

The LICA NEWS

Volume 20 Number 4

The Land Improvement Contractors of America

July/August, 2007



In This Issue:

Departments

President's Message 2

Features

A Hot Time in Omaha	1
LICA Board	2
Meeting Minutes	
LICA 2007-08 Budget	10
LICA Scholarship Winners	10
CONEXPO-CON/AGG	10
Update	
Our Winning States	11
Leadership	11
Contacting Your Lawmaker	11
ICUEE (International	12
Construction and Utility	
Equipment Exposition)	

*Watch Your Mail
for CONEXPO-
CON/AGG
2008 INFO!*



*Thank you to Patti McArdle and
the Nebraska LICA Board of Directors
for making us welcome!*

A Hot Time in Omaha!

Hot meetings, hot temperatures and a hot hotel! An impromptu meeting at 2:00 a.m. woke LICA members, when the hotel fire alarm went off due to a hot light bulb on the sixth floor. The building was evacuated and LICA members got to meet in the parking lot for a half hour and wait for the "all clear."

The tours started bright and early on Wednesday with a trip to Valmont Industries, Mead Cattle Company, CLAAS Caterpillar and a contractor's favorite site ... a heavy equipment earthmoving job. Wednesday's second tour went to Lauritzen Gardens, Dodge House and a wildlife refuge. Thursday's tour had a local flavor with a visit to University of Nebraska's Memorial Stadium, the Strategic Air & Space Museum and Father Flanagan's Boys Town. All tours were filled to capacity and hot weather didn't stop the fun.

On Thursday evening national and local associates sponsored a reception with exhibits. Besides being informational, it was an excellent opportunity for the LICA members to get together and socialize.

A full day Friday was started with presentations on the new LICA benefits ... the PerksCard and the TASC (Total Administrative Services Corp) program. Committee meetings continued until 5:00pm. Highlights included the following: the Safety Committee will have a new Safety Manual available in September; the Certification Committee has put together a "how to" certification program from states that have a successful program; the Convention Committee is now evaluating Summer Meeting sites with an eye towards having an opening exhibitors' night, due to the success of the receptions in New Jersey and Nebraska; and the Water Table Management Committee continues to support the Agricultural Drainage Management Coalition.



In further news, attendees were informed that ten chapters received a total of \$10,580 from the Dues Incentive Program passed in February. The chapters received rebates for membership over 100 members or an increase of 10%. Next summer, with a full year to increase membership, all states should receive a rebate. The "Just One" campaign continues with Wayne Litwiller of Illinois and John Rothberg from New Jersey recognized for sponsoring 10 new members each.

The LICA Board accepted the committee minutes on Saturday. Discussion also took place on the need for better locating and marking depth of utility lines; the quarterly *LICA Contractor* magazine and its national focus, and the Winter Convention in conjunction with CONEXPO in Las Vegas 2008. Look for the registration information for ConExpo-Con/Agg '08 in the next few weeks.



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.

Publisher
Eileen Levy

Contributing Writers
Jerry Biuso
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.

3080 Ogden Avenue
Suite 300
Lisle, IL 60532

PHONE: 630-548-1984
FAX: 630-548-9189
Email: waynef86@aol.com
or nlica@aol.com

Visit our website
www.licanational.org



A Message from the President *Doug Hey*

I just got back from the Summer Meeting. I'm sorry if you weren't able to make it. No matter how busy, it is worth your time. What you can learn from dealers, manufacturers, and members at these events can make or save you thousands of dollars and we all need a break from work. We had an excellent meeting thanks to Patti McArdle and the Nebraska members.

Doug Hey
National LICA President

Land Improvement Contractors of America Board Meeting Minutes Omaha, NE ♦ July 21, 2007

CALL TO ORDER

The meeting was called to order by Chairman Darrell Birge at 1:40pm at the Embassy Suites in Omaha, Nebraska

CREDENTIALS REPORT

Secretary Robert Colburn called roll and declared a quorum present. A complete roll call is listed below:

California

Merlin Welch (proxy)

Carolinas

Brad Barringer (proxy)

Colorado

absent

DelMarVA

absent

Florida

absent

Illinois

Bill Dean

Indiana

Bob Clark

Iowa

Steve Miller

Kansas

Ron Jueneman

Kentucky

Bobby Crawford (proxy)

Michigan

absent

Minnesota

Jim Walker (proxy)

Missouri

Milburn Davis

Montana

absent

Nebraska

Charley Lloyd

New England

absent

New Jersey

Ron Garofalo (proxy)

New York

David Rule

Ohio

Jim Jett

Pennsylvania

Ken Masser

South Dakota

absent

Virginia

Chris Johnson (proxy)

Wisconsin

Randall Dunneisen

Wyoming

absent

Executive Committee

Chairman: Darrell Birge

President: Doug Hey

Vice Pres.: Dean Neiswinger

Region 1

Robert Colburn

Region 2

Sandy Gulick

Region 3

Steve Gerten

Region 4

Bruce Barnhart

Region 6

Dirk Riniker

Region 7

vacant

Region 8

Merlin Welch

Past Presidents

Harry Hauschild

Associates

Kent Rodelius

Ladies

Linda Rule

“Board Minutes” continued on page 3

Board Meeting Minutes *(from page 2)*

APPROVAL OF AGENDA

Motion by Nordis Estrem, seconded by Bruce Barnhart and carried to approve an open agenda.

APPROVAL OF PREVIOUS MINUTES

Steve Gerten called for approval of previous minutes for the February 17, 2007; seconded by Ron Jueneman. Approved as printed in the LICA News.

REPORTS

Chairman – Darrell Birge

As Chairman of LICA it is my job to report the progress made on the 2007 - 2012 strategic plan

Goal 1 is to promote membership in all areas of land improvement through trade shows. This year, LICA will have booths at the ICUEE “Demo Show” and ConExpo where LICA has played a role as a Supporting Organization and will sponsor educational seminars.

Goal 2 is to promote and develop contractor certification through educational programs. The Certification Committee is actively helping states form their own programs by sharing information from states that do have workable programs, such as the Illinois Chapter.

Goal 3 is to provide educational opportunities that help contractors diversify and learn new construction techniques. We are continually trying to add learning opportunities for our members through seminars.

Goal 4 is to develop leadership to market and promote LICA to contractors and the public. The new *LICA Contractor* magazine has certainly helped to promote and market LICA to the public.

Goal 5 is to position LICA in the public perception as a professional land and water conservation organization. We are continuing to bring LICA to the public through field days and our new public relations program.

Goal 6 is to develop better working relationships with local, state and federal government. Through our legislative program and on the state level, we continue to work with agencies, such as, the NRCS.

There are many action items for each goal. The Executive Committee always keeps these items in mind, as we make plans and budget for the future.

President – Doug Hey

Doug thanked the Board for their dedication by taking time from their work to attend the meeting. He is optimistic and looking forward to future accomplishments. The Executive Committee, the Board, and members need to cooperate to achieve future goals. Jerry Biuso, the EVP, is doing a great job working on LICA’s behalf.

Treasurer – Bruce Barnhart

Before you, are the financials for nine months ending June 30, 2007 The contractor dues are not all in yet. We expect to make budget of \$215,000. The Associate dues did not meet expectations. Total income will be down about \$4,000 from the budget. Totally expenses are at 77% , which is about where we should be. Adjustments will need to be made for some line items.

As you can see on the balance sheet, we have over \$400,000 in the Merrill Lynch and Chase Banks. Out of that amount, \$272,000 is in reserve and will not be touched without Board approval.

The 2007-2008 Budget was presented. The changes made from the previous budget include using \$20,000 of discretionary funds for income. Expenses include an increase to printing for continuation of mailings to the members. A decrease of Term Insurance expense was made, due to the excellent rates we have been receiving. An increase to staff and Executive Committee travel was made. The dues have been increased by \$10,000 and state reimbursement has been added for \$10,000, for a net effect of zero. The assumption is that we will increase membership, but will be returning a portion of that to the states through the Dues Incentive Program.

Motion by Dirk Riniker, second Robert Colburn to approve the 2007-2008 Budget. Motion passed

[*Editor’s Note: See page 10 for the 2007-08 budget.*]

EXECUTIVE COMMITTEE

National Officers

Chairman
Darrell Birge
Indiana

President
Doug Hey
New York

Vice President
Dean Neiswinger
Indiana

Executive Vice President
Gerald Biuso, Sr.
New Jersey

Legislative Liaison
Wayne F. Maresch
Ft. Washington, MD

Region Vice Presidents

Region I & Secretary
Bob Colburn
New Jersey

Region II
Sandy Gulick
Virginia

Region III
Steve Gerten
Ohio

Region IV & Treasurer
Bruce Barnhart
Iowa

Region VI
Dirk Riniker
Kansas

Region VIII
Merlin Welch
California

“Board Minutes” continued on page 4

REPORTS (Continued)

Executive Committee – Robert Colburn

The Executive Committee met Wednesday night. All officers and staff gave updates on current Association business. The Region Vice Presidents had positive reports about the states' activities. Agenda items included Health Insurance and the need for additional information from members. A request of \$3,000 from the Drainage Management Coalition was discussed and conditionally approved after receiving additional information.

The next meeting will be in conjunction with the ICUEE show and Region 2 Meeting in Louisville, KY on October 15th.

Executive Vice President – Gerald J. Biuso, Sr.

LICA Contractor magazine: Created the *LICA Contractor* magazine; Assisting in selling advertising space; Conducted sales meetings with sales staff in Atlanta; Designed, wrote copy and coordinated the first edition which was projected to be 24 pages - with the support from our advertisers, it grew to 32 pages. I am now working on the September issue.

CNA Insurance: Revising Safety Manual - This manual is designed for members to help create a safety plan for their companies. I submitted a second draft and am now working on the third comprehensive draft.

CONEXPO-CON/AGG: Completed Earthmoving Education Track. We have been assigned our free 20' exhibit space and have begun planning for our exhibiting area - Display, Graphics and Staffing.

LICA Conventions: I have spoken with Paul Sandefur, redefining his role moving forward. He will revisit his proposal and resubmit to the Board for review at the Summer Meeting.

PerksCard: Met with Eileen and PerksCard representatives in NJ preparing to launch the LICA PerksCard. The marketing strategy and sales initiative were launched. A PerksCard representative will attend the Summer meeting in Omaha.

Bizplan and FlexSystem: Met with Eileen and the TASC representatives in NJ in preparation for the launching of the programs. Reviewed the administrative process. The marketing strategy and sales initiative were launched. A TASC representative will attend the Summer Meeting in Omaha.

Health Insurance: I spoke with the Day Spring representative (Richard Gaynor), reviewed the marketing plan and will meet with a pool and spa association which has successfully launched the program. Mailed 100 requests for census to a select group of LICA members. Only eight (8) members responded. This poor showing has stalled us moving forward.

Web Site: Renegotiated web site program for state chapters.

Summer Meeting: Secured exhibitors for opening reception at the Summer Meeting.

Directory: Designed the 2007-2008 cover.

"Just One:" As of June 30, 2007 we have 104 new members.

COMMITTEE REPORTS

ASSOCIATES

July 20, 2007

Meeting called to order 9:30, Friday, by Kent Rodelius for Sandy Welker.

Attending: Kent Rodelius; Charlie Schaefer; Leonard Binstock; Byron Spencer; Coretha and Norman Rozendaal; Mike Ahern; David Spangler; Linda Pedersen; Paul Anema; Bruce Mosier; Xenya Mucha

Open agenda, approved the minutes of the last meeting.

Jerry Biuso discussed: National LICA now run the summer conventions. National Associates have the option of participating in a display. Those participating are encouraged to send invitations to customers for Associates night to help grow the membership. The key to success is to keep the channels of communication open and to articulate the need and the proposed solution.

Magazine: Press releases and articles should come to Jerry. He is encouraging the Associates to send press releases and news worthy articles. The magazine distribution is 4,000. Additional copies are available to serve Associates needs. Once again, communication is key.

Paul Sandefur discussed: Upcoming meeting schedule; Mar '08- Con Expo; Summer '08 - (Undecided); Mar '09 - Nashville;

Associates held a lively discussion about the shift in Summer Meeting philosophy. Recommendation is to hold the meeting in an area that has potential members and customers. If the summer meeting has an associate reception, the support must come primarily from the local/regional sponsors. The national associates welcome the opportunity to participate but should not be asked to sponsor two conventions, the winter and summer.

Suggestions for 2009 summer meeting: St. Louis, MO, Indianapolis, IN, Iowa Field Days

Suggestions for 2010 for the Winter Convention: Savannah, San Antonio or Austin or Houston, Jacksonville, Tucson

Sandy Welker has finished her term as Chair; Kent Rodelius is now Chair.

Meeting adjourned at 10:45 am

AWARDS

July 20, 2007

The meeting was called to order by Chairperson Nancy Micsky.

Those in attendance were: Maretta Grattan, IA; Marilyn Robertson, NC; Linda Rule, NY; and Nancy Micsky, PA.

There was discussion on the importance of submissions for the awards and also making sure they follow the criteria on the forms. We encourage each state to submit applications for all awards.

Meeting adjourned at 10:35 am.

BUDGET REPORT

July 21, 2007

The meeting was called to order by Chairman Bruce Barnhart at 8:50am.

Those in attendance were: Steve Gerten, OH; Sandy Gulick, VA; Merlin Welch, CA; Bob Colburn, NJ; Dirk Riniker, KS; Bruce

"Board Minutes" continued on page 5

*Have you taken your LICA benefits out for a spin?
If not ... do it TODAY!
Let your dues work for YOU!*



COMMITTEE REPORTS (Continued)

BUDGET REPORT (Continued)

Barnhart, IA; Paul Sandefur, KY; Stan Seevers, IL; Leonard Binstock, ADMC; Doug Hey, NY; Nelson Wilson, MO; Bill Doubet, IL; Mareta Grattan, IA; Dean Neiswinger, IN; Harry Hauschild, NE; Anna Maresch, MD; Jerry Biuso, National LICA; Eileen Levy, National LICA

Discussion took place on the profit and loss of conventions. Paul Sandefur answered questions about the conventions. Myrtle Beach, the 2006 convention lost money. The 2007 convention in Orlando had a profit. A check will be issued to National. Motion by Dirk Riniker, second Bob Colburn that Paul attend the Executive Committee in October. Motion passed.

Stan Seevers from Water Table Management requested \$3,000 for the ADMC. Bruce explained that the money had been approved at the Executive Committee meeting, on the condition that LICA receive their newsletter and an annual financial statement. The check will be sent in October. Darrell Birge asked about LICA being on the Board of the ADMC. Leonard Binstock welcomed a member from LICA to their Board. Darrell Birge volunteered for the position.

Motion to present the new 2007-2008 Budget to the Board was made by Robert Colburn, second Dirk Riniker. Motion passed.

Harry Hauschild asked about rebates to be given to states from the dues incentive proposal that passed at the February convention. Nine states will receive \$10,580.

Motion to adjourn at 9:15am by Bob Colburn, second Merlin Welch. Meeting adjourned.

BY-LAWS

July 20, 2007

The meeting was called to order 1:35 pm by Chairman Paul Sandefur

Those in attendance were: Paul Sandefur, KY; Steve Miller, IA; Nordis Estrem, MN; Penny Hughes, KS; and Patti McArdle, NE.

Committee members discussed the by-laws changes approved at the Orlando meeting.

Recommendation to Board: Form special committee consisting of 2 members from each region to study the feasibility of realigning the regions to provide consistency on membership numbers and with growth in mind. Include in the consideration the possibility of increasing the number of "active" regions with fewer state chapters.

Motion to adjourn by Nordis Estrem, second Penny Hughes.

Meeting adjourned at 2:30 pm.

CERTIFICATION

July 20, 2007

The meeting was called to order by acting Chair Forrest Davis at 10:05 am.

Those in attendance were: Nordis Estrem, MN; Donna Clark, IN; Bob Clark, IN; Duane Colgrove, NE; Ron Jueneman, KS; Jeff Schell, KS; John Rothberg, NJ; Debbie Dickens, MO; Forrest Davis, IL; Eileen Levy, National LICA

Motion by Nordis Estrem, second Ron Jueneman for an open agenda.

Forrest discussed continuing education as a member benefit. In Illinois they continue to offer upgrades to education and charge for it. Illinois works with the U of I extension service, thru Kent Mitchell. Indiana is

COMMITTEE REPORTS (Continued)

CERTIFICATION (Continued)

working with the NRCS to build a certification program. Minnesota works with U of M. Missouri works with the state health department on septic education and would like to expand.

Forrest presented the summary of the ILICA Certification Program. It will be discussed at the Executive Directors meeting.

The advantages of LICA Certification is the value it presents to the land owner. Promoting the value of the education can be done through field days, farm shows and other ways.

Meeting adjourned at 10:50am.

CONSERVATION, EXCAVATION AND EARTHMOVING

July 20, 2007

The meeting was called to order by Chairman Ken Porter at 2:30pm.

Attending: Ken Porter, NE; Dirk Riniker, KS; Keith Samuelson, NE; Jim Bodwell, NE; Lawrence Fischer, NE; David Rule, NY; Walter Morimoto, CA; Jim Pruss, NE and Xenya Mucha

Jim Pruss read the minutes from the last meeting. David Rule made motion to approve, Jim Bodwell second. Motion carried.

Dirk Riniker made a motion for an open agenda, second by David Rule.

The group discussed ongoing issues of stormwater control. Dirk Riniker said the State of Kansas is actively regulating compliance. On certain jobs silt fences must be reinforced with chicken wire, doubling the cost of the fence. Small contractors are heavily impacted.

Ken Porter said State of Nebraska is also checking compliance on jobsites. The silt fence must be put in place before any excavation begins.

Jim Pruss expressed frustration with getting accurate CAD files from engineering firms. The firms do not stand behind the accuracy of the electronic files. If the job is not completed to spec because of electronic file inaccuracy, the contractor must make and pay for the corrections. In another job, the engineer did not disclose the need to de-water the site prior to constructing a landfill. The contractor had to find it to include it in the price of the job.

All members agreed that the 811 call line is a good service. It should be expanded to include private lines, but all agree it will take time.

Recommendation to legislative committee: keep working with Senators and Congressmen to have all counties mapped for utility lines including location and depth.

LICA Magazine article ideas: stormwater control, dust control; Members to interview: Jim Pruss, Ken Porter, Jim Bodwell, Dirk Riniker

Motion to adjourn by Dirk Riniker, second by Jim Pruss.

Respectfully submitted by Xenya Mucha

CONVENTION

July 20, 2007

The meeting was called to order at 11:15am by Chairman Paul Sandefur.

Those in attendance were: Paul Sandefur, KY; Bob Clark, IN; Nordis Estrem, MN; David Rule, NY; Marylin Robertson, NC; Harry

"Board Minutes" continued on page 6

COMMITTEE REPORTS (Continued)

CONVENTION (Continued)

Hauschild, NE; Donna Clark, IN; Kent Rodelius, MN; Xenya Mucha, Miriam Seevers, IL; Walter Morimoto, CA; Steve Robertson, NC; Nancy Micsky, PA; Shirley Mueller, WI; Leslie Mueller, WI; Paul Keppler, IA; Lori Keppler, IA; Steven Miller, IA; Brad McArdle, NE; Patti McArdle, NE; Penny Hughs, KS; John Rothberg, NJ; Darrell Birge, IN; Sandy Birge, IN; Norm Rozendaal, IA; Coretha Rozendaal, IA; Dirk Riniker, KS; Nelson Wilson, MO; Jean Davis, IL; Rhonda Neiswinger, IN; Janice Litweiller, IL; Darrell Birge, NE; Maura Dibble, NY; Linda Rule, NY; Maretta Grattan, IA; and Debbie Dickens, MO.

Motion for open agenda by Nordis Estrem, second by David Rule-carried.

Patti McArdle discussed the Omaha meeting and thanked everyone for coming. Debbie Dickens reported on Las Vegas. The headquarter hotel for LICA will be Circus Circus. She encouraged everyone to register for ConExpo through LICA. Jerry Biuso discussed manning the LICA booth at ConExpo and registered the importance of registry through LICA.

There was discussion on the site for the summer 2008 meeting. The associates have requested clarification on the exhibiting concept at the summer meeting. Jerry Biuso explained that the purpose for exhibitor reception was for the benefit for local and regional dealers. Of course, national associates are welcomed.

The location of the summer 2008 meeting was discussed. Motion by Nordis Estrem to recommend the board approve LaCrosse, WI provided it is affordable with a back up location of Harrisburg, PA. The final decision to be made by the National Offices, second Bob Clark. Passed.

Discussion on the Nashville 2009 winter meeting. Currently still negotiating facilities.

Discussion on possible sites for winter 2010. It was the consensus to look into Savannah, San Antonio, Austin, Houston, Tuscon, El Paso, and Jacksonville.

Meeting adjourned at 12:00 pm.

DEVOTIONS

July 20,2007

The meeting was called to order at 1:35pm by Chairman Bill Esposito.

Those in attendance were: Linda Rule, NY; Nancy Micsky, PA; Norman Rozendaal, IA; Coretha Rozendaal, IA; Bill Esposito, NJ; and Maretta Grattan, IA.

Open Agenda

Approval of previous minutes.

Old Business: CD will be ready for Las Vegas; Curtis is no longer a member

New Business: Sunday evening devotions in Las Vegas. 11-14th; Ask a state to have a devotion each day. 5-10 minutes; Ask Sandy Birge and Evelyn Cottrell to chair.; Maretta will contact her cousin in Tennessee to come and speak.

Meeting adjourned

COMMITTEE REPORTS (Continued)

EDUCATION

July 20, 2007

The meeting was called to order at 1:30 pm by Chairperson Marretta Grattan.

Those in attendance were: Bob Colburn, NJ; Kenneth Masser, PA; Maura Dibble, NY; Lori Keppler, IA; Jon Seevers, IL; and Steve Robertson, NE.

Motion for an open agenda by Maura Dibble, second Bob Colburn. Motion passed.

Motion to accept previous minutes as written by Jon Seevers, second Bob Colburn. Motion passed.

No old business.

New Business: Bob Colburn- some scholarships are distant relatives, would like to keep it closer. Made motion to prioritize LICA scholarships by: standing of member, children of member and grandchild. Motion seconded by Jon Seevers. Motion passed.

Motion to adjourn- Bob Colburn.

EXECUTIVE DIRECTORS

July 21, 2007

The meeting was called to order by Chairman Patti McArdle at 9:08 am

Those in attendance were: Patti McArdle, NE; Jan Loken, MN; Nordis Esterm,MN; Maura Dibble,NY; Penny Hughs, KS; Marilyn Robertson, Carolinas; Janet Burke Doubet, IL; Donna Clark, IN; Dawn Demuth, OH; Wayne Maresch, DelMarVa; Paul Demuth, OH (for Ron Cornwell), Dan Rasmussen, IA; Paul Sandefur, KY; Shirley Mueller, WI; Debbie Dickens, MO; Larry LaFollette, MO; Nancy Micsky, PA; Jerry Biuso, NJ; Nelson Wilson, MO; Worthin Grattan, IA; Maretta Grattan, IA

Wayne Maresch made the motion for an open agenda. Nordis Esterm seconded. Carried.

Dan Rasmussen made the motion to approve the minutes as printed, second by Penny Hughs, carried.

Jerry Biuso would like to have an Executive Director workshop at the National office in Illinois in September. Tentatively scheduled for September 11 & 12th.

Discussion was held on: New brochures from National that can be edited for each state; Welcome package for new members; Working on Health Insurance program; ConExpo; Benefit package; Ads for use by the contractor; Websites; LICA Magazine; Articles of interest for the magazine; Newsletters

Eileen Levy talked about: C N A putting on a 10 hour OSHA program for the states; Starting a certification program for the states; The rebates are counted from June 30 – June 30, and the checks are coming; National sends out a welcome package to each new member; Changing the dues structure

Motion made by Dan Rasmussen that dues received from April 1st for the first year of membership will be good through September 30th of the following year. Giving six (6) months of free membership for new members. Second Nordis Estrem. Carried.

Motion to adjourn by Nancy Micsky, seconded by Penny Hugh. Carried.

“Board Minutes” continued on page 7



Dig In ...
www.LICANational.org

COMMITTEE REPORTS (Continued)

INSURANCE

July 20, 2007

The meeting was called to order at 1:30 pm. By Chairman Doug Hey

Those in attendance were: Doug Hey, NY; Bruce Barnhart, IA; Wayne Litweiller, IL; Stan Seevers, IL; David Rule, NY; Jan Loken, MN; Shirley Mueller, WI; Joni Hey, NY; Paul Anema, IA; Linda Pedersen, IA; Bruce Mosier, IA; David Orear, KS; Justin Sage, KS; Dirk Riniker, KS; Marylin Robertson, NC; David Spangler, CA; Byron Spencer, IL; Michael Ahern, IL; Donna Clark, IN; Bob Clark, IN; and John Rothburg, NJ.

Doug read the previous minutes, motion by Dirk Riniker, second Justin Sage to approve.

Old Business:

The term life insurance has not had any claims this year. We are looking for a new contract for next year;

Health Insurance - we are still in the process of getting quotes. We are having trouble getting information from the members for comparison

New Business:

Doug introduced Mike Ahern, CNA, Dave Spangler, CNA And Byron Spencer, Norman Spencer Agency. Mike discussed the CNA Business and where the losses are coming from. CNA will have two seminars at ConExpo in LasVegas;

Doug introduced the representatives from Prins Insurance and they discussed their program;

Discussed the possibility of getting the name of CNA insured to send information to non-LICA members.

Motion to adjourn at 2:00pm by Bruce Barnhart, second Dirk Riniker.

LADIES

July 20, 2007

Maretta Gratten led us in an opening prayer.

President Linda Rule called the meeting to order at 2:30 pm.

New members present: Sally Wurtele, NE, Susan Nelson, NE, Benita Adams, NE, Linda Orear, KS, Donna Clark, IN, Rita Lloyd, NE.

Nancy Micsky made the motion to have an open agenda, Patty McArdle seconded, motion carried.

Maura Dibble read the minutes from Orlando, Fl Mary Wemhoff made the motion to approve the minutes as read. Nancy Micsky seconded. Carried.

Old Business:

The balance of the ladies money as of 7/20/07 is \$8,955.00 New Jersey deducted. The money has not been deducted for the scholarship or the ladies program in Nebraska.

New Business:

Nordis Estrem made the motion if we are going to have a luncheon in Las Vegas, it would come out of the ladies money. Mary Wemhoff seconded. Carried. We will try to make the arrangements for a tour for the ladies in Las Vegas, for example behind the scenes of a show.

Miriam Seevers make a motion to pay up to \$1000 for ladies program for the Summer meeting in LaCrosse, Wisconsin or Harrisburg, Pennsylvania . Maretta Gratten seconded. Carried.

COMMITTEE REPORTS (Continued)

LADIES (Continued)

Patty McArdle made the motion to pay up to \$500 for a children's program if needed for the summer meeting in Wisconsin or Pennsylvania. Coretha Rozendaal seconded.

A recommendation will be made to the convention committee that on the registration, they ask if their children will be participating in a children's program and their ages.

Education Committee:

Maretta Gratten talked about the scholarship program.

As far as the ladies committee officers, Nordis Estrem made the motion to keep the slate of officers until the meeting in Nashville, Anna Maresch seconded, carried.

Discussion was held on the silent auction fund raiser

Motion to adjourn at 3:05 pm by Shirley Mueller, seconded by Mary Wemhoff. Carried.

Respectfully submitted,

Maura Dibble

LEGISLATIVE

July 20, 2007

The meeting was called to order at 10:10 am by Wayne Maresch

Those in attendance were: Wayne Maresch, MD; Den Neiswinger, IN; Paul DeMuth, OH; Don Loken, MN; Madelyn Gulick,VA Jim Wemhoff, NE; Leslie Mueller, WI; Dirk Riniker, KS; and Walt Morimoto, CA.

Approval of agenda, noted-approved. Open Agenda.

Previous minutes read by Wayne.

Don Loken brought up Farm Utility Taps - Company will not locate need to pressure Common Ground Alliance and Congress to change this. Wayne will follow-up with CGA.

Old Business:

More of the lobbying efforts were passed. We need to bring to the Congress' attention again: 1) watershed issue 2) the need to maintain the health care 3) energy- discussion of new sources of energy (sugar beets, etc.) 4) immigration reform 5) make tax cuts permanent.

Wayne will set up the next meeting for the Washington trip by the Winter Convention. Chris Johnson will be asked to set up the bus arrangements. Discussion for new site for dinner. Wayne will check for us.

New Business:

Same issues will be brought up at winter meeting. No other suggestions were made to put on the issues for the Washington trip.

Dean made motion to adjourn, Don Loken, second.

Meeting adjourned at 10:40am by Wayne.

LONG-TERM PLANNING/PAST PRESIDENTS

July 20, 2007

The meeting was called to order at 1:30 pm by Chairman Harry Hauschild.

“Board Minutes” continued on page 8

COMMITTEE REPORTS (Continued)

LONG-TERM PLANNING/PAST PRESIDENTS (Continued)

Those in attendance were: Duane Colgrove, NE; Charley Lloyd, NE; Worthin Grattan, IA; Don Loken, MN; Harry Hauschild, NE; Nelson Wilson, MO; Walter Morimoto, CA; Doug Hey, NY; and Darrell Birge, IN.

Open agenda and previous minutes approved as written.

Discussion to continue Washington DC trips strongly emphasized and to give full support to new legislative chair Brad Barringer.

The committee would like to see LICA work closely with Common Ground Alliance and other coalition groups in DC in the future. States should make efforts also to have meetings on local basis with state legislators annually. Doug Hey related benefits of CNA and Continental-Western Insurance Program for LICA. Health insurance program still needs work; poor survey responses.

Idea of having Region V.P.'s designate individuals to various committees was excellent.

Motion to adjourn by Nelson Wilson, second by Doug Hey. Meeting adjourned.

MEMBERSHIP

July 20, 2007

The meeting was called to order at 10:10 am by acting Chair Maura Dibble

Those in attendance were: Lori Keppler, IA; Paul Keppler, IA; Sandy Gulick, VA; Steve Gerten, OH; Merlin Welch, CA; Jan Loken, MN; Shirley Mueller, WI; Dawn DeMuth, OH; Bill Esposito, NJ; David Rule, NY; Dan Rasmussen, IA; Carley Floyd, NE; Harry Hauschild, NE; Wayne Litweiller, IL; Nelson Wilson, MO; Ken Masser, PA; Lawrence Micsky, PA; Nancy Micsky, PA; Bruce Barnhart, IA; Lawrence Fischer, NE; and Norman Kocher, IL.

Jan Loken motioned for an open agenda, Shirley Mueller, second. Motion passed.

Minutes read from the winter meeting. Motion to accept by Steve Gerten, second Merlin Welch.

Old Business: The launch of the magazine and new benefits. Also, looking for three other benefits. Benefits are important but need to be used

Bill Esposito talked about his 6-pack experience. 6-pack have a phone 866-746-5678, Jerry got them to implement Build Your Network (6-pack and Perks) turn to National with problem. 6-pack is per household (10 per household)

Jerry Biuso and Harry Hauschild recruited 6 new members on Monday.

Ideas to use for recruitment: go face to face; offer to pay half, rate return will be good. Maybe tax deductible donation to LICA. Illinois- 6 recruits.

Minnesota has 95 members Jerry will go to help. Anyone that goes out to get one Jerry will give money back guarantee if they aren't happy.

We have 20 ft booth, 20,000 to be part of Expo. Jerry is part of education committee 16 sessions we do intros. Talk about who LICA is, what we have to offer. Things are different than they were before.

In every issue of magazine will cover east, central, and west. Call Jerry if you need help with newsletter. Penn mailed 2700 pieces of mail.

COMMITTEE REPORTS (Continued)

MEMBERSHIP (Continued)

Name recognition was awful. Try again in September. Jerry wants to expand to other types of businesses such as Landscapers, need to be proactive.

Dan Rasmussen, IA- if we don't have membership, kiss it goodbye. Now we have benefits, we don't use. Members need to be involved. They will tell you what they want. They have to buy into it. If they don't it won't happen. Insurance program has helped membership. After so many years you build a reputation. People will call you.

Not all member benefits fit all members. Executive Director doesn't have to go it all, help members to do it so they begin. No way Jerry can sell one member without the credibility of members. Noise level determines success of networking. District recognition was strong in Iowa; need to spread that to other states. Put resources where it will work.

Bruce Barnhart, IA- starting to get National benefit. Need to also have state benefits, Looking at health insurance. We need representative sample from all states. Multiple benefits so we have a choice. We have an insurance agency recruiting for us. Jerry is working on health insurance for two years. Jerry needs national program not state. He can't do that unless he gets information.

77% said they wanted health insurance but can't get information back.

Land and Water came to Minnesota. Wanted to do article on non-member, required them to be a member. He paid dues because he wanted to be in magazine.

Dan Rasmussen, IA- pro-rated dues will come up in executive directors meeting. Want to get rid of pro-rated dues.

Motion to adjourn- Jan Loken, Bill Espisito, second. Motion passed.

SAFETY

July 20, 2007

The meeting was called to order at 11:15 am by Chairman Don Loken.

Those in attendance were: Jon Seevers, IL; Merlin Welch, CA; Stan Seevers, IL; Bill Esposito, NJ; Lawrence Micsky, PA; Kenneth Masser, PA; Sandy Gulick, VA; Steve Gerten, OH; Jerry Biuso, LICA; Bill Doubet, IL; Worthin Grattan, IA; Justin Sage, KS; Ron Jueneman, KS; Jeff Schell, KS; David Orear, KS; David Spangler, CA; Forrest Davis, IL; Norman Korker, IL; Wayne Litweiller, IL; Michael Ahern, IL; Byron Spencer, IL; Don Loken, MN; and Jan Loken, MN.

Approval of agenda.

Motion for an open agenda, Stan Seevers, second, Steve Gerten. Motion passed.

Minutes read by Don Loken.

Old Business:

Ten Components of Safety. Jerry on Safety Plan, would like to put it on CD. All your forms will be on this CD. First Aid Kit, Tool Talk etc. form, First Injury Report.

Need to tell Jerry what else we would like it will be a free booklet to members. By September it will be ready for approval. Ask about a video for LICA Training. Ask to put article in newsletter on safety then have a list of videos that are available. Safety issues will be in newsletter coming out.

"Board Minutes" continued on page 8

COMMITTEE REPORTS *(Continued)*

MEMBERSHIP *(Continued)*

Have CNA put in an article of any accidents that LICA contractors can learn from.

Suggestion that CNA has a lot of information on their website, but hard to get into. But there may be 40-50 articles that Jerry needs to get written approval from CNA to use their safety articles.

Who is involved with MSHA.

CNA- gave reports on what percent they paid out in injuries. Liabilities, Auto, Property, Claim, hail damage.

A good web-site is OSHA.gov

List item on what can happen on the job site and what to watch out for.

Motion to adjourn by Sandy Gulick, second Stan Seevers, meeting adjourned.

TECHNOLOGY

July 20, 2007

The meeting was called to order at 2:30 pm.

Those in attendance were: Jon Seevers, IL; Steve Robertson, NC; Lori Keppler, IA; Steven Miller, IA; Dean Neiswinger, IN; Bob Clark, IN; Penny Hughes, KS; Steve Gerten, OH; Rhonda Neiswinger, IN; Bob Colburn, NJ; Paul DeMuth Jr., OH; Kenneth Masser, PA; David Orear, KS; Leonard Binstock, MN; and John Rothberg, NJ.

Jon Seevers moved to approve the previous minutes as written, second Steve Gerten.

No additional topics added- resubmit topics listed. Those topics being: GPS, Bio-Diesel, Computer Control Technology and Computer Control Diagnostics.

No additional old business.

The new committee chair will be Penny Hughs.

Penny Hughes- Kansas will volunteer to chair. Topics- Ebay in your business, computer maintenance- empty trash etc., and basic e-mail. Additional hands on computer classes were discussed.

Meeting adjourned

WATER TABLE MANAGEMENT

July 20, 2007

The meeting was called to order at 10:00 am

Those in Attendance were: Jon Seevers, Stand In Chairperson, Janet Burtle-Doubet, Illinois LICA; Jim Jett, Ohio; Steve Robertson, NC; Darrel Stromer, NE; Bob Colburn, NJ; Charlie Schafer, IA; Kent Rodelius, MN; Dean Neiswinger, IN LICA; Worthin Grultan, IA; Stan Seevers, IL; Jim Bodwell, NE; Bill Doubet, IL and Leonard Binstock, MN

The meeting began with a power presentation by Leonard Binstock from the Agricultural Drainage Management Coalition (ADMC) on the hypoxia report and EPA plans for reducing the amount of Nitrates and Phosphates in the water entering the Gulf of Mexico. Many conservation groups are actively pushing for less conventional sub surface drainage, however, ADMC and their partners are collecting data through the Conservation Innovation Grant showing how controlled drainage can continue to provide increased production for farmers and address the hypoxia concerns.

COMMITTEE REPORTS *(Continued)*

WATER TABLE MANAGEMENT *(Continued)*

Charlie Schafer of ADMC and Agri-Drain Corporation have met recently with EPA in Springfield Illinois and others in Washington on this subject; will continue to be committed to the research that will provide the data required to document these results. ADMC is looking for additional sponsors to complete the matching funds required to build on the current research projects.

After questions from the committee and those attending, minutes from the February 16, 2007 meeting were read and approved. Stan Seevers moved that the committee should request that the Executive Committee of National LICA consider ADMC's request for additional sponsorship and that the Water Table Management Committee recommends they give the \$3000 required for sponsorship level participation. It was seconded by Bill Doubet and carried. Janet Doubet will complete the Committee Recommendation Form for this motion.

Janet Doubet will follow up with Midwest Workshop Committee members to come up with the brochure needed for the 2007 Illinois Farm Progress Show, August 28 – 30, 2007 to distribute from ILICA's exhibit in the Partners in Conservation Tent. Charlie Schafer gave a small update on the conservation assessment buffer management and said those meetings have been encouraging.

Kent Rodelius moved to adjourn the meeting, Worthin Grattan seconded and the meeting was adjourned at 11:10 am.

Board Action

Board Motion by Sandy Gulick, Second Steve Robertson to have the summer meeting in Harrisburg, PA. Discussion took place. Motion failed. Motion by Harry Hauschild, second Don Loken to have the meeting in LaCrosse, WI discussion took place on room rates and air fare, not all information is available. Motion passed. *[Editor's Note: See Old Business for final motion.]*

Board Motion by Harry Hauschild, second Dirk Riniker that the dues received from April 1st for the first year of membership will be good through September 30th of the following year. Giving six (6) months of free membership for new members. Motion passed.

OLD BUSINESS

A. The summer meeting for 2008. David Rule made the motion that the original recommendation from the convention committee be made: The Board approve LaCrosse, WI, provided it is affordable, with a back up location of Harrisburg, PA. The final decision to be made by the National Officers. Second Sandy Gulick. Discussion took place on the information available for the site and the time required to plan the meeting. Motion passed.

NEW BUSINESS

A. Debbie Dickens presented information for the 2008 Las Vegas Convention. ConExpo has not sent the information for the mailing yet. As soon as possible the packets for registration will go out. You must register for ConExpo before you can make hotel reservations. It is possible to register on-line, but please make sure to list LICA on the registration form.

B. Darrell Birge announced the states having field days, Indiana, Michigan, Illinois, Iowa, Ohio, and Missouri. He also thanked everyone for attending.

Motion to adjourn at 3:20pm by Bob Colburn, second Steve Gerten

Land Improvement Contractors of America

2007-08 Budget

INCOME	BUDGET
Contractor Dues	\$ 225,000
Associate Dues	10,000
Affl & Subs	1,000
Member Services	1,000
Interest	13,000
Discretionary Funds	20,000
Total Income	270,000

EXPENSES	BUDGET
Rent	\$ 21,500
Office Supplies	3,000
Postage	3,000
Professional Srv	3,000
Print & Publications	4,000
Telephone	3,000
Bank Charges	500
Total	38,000
National Staff	105,000
Taxes	3,000
Travel	15,000
Total	123,000
Legislation	15,000
Scholarships	3,000
Public Relations	6,000
Safety & Member Services	10,000
Term Insurance	27,000
Total	61,000
State Reimbursement	10,000
Executive Committee	30,000
Committees	6,000
Liability Insurance	2,000
Total	48,000
Total Expenses	270,000

LICA Scholarship Winners



Ashley Elizabeth Esposito

Ashley Esposito, daughter of Bill and Debra Esposito of Scotch Plains NJ. Ashley is a graduate student James Madison University and is majoring in secondary education.



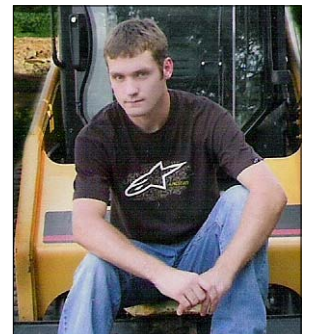
Sara Heaton

Sara Heaton, daughter of Fred and Jan Heaton of Homer, Michigan. Sara Attends Michigan State University and is majoring in accounting.



Lauren Reichert

Lauren Reichert, daughter of Brenda and Mike Reichert of Lewistown, Ohio. Lauren is a senior at Indian Lake High School and plans to major in Physical therapy at the college level.



Kevin Weatherly

Kevin Weatherly, son of George and Pat Weatherly of Hastings, Minnesota. Kevin is a senior at Hastings High School & Dakota County Tech. School and would like to attend a Heavy Equipment Operator course in Staples, Minnesota.

2008 CONEXPO-CON/AGG Update

If you are planning on attending the 2008 CONEXPO-CON/AGG construction trade show in Las Vegas this coming March, you will need to know the following:

- 1) Your informational packet with registration forms should be in the mail to you by the first part of September.
- 3) You will need to register for CONEXPO-CON/AGG before you can secure a hotel room.
- 4) You can register for CONEXPO-CON/AGG and/or the LICA Convention ... all through LICA. Registration information for

both will be in the informational packet coming your way at the end of August.

- 5) LICA has selected Circus Circus as its headquarters hotel and has reserved a block of rooms.

As always, if you have questions, please call the National LICA office at 630-548-1984. Or you can register for CONEXPO-CON/AGG and your hotel room online at: www.conexpoconagg.com. (Be sure to mark "LICA" under the Association dropdown menu.) REGISTER EARLY! In 2005, the hotels sold out!

Our Winning Chapters!

As part of the “Just One” membership development program, state chapters will receive a \$5 per member rebate on their national dues if the chapter increases its membership by 10%. In addition, state chapters receive \$5 per

member rebate on their national dues for every 100 members they have. This year’s winning chapters were: Indiana, Iowa, Kansas, Missouri, Nebraska, New Jersey, and New York. Pictured below are representatives of those chapters

holding rebate checks they received at our National LICA Summer Meeting in Omaha. The checks ranged from \$ 70 to \$ 5,600. Your chapter can also get a rebate ... just start signing up new members! Just One!



Leadership

by Wayne F. Maresch, LICA Legislative Liaison

Leadership is something we often hear about, but seldom think about it in ourselves. It is my contention that every LICA member is, or should be a leader. That does not mean you should be at the head of a large contingent of contractors or others, but that your actions should be those of a leader. A leader influences others to act by his or her actions. He or she does those things that build the organization and contribute to its mission. They have a vision of what LICA should be and how it should get there. They have the courage to express their views and the willingness to work to make them come true.

Leaders are consistent and truthful. They will tell the truth, even when it hurts. Leaders can inspire others to do the job that needs to be done. Leaders do not believe that it is better to "let George do it." If they did, the job might never get done. Leaders are courageous and step up to the plate whenever needed. And, they look for problems to solve within the organization. They do things they don't like to do whenever it is necessary. Leaders are dependable. They take advantage of even the smallest opportunity to get the job done, but never at the expense of others. They may not hold an office in the organization, but others look to them as the example to follow.

LICA has embarked on the “Just One” path to increase membership in order to strengthen LICA's position as representative of the small earthmoving contractor. This should give every LICA member the opportunity to demonstrate their abilities as leaders. Each should do whatever it takes to get those new members, in order to help build LICA as a "World Class" contractors' organization. We all need to do our part to make this endeavor a total success. Can you do it? I think every LICA member can.

Contacting Your Lawmaker

by Wayne F. Maresch, LICA Legislative Liaison

Once a year, we make a special trip to the Capital to meet with our legislators, make them aware of issues that affect our businesses, and try to convince them to take action favorable to our cause. If we don't contact them more often than that, we can't expect them to keep us in mind for more than a few weeks after our visit. If we really want to be effective, we need to utilize other means to keep them aware of our needs and our position on legislative issues. It's true that organizations like the U.S. Chamber of Commerce and the National Federation of Independent Businesses maintain a staff to look after the interests of small business, but even that is not as effective as contacts made by a voting constituent.

Some of the things you can do:

1. Keep abreast of legislative activities so you are fully aware of how they will affect your business and natural resource conservation.
2. Whenever an issue that concerns you arises, write your legislator. Fax or e-mail is better these days because of the fear of letters being loaded with biological contaminants. However, a fax on your business letterhead certainly will be noticed. Keep the correspondence to one page and only one issue to a page.
3. Play up the small business aspect in your correspondence. Small business is a major factor in our economy. Legislation that hurts small business hurts the entire economy.

4. Tell the story of your own company. How did you get into the position? How have you benefited the community? How many employees do you have? How will the issue affect you and your employees? Your personal story makes a big difference.
5. When Congress is in recess, invite your Congressman or Senator to lunch. They really like free lunches and this will give you the opportunity to fill them in on your company, your concerns, and LICA.
6. Invite the legislator to speak at your Chapter's Annual Meeting. Legislators love to speak to a crowd. What better crowd to speak to these days than one concerned with the environment?

In every case, it pays to do something. Like the lottery advertisements say, "You can't win if you don't play."



International Construction & Utility Equipment Exposition

October 16-18, 2007

Louisville, KY USA/ Kentucky Exposition Center

ICUEE 2007, also known as The Demo Expo, will be held October 16-18, 2007 at the Kentucky Exposition Center in Louisville, Kentucky. The show will also feature hands-on working equipment demonstrations and more than one million net square feet of the latest in equipment, technologies, products and services.

A cornerstone of ICUEE 2007 education will be a special co-located education program conducted by Underground Construction Technology (UCT). UCT is the respected industry authority known for benchmarking education and training programs related to underground construction and rehabilitation infrastructure.

Seminars on above-ground and overhead equipment technologies and trends will complement the UCT offerings. New for the 2007 ICUEE is that all show seminars will offer Continuing Educational Units (CEUs) credit to attendees.

The latest details are on the show website (www.icuee.com), and attendees can sign up online. Ticket packages are available to allow attendees to customize their ICUEE education experience, and advance registration offers cost savings.

National Land Improvement Contractors of America

3080 Ogden Avenue, Suite 300
Lisle, IL 60532

PRESORTED
FIRST-CLASS
U.S. POSTAGE
PAID
JEFFERSON CITY, MO
PERMIT 364