

The LICA NEWS

Volume 21 Number 2

The Land Improvement Contractors of America

March/April, 2008



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Congratulations Award Winners!

Contractor of the Year
Lawrence Micsky

Contractor Wife of the Year
Cathy Cantrell

Hancor On-Site Waste
James Addison

Entrepreneurship
Ron & Debbie Garofalo



↑ *LICA members, along with a couple other CONEXPO-CON/AGG attendees, are on hand for the grand unveiling of the new John Deere 764 high-speed dozer. "Thank You" to Xenya Mucha for extending a personal invitation to LICA members to attend this historic event.*

LICA had a successful convention in Las Vegas. The convention was shortened to two days to accommodate CONEXPO-CON/AGG. Sunday was a full day of committee meetings. Concern over "farm taps," underground utilities, and National LICA's role was discussed in several committees. The Water Table Management Committee, with the cooperation of our Associates, is planning a Drainage Workshop prior to the Convention in Nashville, February of 2009. The Convention Committee presented Iowa for the Summer Meeting in July 2009. Austin, TX was picked as the Convention site for February 2010. The Education Committee will be giving out three \$1,000 scholarships this year. Complete minutes of all committees are included in this *LICA News*.

The Board and Delegate Meetings were held on Monday. Bruce Barnhart, former Region IV Vice President, from Iowa was elected National Vice President. The Strategic Plan was reviewed once again. Chairman Darrell Birge reminded the members to start thinking about the future of LICA and what new goals should be set.

The Convention concluded with the Awards Banquet on Monday Night. LICA members were recognized for their achievements. Lawrence Micsky, Pennsylvania LICA, won Contractor of the Year. Cathy Cantrell, Carolinas LICA, was Contractor Wife of the Year. Mike Hagen, from Hancor, presented the On-Site Waste Award to James Addison, Pennsylvania LICA. The Indiana Chapter was the "Top State" for 2007. Ron and Debbie Garofalo, New Jersey LICA, received the Entrepreneur of the Year for their diversification. Executive Vice President Jerry Biuso recognized John Weatherhead with a plaque in appreciation for all his hard work in launching the *LICA Contractor* magazine.

Tuesday was the opening of CONEXPO-CON/AGG. There were over 2,000 exhibitors, including LICA. Contractors were able to kick a lot of tires and see plenty of iron with the other 144,600 who attended. For the first time, LICA sponsored several educational seminars. For the last three years, Executive Vice President Jerry Biuso served on the CONEXPO-CON/AGG Education Committee and, along with LICA contractors developed this very successful, twelve-session "Earthmoving Track" of seminars.

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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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 *Dean Neiswinger*

Hello Fellow Contractors,

This is my first message as President of this great Association. We had a good convention at Las Vegas. I would like to congratulate all of the award winners. Of course, I was very pleased to see the great state of Indiana be named Top State for 2007. Cathy Cantrell, Carolinas LICA, was named Contractor Wife of the Year; Lawrence Micsky, Pennsylvania LICA won the Contractor of the Year; James Addison, Pennsylvania LICA, was the Hancor On-Site Waste Winner; and Ron and Debbie Garofalo, New Jersey LICA, were the Entrepreneurs of the Year. Again, congratulations to all of these deserving winners.

If you missed the convention, you missed a great time. But most importantly, you missed seeing me in a neck tie for four solid hours! If it had been up to me, the tie would have STAYED in Vegas!

As if the neck tie wasn't enough, I even wore the official green LICA polo shirt during my shifts in the LICA booth. I don't wear polo shirts. My first act as President was to tell Jerry the official booth attire should be a denim button shirt with the LICA logo and a cowboy hat. I don't know if I really have the power to make this happen but. . . .

Thanks to the many volunteers for manning the booth.
I am looking forward to a great year.

Dean Neiswinger
National LICA President



Above left: Darrell Birge (far right), LICA Chairman of the Board, presents Bob and Donna Clark the Top State Award for Indiana LICA; Above right: Nancy Micsky (left) congratulates Cathy Cantrell, Carolinas LICA, for winning the Contractor's Wife of the Year Award; Below left: Mike Hagen (right) of Hancor, Inc. presents Richard Cottrell (standing in for an absent James Addison, Pennsylvania LICA), with the Hancor On-Site Waste Award; Below right: Debbie and Ron Garofalo (right) accept the Entrepreneur Award from John Weatherhead, Reed Publications.

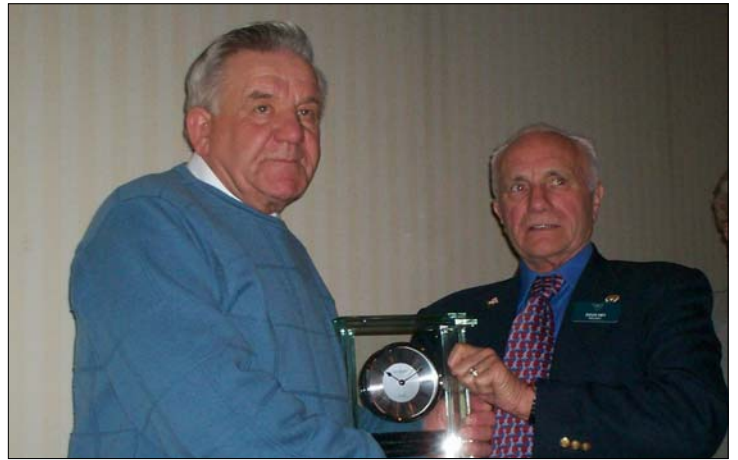


Our 2008 Leaders



↑ From left: Bruce Barnhart, National LICA Vice President; Dean Neiswinger, National LICA President; and Doug Hey, National LICA Chairman

Contractor of the Year



↑ Lawrence Micsky, Pennsylvania LICA, receives the 2007 Contractor of the Year Award from Doug Hey, (right), National LICA 2007 President.

Weatherford Recognized



↑ Jerry Biuso, National LICA Executive Vice President, presents a plaque to John Weatherford (right) of Reed Publications in recognition of his valuable contributions to launching the LICA Contractor magazine.

Contractors at Work



↑ Your LICA delegates address a variety of issues during the 2008 Delegates Meeting, held March 10 in Las Vegas.

LICA Booth a Big Hit at CONEXPO-CON/AGG



↑ From left: Margie Schimmoeller, Jack Costello, Andrew Levy, Jerry Biuso, Brenda Basey, Don Estrem and Frank Sweetin (back to camera) line up at the LICA booth, ready to "work the crowd" at the 2008 CONEXPO-CON/AGG Trade Show.

Land Improvement Contractors of America Delegates Meeting

Las Vegas, NV ♦ March 10, 2008

CALL TO ORDER

The meeting was called to order by President Doug Hey at 10:30am at the Circus, Circus in Las Vegas NV

CREDENTIALS REPORT

Sandy Gulick called roll and declared a quorum present. A complete roll call is included below.

California

President Merlin Welch
1. Walt Morimoto
2. Rodney Fike

Carolinas

Pres. Brad Barringer (proxy)
1. Steve Robertson
2. David Cantrell

Colorado - absent

DelMarVA - absent

Florida

President Leon DuBois
1. Geri Mulford

Illinois

President Bill Dean
1. Jon SeEVERS
2. Wayne Litwiller

Indiana

President Bob Clark
1. Owen Row (proxy)
2. Guil Wehr (proxy)
3. Chris Snidler (proxy)

Iowa

President Steven Miller
1. Mark Erpelding
2. Maretta Grattan
3. Dan Vorwald
4. Roger Schoon
5. Bruce Lemann
6. Shelley Barnhart
7. Russ Peters
8. Leo Rieken

Kansas

President Ron Juenemann
1. Harold Thole
2. David Bose
3. Fuzz Haile

Kentucky - absent

Michigan

President Will Word
1. Mike Cook
2. Jerry Humpala

Minnesota

President Doug Gysbers
1. Don Estrem
2. Don Loken

Missouri

President Milburn Davis
1. Ken Balkenbusch (proxy)
2. Nelson Wilson
3. Larry LaFollette

Montana - absent

Nebraska

Pres. Charley Lloyd (proxy)
1. Ted Lashley
2. Ken Porter
3. Keith Samuelson

New England - absent

New Jersey

President Ron Garofalo

New York - absent

Ohio

President Jim Jett
1. Paul DeMuth
2. Ray Miller

Pennsylvania

Pres. Kenneth Masser (proxy)
1. Lawrence Micsky
2. Richard G. Cottrell

South Dakota

President Laurence Carr

Virginia

President Chris Johnson
1. Greg Harrison (proxy)
2. John Stanford (proxy)

Wisconsin

President Norm Greeb

Wyoming - absent

CREDENTIALS REPORT (Cont.)

Executive Committee

Chairman Darrell Birge
President Doug Hey
Vice Pres. Dean Neiswinger
EVP Jerry Biuso
Region 1 absent
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
Louis McFarland
Geraldine Mulford

Associate Chair - absent

Ladies Chair - absent

NECROLOGY REPORT

California

Robert C. Hughes, Merced

Illinois

Norman Arras, Smithon
Richard Lasser, Joliet

Iowa

Hugh Hickenbottom, Fairfield
Otis Hilmer, Dysart
Percy Kaasa, Davenport
Darald Larsen, Walnut
Ron Miesel, Irwin

Indiana

Donald E. Gross, Churubusco

Kansas

Lee Fisher, Belleville
Muriel Glessner, Junction City
Leo Oelschlaeger, Linwood

Missouri

Weldon Tague, Gorin

Montana

Frank "Bud" Jones, Hinsdale
Ted Pyle, Miles City

Nebraska

Ralph Trausch, Roseland

Ohio

Edgar Cunningham, Middlefield
Ron Shelerick

Wisconsin

Lewis Fish, Janesville
Fred Gehler, Waterloo
Richard Jaeckel, Jefferson

APPROVAL OF AGENDA

Motion by Russ Peters for an open agenda, seconded by Chris Johnson.
Motion passed.

APPROVAL OF PREVIOUS MINUTES

Motion by Bruce Barnhart, seconded by Sandy Gulick and carried to approve the previous minutes of February 17, 2007 as printed in the LICA News. Motion carried

REPORTS

Executive Vice President - Jerry Biuso

LICA Contractor - Completed three issues of the *LICA Contractor* magazine. The magazine has been very well received by our members and throughout the industry. A magazine generally takes at least two years to break even and we had a modest profit with the third issue.

"Delegates Meeting Minutes" continued on page 5

Delegates Meeting Minutes *(Continued from page 4)*

REPORTS *(Cont.)*

Executive Vice President - Jerry Biuso *(Cont.)*

Editorial content has been established for the four 2008 issues and advertising sales are ahead of last year. I am now working on the Spring '08 issue; gathering information; writing copy and photography; and coordinating advertising sales.

Annual Directory - I negotiated an agreement with ACP (publishers of the *LICA Contractor*) to have them publish our national 2008/09 Annual LICA Directory. This will be a full color publication featuring LICA benefits and chapter activities around the country, as well as the member listings. LICA will save \$5,000 in production and printing costs over last year.

CONEXPO - After three years, the finishing touches were finalized for the "Earthmoving Track." I coordinated the seminar programs for which LICA is the host association. Our seminars will be very well attended by the industry. Past LICA National Presidents Darrell Birge, Doug Hey, Harry Hauschild, Don Loken and Louis McFarland will present the speakers and give a brief overview of LICA. Bruce Barnhart will moderate the "Versatile Backhoe Panel" discussion. I am coordinating the LICA volunteers and the graphics for the display.

Member Benefits

Safety Manual - After two years, the LICA Safety Manual was completed and is now being distributed throughout the country. I was responsible for the re-design, content, printing and distribution.

Retirement Program - I had extensive meetings with Transamerica representatives and negotiated a Multiple Employer Plan (MEP) for our members. A presentation was made at the October New Jersey LICA meeting and many members expressed a serious interest.

Health Insurance - I met with a representative from Insurance Design Administrators (IDA) to discuss a health insurance program. He introduced the LICA Mini-Med Program, specifically designed for small business and people without any insurance. A complete proposal will be made to the Executive Committee.

"Just One" - The National Membership Drive has been successful, with well over 200 new members recruited throughout the country. This theme will continue for another year. Hopefully, all members will participate.

Chapters

Illinois LICA - I attended their state convention and addressed the Annual Meeting. In the early spring, I will assist in a membership drive in the southern area of the state.

Iowa LICA - I met with an Iowa LICA Committee at the Illinois Convention to discuss the pros and cons of Iowa publishing a state magazine.

Minnesota LICA - Addressed their annual convention and reviewed the new LICA benefits.

Pennsylvania LICA - I attend board meeting at the Harrisburg Holiday Inn the future location of the National Summer Meeting. With the committee, we toured the facility and reviewed a variety of pre-tours and establish tentative schedule of events. I will kick off a membership drive in the eastern part of the state, along with conducting member meetings. Met with the Insurance company who will be launching a membership drive, promoting Selective Insurance's exclusive program for PA LICA. Gave an overview about LICA to 10 of their sales representatives who will be selling memberships.

REPORTS *(Cont.)*

Executive Vice President - Jerry Biuso *(Cont.)*

New England LICA - Assisted in dividing Connecticut into regions. I will kick off a membership drive in the newly established regions along with conducting member meetings. Connecticut is the trial state. If successful, will do the same in the other states in the New England chapter.

New York LICA - Addressed their Annual Convention. Assisted in dividing the state into regions. I will kick off a membership drive in two of the newly established regions along with conducting member meetings. Met with the new insurance administrator of their insurance program. Gave an overview of LICA to six of their sales representatives who will be selling memberships.

Trade Shows

ICUEE Show - Louisville LICA, KY LICA, Stan Seevers, and Louis McFarland assisted in manning the booth. The show was very successful. We recruited new national associates and sold advertising in the *LICA Contractor* magazine.

Women Construction Owners & Executives Association - I met with the Women Construction Owners & Executives Association. They are seeking to partner with LICA on issues facing the industry.

Carolinas CONEX - Held December 12-13, 2007, Charlotte, NC. Brad Barringer of the Carolinas chapter assisted me in the booth. This show was very poorly attended. We only generated 13 prospects.

World of Concrete - Held January 22-25 in Las Vegas. Secured advertising for the LICA Contractor and recruited speakers for CONEXPO seminars.

Connecticut CONEX - Held February 6-7, 2008, Hartford, CT. New England President Steve Pollansky, his wife Darby and National LICA President Doug Hey assisted in the LICA booth. This was a very successful show and should be attended next year. We recruited nine new members and have 53 prospects. An additional seven New York prospects

NOMINATING COMMITTEE 2009 DELEGATE

Don Estrem made the motion, seconded by Sandy Gulick to accept Don Loken on the Nominating Committee. Motion carried. Doug Hey appointed Steve Gerten.

ELECTION OF NATIONAL VICE PRESIDENT

Darrell Birge nominated Bruce Barnhart for Vice President, seconded by Harry Hauschild who gave a short speech on Bruce's qualifications. Motion was made to close the nominations by Steve Gerten and seconded by Geri Mulford. Motion for proclamation to elect Bruce Barnhart Vice President. Carried.

NEW BUSINESS

Nancy Micsky invited everyone to the National Summer Meeting in Harrisburg, PA. The dates will be July 8th - July 12th.

Louis McFarland made the motion to adjourn, second Chris Johnson at 11:15 am.

Meeting Adjourned.

Land Improvement Contractors of America

Board of Directors Meeting

Las Vegas, NV ♦ March 10, 2008

CALL TO ORDER

The meeting was called to order by Chairman Darrell Birge at 2:00pm at the Circus, Circus Hotel in Las Vegas, Nevada

CREDENTIALS REPORT

Acting secretary Sandy Gulick called roll and declared a quorum present. A complete roll call is listed below:

California
President Merlin Welch

Carolinas
Pres. Brad Barringer

Colorado - absent

DelMarVA - absent

Florida
President Leon DuBois

Illinois
President Bill Dean

Indiana
President Bob Clark

Iowa
President Steven Miller

Kansas
President Ron Juenemann

Kentucky - absent

Michigan
President Will Word

Minnesota
President Doug Gysbers

Executive Committee

Chairman Darrell Birge
President Doug Hey
Vice Pres. Dean Neiswinger
EVP Jerry Biuso
Region 1 absent
Region 2 Sandy Gulick
Region 3 Steve Gerten
Region 4 Bruce Barnhart
Region 6 Dirk Riniker
Region 7 vacant
Region 8 Merlin Welch

Missouri
President Milburn Davis

Montana - absent

Nebraska
Pres. Charley Lloyd (proxy)

New England - absent

New Jersey
President Ron Garofalo

New York - absent

Ohio
President Jim Jett

Pennsylvania
Pres. Kenneth Masser (proxy)

South Dakota
President Laurence Carr

Virginia
President Chris Johnson

Wisconsin
President Norm Greeb

Wyoming - absent

Past Presidents

Harry Hauschild
Louis McFarland
Geraldine Mulford

Associate Chair

Kent Rodelius

Ladies Chair - absent

APPROVAL OF PREVIOUS MINUTES

Chris Johnson called for approval of previous minutes from July 21, 2007, seconded by Ron Garofalo. Approved as printed in the *LICA News*.

REPORTS

Chairman - Darrell Birge

Darrell reported on the progress of the 2007-2012 Strategic Plan

President - Doug Hey

Thirteen years ago, I also had the pleasure of being President. Now that I am semi-retired, I had more time to spend for LICA. Recently, I traveled to ConExPO CT, New Jersey, Pennsylvania and the Canada winter meetings. I've been active on the Insurance committee. If you have the time, get on the internet and look at the national website and the state websites. We have more member benefits than ever before. Remember to sign up "Just One." I would like to thank everyone for all the time they put into LICA.

Treasurer - Bruce Barnhart

Before you are the financial statements for twelve months ending Sept. 30, 2007. The total income is close to budget. The expenses are over by \$38,000. The Convention Account is \$16,126 and no amount was budgeted for it. Part of it, \$1,126, is the mailing sent in January for the Florida Convention as voted on by this committee. The other \$15,000 is to clear up the pre-paid Convention Account. The loss from South Carolina is being written off. It does not affect the cash balances, just the balance sheet. The Office Supplies Account is over by almost \$3,000. Most of that was due to the computer crash at the National Office resulting in the purchase of a new one. Scholarships are over by \$2,000. This amount was taken out of the Education and Ladies Committee funds. Executive Committee expenses are over by \$10,000. This is mostly due to paying for the Committee to attend the Summer and Winter meetings, which used to be included in the Convention registration. Membership Services are over by \$10,000. This amount will be recovered next year with sales of the Perks Card and Web-site ads. Over \$1,100 has already been sold.

Also included are the financial statements for the five months ending Feb. 29, 2008. Several states are still sending in their dues. In the next month, we will have a better idea if the budget is met. Expenses are at 46% of budget. Office Supplies and Postage are going to be higher than expected because of the new members coming in. The handbooks cost about \$10 to make and \$6.00 to mail. Safety and Member Services are at 104% because the payment to *Land & Water* for \$10,000 has been made. The additional amount is the credit card percentage charge that National runs for the states.

Motion by Louis McFarland, second Steve Miller to accept Treasurer's report. Motion carried.

"Board of Directors Meeting Minutes" continued on page 7

APPROVAL OF AGENDA

Motion by Louis McFarland, seconded by Merlin Welch to approve an open agenda

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Board of Directors Meeting Minutes *(Continued from page 6)*

REPORTS (Cont.)

Executive Committee - Sandy Gulick

The Executive Committee met on Saturday night. All officers gave reports on activities since the meeting in October. All report great activities in their states.

Discussion took place on future conventions and adding new benefits for the members.

Wayne will be retiring in October and discussion took place on who will handle the legislative program after that.

Bob Colburn was unable to attend because of a car accident on the way home from a LICA meeting this week. Bob and his wife will be fine, but they were missed.

MOTIONS

A motion was made by Harry Hauschild, seconded by Steve Gerten to hold the July 2009 National LICA Summer Meeting in Iowa in conjunction with the Iowa Field Days. Motion passed.

The Convention Committee presented two choices for the 2010 Winter Convention location. The choices were Tucson, AZ and Austin, TX. A straw poll was taken. The Board chose Austin. A motion was made by Sandy Gulick, seconded by Chris Johnson to have Austin, TX as the site for the 2010 Winter Convention. Motion passed.

COMMITTEE REPORTS

ASSOCIATES - March 9, 2008

Meeting was called to order by Kent Rodelius at 10:06 am. Norm Rozendaal, seconded by Paul to have open agenda.

Kent read minutes of our last meeting. The summer meeting will be held in Harrisburg, PA. There will be a reception to display if the associates decide to do so.

The 2009 summer meeting will be in IA in conjunction with the IA field days.

We would like to see the display time moved closer to the Awards Banquet and also at a time the contractors will be in attendance.

National has asked for help with the drainage seminar at TN winter convention from the associates. We would like to see a contractor in charge of that committee rather than an associate. We discussed and continue to approve contractor certification efforts.

Harry Hauschild presented the idea of a discounts to a new contractor member if they joined associates with a possible cap on the amounts as a tool for new membership.

Associates continue to suggest and to support programs to enhance membership and are available for educational seminars.

It was decided to keep all of the officers the same. Kent Rodelius will be Chairman through 2010.

Meeting adjourned at 10:35 am.

AWARDS

The meeting was called to order on March 9th.

Those in attendance were: Sandy Birge, Nancy Micsky and Evelyn Cottrell.

The award applications were judged.

We thank the states that submitted applications and encourage more states to participate in the future years. If your applicant wasn't successful in receiving an awards, please don't hesitate to resubmit in future years.

COMMITTEE REPORTS (Cont.)

BY-LAWS - March 9, 2008

Meeting was called to order at 10am by Darrell Birge. Those in attendance were: Dean Neiswinger, IN; Walter Morimoto, CA; Jan Loken, MN; Darrell Birge, IN; and Patti McArdle, NE.

Previous minutes were read by Darrell Birge, motion was made by Dean; seconded by Jan; motion carried.

Dean made motion to have an open agenda; seconded by Jan; motion passed.

There being no old business for By-Laws and no issues for new business Dean made a motion to adjourn; seconded by Walt; motion passed.

Meeting adjourned 10:15 am.

BUDGET - March 10, 2008

Chairman Bruce Barnhart called the meeting to order at 9:40am

Bruce read the minutes from July 21, summer meeting. Approved.

Devotion committee requested \$342 to cover the cost of making CD and buying a cd player. Dirk Riniker made the motion to pay the \$342, second Steve Gerten. Motion passed.

Legislative committee asked for \$2,000 for LICA to join the Common Ground Alliance.

Dirk Riniker made the motion that we approve the \$2,000 to be placed in the budget, but not be paid until Wayne reports back at the summer meeting of 2008 to let us know what we will get from our membership. Motion passed.

Water Table Management asked for \$3,000 to go to Agricultural Drainage Management Coalition. Steve Gerten made the motion to approve \$3,000 for ADMC on the condition that any information received from ADMC at the national level be relayed to states. Motion passed.

Meeting adjourned at 10:00am

CERTIFICATION - March 9, 2008

The meeting was called to order at 8:45 am.

Those in attendance were: Louis McFarland, OH; Wayne Litwiller, Dean Neiswinger, IN; Milburn Davis, MO; Ron Garofalo, NJ; Donna Clark, IN; Terry Knudsen, Steve Miller, IA ; and Lyn Gillespie, NRCS.

Meeting open agenda, second Bob Clark. Passed.

Court ED or certification ILL open and charge for it. Many attendees at classes at \$150.00 plus or minus. Double for non-members? NRCS test for certifications?

IN, IL, waterways, drop structures pass compensate count who have certs. NRCS contractor(tilted). Materials need to be as certifiable as the contractor. Rules vary state to state. Cost share projects to be done by certified contractor. LICA erosion committee?

Motion to adjourn, Bob. Second by Wayne, passed.

CONSERVATION, EXCAVATING, AND EARTH-MOVING - March 9, 2008

The meeting was called to order at 10:05 am by Ken Porter.

Those in attendance were: Kenneth Porter, NE; Darlene Porter, NE; Ron Jueneman, KS; David Bose, KS; Norman H. Greeb, WI; Brad McArdle, NE; Don Estrem, MN; Peg Schlichtman, NE; Bill Schlichtman, NE; Pete Rochelle, NJ; Russ Peters, IA; Worthin

"Board of Directors Meeting Minutes" continued on page 8

Board of Directors Meeting Minutes *(Continued from page 7)*

COMMITTEE REPORTS *(Cont.)*

CONSERVATION, EXCAVATING, AND EARTH-MOVING *(Cont.)*

Grattan, IA; Larry Carr, SD; Gene Blazek, IA; Milburn Davis, MO; Lynn Gillespie, DC; Dirk Riniker, KS; Steve Gerten, OH; Harry Hauschild, NE; and Dean Neiswinger, IN.

Ken Porter need read the minutes of last meeting. Motion by Ron Jueneman, KS; second by David Bose, KS. Motion carried. David Bose raise the issue of phone company not providing mapping due to the issue of national security.

Don Estrem presented problems associated with storm water plans. Lynn Gillespie, engineer with NRCS was introduced. She indicates she is unaware of a fee schedules and procedures.

Problems with utilities locating were also discussed. One call is run by the utilities they use third party locators and there is no standardization for depths.

Ken Porter reported shortage of qualified operators. Other states are also experiencing this. Group agreed this is a problem which should be worked on at the National level. Suggested need to find incentive benefits for employees that are pre-tax.

Harry Hauschild urged groups to promote a discount program that would provide LICA members with discount. Fuel cost and associated issues were discussed.

Motion by Russ Peters, second by Dirk Riniker to adjourn. Motion Passed.

CONVENTION - March 9, 2008

The meeting was called to order by Cathy Cantrell at 1:30pm.

Those in attendance were: Cathy Cantrell, NC; Marilyn Robertson, NC; Joni Hey, NY; Steve Miller, IA; Gene Blazek, IA; Worthin Grattan, IA; Maretta Grattan, IA; Bruce Barnhart, IA; Shelley Barnhart, IA; Milburn Davis, MO; Mike Cook, MI; Bill Dean, IL; Darrell Birge, IN; Dirk Riniker, KS; Becky Riniker, KS; Harry Hauschild, NE; Darlene Porter, NE; Kenneth Porter, NE; Evelyn Cottrell, PA; Ron Garofalo, NJ; Doug Hey, NJ; Wayne Maresch, National; Dean Neiswinger, IN; Donna Clark, IN; Bob Clark, IN; Steve Gerten, OH; Nancy Micsky, PA; Pete Rochelle, NJ; John Rothberg, NJ; Louis McFarland, OH; Patti McArdle, NE; Rhonda Neiswinger, IN; and Nordis Estrem, MN.

The chairman recognized the members from each region that would be on the committee for this meeting.

Region 1- Joni Hey

Region 2- Marilyn Robertson

Region 3- Rhonda Neiswinger

Region 4- Nordis Estrem

Region 6- Patti McArdle

Nordis Estrem, made the motion to have an open agenda. Patti McArdle second, passed.

Minutes from the previous meeting were read. Nordis Estrem made the motion to accept the minutes as read. Joni Hey second. Passed.

Future conventions were discussed:

Summer 2008- Harrisburg, PA. July 8th or 9th - 13th (depending on pre-tours)

Winter 2009 - Nashville, TN

Summer 2009 - Des Moines, IA

COMMITTEE REPORTS *(Cont.)*

CONVENTION *(Cont.)*

The Iowa chapter made a proposal to help with the July 2009 convention in conjunction with their field day. After some discussion, Nordis Estrem made the motion to accept Iowa's invitation. Patti McArdle second, motion passed. The chairman presented information gathered by Paul Sandefur on sites for the winter 2010 convention. The sites were ones picked by the convention committee at the last meeting.

Tucson, AZ - room rates from \$105 to \$224 per night. It was noted we had a good meeting there in the past.

Savannah, GA - the committee eliminated this because the only proposal was a room rate of \$199 per night.

Austin, TX - The room rate was \$149 per night. As far as we know, we've never been to Austin for a convention. The one proposal was from the Hilton, on airport grounds.

Jacksonville, FL - the room rates from the Clarion Airport and Conference Center was \$149 per night. The committee felt that since we're going to Nashville in 2009 they'd like to go west for 2010.

After some discussion, Patti McArdle made the motion to recommend Tuscon and Austin to pick from. Rhonda Neiswinger second. All were in favor.

Future sites to research for 2011 are San Antonio, Jacksonville, San Diego, Mobile and Tampa.

There was a suggestion to pick further out, to give more time to negotiate and plan.

Meeting adjourned 2:10 pm.

DEVOTIONS - March 9, 2008

The meeting was called to order by co-chair Sandy Birge at 8:52am.

Those in attendance were: Evelyn Cottrell, PA; Janet Loken, MN; Norman Rozendaal, IA; Coretha Rozendaal, IA; Maretta Grattan, IA; Shelley Barnhart, IA; Nancy Micsky, PA; Sandy Birge, IN, Jan Loken, MN

Motion by Evelyn Cottrell, second Norm Rozendaal to have an open agenda.

Approval of previous minutes by Coretha Rozendaal, second Janet Loken.

Old Business: The music CD was made and the expense was \$312.00 Two copies were made, we would like one kept with the hymnals and one at the national office. A player was purchased for \$30 and we recommend to keep it stored with the hymnals and reimburse Norm Rozendaal for the cost of the CD and player. Motion by Evelyn Cottrell, second Shelley Barnhart.

New Business: This evening's devotions needs to be announced at the noon luncheon. We will move up the time to 5:00pm.

Discussed and decided to have individual states in charge of devotions at summer and winter meetings. We recommend having Pa & NJ in charge of the summer meeting devotions. We decided to have a prayer request sheet at the table where they pick up their hymnals.

Motion by Nancy Micsky, second Norm Rozendaal to adjourn at 9:45a.m.

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Board of Directors Meeting Minutes *(Continued from page 8)*

COMMITTEE REPORTS *(Cont.)*

EDUCATION - March 9, 2008

The meeting was called to order at 10 am.

Those in attendance were: Maretta Grattan, IA; Sandy Gulick, VA; Steve Gerten, OH; Dirk Riniker, KS, and Bruce Barnhart, IA.

Motion for an open agenda by Sandy, seconded by Dirk. Minutes read by Dirk. Sandy motioned to accept the minutes, second by Steve Gerten. It was requested that Eileen have the scholarships be checked for relationship of members for child and grandchild. Discussion for the odd year regions being only 2 that we use the VP this was expected by all in attendance.

Meeting adjourned at 10:00 am.

EXECUTIVE DIRECTORS - March 10, 2008

The meeting was called to order by Chairperson Patti McArdle at 8:30 A.M.

Those in attendance were: Patti McArdle, NE; Jan Loken, MN; Nordis Estrem, MN; Steve Miller, IA; Dan Vorwald, IA; Leo Rieken, IA; Donna Clark, IN; Norman Greeb, WI; Mike Cook, MI; Debbie Dickens, MO; Janet Doubet, IL; Worthin Grattan, IA; Dave Bose, KS; Kim Johnson, VA; Marilyn Robertson, Carolinas; Evelyn Cottrell, PA; Nancy Micsky, PA; Rodney Fike, CA; Merlin Welch, CA; Angel Mulford, FL; Wayne Maresch, DelMarVa.

New Executive Director Angel Mulford of Florida was introduced and welcomed.

Motion was made and approved to have an open agenda.

A motion was made by Wayne Maresch to approve the minutes of the July 21, 2007 meeting; seconded by Nancy Micsky; motion carried.

CNA representatives Michael Ahern and David Spangler were in attendance. Discussion was led by David Spangler on the possibility of holding a 10 hour OSHA safety class in LICA chapters. They ask that 20 members be in attendance. Books and seminar would be provided by CNA; chapters would provide a location for the training and handle the registration process. Executive Directors were asked to take this information back to their respective Boards and if there was interest to please get in contact with CNA as soon as possible.

It was reported that the national office will host a meeting for Executive Directors on April 23, 2008. Topics for the meeting will be Excel program training, newsletter material, and a brainstorming session. State Chapters are encouraged to send their Executive Directors to this meeting.

Discussion was held on obtaining a simplified listing of benefits available to members from national LICA for states to use in promotional and recruitment efforts.

Jerry Biuso, Sr., Executive Vice President of LICA, thanked the Executive Directors for their hard work and dedication to the association. He spoke on the following: LICA safety manual; what will happen at the Con-Expo booth for LICA and the educational seminars that are hosted by LICA; a new medical program to be launched soon that will offer limited benefits to LICA members.

A motion was made by Wayne Maresch to adjourn the meeting at 9:30 AM., seconded Jan Loken; motion carried.

Respectfully submitted by Nordis Estrem

COMMITTEE REPORTS *(Cont.)*

INSURANCE - March 9, 2008

Meeting was called to order at 11:18 am.

Those in attendance were: Steve Gerten, OH; David Spangler, CA; Michael Ahern, IL; Bob Clark, IN; John Tatum, IL; Bruce Mosier, IA; Paul Anema, IA; Lawrence Micsky, PA; Richard Cottrell, PA; Pete Rochelle, NJ; Doug Hey, NY; and Joni Hey, NY.

Open agenda by Bob Clark, second by Steve Gerten. Doug Read previous minutes. Motion by Steve Gerten, second Bob Clark.

Doug introduced Mike Ahern, David Spangler and John Tatum of CNA. Introduced Paul Anema and Bruce Mosier from Prins Insurance.

Old Business: Term insurance rate stayed the same with excellent rate additional for insurance. National health insurance discussed with input from Paul Anema of Prins Insurance.

New Business: Mike Ahern reported on the LICA program slightly down in 2007 from 2006. Largest states being Florida and New Jersey. 500 contractors in the program approximately half are LICA members. Mike stated LICA is a very important relationship with CNA. John Tatum also added glad to continue partnership and support to make the industry a safer place.

Bruce Mosier with Prins Insurance gave an overview of the dividend to participating contractors in the program which amounted to \$600,000. Brought up national is endorsing a retirement plan Trans America which will benefit LICA members. We do have a safety manual completed for all contractors which will add to LICA members.

Motion to adjourn at 11:55 am by Steve Gerten and seconded Peter Rochelle.

LEGISLATIVE - March 9, 2008

Meeting was called to order at 8:45 am.

Those in attendance were: Brad Barringer, NC; Marilyn Robertson, NC; Steve Robertson, NC; Nordis Estrem, MN; Wayne F. Maresch, National; Dave Bose, KS; Pete Rochelle, NJ; Steve Gerten, OH; Bruce Barnhart, IA; Dirk Riniker, KS; Ron Jueneman, KS; Sandy Gulick, VA; Geri Mulford, FL; Donald Bronson, FL; Angel Mulford, FL; Peg Schlichtman, NE; Bill Schlichtman, NE; Patti McArdle, NE; Harry Hauschild, NE and Walter Morimoto, CA.

Brad Barringer requested an open agenda. Wayne Maresch made the motion and second by Nordis Estrem.

Motion to approve minutes made by Geri Mulford, second by Peter Rochelle.

Wayne Maresch reported on last year's Washington trip. Attendance by LICA was down but we still were able to visit approximately 170 congressmen. Wayne Maresch brought up the issue of alternative energy and the cost of producing ethanol from corn.

Brad Barringer brought up the issue of "Farm Taps". This is a serious problem where gas lines were run across farms for miles and no one knows where they are until a contractor hits them. The utility companies are resisting the responsibility to locate their lines beyond the meter. Brad Barringer wanted LICA, as a group, to come together to pressure utility companies to take responsibility for locating their lines before and after the meters because they receive revenue from those lines.

"Board of Directors Meeting Minutes" continued on page 10

Join a Committee TODAY!

Board of Directors Meeting Minutes *(Continued from page 9)*

COMMITTEE REPORTS *(Cont.)*

LEGISLATIVE *(Cont.)*

Don Loken stated there were over 2,800 farm taps in MN alone.

Brad Barringer stated that we need proof of a problem such as documentation of accidents or injury.

A motion was made by Sandy Gulick for LICA to become a Corporate member of CGA "Common Ground Alliance" in this way we could pursue the best practice of farm taps to be located by the operator of those utilities. The dues for this would be \$2,000.00 to join. Don Loken will bring this up before the issues meeting.

Donald Bronson made a motion to adjourn at 9:50 am.

LONG-TERM PLANNING - March 9, 2008

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

Those in attendance were: Nelson L. Wilson, MO; Gene Blazek, IA; Larry Carr, SD; Mark Erpelding, IA; Lynn Gillespie, DC; Walter Morimoto, CA; Jan Loken, MN; Don Loken, MN; Kenneth Porter, NE; Darrell Birge, IN; Dean Neiswinger, IN; Steve Miller, IA and Don Estrem, MN.

Motion made and seconded to have an open agenda. Motion passed.

Old Business: Discussion regarding Common Ground Alliance and utilities not locating farm taps ensued. The idea of national LICA joining CGA by the Legislative committee was discussed. Motion was made by Don Loken, second by Ken Porter to have National LICA join CGA. Motion passed.

Health insurance was discussed and Dean Neiswinger presented a new program involved by executive committee. No action.

Don Loken discussed the new safety manual and its benefits and future upgrades. The committee commended and accomplishment.

New Business: The possibility of a discount card in addition to the Perks card exclusive to LICA Associates for membership. Recommended the membership committee pursue this idea as a possible membership recruitment tool.

Discussion regarding heavy equipment operator schools and employee retention developed the idea of having a National LICA Training Program. It was recommended the education committee gather information from Executive Directors in each state what if any schools or available and if LICA could be placed on their list of needed operator of equipment.

Possibility of some day having a LICA Hall of Fame Museum was discussed. No action taken.

Motion to adjourn by Dean Neiswinger, second Steve Miller.

Meeting adjourned.

MEMBERSHIP - March 9, 2008

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

Those in attendance were: Will Word, MI; Melissa Word, MI; Bill Dean, IL; Bill Doubet, IL; Wayne Litwiller, IL; Ron Jueneman, KS; Maretta Grattan, IA; Milburn Davis, MO; John Rothberg, NJ; Merlin Welch, CA; Bruce Barnhart, IA; Patti McArdle, NE; Jon Seevers, IL; Wayne Maresch, National; and Nordis Estrem, MN.

Bill Dean moved for an open agenda and second by Wayne. Minutes were read, approved by Merlin Welch and second Ron Jueneman.

New Safety manual was shown and discussed.

Some members are using the Six Pack Plan. Others mentioned no close participating doctor or physician.

COMMITTEE REPORTS *(Cont.)*

MEMBERSHIP *(Cont.)*

Merlin discussed states sharing recruitment ideas because some states are not able to offer insurance programs. Nordis Estrem mentioned that trainings offered by their chapter qualify for college credits. Bruce Barnhart mentioned that Iowa offers safety trainings. They have had contractors join to take the training. John Rothberg mentioned their Safety Programs that is free to members has also help recruitment.

Bruce Barnhart discussed various chapters' growth because of it. Merlin Welch moved Bill Doubet seconded to change the name of "Chapter Rebate" to "Chapter Incentive" with Jerry Biuso to determine incentives. Passed. Recommendation to training committee for membership recruitment.

Motion by Will Word, second John Rothberg for the education committee to support the technology committee to provide training that would help recruit new members.

Discussion was made about "Bragging Ourselves Up" and also promote the idea that LICA contractors are environmentally conscientious.

Discussion was had about using the article in *Land and Water* magazine better promoting the benefits of being a LICA member.

Motion to use *Land and Water* magazine advertisement to emphasize that we are "Environmentally Friendly" by Bruce Barnhart, second Bill Dean.

Motion by Merlin, to have a contest for a slogan that says "we are environmentally friendly since," second by Bruce Barnhart.

Maretta Grattan's phone rang, she owes \$50 to the scholarship committee.

Meeting adjourned.

SAFETY - March 9, 2008

The meeting was called to order by Chairman Don Loken at 10:00am.

Those in attendance were: Louis McFarland, OH; Wayne Litwiller, IL; Leon DuBois, FL; Mike Ahern, CNA, David Spangler, CNA; Bill Doubet, IL; Bob Clark, IN; Donna Clark, IN; Ron Garofalo, NJ; John Tatum, CNA

Motion by Louis McFarland, Second , Dubois to have an open agenda.

Don Loken read the minutes from the Summer Meeting. Motion by Louis McFarland, Second Leon DuBois to approve.

Old Business: Don introduced the new safety handbook. They are in the process of being sent to all paid members. It is an important member benefit. The committee will address updates for the Manual at future meetings. Confined Space and silica will be looked at in July. Osha.gov and msha.gov are a good resource.

CNA will be happy to co-brand the OSHA 10 Hour at the state level. It was done in New Jersey with great success. Louis McFarland requested the OSHA 10-hour for Ohio n New Philadelphia on Jan. 4, 2009.

Mike Ahern presented the Safety Committee report from CNA with the loss leaders by frequency and severity. In conjunction with Mike we will print safety articles in the *LICA News* and The *LICA Contractor* magazine.

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Board of Directors Meeting Minutes *(Continued from page 10)*

COMMITTEE REPORTS *(Cont.)*

SAFETY *(Cont.)*

Ron Garofalo discussed putting cameras on the back of trucks to avoid accidents. The price of cameras keep coming down.

Motion to adjourn at 10:55am by Wayne Litwiller, second Ron Garofalo.

TECHNOLOGY - March 9, 2008

The meeting was called to order by Co-chair Merlin Welch at 10:00 am

Those in attendance were: Nordis Estrem, MN; Mike Cook, MI; Nate Cook, MI; Will Word, MI; Melissa Word, MI; Richard Cottrell, PA; Lawrence Micsky, PA; Roger Schoon, IA; Bill Dean, IL; Mark Schreur, IA; Mark Erpelding, IA; John Rothberg, NJ; Jon Seevers, IL; Merlin Welch, CA

The committee would like to see presentations or short courses which would introduce changes in the industry that would address new innovations for upgrades to current products such as: GPS, laser systems, and how they are being used as machine controls and surveying instruments; changes in diesel fuel, bio-diesel and gasoline blends, new developments in engine oil/hydraulic oil, upgrades in hydraulic systems, steering systems, and engine braking systems. Also new and modern developments in the road paving and concrete technology. And last, new developments and changes in the future for tires.

WATER TABLE MANAGEMENT - March 9, 2008

Then Meeting was called to order at 8:45 am with Jon Seevers chairing for Joe Streitmatter's absence.

In attendance were: Janet Burtle-Doubet, Kent Rodelius, Don Loken, Mark Erpelding, Gene Blazek, Larry Carr, Norman Greeb, Roger Schoon, Mark Schreur, Russell Peters, John Rothberg, Kevin Rapp, Worthin Grattan, Bill Dean, Jon Seevers, Bill Doubet, Charlie Schafer, Mike Cook, and Nate Cook.

Russ Peters moved to have an open agenda- Bill Doubet seconded and motion carried.

Jon Seevers read minutes from last committee meeting in Omaha, Nebraska.

Bill Doubet moved to accept the minutes as presented, Bill Dean seconded and motion carried.

Old Business - The Midwest Drainage Workshop was postponed until 2009. National LICA is currently planning on having it the day prior to start of 2009 National Convention in Nashville, TN. The contract for venue is yet to be signed but the workshop is fairly certain. The workshop sub-committee was discussed and it was determined that it should be contractor driven with associate support. Mike Cook and Joe Streitmatter are co-chairs with other Region 3 and 4 contractors welcome as members.

Sub Committee Members are: Kent Rodelius- Prinsco; Kevin Rapp-ADS; Charlie Schafer- Agri-Drain; Russ Peters- Iowa LICA; John Downey- Trimble

Planning should start soon and will be initiated by Janet Doubet, Illinois LICA soon after this convention. Another meeting will be held at the Summer National in Pennsylvania; July 8-13th, 2008.

Charlie Schafer gave ADMC update stating that the 3 year conservation grant they received last year is providing good data on yield impact. They are also working with federal NRCS on bio-remediation buffer strips. The fed. NRCS engineer is modifying the conservation practice standards for buffer strips, adding more exact

COMMITTEE REPORTS *(Cont.)*

WATER TABLE MANAGEMENT *(Cont.)*

language for the practice. This should provide additional work for our contractors as the buffer strips can be done during the summer when they are traditionally slower, less compaction.

There continues to be a lot of work ahead to promote alternatives to free flowing drainage. We need to stress the potential increase in water quality provided by these alternatives, DWM, bw reactors, etc, or the industry will continue to come under fire for its part in nitrate levels and other water quality issues,

Russ Peters inquired where he could get information on Dr. Cooke's bw reactor research. Charlie Schafer has a power point done 1-1 and ½ years ago by Dr. cooke on his research projects can be found in the University of Illinois web site.

Don Loken mentioned that ADMC's water table management brochure was referenced by fed NRCS officials at the Washington legislature visits 2 weeks ago. Their work is known in Washington and being pushed from the top down. Kudos to ADMC and their efforts.

Russ Peters, Iowa LICA, moved that LICA continue with the sponsorship level support of ADMC, which is \$3,000 annual fee. Bill Dean seconded. Discussion was opened and it was confirmed that sponsorship level membership provides for 1 voting member on the ADMC board.

The discussion returned to the regional workshop and determining the target audience. It was agreed that business owners and key employees would be our target. Topics should not dwell on the basics but websites or publications for detail on foundation would be provided. Concentration would be on DWM and working with contractors. We need to combat those who think there's nothing to putting in tile and push using certified drainage contractors. Landowners and farmers should be educated about our organization, our education and why we do a better job. Use farm publications, farm radio, etc. to promote LICA.

Mike Cook moved to ask National PR (with education or membership) to promote what we do, who we are, what we stand for. It was seconded by Russ Peters and carried.

It was also recommended that LICA chapters promote themselves as a "green organization"- professional and environmentally minded contractors.

Jon Seevers asked about Carbon Credit trading and if our customers could get any of that money. Charlie Schafer stated that there has been some talk of this relative to nitrate load reduction with DWM. Could benefit some of our customers?

Kent Rodelius stated we should also continue voicing our opinion on the Clean Water Restoration Act.

Bill Dean moved to adjourn the meeting at 10:50 am. It was seconded by Bill Doubet and carried.

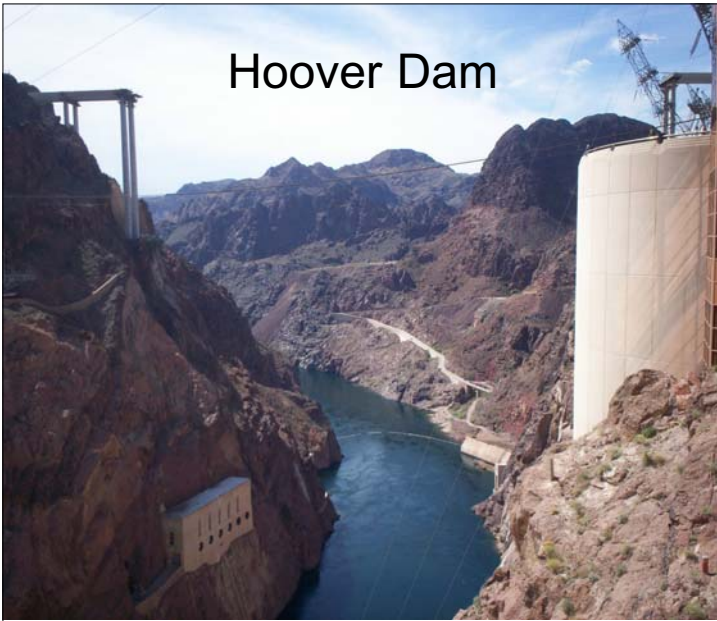
OLD BUSINESS

Darrel Birge asked that the members start thing of ideas for the future Strategic Plan.

Merlin Welch thanked Jerry for his hard work and the additional member benefits he has brought to LICA.

Adjournment

Motion by Louis McFarland to adjourn 2:45 , second Merlin Welch.



Hoover Dam

After attending the LICA Convention and walking ConEXPO-CON/AGG, there were many other attractions around Las Vegas ... the shows, gambling and people watching on the Strip. Hoover Dam is a short distance from Las Vegas. In addition to the technological wonder of the dam itself, the additional construction of a 2,000 foot long bridge made the trip well worth the drive. The Hoover Dam Bypass is an on-going project started in 2005. The bridge will connect Arizona and Nevada, 900 feet above the Colorado River. It will be completed in 2010. It was an amazing site to see.

Another interesting piece of information from the Hoover tour was that this construction project was the origin of today's hard hats. The construction workers who built Hoover Dam worked in a dangerous place. The workers made "hard-boiled" hats to protect their head. The hats were made by coating their hats with coal tar. Although the materials have changed, today's hard hat is still a great piece of personal protection equipment for contractors.

Thank
you

A Very Special Thank You To ...

LICA contractors and Associate members who supported the "Earthmoving Track" of seminars;

All the members who manned the LICA booth during the five-day CONEXPO-CON/AGG Trade Show; and

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