

THE LICA CONTRACTOR

Volume 17, Number 1

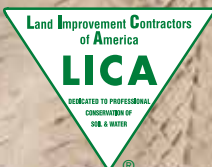
Early Spring 2024



Membership Madness

**Streamlining Excavation
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**ADMC Sets Education Lineup
for Water Management Forum**



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THE LICA CONTRACTOR

The Land Improvement Contractors of America

The LICA Contractor 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

Jerry Biuso, Sr.

Editor

Caroline Krug

Assistant Editor

Allison Hack, Eileen Levy

Contributing Writers

Dr. Anirban Bosu, Maura Dibble, Kevin Goldberg, Keegan Kult, Craig Martin, Joseph Natarelli, Mark Wilson, Nick Yaksich

Contributing Photographers

Maura Dibble, Keegan Kult, Mark Wilson

Graphic Designer

Brenda Basey

The LICA Contractor welcomes letters, subject to editing for accuracy and brevity. The LICA Contractor 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
E-mail: nlica@aol.com



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Rich Thompson
(952) 449-1592

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A Message From the President



Hello, LICA family!

I hope you all had a wonderful Christmas and New Year's. It's hard to believe 2024 is already here, but I'm glad to see it.

As we gear up for the upcoming season, with meetings, equipment maintenance, and perhaps buying or selling new equipment, let's appreciate the support from our associates. They've been there for us through good and bad times, and as LICA members, we're fortunate to have them. A thriving business is only as good as its people and supporters. In a recent conversation with a fellow LICA member, I emphasized the importance of growing our membership for increased benefits.

I know there are winter conventions happening across the states, and though I've been invited, health challenges, including a back issue common in our industry, have limited my attendance. I can only say I'm so sorry to let you down but will do my best in the future to make it up somehow. On a positive note, I have a stem cell transplant scheduled for February, that looks very encouraging.

Looking ahead, our winter convention is coming up in Virginia Beach, February 13th through 17th, and I hope to see you all there. I'm sure you'll have a great time and, most importantly, get to reconnect with friends from all over the USA.

Remember the dates, June 13 & 14, for the LICA Water Management Forum at St. Joseph's College in Rensselaer, IN. This event could really help to put LICA on the map, thanks to the collaboration with St. Joseph's College and their support for our Veterans training program as well. And special thanks to Tony Cain, for getting your foot in the door!

I hope everyone remembers the challenge I presented to sign up one new member at the summer meeting. Together, we can grow our membership one by one, state by state with just a little bit of effort from everyone!

See you in VA Beach!
David Gallahan, National LICA President



Virginia Beach, VA

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National LICA 2024 “Membership Madness” Membership Drive: Unleash the Excitement!

By CAROLINE KRUG, Editor, *The LICA Contractor*

Are you ready for the Madness? National LICA is gearing up for an exhilarating membership drive from March 1 to September 31, 2024, and we want YOU to be a part of it! Our goal is ambitious – we aim to welcome 200 new members into the LICA family.

Join Forces for Success

We’re turning up the heat as National staff teams up with state chapters to actively recruit new members. We’re not just looking for numbers; we’re looking for passionate individuals who share our commitment to excellence in land improvement. And guess what? You can be a key player in this game-changing drive!

Spread the Excitement

Our plan is to leverage every avenue of communication and cover all the bases—social media, email, the website and magazine, direct referrals by word of mouth, and industry collaboration, among other strategies. Keep an eye out for email blasts, social media posts, and real-time updates on the website, reflecting the growing numbers. But that’s not all; the Summer and Fall issues of the *LICA Contractor* will feature a tote board, keeping everyone on their toes. Get ready for a dynamic and engaging journey!

A Page from the Past

In 2013, our fearless leader, National LICA CEO Jerry Biuso, Sr. hit the road and doubled our membership. His secret? Getting down and dirty, face-to-face, with potential members, understanding their needs, and showcasing the real benefits of being a part of LICA. It was his personal mission to introduce LICA and help prospects be safer, smarter and more profitable. It’s time to channel that spirit once again – a collective effort to grow our membership.

Your Role in the Action

LICA needs each and every one of you to make this membership drive a success! Take a look at the people you interact with on a regular basis. Consider your friends, neighbors, favorite vendors. Who could benefit from a LICA membership? What would entice them to learn more? Present your prospects and ideas to your Executive Directors. They’ll take charge by coordinating with National LICA for impactful visits. In addition to setting up meetings, use your field days, workshops, golf outings and trap shoots as membership drives. You can transform routine meetings into impactful events, cultivating a sense of unity and growth within the community. If you’re within an hour of a meeting location, expect an invitation to membership drive events– and bring a non-member contractor friend with you! Directors and officers, this is your mandate – lead by example.

The mantra is simple – every meeting is an opportunity, and every event is a chance to grow our family.

National LICA will set the stage by sharing the comprehensive benefits of LICA. Then members, it’s your time to shine! Get some casual conversation started with non-members. Talk about equipment, jobsites, upcoming projects and LICA benefits that have helped your business throughout the years. Share your excitement about LICA with these prospective members then guide them to Jerry and the National staff to learn more about joining LICA. These meetings are not mere gatherings; they are opportunities to expand the LICA family and contribute to its collective growth. And here’s the icing on the cake – each LICA Member successfully bringing in new paid members will be honored with a Certificate of Achievement.

Get the Word Out

To spread the word about the National LICA 2024 “Membership Madness” membership drive, it’s crucial to plan and



2013 California LICA membership drive



2013 Illinois LICA membership drive



2013 Virginia LICA membership drive



2013 Michigan LICA membership drive

reach out effectively. Start by creating a county-wide mailing list of land improvement contractors. Focus on areas with lots of current members and look to host events here first. Send out invitations promptly to make sure they have a big impact. Encourage spouses to join in and invite kids too, to get them involved in the community early. Share invitations on social media with all LICA members and other industry groups that are passionate about land improvement and conservation. This way, everyone knows about the drive and can get involved.

Collaborate

Working together is crucial for the success of this membership drive. Partner with associates to host meetings. Associates can provide the venue, serve a meal or refreshments, and promote the event. LICA will send invitations to current and prospective associate customers and area LICA members, promote the event through membership, and coordinate the education. Reach out to other industry groups and schools to team up for events as well. By collaborating with others, we can make the drive more effective and connect with a wider group of people. This teamwork ensures that the membership initiative is inclusive and brings in more people to join the LICA family.

Make Your Meetings Count

Making your meetings impactful is about having LICA contractors actively participate in non-membership events. Their presence is crucial for building credibility in these settings. To make a lasting impression, establish a personal connection by engaging on a deeper level, sharing experiences, and highlighting both the tangible and intangible benefits

of being part of LICA. Add value to your events by infusing educational elements into meetings. For instance, collaborate with entities like State Police to cover important topics such as “Trucking Regulations for Contractors.” And make the meetings enjoyable by incorporating fun elements like contests, raffles, and activities for the kids. This approach not only promotes engagement but also fosters a sense of community and shared growth.

Follow Up!

To make sure the National LICA 2024 “Membership Madness” membership drive is a success, it’s crucial to follow up effectively. Use sign-in sheets to collect attendee details for future connections. Show appreciation to the hosts and encourage LICA members to interact with non-members. After presentations, LICA members should help guide non-members to important resources like newsletters, membership applications, and upcoming events. This simple follow-up process strengthens connections, fosters engagement, and reinforces the sense of community within LICA.

The Call to Action:

It’s time for every LICA member to step up, spread the word, and be a part of the Membership Madness! Let’s grow together, support each other, and make LICA stronger than ever. As we gear up for the madness, remember – it’s not just a drive, it’s a movement. Be a part of something bigger, something exciting. Let’s succeed together.

Stay tuned for updates, challenges, and triumphs as we embark on the National LICA 2024 “Membership Madness” membership drive! ■



LICA CEO Will Go Anywhere To Recruit a New Member!

By Mark Wilson

Jerry Biuso is the CEO of LICA. He also happens to be of Italian heritage, born in New York City, and now living in New Jersey. Give him an evening with family and friends and he will pop open a medium-bodied Cabernet, cook his favorite lasagna recipe and talk about good times. Give him a shovel and a room full of LICA contractors and he will ask for an owner's manual, search for an on/off switch and joke about the fact he knows little about moving dirt.

During the Ohio LICA state convention the board of Directors presented National LICA CEO Jerry Biuso with a shovel symbolic of the beginning of a new building... in this case it was the statewide membership drive!

Instead of getting contractors to join LICA, Jerry takes the approach of joining them first. For example, during a recent membership drive in Ohio, Jerry visited each potential new member on their home turf. Whether it was a well-decorated office, cluttered farm shop, frozen corn field, or local watering



LICA CEO Jerry Biuso will go anywhere to recruit a new member. Here he is donning palpation gloves at a dairy farm.



Jerry with Ohio LICA President Sam Pullins, and new member Jack Muelskamp.



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hole, Jerry would spread out his notebook of benefits and start a conversation. Two locations were particularly memorable – one consisted of a piece of plywood thrown across a manure spreader and the other was on top of several boxes of frozen dairy semen straws. You can imagine the jokes that ensued.



A prospective new member on a jobsite reviewing LICA benefits with Jerry.



Jerry with new member Mark Schweibert at his shop.



Jerry visiting with new member Jan Layman at his office.

“It’s my job is to help you to be safer, smarter and more profitable; and I take my job very seriously” he would say with laser-like focus to each and every potential LICA member. He gets to the core of the contractors’ interests and what drives them to do what they do. In a scene reminiscent of Marlon Brando in the Godfather, Jerry would sharpen his approach and invite each contractor to become a part of LICA by boldly stating: “I want you to become one of my guys”.

Jerry’s formula for success is simple. “Satisfied and successful LICA members are the best initial point of contact for prospective new LICA members” he says. Experiences of current members are used to highlight how the benefit value offered by LICA can make a difference in a contractor’s life and in the lives of people they care about. “The value you receive from LICA benefits will more than pay for your membership dues” he proudly claims. Jerry’s willing to go anywhere and do anything – and I mean anything – to convince a contractor to become one of his guys.

Jerry prefers to meet one on one with potential new LICA members. He exudes a warm and welcoming attitude and can walk up to a contractor he doesn’t know, introduce himself, take an interest in the contractor and sell the benefits of being a LICA member. It comes naturally to him. He makes a special effort to get to know each potential member by name. To him, each member is a valued part of LICA, no matter how big of a contractor they are.

Instead of encouraging contractors to join LICA, Jerry asks them to join. He offers a money back guarantee: “If you join right now and at the end of one year you’re not satisfied with your decision, I will give you your money back. Not LICA, but Jerry Biuso will give you your money back.” According to Jerry, no one has ever asked for their money back.

Once the LICA state chapter sets the table, Jerry, in a manner not unlike opening a bottle of wine, serving a favorite recipe and talking with family and friends, comes in and does the rest. ▼

Ohio LICA Kicks off Very Successful Membership Drive!

During the Ohio LICA Convention in January the members voted unanimously to conduct a statewide membership campaign. First they recruited the assistance of National LICA CEO Jerry Biuso. Executive Director Mark Wilson was put in charge of coordinating this effort.

Mark met Jerry in Columbus, Ohio and they rode together the entire week. Over the next few days they would be a part of one of the most successful membership drives in LICA history.

Through the efforts of 17 dedicated Ohio members, LICA grew in membership. Lead by Jeffrey Billenstein who recruited 7 new members himself. Ohio LICA recruited a total of 31 members in 4 days. In the past Missouri LICA had held the record with 21 and Illinois LICA was second with 17; Nebraska was third with 14.

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By DR. ANIRBAN BASU, Chief Construction Economist, Marcum LLP and JOSEPH NATARELLI, National Construction Leader, Marcum LLP



The Marcum Commercial Construction Index for the third quarter of 2023 reports that the construction industry's momentum continued through Summer despite high interest rates, tight credit conditions, and labor shortages. Infrastructure and manufacturing-related construction once again outperformed, while other nonresidential categories struggled.

The index is produced by Marcum's National Construction Services group.

With demand for construction services elevated, contractors increased their staffing levels throughout the third quarter. "The construction industry added jobs for the seventh straight month in October," said Anirban Basu, Marcum's chief construction economist and author of the report. "Much of the hiring over the past year has been concentrated in the nonresidential building category, which saw a 6% increase in employment between October 2022 and October 2023."

Hiring likely would have been faster if not for labor shortages. "Despite strong hiring over the past year, worker shortages and rising labor costs represent a pressing issue for the industry," said Basu. "Average hourly earnings for construction workers increased at more than twice the rate of economywide earnings in October and have outpaced broader wage growth over the past year."

As was the case in the first two quarters of 2023, employment gains and increases in construction spending are largely attributable to manufacturing-related megaprojects. "Bolstered by the Inflation Reduction Act, the CHIPS Act, and the private sector desire to reshore capacity, manufacturing-related construction continued to outperform during the third quarter," said Basu. "Spending in the category is up more than 60% of the past year and, despite the pace of increase moderating since May, is still up more than 150% since the start of the pandemic."

While commercial construction remains weak, certain subsegments have outperformed. "Commercial construction spending has increased a modest 8% over the past year (spending data is not adjusted for inflation) but remains up nearly 44% since the start of the pandemic," said Basu. "This progress is almost entirely concentrated in the warehouse category, a subsegment that has come to dominate the commercial category due to the rise of E-Commerce."

Despite the industry's momentum, there are signs that the consumer side of the economy is weakening, threatening the broader economic outlook. "Approximately 5.8% of credit card debt was seriously delinquent (90+ days overdue) in the third quarter, the highest share since the fourth quarter of 2011," said Basu. "That will slow economic growth, increasing the chance of both a recession and rate cuts in 2024."

Marcum's national construction leader, Joseph Natarelli, said, "Warning signs and historical trends of a downturn are out there and have been for some time now. The construction industry, always the first to feel the pinch and last to be relieved of it, experienced some minor downturns in June. Despite plenty of jobs and low unemployment, nonresidential spending hasn't grown in the past year, including the increases we saw in governmental and infrastructure spending. For now, we are advising our clients to take a skeptical and informed eye to the future."

To download the complete Marcum Commercial Construction Index or for more information, visit www.marcumllp.com

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This summer the LICA family will travel to Pittsburgh, where they boast big-city offerings with a small-town charm. Members have plenty of options to keep them busy in the city where three rivers meet. There are over thirty museums including the Carnegie Museum of Art, Heinz History Center, The Andy Warhol Museum and Mattress Factory, to the quirky Randyland or Bicycle Heaven. Take advantage of the city's award-winning food scene where they have everything from Mexican and Asian, to burgers and beyond. Ascend the Duquesne and Monongahela Inclines to see the Golden Triangle and the famous bridges. The views from up top are truly spectacular.

We will be staying at the Omni William Penn, located in the heart of the downtown business district. The hotel is a historic landmark elegantly renovated for the 21st-century traveler. The hotel is just steps away from the Convention Center, sporting and cultural venues and a variety of shopping. Adjacent to the Pittsburgh Metro Rail System, you will have the convenience to explore the city at ease with stops in Downtown, North Shore Stadiums and Station Square.

Complete information & registration Spring 2024
LICANational.org



ADMC Sets Education Lineup for the LICA Water Management Forum

By KEEGAN KULT, ADMC Executive Director and LICA Water Management Forum Program Director

Drainage contractors play a pivotal role in shaping water management for the next generation of farmers. The LICA Water Management Forum, which will be held on June 13-14, 2024, in Indiana, is an ideal platform for drainage contractors to come together, share insights, and learn from industry leaders about the latest advancements in drainage. The Agricultural Drainage Management Coalition is proud to partner with LICA to provide an educational component that will make the Forum a premium event this year and into the future.

Farmers continue to demand more from their water management systems, as they need to be able to grow more with less while minimizing risks. Contractors who attend the LICA Water Management Forum will be able to provide better solutions to their customers.

In addition to equipment being on-site and demonstrations provided by LICA associates, classes will be in session with opportunities to learn from the experts behind the top drainage schools in the Midwest. The Forum will provide the experts with the opportunity to go beyond the fundamentals of what is taught during their drainage schools, ensuring there is something to learn even for the most experienced contractor.

The Forum will also train contractors on how to access the nearly \$20 billion investment in conservation that the NRCS is making. Past experiences with the NRCS have not always been great for some contractors, but the NRCS has made a concerted effort to work with LICA contractors and ADMC to deliver results. The LICA Water Management Forum will provide the opportunity for contractors to voice their concerns and provide feedback on what they would like to see from the agency.

It is crucial for contractors to engage in the next suite of drainage practices to not only deliver for their farmer customers but also to show how conservation drainage can offer solutions on the landscape. Farmers continue to champion the voluntary approach to conservation. To make that approach work, contractors will need to not only install the practices but also offer guidance to their customers on where the practices will work and how to get technical and financial assistance. This will all be showcased at the Forum. There will be numerous opportunities to interact with other contractors to learn from their experiences.

To make the Forum a success, LICA and ADMC will need their contractor members to engage and participate in Indiana, then bring what they learn home with them. ADMC looks forward to seeing you there this summer and is happy to provide LICA member contractors the benefit of a 50% off Bronze or Associate level membership to ADMC. ADMC membership is crucial to allowing the coalition to continue providing educational opportunities, engage with partners to fund structural

practices, and provide a voice for the drainage industry when it comes to the importance of water management.

For more information go to www.admcoalition.com or reach out via email to kkult@admcoalition.com.



Keegan Kult, ADMC Executive Director, speaking at the Batch and Build kickoff event where over 50 saturated buffers and bioreactors were installed in a single county in Iowa.



Illinois LICA installing a saturated buffer at an Illinois Sustainable Ag Partnership and ADMC partnered field day.

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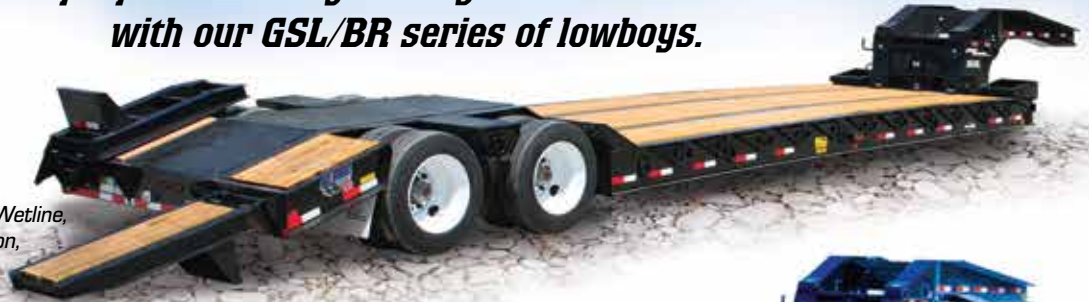
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June 13 & 14, 2024

Water management professionals will unite at the LICA Water Management Forum—an exclusive platform bringing together contractors, farmers, government officials, the education community, and other industry leaders in water management solutions. The two-day event will overflow with opportunities for education, demonstration, networking, sponsorship, and exhibition. Seize the chance to promote your products and services before, during, and after the event! Your support will not only elevate your brand but also contribute to shaping the future of sustainable water management.



FORUM SPONSOR - \$15,000

Take center stage as the Forum Sponsor at the LICA Water Management Forum. With this exclusive package, you'll enjoy prime visibility, from having your logo featured prominently on the Water Management Forum Partners' page of LICANational.org to exclusive social media posts leading up to the event. Capitalize on this opportunity to showcase your commitment to sustainable water management solutions with a featured spot in the official program, event signage, and the choice of an indoor or outdoor booth, ensuring your brand is at the forefront of the industry's premier gathering.

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- (2) Complimentary Forum registrations

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- Listing on Water Management Forum Partners' page on LICANational.org
- Mid-size logo on official program
- Mid-size logo on event signage
- (2) Complimentary Forum registrations

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Make a lasting impression by attaching your brand to the Mid-Spring 2024 issue of The LICA Contractor magazine. Your listing and/or ad in this special insert will reach every attendee and LICA member nationwide, ensuring your message is seen. Don't miss this unique opportunity to connect directly with our audience!

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Example of Company Listing:

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** All ad sizes include contact information listed in "Quick Contacts" section of the guide. Ads due to LICA May 1, 2024 (pdf or jpg format)*

<p>For Advertising questions contact Caroline Krug: Cnational.lica@gmail.com</p>

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Water Management Buyers' Guide: Special Insert to The LICA Contractor

The Water Management Buyers' Guide is a special insert for The LICA Contractor Magazine. The Buyers' Guide will be mailed to all LICA members throughout the country and distributed for free at the Water Management Forum.

Water Management Buyers' Guide: Advertising Rates	
Ad Size	Cost
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Indoor & Outdoor Exhibit Spaces	Indoor: 8' x 10' Outdoor: 25 x 45 yds	\$1,615.00

**Electric is included with the cost of all booth(s)*

Water Management Buyers' Guide: Package Rates

Ad Size	Exhibit Space	Pkg. & Cost
Advertising with Indoor Exhibit Space		
Full Page 7" x 10"	8' x 10'	(A) \$2,700.00
Half Page 7"W x 4 13/16"H	8' x 10'	(B) \$1,900.00
Quarter Page 4 9/16"W x 3 5/8"H	8' x 10'	(C) \$1,500.00
Advertising with Outdoor Exhibit Space		
Full Page 7" x 10"	25 x 45 yds	(D) \$2900.00
Half Page 7"W x 4 13/16"H	25 x 45 yds	(E) \$2,100.00
Quarter Page 4 9/16"W x 3 5/8"H	25 x 45 yds	(F) \$1,700.00

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Allison Hack: Anational.lica@gmail.com

For Information on

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Caroline Krug : Cnational.lica@gmail.com

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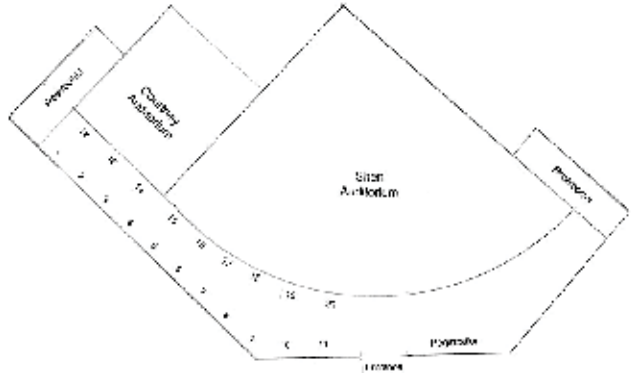
St. Joseph's College campus, conveniently located near I-65 midway between Indianapolis and Chicago, offers a picturesque setting for the LICA Water Management Forum. The campus features a 10-acre Training Field for outdoor demonstrations and displays, adjacent to the attractive Lake Banet and campus apartments. The Core Education Center, equipped with multimedia capabilities and high-speed internet, serves as a hub for education and indoor displays.



INDOOR FLOOR PLAN



St. Joseph's Campus



*Core Education Center Foyer
- Indoor Exhibits*

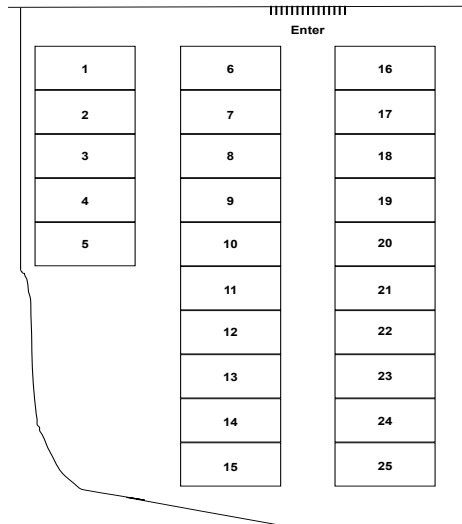


*Courtney Auditorium - Inside
the Core Education Center*

The Courtney Auditorium, situated within the Core Education Center, is the perfect venue for education and training. With multimedia amenities and seating for 80 people, this auditorium ensures a dynamic and engaging experience for all participants.

The Core Education Center Foyer, directly outside the auditorium, offers a spacious and inviting atmosphere with floor-to-ceiling windows. This area is ideal for indoor exhibitors, providing ample space for networking and showcasing products. Each exhibitor will be provided with an 8-foot table and two chairs. Attendees will naturally flow through the foyer before and after education sessions, offering exhibitors valuable visibility.

OUTDOOR FLOOR PLAN



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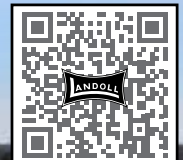


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Streamlining Excavation Operations: The Paperless Advantage of SoilFLO Technology

By KEVIN GOLDBERG, President of SoilFLO Inc.

SoilFLO is pleased to join LICA and introduce ourselves to the association. Born out of Toronto, Canada, SoilFLO was started by those who worked in the field. Inundated with paper ticket reconciliation, Kevin Goldberg, an Engineering Graduate, was growing increasingly frustrated. Tasked with entering thousands of loads into an Excel spreadsheet, he decided there must be a better way to have controls over such a large cost and compliance item - transportation and disposal of excavated soil.

In 2019, Goldberg and his partner Adam Matyja incorporated SoilFLO and got to work. They built a simple solution to replace not only paper tickets for excavation and disposal of soils, but also to track imported bulk materials like aggregates, other stones, and even concrete.

Today, over 250 contractors use SoilFLO as a solution to streamline their businesses, gain control over a ballooning line item, and help with environmental compliance.

In the fast-paced world of heavy civil contracting, staying competitive means adopting innovative solutions that improve efficiency and also simplify day-to-day operations. SoilFLO is emerging as a game-changer in the excavation industry by eliminating the need for paperwork in the field. We explore the typical resistance to change and how SoilFLO facilitates a seamless transition to a paperless workflow for heavy civil contractors and the benefits that your business can realize.

The SoilFLO team has encountered barriers to tech adoption on the construction site countless times and have learned valuable lessons to share with you.

1. User Interface Complexity:

One of the primary challenges in adopting technology in construction is the often-complex user interfaces that may overwhelm field staff. Construction Field Apps must offer a user-friendly interface, minimizing the learning curve while ensuring that contractors and workers can easily navigate the platform without extensive training.

2. Understanding On-Site Workflows:

Excavation operations involve intricate on-site workflows that must be seamlessly integrated into any technology solution. Technology providers can address this barrier by aligning with established workflows already seen on site and offering customization options to match the specific needs



Log your loads with the simple click of a button, and easily manage your bulk material movements using SoilFLO.

of projects. This ensures that the transition to a paperless system doesn't disrupt established practices, but rather, enhances them.

3. Buy-In from Senior Management:

Introducing new technology to any organization requires buy-in from senior management. The software must showcase the immediate benefits in terms of efficiency and cost savings as well as the long-term advantages, including enhanced project oversight, streamlined compliance, and improved decision-making. Demonstrating these benefits is crucial in securing support from senior management.

4. Integration with Existing Systems:

Many construction companies have invested heavily in legacy software systems. The challenge lies in integrating new technologies with these existing systems seamlessly. Adaptability and compatibility between software solutions makes integration smoother, ensuring that heavy civil contractors can leverage the advantages of a paperless approach without disrupting their existing tech infrastructure.

5. Overcoming Resistance to Change:

Resistance to change is a common hurdle in the construction industry. Businesses can address this by involving



SoilFLO is a material management software that helps digitize paper tickets and track import/export loads in real-time. With SoilFLO you can manage material budgets while monitoring daily site progress and activity.

stakeholders early in the decision-making process and provide training and support throughout the user lifecycle. Transparent communication about the benefits of the technology and its positive impact on daily operations can help alleviate concerns and encourage acceptance.

Understanding SoilFLO Technology:

SoilFLO is a simple solution which replaces the typical paperwork used in tracking the transportation and placement of bulk materials. SoilFLO focuses on efficient soil disposal and transportation processes through a user-friendly digital platform. Through collection of real-time data, SoilFLO ensures that contractors can manage their projects efficiently without the burden of paperwork. SoilFLO is often the first field app used by its clientele, and a great introduction into the world of construction tech.

Benefits of Adopting SoilFLO's Paperless Approach:

1. Efficient Data Management:

SoilFLO replaces manual data entry with a streamlined digital interface, making it easier for excavation contractors to manage and access critical information. This reduces the risk of errors associated with paperwork and also improves data accuracy.

2. Real-Time Tracking and Reporting:

SoilFLO enables excavation contractors to track soil disposal and transportation activities in real-time. This eliminates the need for manual record-keeping and provides instant access to accurate, up-to-date information. Project managers can generate reports effortlessly, aiding in better decision-making and project oversight.

3. Simplified Compliance:

Compliance with regulations and environmental standards is a crucial aspect of heavy civil projects. SoilFLO's paperless system ensures that contractors can easily maintain and access documentation required for compliance. This simplifies the auditing process and helps contractors stay on the right side of regulatory requirements.



Colton Vandenberg - VP, Finance & Operations (left), Kevin Goldberg - Co-Founder & President (middle), Adam Matyja - Co-Founder & Head of Product (right)

4. Reduced Administrative Burden:

The transition to a paperless workflow with SoilFLO significantly reduces the administrative burden on excavation contractors. With automated processes and digital documentation, there's less time spent on paperwork, allowing project teams to focus on core tasks, enhancing overall productivity.

5. Improved Collaboration:

SoilFLO's digital platform facilitates seamless collaboration among project stakeholders. Team members can access project information, update records, and communicate within the platform, fostering better coordination and communication across the project lifecycle.

Get In Touch

SoilFLO's approach is transforming excavation operations by eliminating the reliance on cumbersome paperwork. Heavy Civil contractors can now experience increased efficiency, accurate data management, and improved collaboration through a user-friendly digital platform. As the Heavy Civil industry continues to evolve, embracing technology like SoilFLO streamlines day-to-day operations while also setting the stage for a more agile and competitive business.

If you're interested in learning more about SoilFLO, please contact daniel.zuckerman@soilflo.com. ■

New York LICA Hosts BOCES Students

By MAURA DIBBLE, NYLICA Executive Director

The Board of Cooperative Educational Services (BOCES) is an important public organization established in 1948 by the New York State Legislature. Its mission is to provide shared educational programs and services to school districts.

How Does BOCES Work?

BOCES works by bringing together two or more school districts that have similar needs, allowing them to save money by sharing resources and costs. This cooperative approach makes it possible for districts to offer programs that might be too expensive to run independently.

Heavy Equipment Operation and Maintenance Program

One standout program offered by BOCES is the Heavy Equipment Operation and Maintenance Program, preparing students for careers operating big rigs and construction equipment. The program covers a variety of topics to give students a well-rounded understanding of heavy equipment operation and maintenance. Some key areas include:

1. Basic Operating Techniques: Learning the essential skills for operating heavy equipment effectively.
2. Identification of Heavy Equipment: Understanding the different types of heavy machinery.
3. Preventative Maintenance: Knowing how to keep machines in good shape through regular maintenance.
4. Career Exploration: Exploring various career opportunities within the heavy equipment industry.
5. CDL Preparation: Getting ready for the Commercial Driver License (CDL) exams, which are important for heavy vehicle careers.
6. Certified Excavator Program Training: Specialized training for operating excavators, focusing on specific job skills.
7. Principles of Diesel Engines and More: In-depth exploration of diesel engines, powertrains, electronics, hydraulics, air brakes, and crawler tractors.

BOCES is all about schools working together, and this program is an exciting pathway for students interested in operating heavy machinery. As they learn the ins and outs of these big machines, students also gain important skills in safety, maintenance, and managing their careers. This program sets them on a journey to success in the dynamic field of heavy equipment operation.



Students at registration



Breakout session

Partnering with New York LICA

During the NYLICA state convention, we hosted 50 BOCES students enrolled in the Heavy Equipment and Maintenance Program. This initiative was the brainchild of NYLICA Director Derek Decker, who is also an instructor at Cattaraugus-Allegany BOCES Belmont.

In preparation for the event, Derek constructed 7-foot boxes for his Confined Space and Trench rescue training, which he brought to the convention and assembled with assistance from other contractors and hotel staff. Derek brought a portion of his class, and Mike Fodge, an instructor at Greater Southern



Opening session

Tier BOCES Coopers Plains Campus, brought a busload of students as well.

A Day of Networking, Learning, and Safety Training

On Monday morning, NYLICA members participated in First Aid CPR/AED certification while students were arriving. They were then divided into smaller groups to engage with representatives from Five Star Equipment, Merit Apprenticeship Alliance, Milton CAT, and Monroe Tractor. These industry professionals shared insights about careers in the field.

Associate sponsors, including Pavilion Drainage Supply, sponsored a buffet luncheon for all attendees. NYLICA members and Associates were encouraged to sit with the students during the luncheon, providing an opportunity to answer

questions and interact. The students displayed respect, curiosity, and enthusiasm, making it a positive experience for everyone involved.

After lunch, the students participated in safety training, focusing on Confined Space and Trench safety, which included the boxes crafted by Derek Decker.

Before boarding their buses, the students received bags containing NYLICA pens, hats, and gloves as mementos of their day with us.

Positive Response and Future Commitment

Feedback from contractors, Associates, and some others who were unable to attend was overwhelmingly positive. The consensus was that we must continue hosting these students to actively involve them in our industry. ■

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Following the Rules— It Can Make or Break Your Claim

By CRAIG MARTIN, Construction Attorney with Lamson Dugan & Murray

It seems that construction contracts are getting longer and longer. If you are involved in a project with a national general contract, it is not uncommon to receive a fifty-page, single-spaced contract with attachments. While these contracts can be a tough slog to get through, it is imperative that you review all provisions to figure out how you need to respond to any difficulties on a project. Otherwise, you may find yourself in a tough position, just like a subcontractor working on a windfarm project in Illinois.

The Project

The subcontractor, Boldt Company, was hired by Black & Veatch Construction to erect 60 wind turbines in western Illinois. The contract required Boldt to offload the wind turbine parts delivered to the project site by GE and then erect the 60 wind turbines in accordance with the specified construction schedule. Importantly, Black & Veatch was required to construct and maintain the roadways and crane pads throughout the project site.

When Boldt was unable to maintain the specified construction schedule, Black & Veatch issued notices of default and reduced the scope of work. Boldt was still unable to maintain the construction schedule and informed Black & Veatch that Boldt was delayed by 43 days due to Black & Veatch's inability to get turbine parts timely delivered and Black & Veatch's failure to maintain the roads and crane pads throughout the project site. Ultimately, Black & Veatch terminated Boldt for cause.

The Lawsuit

Boldt sued Black & Veatch claiming it was wrongfully terminated from the project, and Black & Veatch responded with its own breach of contract claim, alleging that Boldt failed to complete its work in a timely and safe manner. Black & Veatch ultimately moved for summary judgment, arguing that Boldt failed to follow the contract terms required in notifying Black & Veatch of delays caused by Black & Veatch and others. The court agreed with Black & Veatch and ruled against Boldt.

The Subcontract Requirements

The subcontract, all 144 pages, was very specific regarding Boldt's obligations to Black & Veatch. For example, the contract provided that if Boldt used Black & Veatch's roadways or crane pads, Boldt accepted them "as is" and waived any claims arising out of the use of the roadways or pads. As mentioned

above, Boldt claimed the crane pads were of such poor condition that they delayed the installation of the wind turbines. But, because Boldt used the crane pads before raising any issues as to their quality, the court found that Boldt waived any such claims.

The court dug further into the contract and found that it required Boldt to give written notice if Boldt believed that Black & Veatch had caused any delays on the project. Specifically, Boldt must give written notice within 3 days of discovering the cause of delays, describing the details of the delay and any impact on the schedule. Since Boldt failed to provide any notices to Black & Veatch, the court again rejected the claim for delay.

Boldt also argued that Black & Veatch breached the contract by failing to provide turbine parts in a timely manner. Again, the court reviewed the contract and found that Boldt was required to provide notice to Black & Veatch of any part delays within 5 days of learning of the delay and then within 20 days, provide the impact of any such delays, both on the cost of the work and time of performance. The court found that Boldt had provided 18 of the 5-day notices, but none of the required 20-day notices because none of the Boldt notices actually quantified the impact of the delayed deliveries. Instead, each notice stated that Boldt "reserves the right to quantify and claim additional compensation and schedule days at a later date." Because Boldt failed to provide the required 20-day notice, Boldt could not pursue its breach of contract claim for delayed turbine delivery.

As this lawsuit reveals, following the contract terms is important—even if the terms are "hidden" within 144 pages of a contract. Contractors are well-advised to not only review their contracts but also identify any notice requirements and create a summary of these requirements for easy access during the project. That way, when you find that the cranes are not properly constructed, you know how long you have to notify the upstream contractor and what your notice must contain.

If you need help reviewing your construction contracts or creating policies that will help you better administer your contracts, give Craig a call. Craig Martin is a construction attorney at Lamson Dugan & Murray, LLP.

Craig Martin is a construction attorney with Lamson Dugan & Murray, LLP law firm in Omaha, Nebraska, and a member of the collaborative Johnson Team. The Johnson Team consists of a group of specialists serving LICA members on matters of significance – planning, protection, and preservation of their businesses and families. If you have any questions, Craig's e-mail is cmartin@ldmlaw.com.

Earth Mover Safety

By THE LICA SAFETY PORTAL, Zywave Resource Library

Because of their size and mobility, earth movers present a host of unique risks on the jobsite. Moreover, when injuries occur in or around earth-moving machinery, they tend to be serious—and sometimes even fatal. To prevent accidents and injuries on the worksite, follow these safety guidelines.

Plan Ahead to Prevent Accidents

Your commitment to safety begins before you even step into the driver's seat. Thorough preparation and planning can greatly reduce your chance of accident or injury.

Earth-moving machine operators should:

- Check the work area for hazards such as boulders, tree roots or overhead power lines. If power lines are present, maintain 10 feet of clearance at all times.
- Take note of ground conditions, especially if mud, snow, ice or surface water is present.
- Inspect your equipment prior to use. Look for loose or missing bolts or pins, oil or coolant leaks, and any signs of damage to wheels, tires, hydraulic systems or other moving parts.
- Check the brake system and brake lights to ensure they are fully operational.
- To ensure safe visibility, make sure the windshield and mirrors are free of dirt and debris.

Safe Operating Procedures

Earth movers can cause serious damage if proper operating precautions are not followed:

- Stay seated with your seatbelt fastened at all times while operating the earth mover.
- Wear any and all required personal safety equipment, including safety glasses, gloves, helmet, ear protection and proper footwear.



- Do not exceed manufacturer's recommended load limits.
- Avoid sharp turns on uneven terrain, which can cause the vehicle to become unsteady and potentially flip over.

General Safety Policies

- Make sure all earth-moving vehicles are equipped with roll-over protection.
- Maintain back-up alarms for equipment with limited rear visibility.
- Train workers to stay clear of backing or turning vehicles with rotating cabs.
- Verify that all machine operators have proper training and experience.

If you have any questions or concerns about earth mover safety, contact your supervisor. ■

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Tax Bill Under Construction

By NICK YAKSICH, LICA Director of Government Relations

Electoral years provide the opportunity for tax-writing committees to build tax bills based on members' priorities - sort of a second Christmas of unwrapped packages - of everything you hope to receive and didn't get at Christmas. Despite the obvious potential financial and social benefits, the building of a tax bill brings both sides together, which is especially difficult in this deeply divided Congress.

Congressional leaders are closing in on a \$70 billion bipartisan and bicameral deal that would expand the child tax credit and provide tax breaks for businesses through 2025.

The most recent tax package, being negotiated by members of the Democratic-led Senate Finance Committee and the Republican-led House Ways and Means Committee, is split evenly between the Democrats' main demand - enhancing the child tax credit, which drastically cut childhood poverty - and providing new tax incentives favored by businesses, sought by Republicans in exchange. Senate Finance Committee Chair Ron Wyden, D-OR, said he has been pursuing the tax deal for 18 months and is aiming to complete it by Jan. 29.

The business breaks would revive some policies under the Trump tax cuts of 2017 that have since expired. They would allow full expensing for domestic research and development, restore the pre-2017 interest deduction, extend bonus depreciation, and expand small-business expensing.

For LICA members, there are a few key tax provisions that could see some consideration as the tax committees continue to build out their legislation.

Estate Tax Repeal

Senator John Thune (R-SD) and Congressman Jason Smith (R-MO-8) have both introduced a bill that will permanently repeal the federal estate tax and generation-skipping tax. The plan would be to wrap this bill into a comprehensive tax package. The Family Business Coalition - of which National LICA is a member - will be working with member organizations to gather cosponsors for the bills.

Senator Thune summed up his thinking on why a repeal is needed: "We don't believe death ought to be a taxable event. If you look at what families go through in the grieving process, it's really ironic that we penalize and punish them through the tax code after they have worked really hard over a lifetime to build up some equity, some assets, that they hope to pass on to the next generation."



Including estate tax repeal in a comprehensive tax bill will encourage many supporters of family-owned businesses from both sides to support passage.

Bonus Depreciation

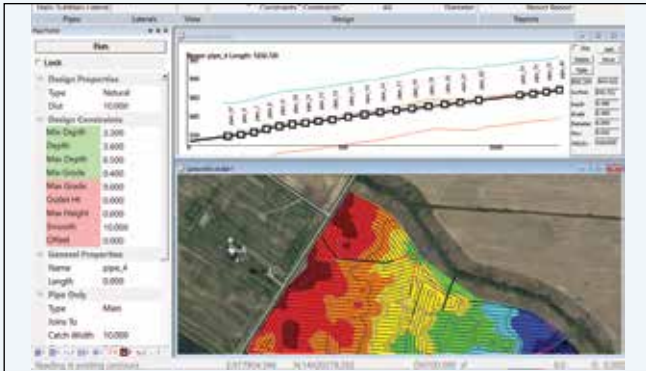
Bonus depreciation helps encourage businesses to invest in new equipment and property. In addition, it gives them a tax break on the purchase price. The Tax Cuts and Jobs Act, enacted in 2018, increased first-year bonus depreciation to 100%, which has remained through the end of 2022. The deduction phases out over the following four years, dropping to 80% in 2023, 60% in 2024, 40% in 2025, and 20% in 2026. After 2026, the deduction will no longer be available.

The bonus depreciation phase-out schedule gives businesses a powerful incentive to invest in new equipment and property. By offering a 100% deduction on the cost of qualifying purchases, the schedule encourages businesses to make investments that they might otherwise delay or forego altogether. As a result, the bonus depreciation phase-out schedule is vital in promoting economic growth and job creation.

A few words of caution and a dose of reality before you jump for joy in anticipation of wonderful tax gifts. There really is no Santa Claus. The next Christmas is a long way off. And Congress has a long road going forward to negotiate a tax bill that both sides can agree to before the November election heats up. However, for those looking for tax relief and benefits, there is hope that a tax bill is under construction. ■

Market Watch

New Pipe Design Software



Foresoft Pty Ltd and Cook's AGPS LLC are pleased to jointly announce the release of the latest version of Foresoft's Ezigrade software. Ezigrade has been known for years for their surface design functionality, including advanced ditching design, leveling, and landforming. The latest version now includes subsurface design for creating pipe (tile) plans with integrated reporting. Ezigrade is sold as a permanent software license, and is free of per-acre fees and recurring charges.

www.ezigrade.com, www.cooksagps.com

Komatsu's Intelligent Machine Control (iMC) 2.0 dozers featured at CONEXPO-CON/AGG 2023

Komatsu's iMC 2.0 dozers help maximize efficiencies so operators – even newer operators – can deliver more precise production.



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2. **Gain Recognition:** Get your name and your work in front of a dedicated readership of industry insiders, contractors, and enthusiasts.
3. **Contribute to the Community:** Help cultivate a vibrant exchange of ideas and knowledge within the LICA community.

4. **Inspire Others:** Your stories and photos have the power to inspire and educate others in the industry, sparking new ideas and approaches.

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- **Photo Submissions:** Capture the beauty and complexity of land improvement projects through striking photographs.
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- Article Ideas: Send in a brief outline or description of your proposed article.
- Photos: Share high-resolution images capturing the essence of LICA
- Contact Details: Include your name, contact information, and a brief bio.

Email Your Submissions to: Caroline Krug, Editor- cnational.lica@gmail.com

Subject Line:

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Selected submissions will be featured in upcoming issues, so don't miss out on this fantastic opportunity to be part of The LICA Contractor magazine!



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Benefits List in The LICA Contractor



National Website, LICANational.org



National Website, Benefits Page



National LICA Benefits

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Contact Tim Kipper

Call: 402-802-5028

Email: Tim.Kipper@bigiron.com



Safety Tools

aQuiRE: Contractor Training

- Online training videos
- Audit templates
- Inspection forms
- Safety forms
- Free trial for LICA Members

Email: info@cahillresources.com

Call: 716-364-3022

Custom OSHA Compliant Safety Program

- Certified safety professionals
- OSHA inspection assistance
- Safety & health trainings
- LICA members get a 10% discount

Contact: Al Osche

Call: 412-752-6387

Email: albert.osche@lancastersafety.com

Spotcast: The Video Sticker

- QR Code stickers unique to your company
- Scan sticker & record a safety/instructional video.
- Recorded video plays when scanned by next user
- LICA members get 10 stickers free

Email: lica@safer.me

Call: 512-846-3011

The LICA Safety Portal

- Online safety portal
- Search safety articles
- OSHA requirements
- Safety forms
- Ready to download & print

Email: anational.lica@gmail.com



Time Tracking Tools

BusyBusy: Tracking Software

- 30% Discount for LICA members for the 1st year
- Time and equipment tracking
- Scheduling and Daily reports

Visit BusyBusy.com

ConX: Labor Sharing

FREE for LICA Members, use code: Q2SQBVHW

- Borrow workers by searching ConX Database for extra labor
- Loan employees out for a small profit during slow work times.

Email: BradL@CONX-USA.com

Website: CONX-USA.com

\$ Member Discounts \$

Clean Fire New Member Discount

- \$50/Case Discount
- Clean Fire Diesel fuel additive
- Reduced emissions & optimum performance

Call: 402-693-2424

Email: cleanfiredist@gpcom.net

5% Discount on Big Switch Products

- Big Switch is USDA biopreferred compost sediment filter
- Erosion/Sediment control
- Stormwater Mgmt. & slip repair

Call: 724-681-4414

Email: Joe@greco.tc

Space Pen

- Members get a 25% discount.
- Writes upside down

Website: Spacepen.com

Use Code: LICA320

The LICA Contractor Magazine

- Free to LICA members
- Published 6 times/year
- Stories about contractors
- Latest industry, legislative & legal news.



Benefits from Machinery Trader

Get Started with any of these Benefits from Machinery Trader by calling:
1-800-247-4898

Buy & Sell Equipment with the Inventory Management System

- List & sell on LICANational.org for FREE
- FREE cloud-based Inventory Management System
- Machinery Trader representative will help with setup.
- List equipment (for a fee) on sites like Machinery Trader.

Advertising Discount

- 50% OFF first 2 months of advertising (with 4 month commitment)
- Auction Time, Machinery Trader, & Tractor House

Premium Hosted Website

- Discount on a new custom website
- FREE web banner advertising (on MachineryTrader.com)
- Priority level service & data backup

eCommerce Benefit: Sell from your Website

- Sell directly from your website
- Invoicing made easy
- Emails to buyer & seller after sale

LICA Beef Benefit

- 25% off at Piedmontese.com
- Discount code: LICA
- Gourmet steaks

Agricultural Drainage Management Coalition

ADMC Membership Discount

LICA members receive 50% off Bronze & Associate membership.

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- Education & Training
- Recognition

Email: jhansen@admcoalition.com
<https://admcoalition.com/join-admc/>



Petrocon Savings



To start saving with any of these benefits contact:

Call: 866-548-8750 · info@petrocon.org

Petrocon Commodities Program

- National Oil Program
- National Tire Program
- National Antifreeze Program

Petrocon CAT Parts Replacement Program

- CAT Aftermarket Replacement Parts
- Expected Savings 20-40% over OEM parts

Pistons & Piston Kits

- CTP Crown & Skirts
- CTP Pistons meet most Rigor & Stringent Specifications

Cooper Tire Program

- Discount with Cooper Tire & Rubber Company
- Replacement Commercial Truck Tires



Emergency Transport

MASA: Medical Transport Solutions

- MASA provides emergency transportation solutions.
- Covers your out-of-pocket medical transport costs

Call: 314-540-5729

Email: azink@masamts.com



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National LICA Website

LICANATIONAL.ORG

At LICA we pride ourselves on offering our members a plethora of benefits that help your business and family. The National LICA website, LICANational.org, is a benefit within itself - and is available 24/7.

- Sell & purchase used equipment
- Legislative Updates
- Upcoming event details
- State Chapter contact information
- And of course....full list of National Benefits

Scan the QR Code with your phone's camera to see the National LICA Benefits. Each benefit has a downloadable flyer that contains details on the benefit and contact information to get started.



Land Improvement Contractors of America

3080 Ogden Ave., Suite 300 Lisle, IL 60532

Phone: (630) 548-1984 Email: anational.lica@gmail.com

National Membership Drive

January 1, 2023 through December 31, 2023

ConExpo	Connecticut	1	ConExpo	Michigan	1	Nate Cook	Ohio	1
			Unidentified		1	Paul DeMuth		1
ConExpo	Florida	1		Minnesota	5	Convention		1
						Insurance		3
ConExpo	Georgia	1				Unidentified		2
				Missouri	1	ConExpo	Oklahoma	1
Ryan Arch	Illinois	1	Gerald Bauer		1			
Jon SeEVERS		1	Debbie Dickens		1		Pennsylvania	2
Drainage Workshop		1	Rob Liles		1	Jerry Biuso		1
ConExpo		2	Gene Rotert		1	Justin Hoover		2
Insurance		1	Web/insurance		2	Joanie Micsky		1
Unidentified		2		New Jersey	171	Chris Moore		1
				Apprenticeship Program	1	811Show		2
				Buddy Freund	7	ConExpo		1
				Insurance	2	Insurance		1
				Web	2			
Web	Indiana	2				ConExpo	Texas	1
Unidentified		2						
							Utah	1
ConExpo	Iowa	2	Jerry Biuso	New York	1			
Insurance		1	ConExpo		3	ConExpo		1
None		1	Insurance		4			
			Unidentified		8			
						John Stanford	Virginia	1
ConExpo	Kansas	2	Ray Cooney	Nebraska	1			
Convention		1	Jim Group		1	ConExpo	Wyoming	1
Unidentified		2	Unidentified		1			
ConExpo	Maryland	1	ConExpo	North Carolina	1	Total		262

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Company Name _____

Member Name _____ Spouse's Name _____

Street Address _____

City _____ State _____ Zip _____

Phone (_____) _____ Cell Phone (_____) _____

Fax (_____) _____ Email: _____

LICA Sponsor _____

Contractor (Type of Business)

- | | | | |
|------------------------------|--|------------------------------|-----------------------------------|
| <input type="checkbox"/> CR | Crane Service | <input type="checkbox"/> OSW | On Site Waste Treatment |
| <input type="checkbox"/> DI | Drainage/Irrigation | <input type="checkbox"/> PA | Paving |
| <input type="checkbox"/> EC | Erosion Control | <input type="checkbox"/> PD | Ponds or Dams |
| <input type="checkbox"/> EMC | Earthmoving/Land Cleaning | <input type="checkbox"/> R | Reclamation |
| <input type="checkbox"/> EXG | Excavating/Grading | <input type="checkbox"/> SEP | Septic Systems |
| <input type="checkbox"/> GR | Gravel/Rock Production | <input type="checkbox"/> SP | Site Preparation/Development |
| <input type="checkbox"/> HD | Hardscaping | <input type="checkbox"/> SWU | Sewer/Water/Underground Utilities |
| <input type="checkbox"/> LL | Land Leveling | <input type="checkbox"/> TH | Trucking or Hauling |
| <input type="checkbox"/> LS | Landscaping | <input type="checkbox"/> TW | Terraces or Waterways |
| <input type="checkbox"/> ODW | Open Ditch Work | <input type="checkbox"/> WM | Water Management |
| <input type="checkbox"/> SA | Dealer, Service Co., Government Agency, Consultant, Insurance Agency | | |

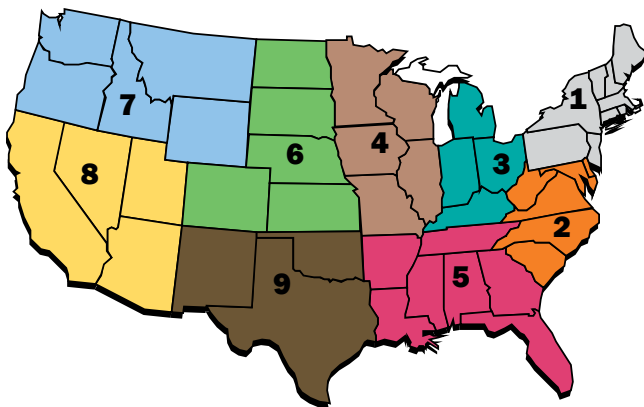
Application is for (Check One)

- Active Contractor Member (Annual Dues)..... Vary by State Chapter
Active Land Improvement Contractor.
- Company Associate Member (Annual Dues)..... Vary by State Chapter
Person or companies manufacturing or selling materials, equipment or services to active contractor members.
- Supporting Member (Annual Dues)..... Vary by State Chapter
Person(s) or associations interested in LICA.
- National Associate Member \$300.00
- Member-At-Large..... \$195.00
Contractors in state without chapters

Signature _____ Date _____

Please contact your state chapter for annual dues and additional information. See page 34.

**To become a national associate please contact:
National LICA, 3080 Ogden Avenue, Suite 300, Lisle, IL 60532
Phone 630-548-1984 • Fax: 630-548-9189
Email: nlica@aol.com • Website: LICANational.org**



STATES WITH MEMBERS-AT-LARGE

- California
- Massachusetts
- North Carolina
- Oklahoma
- Oregon
- South Carolina
- Texas
- Wyoming

■ ARKANSAS LICA

National LICA
3080 Ogden Ave.
Lisle, IL 60532
Phone: 630-548-1984
Email: nlica@aol.org



■ MICHIGAN LICA

Sarah Cook
4780 E. Townsend Road
St. Johns, MI 48879
Phone: 517-282-1083
Email: scook@michiganlica.org



■ NORTH DAKOTA

Eileen Levy
National LICA
3080 Ogden Avenue
Lisle, IL 60532
Phone: 630-548-1984
Email: nlica@aol.com



■ FLORIDA LICA

Matt Palmer
290 Mount Vernon Dr.
Venice, FL 34293
Phone: 941-223-0762
Email: mcmpalmer@aol.com



■ MINNESOTA LICA

Jennifer Breberg
2570 130th Street
Dawson, MN 56232
Phone: 320-226-6398
Email: mnlica2@gmail.com



■ OHIO LICA

Amy Gerten
8603 Road 5
Leipsic, OH 45856
Phone: 419-943-2965
Email: ohiofica@gmail.com



■ ILLINOIS LICA

Ryan Arch
112 Exchange St. Suite 2
Galva, IL 61434
Phone: 309-932-1230
Email: ryan@illica.net



■ MISSOURI LICA

Andrea Rice
410 Madison Street
Jefferson City, MO 65101
Phone: 573-634-3001
Cell: 660-414-5482
Email: LICAMissouri@gmail.com



■ PENNSYLVANIA LICA

Joanie Micsky
775 Mercer Road
Greenville, PA 16125
Phone: 724-866-1082
Email: pennsylvanialica@gmail.com



■ INDIANA LICA

Nanci Gutwein
P.O. Box 425
Francesville, IN 47946
Phone: 219-204-1722
Email: indianalica@gmail.com



■ NEBRASKA LICA

Kira Cooney
1000 27th Road
Walthill, NE 68067
Phone: 402-870-0582
Email: kira.cooney@nelica.com



■ SOUTH DAKOTA LICA

Toby Crow
1600 W. Russell Street
Sioux Falls, SD 57104
Phone: 605-271-0292
Email: accounting@sdagc.org



■ IOWA LICA

Kelby Kiefer
900 Des Moines St.
Des Moines, IA 50309
Phone: 563-202-0682
Email: director@ialica.com



■ NEW JERSEY LICA

Buddy Freund
P.O. Box 166
Succasunna, NJ 07876
Phone: 973-630-7600
Email: buddy@govisionstrong.com



■ VIRGINIA LICA

Kim Johnson
7337 Kennedy Road
Nokesville, VA 20181
Phone: 703-753-7231
Email: kandcj3@gmail.com



■ KANSAS LICA

Jon Ungerer
850 US Highway 77
Marysville, KS 66508
Phone: 785-221-8697
Email: jungerer@kansaslica.com



■ NEW YORK LICA

Maura Dibble
3330 Pratt Road
Batavia, NY 14020
Phone: 585-219-4802
Email: nylica@rochester.rr.com

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