Rothberg, NJ; Ron Garofalo, NJ; Maura Dibble, NY; David Rule, NY, and Allison Hack, National.

Roll call of regions 1,2, 3, 4, and 6 were present.

Approval of the agenda by Kim Johnson, seconded by Nordis Estrem. Passed. Approval of previous minutes by Mike Cook, seconded by Nordis Estrem. Passed.

Allison gave information on Colorado Springs, CO. July 11-16 Hotel Elegante

\$127 per night (plus taxes)

Link to make reservations will be on the National website soon. Call 800-981-4012 tell them you're with Land Improvement Contractors. By Saturday, June 10. Tours are Cripple Creek Mining, Air Force Academy and a rodeo.

Mike gave information on 2018 Summer in Grand Rapids, MI.

National Meeting Locations:

2018 Winter- Charleston, SC- hotel to be announced.

2019 Winter New Orleans, LA

2019 Summer- Portland, OR

2020 Winter- Las Vegas (CONEXPO)

National Meeting Locations to be voted on:

2020 Summer- Possibly Niagara Falls

2021 Summer- Boston, MA; Nashville, TN; Norfolk or Williamsburg, VA Gatlinburg, TN

2021 Winter- San Francisco, CA or Atlanta, GA

Motion to adjourn by Nordis Estrem, seconded by Kim Johnson. Adjourned.

Board Meeting (from page 7)

COMMITTEE REPORTS (Continued)

Education and Technology Committee- March 5, 2017

The meeting called to order by acting Chair Tony Cain at 9:15am
Those in attendance were: Jim Pruss, NE; Amy Lawlor, MO;
Eric Rochelle, NJ; John Rothberg, NJ; Ron Garofalo, NJ, Jennifer Breberg, MN; Kala Bose, KS; Dave Bose, KS; Scott Bohle, IA.

Approval of agenda Dave Bose, second Ron Garofalo. Passed
Approval of previous minutes Dave Bose, second Ron Garofalo. Passed

Old Business:

Nebraska has first graduating class from Operators school. Students came to the Nebraska LICA meeting in January. Discussed education programs for operator schools, how to recruit, and how to structure these programs.

Iowa has two colleges- one a two-year program and one is a nine-month program. NW Iowa has a very good program. Discussion on how to make the programs better and recruit these kids. How are these programs structured? Further discussion needed. Perhaps a national scholarship toward the industry.

New Business

Summer meeting topics: how to bring programs to different states. Better ways to recruit high school kids. Iowa has a good program to follow.

LICA accreditation/scholarships?

Certification for operators by LICA and/or manufacturer along with safety training. Canada has similar programs.

Motion to adjourn Jim Pruss, second John Rothberg at 10:03am

Executive Directors' Meeting- March 5, 2017

The meeting was called to order at: 9:15 am

Those in attendance were: Allison Hack, National; Eileen Levy, National; Patti McArdle, NE; Maura Dibble, NY; Debbie Dickens, MO; Nanci Schlatter, IN; Diane Curtis, WI; Jon Ungerer, KS; Ryan Arch, IL; Lori Keppler, IA; Kevin Bakken, MN; Jeannie Bakken, MN; Joanie Micsky, PA. Kim Johnson, VA, Vince Basciano, Mike Kelly, Nancy Micsky, PA; Sarah Cook, MI; Jason Oswald, CO and John Weatherhead.

Jerry Biuso spoke about the Septic Warranty program.

Vince spoke about the details of the program. Discussed the inspection form to go to Bankers. He also went into detail about the website and how to set it up. Mike Kelly described Bankers Warranty Group and how claims are processed.

Jerry introduced Jason Oswald as the Mountain States chapters. He also spoke about graphics.

Eileen explained where the executive directors need to be at the Delegates and Board. She also said that the deadline for the directory is April 1st. Discussion on the way contractors are listed in the National Directory.

New York- Maura talked about the golf outing, successful. Convention in Jan. several safety programs and had a good turn out.

Missouri- Golf tournament in September. At the Winter Convention attendees were down, they are switching venues. Field Day coming up this summer.

Nebraska- Also had a golf outing, which is a great way to make

COMMITTEE REPORTS (Continued)

Executive Directors' Meeting (Continued)

money for the Chapter. Convention went very well.

Minnesota- Golf Trap shoot, winter convention went well with seminars and a trade show.

Florida- 15 new members. Pretty good marketing plan

Illinois- Drainage workshop with University of Illinois. Convention focus was water quality. Numbers were down. 10 hour OSHA on forklift certification.

Michigan- Small field day in August. Convention did truck safety, tier 4 emissions. Great turn out. Drainage contractors are getting tax breaks.

Iowa- Lori Keppler talked about what Iowa is doing. This is her first year and she gave everyone a lot of credit for all that the Executive Directors do. She talked about the convention and they had a golf outing that sponsors the 4 scholarships that they were able to award.

Wisconsin- Diane talked about dealing with the fact that 90% of the members are Insurance only members, they are looking into rectifying that. They canceled their golf outing last year. They had a lot of participation in their MSHAW classes. They had a late Annual meeting

Indiana- Nanci had a family picnic, the first of January held 2 area meetings, convention started with a confined spaces/competent person training, convention held a record number of Associate booths. This summer a field day for tiling 55 acres is planned with Purdue.

Pennsylvania- Joanie Micsky talked about DOT east and west and a 10 hour OSHA east and west. UFG put on the classes and helped sponsor the meals for all four events and local CASE dealers and contractors facilitated the events and gained 10 new members from events. Convention went well and the board gained 3 new members that are excited to work on PALICA. They had 86 members last year at this time and are up to 115.

Virginia-Kim Johnson told that they had Annual picnic at the end of August, had the Virginia 811, they have First Aid CPR scheduled in March along with the annual business meeting. The board members will be finding the speakers, topics and location for the next three meetings. Through Lawrence Equipment, the Case dealership in VA, the membership has doubled.

Kansas -Jon Ungerer convention went well, hoping to have more Associates next time.

Jason Oswald is just getting started in the mountain states, Colorado, Utah and Wyoming

Meeting in Colorado Springs in July

Topics: how does everyone keep their records? Webinars. Executive Directors meeting at the National Office, possible to have the ED's that cannot attend, be able to Skype in.

Meeting adjourned.

Board Meeting (from page 8)

COMMITTEE REPORTS (Continued)

Insurance and Safety Committee- March 5, 2017

The meeting was called to order at 11:45 am.
Those in attendance were: Chris Johnson, VA; Mark Morreim, MN; Tom Beyers, IL; Russ Peters, IA; John Peterson, VA; Mark Erpelding, IA; Lori Keppler, IA; Paula Krugh, OH; Don Loken, MN; Kevin Bakken, MN; Dave Van Essen, IA; Jim Jansen, IA; Bruce Mosier, IA; Wes Litwiller, IL; Doug Breberg, MN; Jenny Breberg, MN; Dave Bose, KS; and Jason Oswald, CO.

Motion to approve agenda by Chris Wagner, seconded Mark Morreim. Passed. Motion to approve previous minutes by Russ Peters, seconded by Doug Breberg. Passed.

Farm Taps- Don Loken - owns the maintenance of the gas line. Farm Taps will no longer be private lines and would be located. All new lines for Farm Taps would be installed.
CNA- OSHA- 300 log requirements- big concern- struck by and flying objects.
Number one loss leader- distracted driving.

Silica Dust- OSHA standard.

Iowa – field Day- July 25 and 26th, mock gas line explosion.

Discussion on ADP and ISN requirements for Safety Programs LICA Portal can help with this.

Motion to adjourn by Chris Wagner, seconded by Doug Breberg. Adjourned.

Legislative Committee- March 5, 2017

The meeting was called to order at 9:15 am.
Those in attendance were: Don Loken, MN; Wayne Litwiller, IL; Wes Litwiller, IL; Tom Beyers, IL; Lee Bunting, IL; Nordis Estrem, MN; Mark Morreim, MN; Brad McArdle, NE; Bryan Vanderpol, SD; Jeff Schell, KS; Keith Samuelson, NE; Chris Johnson, VA; Chris Wagner, NJ; Tom Lawlor, MO; Dan Micsky, PA; Dave Flewelling, IA; Dean Neiswinger, IN; Clem Karlin, KS; David Rule, NY; Harry Hauschild, NE.

Motion by Chris Wagner, second by Norm Ungermann to approve the agenda. Passed. Motion by Jeff Schell, second Chris Johnson to approve the previous minutes. Passed.

John Peterson talked on the Farm Bill, Title 2; Department of Interior, Bureau of Land Management; appointees on Washington DC agencies. Annual over width/overweight permits in states and do they cover interstate highways? John will do some research how to get there permits- what it takes. Washington DC visit may happen this fall.

Discussion on Farm Taps Issue; 30 years lease is rep in states this year (2017) Mark Morreim constructed a letter to mark them through Gopher State One Call. Letter to be sent to Executive Directors with attention to Mid West states of Iowa, Wisconsin, Kansas, Nebraska, Missouri, and South Dakota.

Discussion on WOTUS put word “Navigable” back into description from EPA, Land Use Bill. Des Moines, IA “water works” suit- Buffer Law-MN. Endangered Species.
MSHA- “SILICA Sand” and dust rules, OSHA Rules and MSHA in pits.

Motion to adjourn by Chris Johnson, seconded by Mark Morreim.

COMMITTEE REPORTS (Continued)

Long-Term Planning/ Past Presidents Committee March 5, 2017

The meeting was called to order at 11:45am.
Those in attendance were: Bob Clark, IN; Steve Anderson, IL; Paul Keppler, IA; Norm Ungermann, NY; Steve Gerten, OH; Dean Neiswinger, IN; Harry Hauschild, NE; and David Rule, NY.

Motion by Dean Neiswinger, seconded by Steve Anderson to approve the agenda. Motion by Steve Anderson, seconded by Steve Gerten to approve the previous minutes.

Discussion on public relations- are we doing enough?

-Twitter, Press Releases

-Next steps

-Marketing LICA

-Example: Press Release “new LICA Septic Warranty Program” National LICA has training for state education?

John Peterson- How much longer?

Jerry Biuso-how much longer?

Relevance book- Amber Bosma

Motion to adjourn Paul Keppler, seconded by Harry Hauschild.

Membership Committee-March 5, 2017

Chairman Bruce Barnhart called to order at 2:20.

Those in attendance were: Bruce Barnhart, IA; Maretta Grattan, IA; Worthin Grattan, IA; Eric Rochelle, NJ; Diane Curtis, WI; John Weatherhead, FL; John Peterson, VA; Chris Wagner, NJ; Mark Morreim, MN; Bob Clark, IN; Patti McArdle, NE; Brad McArdle, NE; Ron Garofalo, NJ; Joanie Micsky, PA; Dan Micsky, PA; Harry Hauschild, NE; Jason Oswald, CO; Wayne Litwiller, IL; Wes Litwiller, IL; Don Loken, MN; Bryan Vanderpol, SD; Lee Bunting, IL; Lori Keppler, IA; Paul Keppler, IA; Ryan Arch, IL; Jon Ungerer, KS; Keith Samuelson, NE; John Rothberg, NJ; Nanci Gutwein, IN; Tom Beyers, IL; Kevin Bakken, MN; Jeanie Bakken, MN; Chris Johnson, VA; Kim Johnson, VA; Jon SeEVERS, IL; Dave Bose, KS; Louis Bushey, MO; and Maura Dibble, NY

Bruce summarized the minutes from the July 2016 Membership meeting in Kansas City. John Rothberg, NJ made the motion to accept the minutes as read, seconded by Dave Bose, KS

2600 members at this date. This is before the drops for the year. Harry Hauschild talked about keeping in contact with the members that you have signed up and communicate to the member about the benefits. Bruce Barnhart talked about retention, getting the member to a meeting. At lot of the success in the increase of members is due to the insurance.

John Peterson talked about having a booth that we have at other functions and how many new members that result from these. Bruce Barnhart said that he thought it was good to have a presence at these other shows and it was helpful to have the new colorful and easy to use banners that Jerry has provided.

Mike Cook, MI, said that his theme as Vice President will be to get the Millennials.

Lori Keppler, IA, talked about the need to use social media to attract the younger members. Bruce Barnhart stressed that we really need to get into the digital age. Dan Micsky, PA, said that he thinks there needs to be a balance between the social media and the social interaction.

Board Meeting (from page 9)

COMMITTEE REPORTS (Continued)

Membership Committee (Continued)

Bruce Barnhart said to get members, first there should be tangible benefits, then some kind of certification or training, then get people involved and then the social aspect should evolve.

Ron Garofalo, NJ talked about the One Call in NJ, and having a booth at their shows. He also talked with one of his salesmen to find out who to contact that can reach out to their customers to talk with them about LICA.

Diane Curtis, WI, said that most associates want you to have a one person contact within their company. She said that many of the dealerships do not know about LICA and the LICA discounts. She said that marketing is repetition, and need to continue to get it out to the members.

Ryan Arch, IL said that a lot of the members do not make it to the National conventions, so they brought out Legal Shield to the state convention and presented to the members there.

Lori Keppler, IA, would like to see a benefit packet, or some kind of marketing that the states will be able to put on Facebook page, twitter or take to the local dealers. She will get with Allison Hack to work this out.

The group stressed the need more technical marketing. This would help to attract the younger market.

John Weatherhead, FL, said that every year they have grown the magazine, and the circulation. Debbie Dickens is doing a good job on her articles. He gets a lot of good feedback on the articles from the readers. He thinks the new design is much cleaner and nicer. Bruce Barnhart said that John Weatherhead knows everyone in the publishing business. John said that LICAs growth in the last couple of years is impressive especially compared to other associations.

Iowa is going to have a strategic planning session at the end of next week. Bruce will talk about this more at the summer meeting. He thinks that every state should be thinking about having a plan for the future.

Harry Hauschild, NE made the motion to adjourn at 3:15 pm, seconded by Eric Rochelle, NJ.

Onsite Waste Committee- March 5, 2017

Meeting was called to order at 11:45 am

Those in attendance were: Clem Karlin, KS; Tom Lawlor, MO; Tony Cain, IN; Tom Popp, WI; Debbie Popp, WI; Steve Krugh, OH; Randy Liddle, IA; Jon Seevers, IL; Worthin Grattan, IA; Lee Bunting, IL; Eric Rochelle, NJ; Matt Palmer, FL; Wayne Litwiller, IL; Bryan VanderPol, SD; Larry Gossard, SD; Steve, NE; Keith Samuelson, NE; David Gallahan, VA; Jeff Schell, KS; Linda Pruss, NE; Jim Pruss, NE; Rick Vlach, NE; Jon Ungerer, KS; Ryan Arch, IL; Louis Bushey, MI; and Dan Micsky, PA.

Dan lead meeting- introduced Mike Kelly and Vince Bascianio to answer questions on new septic programs.

Jerry opened with intro of program.

Vince presented what website will look like for each contractor. The site will collect tax if state requires tax to be charged.

Need proof of system being inspected. 90 days waiting until a claim can be filed. Inspection has to company with your state.

COMMITTEE REPORTS (Continued)

Onsite Waste Committe (Continued)

General contractor will be the one to subcontract an inspector or a pumper. You get \$50 for each system warrantied.

Jerry explained how money can be made for the contractor. No collection of money will go to contractor and no credit into will be retained by Bankers.

Inspections have to in hand by Bankers before any money can be reimbursed under warranty.

Missouri, New Jersey, and Illinois are the first three chapters that will have it.

\$399 year premium and tax for anyone. Covers everything including pumps up to \$10k. Sublimit is \$2500. It doesn't cover damage inside house such as a back-up- that goes under homeowners insurance.

The contractor has to know what state and local laws and regulations that have to be complied with.

Homeowner signs up on website and contractor will get credit.

Bankers sends check to National LICA and contractor will get check from National and State Chapter gets check. (all monthly)

Bankers has a call center open 24/7, 365 days a year.

Septic Protection Plan is official name of the program

Once a contractor signs up to sell program, Bankers sends packet to contractor.

Contractor can call on behalf of customer in an emergency situation but a call has to be made directly to Bankers to get a claim started with customer on hand.

Applies to a new system as well as a 25 years old system- as long as it passes inspection.

First year will really only gives customer 9 months of insurance (90 days waiting in replacement of deductible)

Inspections required every five years – homeowner pays for that inspection at that time. Within first five years, the program needs to be resold to customer each year- it doesn't automatically renew.

Only LICA contractors can sell this program. Will be a great avenue to recruit new LICA members.

The first year will determine how the next 12 months get structured and more state chapters coming into the program,

Payment will be sent within two weeks to contractor who made repairs on system.

This is also a chance to start new chapters in states that do a lot of septic.

2 contractors from each state will be on advisory committee plus the Executive Directors.

“Board Meeting” > 11

Board Meeting (from page 10)

COMMITTEE REPORTS (Continued)

Onsite Waste Committee (Continued)

If a state expresses interest in having program let Jerry know and a website can be modified to represent those contractors in the state warranty to sell.

Meeting adjourned at 12:30 pm

Policy Committee- March 5, 2017

The meeting was called to order at 2:15 pm.

Those in attendance were: Steve Anderson, IL; Nordis Estrem, MN; David Rule, NY; Linda Rule, NY; Norm Ungermann, NY and Steve Gerten, OH.

Motion to approve the agenda by Nordis Estrem, seconded by Steve Gerten. Passed.

Motion to approve the previous minutes by Steve Gerten, seconded by Nordis Estrem. Passed.

The committee reviewed Executive Committee minutes and the minutes from the 2016 Summer Meeting for submission to the policy book.

Motion to adjourn by Nordis Estrem, Steve Anderson. Meeting adjourned.

Water Table Management Committee- March 5, 2017

Meeting called to order at 9:12 AM by committee chairman Mike Cook.

Those in attendance were: Mike Cook, MI; Ben Cook, MI; Adam Cook, MI; Matt Palmer, FL; Louis Bushey, MI; Jon Kraak, OH; Worthin Grattan, IA; Russ Peters, IA; Steve Kriewald, NE; Rick Vlach, NE; Kevin Rapp, OH; Mike Hagen, MN; Steve Gerten, OH; Paul Keppler, IA; Randy Liddle, IA; Doug Breberg, MN; Bob Clark, IN; Charlie Schafer, IA; Kent Rodelius, MN; John Downey, OH; Eric Gerten, OH; Lee Broadwell, NY; David Groot, Ont.; Mark Erpelding, IA; Nate Cook, MI; and Jon Seevers, IL.

A motion was made by Russ Peters to have an open agenda, second by Kent. Passed. The minutes from the last meeting (July 22, 2016) were read by Bob Clark. A motion was made by Worthin to approve the minutes from the previous meeting, second by Doug Breberg. Passed.

Bob Clark gave a report of the ConExpo session he will be part of presenting: Practices for the contractor of surface and subsurface drainage.

Charlie Shaffer gave a report of the ADMC activity. Testified to House Ag Committee. Working with congressmen. Making progress on saturated buffer practices. Drainage practices are not common knowledge, and there is a lot of education in progress. AMDC is considering a full time executive director to help streamline their efforts.

A motion was made by Doug to recommend to budget committee to renew \$5,000 membership for LICA to be a member of ADMC, with Bob Clark as the primary contact. Second by Russ Peters. Passed.

Russ suggested the committee work more on the educating legislative representatives, and increasing positive publicity. An idea was discussed to use a small percentage of pipe sales to fund promotions. However, it would be difficult to get all companies on board.

COMMITTEE REPORTS (Continued)

Water Table Management Committee (Continued)

State Reports:

MI- will have summer contractor drainage field day. Planning is in progress for early August.

OH- Continuing to work with OSU extension and Farm Science review, 3rd week of September. Drainage installation will be similar to previous years. A new addition this year will focus on stream bank enhancement.

IN- Field day at Purdue, Davis farm in August. Possibly a second after crops are harvested.

FL- Building membership. Partnered with University of Florida on a Agricultural tourism center on a site with irridrain systems.

IA- 2 day field day, last week of July Wednesday and Thursday.

IL- had first large scale corn growers event. Potential for 4 more. 40 acres of drainage with bioreactor at Farm Progress show.

New Business:

Recommendations for new committee chairman to replace Mike Cook. Matt Palmer volunteered. Supported by the group.

Motion by Russ to adjourn, seconded by Steve. Motion passed, meeting adjourned at 10:14AM.

APPROVAL OF MINUTES

Motion by Tony Cain to accept the minutes, seconded by Mike Cook. Motion passed.

OLD BUSINESS

Steve Anderson went over the goals and actions in the Strategic Plan. He pointed out things LICA is doing well and other things that we need to work on.

GOAL I: Promote LICA membership.

Action 1: LICA will participate in at least 6 trade shows in the next two years

Action 2: Membership drives will be a continuing activity on state and national level. Maintain ongoing recruitment and support of state membership.

Action 3: Encourage LICA Associates to identify and recruit to promote membership.

Action 4: Expand Associate member base.

GOAL II: Encourage appropriate contractor certification where applicable.

Action 1: LICA will maintain national certification committee

Action 2: Inform LICA members about existing certification programs.

Action 3: Inform LICA members about the Technical Service Provider Program (TSP).

GOAL III: Provide, promote and support educational opportunities.

Action 1: Provide more educational seminars.

Action 2: Conduct field days and demonstrations.

GOAL IV: Position Land Improvement Contractors of America as a professional trade association.

Action 1: Utilize press releases and media contacts.

Action 2: Network with other associations.

GOAL V: Monitor and maintain working relationship with local, state, and federal government.

Action 1: Host agency meetings for the exchange of information.

Board Meeting (from page 11)

OLD BUSINESS (Continued)

- Action 2: Send promotional material to target groups
- Action 3: Prepare and share position papers with members.
- Action 4: Engage in personal visits, letter writing, phone calls and e-mail where appropriate.
- Action 5: Maintain MOU with NRCS and look for other agencies to partner with.

GOAL VI: Develop and expand membership benefits.

- Action 1: Search for discounts for LICA members.
- Action 2: Learn and be aware of other contractors needs through surveys and questionnaires.

GOAL VII: Mentoring, develop future LICA leaders.

- Action 1: Identify LICA members who have the potential for LICA leadership at every level.

OLD BUSINESS (Continued)

- Action 2: Develop and implement a structured mentorship program.
- Action 3: Seminar on leadership skills and/or motivational speakers.

Motion by Bob Clark to accept the Strategic Plan with changes, seconded by Tom Beyers. Motion passed.

ADJOURNMENT

Motion to adjourn by Nordis Estrem, seconded by Chris Johnson. Meeting adjourned.

The First Residential Septic Service Plan: SOLD



Homeowners, Judy Woodard and John Laflens, purchasing the Residential Septic Service Plan

After many months the Residential Septic Service Plan is a reality! Illinois LICA member, Wayne Litwiller, has been instrumental in developing this program. He has shown so much enthusiasm, attended many meetings, and given his input. It's very fitting that Wayne was the first LICA Contractor to sell the Residential Septic Service Plan in the country.

The couple that purchased the plan, John and Judy, recently bought a home. They received Wayne's name through their realtor and he came to do a septic inspection. The system was over twenty years old and it gave them peace of mind to have the service plan.

The Residential Septic Service Plan is only available through LICA Contractors. There many benefits for a LICA Contractor to sell this program:

1. The LICA Contractor will receive \$50 for each Service Contract sold from National LICA. Every year the contract is renewed the contractor will continue to receive \$50.
2. The LICA Contractor will conduct an inspection prior to the Service Contract approval at the customer's expense.
3. The LICA Contractor can be paid for pumping by the customer (when applicable.)
4. At no cost to the contractor National LICA will provide a customized webpage. The consumer will use the webpage to purchase the Service Contract and for additional information.
5. If repairs are required after the Service Contract is in affect the approved estimate of the claim will be paid to the LICA Contractor by Bankers, up to \$10,000. Repairs must be in compliance with the Service Contract.
6. The LICA Contractor will be able to increase their customer base by offering the Septic Service Contract to both new and previous qualifying customers.
7. National LICA of the LICA State Chapter will provide Septic Service Contracts, promotional and sales material to the participating LICA Contractor

As a consumer the Residential Septic Service Plan features:

Coverage up to \$10,000

- No deductible
- Nationwide repair network
- 24/7/365 customer service
- Transferable to a new homeowner

The Residential Septic Service Plan is a great benefit to both the LICA Contractor and the consumer. We are excited that we have begun to sell.

2017 NATIONAL LICA AWARD RECIPIENTS

Every year at the National Winter Convention, LICA members come together to exchange ideas and try to make a difference. At the close of each Convention a special few are recognized during the Caterpillar Awards Banquet. These National LICA Awards are the Association's tradition

and are a great honor to receive. All the recipients are pillars of their community and of the Land Improvement Contractors of America. They have worked hard in their jobs and for LICA throughout the year, here are the 2017 honorees.

Top State

Top State recognizes a Chapter which has gone above and beyond in areas like Safety Meetings, Promotional Activities and Membership Drives.



Pennsylvania LICA

Accepted by: Dan & Joanie Micsky
Presented by: Steve Anderson

Entrepreneur of the Year

This prestigious award honors contractors who show extreme leadership and are multi-talented while running a successful business.



Matt Palmer

Presented by: John Weatherhead

Contractor of the Year

To be bestowed this award a contractor has served his community and LICA well. They contribute their time and effort to LICA by participation on the State and National level.



Lee Bunting

Presented by: Steve Gerten

CNA/LICA Safety Award

This is LICA's first year presenting this award. It goes to a contractor who is extremely safety conscious. They show initiative and have safe work practices.



Don Loken

Presented by: Corey Rimmer

Kemps Award

This award is designed to recognize the LICA Chapter that has excelled in representing members interests in Government. The Chapter is active on the state and federal level.



Missouri LICA

Accepted by: Tom Lawlor & Debbie Dickens
Presented by: John Peterson

LICA Lady of the Year

The LICA Lady of the Year not only is a great supporter and participant in LICA but in her community as well.



Patti McArdle

Presented by: Harry Hauschild

ADS Award

This award goes to a contractor who utilizes and promotes conservation practices by working with authorities. Also educates other contractors and the general public.



Tom Popp

Presented by: Mike Hagen



2017 NATIONAL LICA WINTER CONVENTION HARRAHS LAS VEGAS



Patti McArdle, NE with David Groot from Armtec.



Associates' Night



David Rule, NY after passing the president's pin to Brad McArdle, NE



Board Meeting



LICA Booth at CONEXPO
Carisa, Rebekkah, Candace, Melissa, Jerry Biuso, Sara, Samantha, and Manuela



Candace giving a pin to a prospective LICA member



National LICA Vice President, Mike Cook and National C.E.O. Jerry Biuso signing up a new LICA member



Nordis Estrem, MN explaining LICA Benefits to a prospective member



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