



IOWA LICA

ANNUAL MEETING & CONVENTION

Sunday - Monday - Tuesday January 9-11, 2022

> 2021 State Officers: Chairman of the Board— Reagan Gingerich President—Katie Resor Vice President—Curtis Maxwell

62nd Annual Iowa Land Improvement Contractors' Association Convention

Notes:

- Badges must be worn at all functions.
- Masks will be respected.
- Associate hospitality rooms will be closed during all business sessions and planned programs. Hospitality rooms will close doors at 11:00 p.m.
- You must have a ticket to attend meal functions.
- All educational sessions are 50 minutes starting on time. We ask that you help us keep on schedule.
- Check bulletin board for changes and other information.
- No refunds for meals not attended.
- Please leave auction items in the Associate Hall for display.
- If Associates have items for the Monday/Tuesday drawing, get them to the Registration desk before the Monday luncheon.

2022 Updates to the Schedule

Monday, January 10th

- Breakfast in the Courtyard begins at 7:30 a.m.
- Opening Session at 8:30 a.m.
- Agency Meeting at 9:00 a.m.
- Iowa LICA Membership Meeting at 1:30 p.m.

Tuesday, January 11th

- Keynote Speaker Aaron Thomas at 12:30 p.m.
- Closing Session at 4:00 p.m. raffle drawings

Iowa LICA Associates Exhibit Hall Displays

Please take time to thank all of our associate members for their contributions all year long.

Booth	Associate	Booth	Associate
1	A & E Construction Supply	30	Agri-Drain Corporation
2	Midtech Services	31	Vermeer
3-4	Heartland Construction Equipment	32	IDALS
5-6	FRATCO	33-34	Timewell Tile
7	XL Specialized Trailers	35	Mitko LLC
8	Country Enterprises	36	RWF Bron
9	Brown's Heavy Equipment	37	Ziegler
10	Hotsy Equipment Company	38	Bryan Heavy Equipment Inc.
11	Springfield Plastics Inc.	39	Kahn Tile Supply LLC
12-13	Riverland Expressions	40	Hickenbottom Inc.
14	Precision Intakes, Ltd	41	Brown Supply Co.
15	SunSource Hydraulic Service & Repair	42	Star Equipment, Ltd.
16	Port Industries	43	Quinn Equipment Inc
17	Contractor Solutions	44	Metal Culverts, Inc.
18	River Valley Pipe LLC	45	J Pettiecord, Inc
19-20	Advanced Drainage Systems Inc. (ADS)	46	Northland Trenching Equipment
21	Ritchie Bros Auctioneers	47	Northern Border Pipeline
22	Drain Tile Safety Coalition	48	The Johnson Company
23	Agricultural Drainage Management Coalition	49-50	Mid America Trenchers
24	Titan Machinery, Inc.	51	Brown Bear
25	Prinsco, Inc.	52	Hilpipre Auction Co.
26	Mid Country Machinery	53	Iowa LICA
27	McCormick Equipment		
28-29	PRINS/United Fire Group		



Participants registered for both days will receive an lowa LICA BINGO card at sign in. Chat with our Associates in Associate Hall and get your card stamped until it is full. Bring your card to the registration table to be entered for door prize drawing at the end of the convention. We have some incredible Items to be given away. You must be present at the drawings to win.

Door prizes include:

- Rock River AR 350 Legend
- Pair of Diamond Earrings
- M18 Milwaukee 1/2 "Impact Wrench
- And more...

SUND	AY, JANUARY 9TH	
1:00 p.m.	Registration Opens (Close at 6:00 p.m.)	Des Moines Rm
2:00 p.m.	LICA Farm Meeting	Iowa B & C
2:30 p.m.	Committee Meetings	Iowa B & C
4:00 p.m.	Legislative Policy Meeting	Iowa B & C
3:00 p.m.	Exhibits Open (Close at 5:30 p.m.)	Associate Hall
5:30 p.m.	Cards in the Courtyard	Courtyard
5:30 p.m.	Associate Hospitality (Close at 11:00 p.m.)	Courtyard
7:00 p.m.	Dirty Champagne (Live band) Springfield Plostics, inc.	Courtyard



Stop out by the registration area to take advantage of the photographer and backdrop we have available Sunday and Monday. A digital image will be emailed to you for use on social media, professional liturature, and websites.



Mond	AY, JANUARY 10TH	
7:00 a.m.	Registration Opens (Close at 5:00 p.m.)	Des Moines Rm
7:15 a.m.	Devotions	Iowa B
7:30 a.m.	Welcome Opening Breakfast Sponsored by: PRINS INSURANCE INSURANCE	Courtyard
8:30 a.m.	Opening Session	Ballroom
9:00 a.m.	Agency Meeting	Ballroom
10:30 a.m.	 Machinery Maintenance How to Deliver on Iowa's Nut. Reduction Distracted Driving Ladies - Suzi Q presentation Waste Water Session 1 	Iowa B Iowa C Iowa D Iowa E Westview
11:30 a.m.	 GPS Contract Drafting & Getting Paid Addressing Conservation Cost Barriers Ladies Program Waste Water Session 2 	Iowa B Iowa C Iowa D Iowa E Westview
12:30 p.m.	John Deere Luncheon - Sponsored by: John Deere Dealers of Iowa Le q u i p m e n t TRACTOR & EQUIPMENT CO.	Ballroom
1:30 p.m.	Membership Meeting	Ballroom
2:30 p.m.	 Hydraulic Systems Welding Tips and Tricks Three Seconds Later Ladies Program Waste Water Session 3 	Iowa B Iowa C Iowa D Iowa E Westview

Mond	AY, JANUARY 10TH (continued)	
3:30 p.m.	 Mental Health Estate Planning Risk Management Of All Sorts Ladies Program Waste Water Session 4 	Iowa B Iowa C Iowa D Iowa E Westview
4:30 p.m.	 Scaling Up Wetlands, Sat Buffers, and Bioreactors Oil and Lubrications "The Trainwreck" or Successful Business Journey Ladies Program Waste Water Session 5 	Iowa B Iowa C Iowa D Iowa E Westview
5:30 p.m.	Buffet sponsored in part by: Agri Drain PRINSCO Hospitality Rooms (close at 11:00 p.m.)	Courtyard
7:00 p.m.	23rd Annual LICA Auction	Courtyard

Iowa LICA Honorary Members

lowa Land Improvement Contractors' Association gives special recognition to Iowa LICA members who have donated much of their lives to the growth of the Iowa LICA over the years.

Kenneth and Jane Rasch
Dan Rasmussen
Albert and Doris Stenstrom
Keith Norris
Wayne and Wilma Towers





At approximately 7:00 p.m., the 24th Annual Iowa LICA Auction will begin in the Courtyard. In the last several years, the auction has raised between \$10,000 and \$25,000 annually! These proceeds have been used for educational programs, Iowa LICA website, safety, as well as the purchase and development of the LICA farm. The auction items are on display in the Associate Hall. With lots of great items to bid on, don't forget to sign up for your number in the Associate Hall and bid, bid, bid!

IOWA LICA GOLF OUTING

COMING THIS SUMMER 2022...

No matter your skill level on the course, it is safe to say lowa LICA members like to dig dirt. This golf outing is a great time and no matter how much dirt gets swung around, everyone has a chance to win. The dollars generated from this fun event go towards funding our scholarship for lowa LICA members, their spouses, children, grandchildren or employees. Watch for dates when the weather warms up. Date TBD

2021 Iowa LICA Scholarship Winners

Congratulations to the 2021 Iowa LICA scholarship winners:

Abigail Kraft Loryn Schaefer Brynn Gamm Adrianna Fransmann

TUESD	AY, JANUARY 11TH	
7:00 a.m.	Registration Opens	Des Moines Rm
7:15 a.m.	Devotions	Iowa B
7:30 a.m.	Exhibits Open - coffee and donuts Close at 10:30 a.m.	Associate Hall
8:30 a.m.	 Scaling Up Wetlands, Saturated Buffers and Bioreactors Busy Busy Virtual Workshop National Benefits Ladies Program 	Iowa B Iowa C Iowa D Iowa E
9:30 a.m.	 Associate Membership Meeting Hydraulic Systems Equipment Lifecycle and Valuation Three Seconds Later Ladies Program 	Associate Hall lowa B lowa C lowa D lowa E
10:30 a.m.	 Associate Hall Tear Down Addressing Conservation Cost Barriers Welding Tips and Tricks Iowa DOT Update Ladies Program 	Associate Hall lowa B lowa C lowa D lowa E
11:30 a.m.	Titan Luncheon - Sponsored by: TITAN MACHINERY Power & Precision to Grow	Ballroom
12:30 p.m.	Keynote Speaker - Aaron Thomas Sponsored in part by:	Ballroom

TUESD	AY, JANUARY 11TH (continued)	
2:00 p.m.	 Machinery Maintenance Oil and Lubrications Iowa DOT Update Ladies Program 	Iowa B Iowa C Iowa D Iowa E
3:00 p.m.	 GPS Worksite Exposure Mental Health Ladies Program 	Iowa B Iowa C Iowa D Iowa E
4:00 p.m.	Convention Wrap - Up Raffle drawings (Must be present to win)	Courtyard
6:00 p.m.	2022 Presidential Awards Banquet Sponsored by: ALTORFER CAT ZIEGLER CAT	Ballroom
8:00 p.m.	Convention Unwind	Iowa E

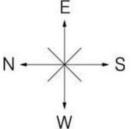
Presidential Awards Banquet



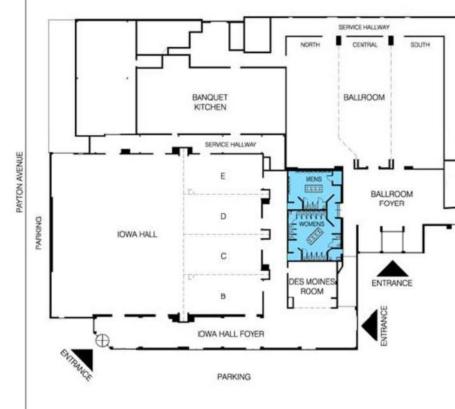
Tuesday, January 11, 2022



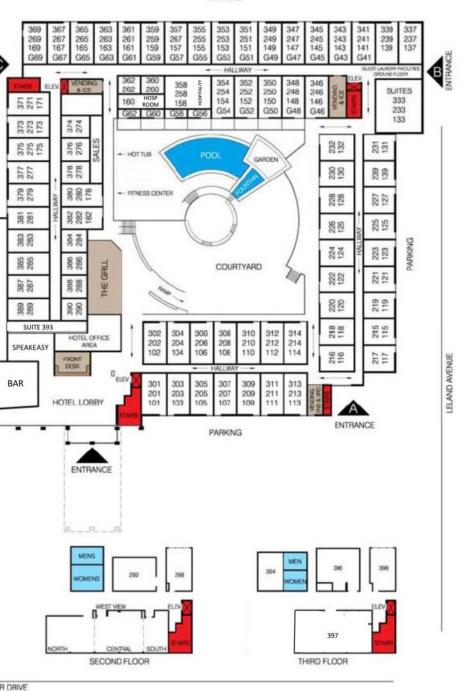




PARKING



FLEU



11

Ladies Program and Annual Charity

LADIES PROGRAM: Suzi Q And Mary Show

Suzi Q a huggable, loveable puppet with Gospel ventriloquist Mary Porter from Guthrie Center, la wins the hearts of children and adults alike with her quick wit & bubbly personality! Together Suzi Q & Mary have visited with thousands of people of all ages and venues including the lowa State Fair, town celebrations, senior citizen activities, care centers and residences, schools, libraries, and various church functions throughout the Midwest, Hawaii, Canada, Greece, Thailand, South Africa, Holland, Taiwan & Germany. Many of them have received a hug or high four, since Suzi Q only has four fingers on her "hand". Mary Porter learned ventriloquism 48 years ago, off a record album, she made Suzi Q 40 years ago on Valentine's Day. They have been presenting programs fulltime for 33 years.

For the past few years, the ladies of Iowa LICA have chosen a charity to sponsor while at the convention. This year they will be donating items and dollars to the Blank Park Zoo. With the funds raised, lowa LICA will be adopting an animal at the zoo. Members of Iowa LICA met with the zoo and chose four different animals. Each will be associated with a district from the state and districts will challenge each other in the Penny Wars for the animal adoption. The district that earns the most money for the adoption will be named "district of the year". The following animals will represent the associated districts. Who do you think will raise the most money for the animal adoption and be names District of the Year!

NE – Ring Tailed Lemur SE – Amur Tiger NW - Red Panda

SW - Reticulated Giraffe

Visit the Blank Park Zoo Display near the registration area to cast your votes.

POINT SYSTEM

ADDING POINTS

EACH PENNY = +1 POINT

\$1 BILL = +100 POINTS

\$5 BILL = +500 POINTS

\$10 BILL = +1,000 POINTS

SUBTRACTING

NICKEL = -5 POINTS

DIME = -10 POINTS

QUARTER = -25 POINTS

Thank you to our sponsor:





CEU Program:

Members who want to use these classes for CEUs must sign-in before the class begins and sign out when the class is over. Iowa LICA will report the attendees to the state of Iowa and IOWWA.

Sponsored by:



The workshop offered during the lowa LICA Annual Meeting and Convention will cover the following and may not align perfectly with the times allotted for sessions.

Title: The Basics of Soil Evaluations and Perc Testing

Presenter: Aimee Devereaux

This workshop will compare soil evaluations with conducting a percolation test. Discussion will cover the basics of doing a soil evaluation, doing a perc test, why they are done, and what IAC Chapter 69: Iowa Private Sewage Disposal Systems says about soil evaluations and perc testing. The goal is to have attendees leave with a better understanding of how to apply soil evaluations and perc testing to sewage disposal system design.

Total of 5 hours CEUs earned if the entire day is attended.

Addressing Cost Barriers to Conservation
Will Meyers & Rob Davis, IDALS Will Meyers and Rob Davis from the lowa Department of Agriculture and Land Stewardship will be presenting about the cost barriers to conservation. They will share the state programs that can assist with the implementation.
Agency Meeting
This program will be approximately an hour in length. Representatives from the NRCS, IDALS, DNR, and the Army Corp will give a short presentation or their programs and responsibilities.
Busy Busy
This is Iowa LICA's first virtual session at the convention. Ryan Reber from BusyBusy will discuss how to be efficient and organize your day to get the most out of it. Attend in person or online.
Contract Drafting & Getting Paid
This contract presentation will provide business owners and contractors the need to know terms contained in contracts which help you when help is needed in both liability issues and when payment becomes a dispute. Getting paid can be assisted by knowing the legal process to doing so and having the proper language contained on your contracts and invoices. You did the work you need to get paid for it. Clients look to Justin for sound advice based on over a decade of hands-or
general construction and roofing expertise as a tradesman and roofing manufacturer's technical professional. He supports his clients in all phases of litigation and arbitration including depositions, discovery, and retention of experts. His representation includes lien foreclosure, federal and state bidding insurance claims, delay and disruption, bond claims, change order disputes payment, construction defect claims, UCC sales disputes, contract negotiation employment law compliance, and business formation.
Distracted Driving Prins Insurance and United Fire Group

Equipment Lifecycle and Valuation

.....Sandhills Global

July marked the launch of a new partnership between LICA and Sandhills Global, better known to most as MachineryTrader. Along with this new partnership came www.LICAnational.com as well as 6 NEW member benefits for all LICA members. Around the country, LICA members are taking advantage of all of these benefits and have been amazed with the results! Learn more about what is available to lowa LICA contracts with Sandhills Global.

Estate Planning for Family Farmers and Small Businesses

.....Justin Sullivan and Ashley Charnetski

This estate planning and business formation presentation is geared towards small business owners and family farmers. We will be covering updates in the tax law from the 2016 tax law as well as the potential upcoming changes to state inheritance tax and federal estate tax. Estate planning techniques include business formation, trusts, and general estate planning.

Attorney Ashley Charnetski focuses her practice on estate planning, drafting, and probate and trust administration. Originally from a Colorado cattle ranching family, she is no stranger to finding beneficial solutions to meet the estate planning needs of farmers and business owners.

GPS

Brian Ricken

If you'd like to learn how to get more from your GPS and sharpen your tracking and planning skills, this is a workshop for you. Brian Ricken from Zieglar CAT will discuss the latest technologies when it comes to GPS systems and how to best use them in your jobs.

Silent Auction Baskets from the Districts

Each of the four districts located in lowa have put together a gift basket. Districts were challenged with constructing a themed basket using a set amount of money. Please stop by the registration booth and bid on your favorite. Dollars raised will go towards the lowa LICA Scholarship Fund. Applications for the scholarship can also be found on the table with the baskets. Happy bidding!



How to Deliver on Iowa's Nutrient Reduction Strategy

......Keegan Kult Conservation drainage practices such as saturated buffers, bioreactors, and constructed wetlands have been prioritized as some of the most cost-effective methods to improve water quality and to deliver on the state's nutrient reduction strategy. Agencies within the state now have the experience necessary to navigate the financial and technical assistance programs that make these practices feasible for farmers and landowners to install. There is tremendous opportunity for contractors to be proactive and to recognize where these practices will work for their clients and to bring sites to the table. ADMC has funding in place to assist contractors with helping their clients navigate sign up and getting through the design process. This presentation will help contractors recognize where these practices will work, opportunities for financial assistance, and how ADMC has helped address concerns about practice delivery for contractors. Contractors are encouraged to learn from this presentation, but they can also discuss with ADMC the possibilities for enrollment for specific sites during the presentation.

Hydraulic System Maintenance and Operation

Jamie Beckala has worked for SunSource for over 30 years. He was a shop technician/shop foreman for over 11 years. Jamie has repaired and tested hydrostatic pumps and motors, open loop components, pump drives, planetaries, valves and cylinders. He now visits customers and assists with machine upgrades, trouble shooting, and sales of replacement components.

Iowa DOT Update

......Officer Kyle Rich Officer Kyle Rich will discuss updates for CDLs, medical cards, pre-trip inspections, cargo securement, oversize permitting and agricultural topics.

Machinery Maintenance

Back by popular demand. Joe Justesen from Murphy Tractor shares his experience with machines maintenance to help keep your equipment running longer and more efficient.

Mental Health - Practical ways to improve yours and your employees'

...l iz Cox

Liz Cox from Polk County Public Health will be presenting on mental health. She'll give some practical ways to identify and improve your and your employees' mental health. This is something we all need to be aware of. Liz will give us practical ways to work through difficult situations and improve our state of mind.

National LICA Benefits

......Chris Brauer

lowa LICA is a great value on its own, but add the benefits from our national association and you've got a great package deal. Chris Brauer, our Region IV representative, will discuss what you have available to you from National LICA.

Oil and Lubrications

......Dan Dykema

Dan Dykema is a Certified Lubrication Specialist and Machinery Lubrication Technician Level 1 with Schaeffer's Specialized Lubricants. This presentation will focus on grease, engine and hydraulic oils, and a few other lubricants. This is a great workshop for your employees to learn how to keep your machines running smoothly.

Risk Management.... Of All Sorts.... Better Attend This One...

Just like preparing for your biggest most complex jobs, planning for your business and family is incredibly impactful. Come listen and ask questions of a team of collaborative specialists on dovetailing risk management, contingency, success, and estate planning into a seamless flexible plan and how to include and communicate your plan to the people you care the most about.

What are your "What If's"

- What If the tax law exemptions changes?
- What If your top employees start leaving the company?
- Have you taken steps to ensure their retention?
- What If your son and daughter expect to own the company and neither have the capability?
- Have you developed a succession plan and communicated it?
- What If you and your business partner can't agree how to operate the business anymore?
- What does your buy-sell and/or operating agreement say?

Scaling Up Wetlands, Saturated Buffer, and Bioreactor Implementation in Iowa
Jake Hansen
Jake Hansen from IDALS will be sharing with us information on how to scale up
wetlands, saturated buffers and bioreactor implementation in lowa.

"The Trainwreck" or Successful Business Journey

...... Greg Greco, Dan Waters, Randy Johnson, Nan Merrill Actual Case Study – "A Business Trainwreck "– right job...wrong equipment "If you don't have a written plan...you have no plan" Client Quote

- What was missing that could have prevented the business trainwreck? The solutions...
- Actual Case Study Successful Business Journey (switch) right job... right equipment.
- What tools we recommended that worked. Remember Our "work and expertise" are one of your LICA benefits.

Three Seconds Later

The Drain Tile Safety Coalition was born in 2018 out of a series of drain tile-related tragedies that sadly resulted in fatalities and serious injuries to farmers and agricultural contractors. Those tragedies had a significant impact on farm communities, pipeline and utility operators and safety advocates. In response, a group of concerned and safety conscious individuals and organizations formed the Drain Tile Safety Coalition. Deanne and Amber will show a short documentary film "Three Seconds Later". The goal of the film is to increase awareness and focus on farm safety procedures, particularly those related to drain tiling and other agricultural excavation activities near underground utilities and pipelines.

Welding Tips and Tricks

This class will give you tips and tricks on materials and methods to get the best weld for the job.

Worksite Exposure

......Bruce Mosier, Prins Insurance

An insurance overview of the various exposures that take place at the jobsite. Most contractors don't realize that general liability insurance isn't enough. We'll talk more in depth on specific claims that address professional liability (system designs and installation) and environmental liability (pollution exposures). We'll identify specific claim examples including employee safety, site prep, and general excavations.

OSHA requires a written safety program for training your employees on the hazards associated with the work they are doing. Being a member of lowa LICA you have direct access to written materials that allows your company to be OSHA compliant. This access is part of your membership to lowa LICA! So this session is a direct presentation on:

- How to access the LICA Safety Portal
 - Documents that are available to you
 - Including written safety programs, jobsite checklists, meeting topics just to name a few
- Other information includes Iowa Division of Labor laws & Iowa DOT rules / checklists
- After attending this session you will have the tools to:
 - Access the LICA Safety Portal
 - Ability to navigate and easily search for relevant topics
 - Save or Print your companies personalized safety program



In Appreciation A very special thanks to our

Associate Members:

Sunday Entertainment: Dirty Champagne

- Great Lakes Inter-Drain
- Springfield Plastic

Convention Breaks of Coffee, Water, Soda

- Precision Intakes, Ltd.
- Northland Trenching Equipment
- Mid Tech Services
- A&E Construction Supply Company
- Port Industries
- Gronewold Tiling & Excavating
- Brown Supply
- BRON
- River Valley

CEU Classes

Advanced Drainage Systems

Monday Breakfast

• Prins Insurance, Inc. & United Fire Group

Monday Lunch

Murphy Tractor & Equipment Co. & Martin Equipment Co.

Monday Evening Buffet

- Agri Drain Corporation
- Prinsco

Tuesday Lunch

Titan Machinery

Keynote Speaker

FRATCO

Presidential Banquet

Altorfer CAT and Ziegler CAT

Ladies Program

Hickenbottom, Inc.

24th Annual Iowa LICA Auction

Hilpipre Auction Co.

Many others have donated prizes for drawings and the auction.

