

# The LICA NEWS

Volume 19 Number 4

The Land Improvement Contractors of America

July/August, 2006



## In This Issue:

### Departments

- President's Message** 2  
**Tech Corner:** 3  
Tech Tools: Technology  
Drives Business Learn  
or Get Left Behind

### Features

- LICA Meets with  
NACD on Farm Bill** 1
- Our Future: The 2006  
LICA Scholarship  
Winners** 2
- Official Notice of  
2006 Board of  
Directors Meeting** 2
- LICA Pursues Health  
Care Program** 3
- NLICA 2006 Summer  
Meeting** 5
- Agenda**  
**Hotel**  
**Airport**  
**Driving Directions**  
**Meeting Registration**  
**Tour Registration**

## LICA Meets with NACD on Farm Bill

By Wayne F. Maresch

LICA's Executive Vice President met with NACD's Farm Bill Task Force recently, as they endeavored to establish the next steps in developing a position for the upcoming Farm Bill legislation. The Task Force has been guiding the collection of input on conservation for the next Farm Bill from members and partners over the past year.

The meeting gave Task Force members the opportunity to review the information submitted through web surveys, regional calls and a listening session at NACD's Annual Meeting in Houston. The meeting included discussions with Senate Agriculture Committee Staff members Vernie Hubert and Betsy Croker. Among other organizations represented on the Task Force were the National Watershed Coalition, the National Association of RC&D Councils, the Grazing Lands Conservation Initiative, the Conservation Technology Information Center, and the Society for Range Management.

The Task Force defined primary topic areas for more detailed attention and development of options. As a member of the Task Force, LICA's Executive Vice President will participate in developing recommendations for consideration by the NACD Board of Directors in August. These recommendations will be submitted to the Congress to be included in the upcoming Farm Bill. The current farm bill expires September 30, 2007. Congress has begun oversight and field hearings. Legislative action is expected to begin in January 2007.



← LICA EVP, second from right, furiously taking notes during the Farm Bill Task Force meeting.



→ NACD CEO Krysta Hardin, pictured on the right, discusses procedures with Senate staff member, Vernie Hubert

# The LICA NEWS



## The Land Improvement Contractors of America

THE LICA NEWS is the official publication of the Land Improvement Contractors of America, 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.

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**Eileen Levy**

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**Wayne Maresch**

*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.

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## *A Message from the President* *Darrell Birge*

Hello, everyone! I hope that everyone's spring work went well. Around here, it was rain, rain and more rain. I want to congratulate the scholarship winners who are listed in this newsletter. The Insurance Committee met in Newark, New Jersey and heard health care presentations from two companies and plan to listen to two more this month. We also interviewed a candidate for Wayne's position and found him to be a very good candidate. I hope to see everyone in New Jersey. Please keep Wayne and Anna in our prayers.

Darrell Birge  
National LICA President

## Our Future ... The 2006 LICA Scholarship Winners



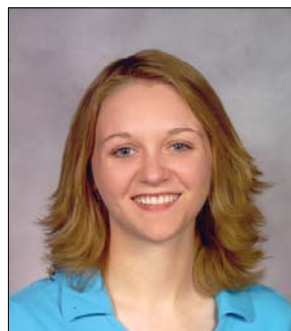
**Tracy Esposito**

← Tracy Esposito, daughter of Bill and Debra Esposito of Scotch Plains, NJ, attends Arizona State University and is majoring in Speech and Hearing Sciences.



**Bethany Johnson**

→ Bethany Johnson, daughter of Chris and Kim Johnson of Nokesville, Va, attends Virginia Tech and is majoring in Agricultural Technology/ Animal Agriculture.



**Allison Burbrink**

← Allison Burbrink, daughter of Ray and Connie Burbrink of Edinburgh, IN, attends Taylor University and is majoring in Young Adult Education.



**Melissa Landis**

→ Melissa Landis, daughter of Randy and Debbie Landis of Decatur, IN, attends Indiana Wesleyan University and is majoring in Nursing.

## Official Notice

The Land Improvement Contractors of America's Board of Directors Meeting is scheduled for 9:00am; Saturday, July 22, 2006 in Newark, NJ. All members are encouraged to attend.

## EXECUTIVE COMMITTEE

### National Officers

Chairman  
**Harry Hauschild**  
Nebraska

President  
**Darrell Birge**  
Indiana

Vice President  
**Doug Hey**  
New York

Executive Vice President  
**Wayne Maresch**  
Maryland

### Region Vice Presidents

Region I  
**Bob Colburn**  
New Jersey

Region II & Secretary  
**Gary McKay**  
North Carolina

Region III & Treasurer  
**Dean Neiswinger**  
Indiana

Region IV  
**Bruce Barnhart**  
Iowa

Region VI  
**Dirk Riniker**  
Kansas

Region VII  
**Ted Pyle**  
Montana

Region VIII  
**Merlin Welch**  
California

## Tech Corner

*Submitted by: David Cantrell, LICA Technology Committee Chairman*

### Tech Tools: Technology Drives Business Learn or Get Left Behind

*By Ricardo Harvin E-mail Questions for Tech Tools to rharvin@uschamber.com.*

My grandmother was born in 1908, the year Henry Ford's automobiles became affordable for average Americans due to the company's increased productivity and to reduced costs from a reinvented assembly line.

Ford's innovative use of technology sparked a revolution that changed America and the world forever and drove many of his competitors out of business. Unfortunately, my grandmother has never been able to take full advantage of Henry Ford's innovations because she never learned how to drive. She has spent a good part of her life waiting for others to take her where she needs to go.

The business landscape has changed since Ford's days, but competition, innovation, and change remain constant and technology is driving them all.

Many small business owners use computer technology grudgingly. They aren't taking advantage of technological innovations to improve their businesses. Some are content with doing things the way they've always been done - kind of like my grandmother, who, even today, misses the trolley cars. Meanwhile, some of their competitors are using technology to do things better and more efficiently or are creating change that allows them to offer additional products and services.

Every small business owner has access to tools and information that are as powerful as what's used by large companies and governments. Take advantage of this power. Learn what's available and how it can be used. You may choose to take technical classes at a local training center or college, subscribe to business technology publications, or even teach yourself by reading books or taking self-directed courses available online and on CD-ROM and DVD discs.

Don't dismiss the need to learn how to use modern technology effectively just because you don't understand it or don't see how it applies to your business. Don't lead yourself into believing that you can continue to have success without modernizing your business through technology.

In 1908, there were forward-looking businesses adapting to new technologies, and horse-and-buggy manufacturers that thought they'd be in business for a long time to come.

Which kind of business do you want to have?

*Originally published April 2006. Reprinted by permission. Copyright 2006, U.S. Chamber of Commerce.*

## LICA Pursues Health Care Program

The National LICA Insurance Committee is looking into a health insurance program for the members. Committee members include: Harry Hauschild, Chairman of the Board; Darrell Birge, President; Doug Hey, Vice President; Wayne Maresch, Executive Vice President; Bob Colburn, Region I VP; Bruce Barnhart, Region IV VP; John Rothberg, New Jersey Chairman of the Board; Eileen Levy and Jerry Biuso, National LICA staff.

On April 24, the Insurance Committee met in Newark, New Jersey to hear two presentations. Fourteen companies submitted proposals; only two qualified to make presentations, Day Springs from Maryland and Pinnacle Choice from New Jersey.

A second meeting is scheduled at the National Headquarters in Lisle, IL, June 16th and 17th. The Committee will hear two additional presentations from new companies and Pinnacle Choice will make a second presentation.

With the defeat of the federal association health care legislation, it is more important than ever for LICA to find a program for the members. Discussion will continue at the July Summer Meeting where the Committee will present their findings. It is an important step; we must make sure it is a true benefit to LICA.



# 5 reasons

## CNA is a leader in loss prevention for land improvement contractors.

### 1

CNA School of Risk Control Excellence—free courses to help land improvement contractors identify and reduce loss exposures

### 2

CNA Risk Control Exposure Guides—step-by-step processes that can be adopted by any land improvement enterprise to help prevent or lessen the impact of a claim

### 3

CNA Risk Control Services and Programs — resources that support the unique needs of land improvement professionals including: Programs, Excavation Safety Programs and Online Safety Training Modules

### 4

24/7 Access to CNA Risk Control—instant access, online and by phone, to current information regarding health, safety and regulatory issues at [www.cna.com/riskcontrol](http://www.cna.com/riskcontrol) or 866-524-3089

### 5

CNA Risk Control Expertise—experienced loss prevention specialists positioned across the country with in-depth knowledge and understanding of safety, contractual risk transfer and regulatory issues facing land improvement contractors

**We're the right insurance partner to help land improvement contractors prevent accidents and injuries.**

Thanks to our nearly 40-year partnership with the Land Improvement Contractors of America, CNA has unique insight into the risks you face every day. It's our commitment to excellence and our experience working with land improvement contractors that enable us to offer you risk control expertise that can help prevent accidents and injuries. And with more than 100 years of experience providing Risk Control services, we're there.

**To find out more about CNA, call your local independent agent or visit [www.cna.com](http://www.cna.com).**

# CNA



One or more of the CNA insurance companies underwrite the products and services described. Information is for illustrative purposes only and is not a contract. This document is intended to provide a general overview of products and services described. Remember that only the service agreement or policy can provide the actual description, terms, conditions and exclusives. The information and suggestions presented in this document have been developed from sources believed to be reliable. All coverages not available in all states. Use of the term partnership and/or partner should not be construed to represent a legally binding partnership. CNA is a service mark and trade name registered with the U.S. Patent and Trademark Office. Copyright 2006. All rights reserved.

# The National LICA Summer Meeting - July 18-22, 2006

Hosted by New Jersey LICA at the Marriott in Newark International Airport

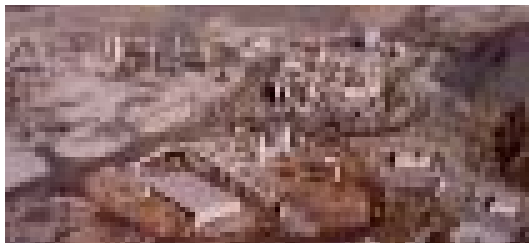


## Lake Hopatcong Yacht Club

The Lake Hopatcong Yacht Club is a private club located in northwestern New Jersey, on the state's largest lake. The club was founded in 1905, and the current clubhouse dates to 1910. The clubhouse was built in the Adirondack style, using local logs, and was recently placed on the National and New Jersey registers of historic places.

## Tilcon - Mt. Hope, NJ

In 1980, Mt. Hope Rock Products purchased 560 acres surrounding a historic iron ore mine in Rockaway, New Jersey. Tilcon New York Inc. acquired this site in April 2001. The company has applied innovative operational techniques to become the largest producer of granite in the United States and the highest volume, single location producer of bituminous concrete. The facility is considered one of the elite hard rock quarries in the United States. Mt. Hope has won national awards for community relations, excellence in hot-mix asphalt operations and has been recognized for our positive efforts to enhance the appearance of our operations.



## Ladies Tour - Fosterfields Living Historical Farm and the Willows House

Fosterfields has been a working farm since 1760 and New Jersey's first living history farm. Step back in time as we tour The Willows, a charming 19th century Gothic Revival house listed on the National Registry of Historic Places and home of Caroline Foster and her father Charles. The house was built by Joseph Warren Revere, grandson of Paul Revere.

Our travels will include a visit to the **Historic Village of Chester** in New Jersey. This little village offers numerous shops featuring crafts, collectables, clothes and gifts as well as antiques.

Lunch at **Sally Lunn's Restaurant** and Tea Room. A traditional English Victorian Tea will feature tea of course, and a selection of finger sandwiches, warm scones and sinful mini deserts.

## Schedule of Events

### Tuesday, July 18, 2006

7:00 am - 8:30 am Breakfast on your own.  
8:30 am - 4:00 pm Point Pleasant, Jersey Shore\*  
8:30 am - 5:00 pm Atlantic City\* or Deep Sea Fishing\*  
4:00 pm - Yankee Baseball Game -Yankee Stadium \*

### Wednesday, July 19, 2006

7:00 am - 8:30 am Breakfast on your own.  
8:30 am - 4:00 pm Mack Truck Plant and Museum Tour.\*  
11:00 am - 4:00 pm Broadway Show - The Producers \*

### Thursday, July 20, 2006

7:00 am - 8:30 am Breakfast on your own.  
8:30 am - 4:00 pm Tilcon Tour \* (Blast 11:15 am)  
Lunch & Swim at Lake Hopatcong Yacht Club\*  
9:00 am - 4:00 pm Ladies Tour - Fosterfields Living Historical Farm \*  
7:00 pm - 9:00 pm Welcome Reception - Hosted by NJLICA Associates

### Friday, July 21, 2006

7:00 am - 7:30 am Devotions  
7:30 am - 8:45 am Breakfast  
9:00 am -12:00 pm Committee Meetings  
12:00 pm -1:30 pm Lunch (Speaker)  
1:30 pm - 5:00 pm Committee Meetings  
6:00 pm -10:00 pm Medieval Times Dinner Theater

### Saturday, July 22, 2006

7:00 am - 7:30 am Devotions  
7:30 am - 8:45 am Breakfast  
9:00 am -11:00 am Board Meeting  
11:30 am - 4:30 pm Bus Tour of Manhattan and Box Lunch\*  
7:00 pm - 11:30 pm Dinner Cruise - Manhattan & Statue of Liberty \*

• Optional not included with registration fee.

## Hotel Accommodations

### Marriott Hotel - Newark Airport

This 10-story hotel sits on the grounds of the Newark airport, three miles from the Jersey Gardens Outlet Mall. New York City, the Statue of Liberty, are all 15 miles from the hotel. Guests can work out in the hotel fitness center, relax in the sauna and whirlpool, or take a dip in the indoor/outdoor pool.

Room Rate only \$ 99.00 plus tax

Call today to reserve your room (973) 623-0006

## Airport Information

### Newark Liberty International Airport

The Marriott Hotel provides complimentary airport transportation.

## Driving Directions

New Jersey Turnpike - Exit 13a or 14. Coming into the airport follow signs for Marriott Hotel. Hotel is on the oval in front of Terminal B.

# 2006 National LICA Summer Meeting

Hosted by New Jersey LICA  
Marriott - Newark Airport • July 18 -22, 2006

## General Registration

Includes, Opening reception Thursday evening,  
Friday: Breakfast, Lunch and Medieval times Friday night and Saturday: Breakfast

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Company Name \_\_\_\_\_

Contact Person \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Email: \_\_\_\_\_ Phone: \_\_\_\_\_

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<b>Early Bird Registration</b> – Post Mark Before June 15, 2006.....	\$ 145.00	\$ _____
Youth – 15 years of age and under.....	\$ 75.00	\$ _____

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### Registration After June 15, 2006

Members, Spouses, Associates, Government Employees, Consultants...	\$ 165.00	\$ _____
Youth – 15 years of age and under.....	\$ 100.00	\$ _____
Children Under 3 years of age and under.....	FREE	FREE
	<b>Total</b>	<b>\$ _____</b>

PRINT NAME(S) FOR NAME BADGES

Age (if Youth or Child)

- 1) \_\_\_\_\_
  - 2) \_\_\_\_\_
  - 3) \_\_\_\_\_
  - 4) \_\_\_\_\_
- 

### ADD TOUR REGISTRATION

(Please complete tour registration form on reverse side and post total tour cost here) \$ \_\_\_\_\_

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**TOTAL TOUR AND MEETING REGISTRATION FEES** \$ \_\_\_\_\_

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**Registration Policy:** Only individuals who are registered and wearing badges may attend Summer Meeting events. The spouse/guest of a registered member need not register to share a room. All must register to attend conventions, programs or functions. No registration will be processed without payment.

**Refund Policy:** For cancellations received prior to June 25, 2006 a \$30.00 charge will be deducted from your original amount paid. No registration payments will be refunded after June 25, 2006, unless you have experienced an emergency.

Please return this form with payment to:

**New Jersey LICA**  
**5 Deer Path,**  
**Milford, NJ 08848**

For additional Information call (908) 996-0058

## Summer 2006 Tour Registration

Company Name \_\_\_\_\_

Contact Person \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Email: \_\_\_\_\_ Phone: \_\_\_\_\_

**Please note: Prices are per person. All tours include bus transportation. Copy this form for additional attendees.**

- |                |  |           |       |
|----------------|--|-----------|-------|
| <b>July 18</b> | <b>Point Pleasant Swimming.</b> Enjoy a day on the beach and fun on the board walk.....  | \$ 30.00  | _____ |
|                | No. of Attendees _____ Name(s) _____   |           |       |
|                | <b>Deep Sea Fishing.</b> (Tuna or Shark) Barnegat Bay, NJ. All gear and food supplied.....   | \$ 125.00 | _____ |
|                | No. of Attendees _____ Name(s) _____   |           |       |
|                | <b>Atlantic City</b> visit gaming casino's, stroll the board walk, (fun for all ages).....   | \$ 26.00  | _____ |
|                | No. of Attendees _____ Name(s) _____   |           |       |
|                | <b>Yankee Baseball Game.</b> (Limited to 50 people).....   | \$ 50.00  | _____ |
|                | No. of Attendees _____ Name(s) _____   |           |       |
| <b>July 19</b> | <b>Mack Truck Tour and Museum</b> Lunch on your own (Limited to 80 people).....  | \$ 40.00  | _____ |
|                | No. of Attendees _____ Name(s) _____   |           |       |
|                | <b>Broadway Show The Producers.</b> Lunch on your own (Limited to 50 people).....  | \$ 95.00  | _____ |
|                | No. of Attendees _____ Name(s) _____   |           |       |
| <b>July 20</b> | <b>Tilcon Quarry Tour</b> and witness a blast (11:15 am) with souvenir hardhat.....<br>Followed by lunch at the Lake Hopatcong Yacht Club. (Limited to 100 people) | \$ 45.00  | _____ |
|                | No. of Attendees _____ Name(s) _____   |           |       |
|                | <b>Ladies Tour</b> – Fosterfields Living Farm and Willows House. ....<br>Lunch at Sally Lunn's Restaurant and Tea Room. (No Limit)                                 | \$ 25.00  | _____ |
|                | No. of Attendees _____ Name(s) _____   |           |       |
| <b>July 22</b> | <b>Bus Tour of Manhattan.</b> Box Lunch (No Limit) .....   | \$ 65.00  | _____ |
|                | No. of Attendees _____ Name(s) _____   |           |       |
|                | <b>Dinner Cruise</b> around Manhattan and Statue of Liberty 7:00 -11:30 pm (No Limit) .....  | \$ 100.00 | _____ |
|                | No. of Attendees _____ Name(s) _____   |           |       |

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### TOUR REGISTRATION

Please complete tour registration form and post here and on reverse side.

Total \$ \_\_\_\_\_

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