57th Annual Meeting and Convention
Thanks to all our LICA Associate Members who make this convention possible.
Registration on page 19.

January 2016

A & E Construction Supply
Advanced Drainage Systems
Agri-Drain Corporation
Alliance Pipeline
Altorfer, Inc.
Brown Bear Corporation
Brown’s Heavy Equipment, Inc.
Brown Supply Company
Bryan’s Heavy Equipment
Contact Engineered Solutions
Des Moines Winpump
Ecosystem Services Exchange
Endurance Power Products, Inc.
Federated Insurance
FRATCO
Gierke Robinson Company
H & S Company, Inc.
HD Supply Waterworks, LTD
Heartland Construction Equipment
Hickenbottom, Inc.
Hilipire Auction Company
Hotsy Equipment Company
IDALS
Iowa Pipeline Association
Iron Planet
Kahn Tile Supply, LLC
Land & Water
Martin Equipment
McCormick Equipment
Metal Culverts, Inc.
Mid America Trenchers
Mid Country Machinery, Inc.
Mid-Tech Services, Inc.
Midwest Plastic Products
Midwest Trailers Plus, Inc.
Mitko, LLC
Mobile Track Solutions, LLC
Moyson Materials
Murphy Tractor and Equipment Co.
N.W. Iowa Community College
Northern Border Pipeline
Northern Natural Gas
Northland Trenching, Inc.
Port Industries, Inc.
Precision Intakes, Inc.
Prins Insurance, Inc.
Prinsco, Inc.
Purple Wave Auction
Quinn Equipment, Inc.
Riverland Expressions
RTL Equipment, Inc.
RWF Bron
Scott Van Keppel
Springfield Plastics, Inc.
Star Equipment, Ltd.
SunSource
Timewell Drainage Products
Titan Machinery
United Fire Group
Vander Haag’s, Inc.
Vermeer Sales & Service
Wiskus Group
XL Specialized Trailers
Ziegler Cat
Some Convention Fun!

SUNDAY

3rd Annual Iowa LICA Corn Hole Tournament to be held on Sunday, January 10, 2016 at 7 P.M.

If you could bring a “corn hole set”
Contact Lori Keppler at:
563-880-1758 or email her:
lori@kepplercustomhire.com

Register in advance for “Cornhole Tournament” on the website.
Go to www.ialica.com

=> hover over LICA Calendar of Events
=> Click on State Convention. You will find a link to the registration form under the section for Sunday, January 10, 2016.
Registrations will also be accepted at the convention and the registration desk at the tournament.

When Tournament is over, sit back and listen to Frank Tuma and his guitar!

Women’s Program - Fun, Fun, Fun - Cookies & Canvas

Our State President’s wife, Linda Flewelling, has been working hard on coming up with something new, different, and fun for the women at the upcoming convention. Did you know you had the ability to paint a picture? Well, with the help of experts from “Cookies and Canvas” you will learn how it is done. This is not a quick one hour class. It will take around 3 hours and starting at 8:30 AM on Monday, January 11.

To participate in this event, you must be registered for the convention AND you must reserve your spot by emailing Linda at:

lindaflew@wiatel.net

Hickenbottom® Inc.
Sign up a new contractor member today and win!
500 or Bust in 2016

We are at 491 members.
Only 9 members to go!

When we arrive at 500 paid up Iowa LICA Contractors, a new member and their sponsor are eligible to receive one of the following prizes:

<table>
<thead>
<tr>
<th>New Member</th>
<th>Sponsor will receive:</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>1st Prize</td>
<td>$750.00</td>
<td>$800.00</td>
</tr>
<tr>
<td>2nd Prize</td>
<td>$500.00</td>
<td>$600.00</td>
</tr>
<tr>
<td>3rd Prize</td>
<td>$250.00</td>
<td>$200.00</td>
</tr>
</tbody>
</table>

Rules:
1. Have to be a new member. If they have belonged in the last 10 years, they are not considered new in this program.
2. Have to sign up between April 1, 2015 and January 12, 2016.
3. Have to have at least 500 fully paid Iowa LICA contractor members. Today we have 491 paid LICA contractors.
4. Does not include retired members or out of state members with reduced fee.
5. Have to be present at drawing to win (new member & sponsor).
6. Drawing will be held during the Awards Banquet at the 2016 Annual Meeting and Convention.

Note:
1. The contest will run until noon on Tuesday, January 12, 2016.
2. Associate members will receive a cash prize instead of membership.

Have any questions: Contact Executive Director Dan Rasmussen at: 319-240-2420
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"Nothing Succeeds, Like Success"

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- Elite Reputation
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- Knowledge

Our heritage has been proven through the test of time.
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Contact us to Liquidate or Appraise your Equipment
See our Website for upcoming Auctions
www.hilpiper.com

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email: merv@hilpiper.com / Merv's Cell: 319-235-6007 / sue@hilpiper.com
Presidents Awards Dinner
Tuesday, January 12, 2016

Ray Thompson - Hypnotist– You don’t want to miss this show!!!!!!

Hypnosis FAQ
1. What happens if I cannot wake up from a trance?
   It has never happened. You cannot hold a trance state more than about 15 minutes without reinforcement.

2. Is it true you cannot be made to do something that would violate your moral code?
   Yes, that is true. Because you always know what is happening, you will not do anything against your morals.

3. Is it also true that there are some people who just cannot be hypnotized?
   Yes, dead people are impossible. Seriously, everyone of normal intellect is capable of going into a hypnotic trance. They just may not be truly willing at a particular place and time, or with just any hypnotist.

4. You heard that someone was given a command on stage to sleep when they heard a particular word, and on the way home that night, they heard it on the radio. This caused them to have a tragic accident (described in various ways.)
   This is an “urban legend” often told by people who really believe it, but it can never be sustained as true.

5. People are made to do things they normally wouldn’t do.
   Oh, I hope so! The show wouldn’t be very entertaining otherwise. BUT, I believe there is a difference between acting foolish and being a fool. In my shows, I try to make each person a star, to bring out the actor/actress in each. It is never done to embarrass, nor has anyone ever said they were... but, they have said they couldn’t believe what they did on stage. That’s fun!

Hypnosis Show
Stage hypnosis is a unique audience participation event everyone talks about for weeks. It’s true party entertainment. Iowa stage hypnotist, Ray Thompson, uses his extensive knowledge of hypnosis, magic, and the theater to entertain at corporate functions, school assemblies or after proms, colleges, and fairs. “I truly believe the people who volunteer to come on stage are my guests. They are the stars of the show. I am merely the stage director, casting the right person for that part.” This philosophy brings a different atmosphere to how the show is conducted.
Kingsley Iowa constructed a sewer lagoon project a year ago and used State Revolving Funds loan. It was discovered the City would not have to pay the interest on the loan if they would put that interest money toward "water quality". The City had some areas in need of attention due to water run off during rain events. One of the areas was an alley that had excessive run-off. The City tried several methods, one of which included oversized crushed asphalt. No matter what, nothing would hold. The City worked with an Engineering firm along with the State to come up with a Permeable Paver System. The system consists of over-excavation, membrane, 6 inch tile, 8 inches storage aggregate, 4 inches of filter aggregate, then the permeable paver, contained by curb and gutter. Since being completed in late September the system has had some rainfalls in excess of 4 inches and has handled it very well. The system is a good water quality tool for urban areas. There was a ribbon cutting ceremony and several State officials came to witness the initial testing of the project. They were very pleased with how the system handled the 2000 gallons of water from the fire truck quick dump valve. The project General Contractor was Dave Hulstein Excavating from Edgerton MN and the Sub Contractor Bohle Construction LLC from Kingsley, Iowa LICA member.
We need 9 new contractor members! We are so close - come on now!!!

Get Involved in Your Association

Hi folks, Rocky here again. You guys are doing a great job at getting new members. Now we need to get to work. WORK! Ya, we need to find out where you want this association to go. I know some of you just think, “The Executive Director will get it done.” Well, I can tell you for a fact that - that ain’t goin’ to happen. You know where he is right now? He’s sittin’ on his porch in Arizona soakin’ up the sunshine.

The association needs you to get involved in making decisions on “What’s next?” It doesn’t matter who or where the Executive Director is if YOU don’t give him direction on where you want your association to go. Iowa LICA has several committees from drainage and excavating - legislative - public relations - to safety and insurance. I am asking you to attend the committee meetings on Sunday, January 10 and get involved.

If the Executive Director doesn’t follow your directions - get a new one! They aren’t that hard to find. The one you’re stuck with now is just an “ole grouchy ditchdigger”!

See ya at the convention, Rocky

Sign up a new member today.

New contractor member dues are $225.00 and new associate member dues are $150.00.

Precision Intakes
Full Line of Surface Water Intakes

- 8” & 10” riser with patented 8” & 10” combination Tees. Also 6” square & round risers with patented reducing Tee.
- Constructed of heavy-weight, high-density polythene.
- Parts highly adjustable & interchangeable with others on the market.
- Orifice plate placed at tee level or at ground level.
- Exclusive locking device on each part.
- User Friendly-Priced effectively.
- Adaptor available to repair old metal or broken intakes.

Why inventory 2, when 1 serves both!

"Dealer Inquires Welcome"
Kahn Tile Supply, LLC is donating 2 tickets to:

**IOWA CITY, Iowa**

History will be made on August 27, 2016, when Kinnick Stadium will host a concert for the first time. The Back Porch Revival at Kinnick Stadium concert will feature Blake Shelton as the headliner and a line-up of country music all-stars to benefit the Native Fund, a new non-profit organization.
A few of the convention seminars that you will have the opportunity to attend at the 57th LICA Annual Meeting and Convention.

Business Succession
Presented by Mark Wiskus
Mark Wiskus is the Senior Adviser and President of the Wiskus Group. With any business succession, careful consideration should be given to the complex issues that can arise in passing a business to a successor owner. Concerns about business valuation, equality among family members, retirement income, and taxation often create procrastination when the transition is complex or the process is unclear. By identifying the issues and clarifying the goal, a clear and concise plan can be built to make the transition both simple and financially sound.

Drainage Laws
Presented by Jim Hudson
Jim Hudson, a drainage attorney for the Hudson Law Firm, will review drainage procedures and issues impacting contractors in private and public drainage projects. He will encourage participants to ask questions.

Contract and Employment Law Updates
Presented by Justin Sullivan
Justin Sullivan is an attorney with the Malloy Law Firm. Mr. Sullivan will discuss contract clauses and drafting, lien changes and give a short presentation on employment law changes regarding independent contractor vs. employee.

Getting Contract Work
Presented by Gene Blazek
Gene Blazek is the President of Blazek Corp. Gene will explain the steps he goes through to acquire contract work. He will explain how to find the contract work and what to do to get that contract.

Improving Yield and Water Quality
Presented by Kolby Jones
Kolby Jones is the Director of Field Operations for Ecosystems Services Exchange. Mr. Jones will explain how Ecosystems Services Exchange works with contractors, producers and other partners to help promote conservation while improving yield and water quality.

Excavator Safety Awareness Presentation
Presented by Stephen Stonebraker
Stephen Stonebraker is the Public Relations and Communications Specialist for Iowa One Call. Mr. Stonebraker will cover all the rules, laws and regulations of Iowa One Call.

Incorporating Nutrient reduction in Future Drainage Design
Presented by Matt Helmers
Matt Helmers is a professor at Iowa State University. With increased awareness about the Iowa Nutrient Reduction Strategy there is likely to be an increase in practices that reduce downstream nutrient export. Drainage contractors are in a unique position to work with farmers on drainage related practices that can reduce nutrient loss to downstream waters. This session will discuss these opportunities and how land improvement contractors can be at the forefront of the nutrient reduction strategy.

Factory Integrated Machine Technology
Presented by Jerrad Bourne & Brian Ricken
Jerrad Bourne is the Product Manager of Construction Technology and Brian Ricken is a Construction Technology Sales Specialist for Ziegler Cat. In their seminar they will discuss the factory integrated technologies that are now coming from Caterpillar. The first topic of discussion will be the integrated machine control options – both 2D and 3D. Second, we will discuss the integrated machine telematics monitoring system along with the office software monitoring system. Other topics will include payload, and load count monitoring.
More for the LICA Women

Jasper Winery

LOCATED JUST MINUTES FROM DOWNTOWN DES MOINES, JASPER WINERY IS AN “ESTATE STYLE” WINERY FACILITY IN THE HEART OF THE METRO AREA. WE SPECIALIZE IN PREMIUM QUALITY WINES USING GRAPES SOURCED FROM VINEYARDS THROUGHOUT CENTRAL IOWA.

The tour of the Jasper Winery will leave from the Hotel Lobby at 3 P.M. on Monday, January 12. You must be registered for the convention to participate.

Convention time is a time to thank all our associate members for the help they have given us this past year and for the help they will give us next year. It’s a time of: Celebration-not Complaining!
From your Executive Director
Secretary of Agriculture, Bill Northey, is planning on attending the Titan Machinery Luncheon on Tuesday, January 12.

Bill Northey
Iowa Secretary of Agriculture

Our condolences go to the family of Franklin Kinkade of Creston, Iowa. Franklin Kinkade, 93, died Tuesday, November 24, 2015. Franklin was a long time member of Iowa LICA. Franklin was very active in his community and was a former president of Iowa Land Improvement Contractors Association.
Iowa LICA dues are now PAST DUE.

Also, if you participate in the Iowa LICA endorsed insurance program with Prins Insurance /United Fire Group, you must be a paid up member.

If you have questions call Dan at: 319-240-2420
19th Annual LICA Auction
For the past 18 years, Merv Hilpipre and crew have conducted the Iowa LICA Auction. The proceeds from the auction have been used to purchase and improve the LICA farm. The farm has become a great place to educate the public on the importance of permanent conservation practices. Please attend and participate at the auction by making purchases or donating items for auction or both!

“Time of Transfer”
Continuing Educational Units
Chapter 69 review
Time of Transfer Update
What’s New at DNR
Perc Tests
County Onsite Ordinances
Onsite Construction Materials
These classes are for people who need CEU’s and for those of you who would like to learn more about installation and care of waste systems. Check the convention schedule for time.

Agency Meeting
This program will be 2 hours in length. Representatives from the NRCS, IDALS, DNR, and Army Corp will give a short presentation on their programs and responsibilities. The second hour will be open for questions and discussion of those topics of interest to you.
Self-Propelled Brown Bear Auger Backfillers

- 4 Sizes to choose from
  - Model 200C @ 130 hp Tier III Cummins
  - Model 300C @ 190hp Tier III Cummins
  - Model 400C @ 250hp Tier III CAT
  - Model 500C @ 350hp Tier III CAT
- 10’ to 14’ wide auger head sizes
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- Multiple tire size and styles to match your needs

sales@brownbearcorp.com

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Rock Island, IL 61201
(309) 787-6108

9173 Tamarack Dr
Dubuque, IA 52003
(563) 588-1950
Siemen’s People Builders

Convention Speaker - Steve Siemens will speak right after the John Deere Luncheon on January 11, 2016.

Whether it’s one, two, three or six hours, Steve Siemens, Mr. People Builder, will take you and your staff or convention attendees on a journey you won’t want to have missed. He will depart and leave behind a few tools to help you take your life and job to a new level. Clients from small businesses to Fortune 500 companies worldwide have benefited from his common sense, practical ideas, and relevant message.
The Inter-Drain Plow:
Your choice of three types, in three sizes, AND you pick the color!

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Eastern Division:
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Phone: 812-835-2900

E-mail: nte@hickorytech.net

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Hayes Brothers, Dike, IA

“We have a long term relationship with Timewell. Timewell’s prepay program gives us confidence to quote projects six to twelve months out. As our book of business grew to 4 million feet a year, Timewell continued to deliver in a timely manner. This partnership grows annually.”
Mark Stephens, Williamsport, IN

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www.timewellpipe.com

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DISTRIBUTION CENTERS
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www.timewellpipe.com 800.720.8453
<table>
<thead>
<tr>
<th>Sunday Time</th>
<th>57th Iowa Annual Meeting &amp; Convention</th>
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<tbody>
<tr>
<td>1:00 - 6:00</td>
<td>Registration Opens in Ballroom Foyer</td>
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<tr>
<td>2:00</td>
<td>Committee Meetings 2:00 - 4:00</td>
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<tr>
<td>4:00</td>
<td>Iowa LICA Policy Meeting 4:00 - 6:00</td>
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<tr>
<td>4:00</td>
<td>Exhibits Opening - close at 6:00</td>
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<tr>
<td>6:00</td>
<td>Associate Hospitality Open - close at 11:30 (Sunday &amp; Monday)</td>
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</tbody>
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<thead>
<tr>
<th>Monday Program</th>
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<tbody>
<tr>
<td>7:00 - 5:00</td>
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<tr>
<td>7:10 - 7:25</td>
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</table>
| 7:30 | Opening Breakfast  
  *Prins/United Fire* |
| 8:00 | Exhibits Open (Close at 5 p.m.) |
| 8:30 | Ladies’ Welcome Program |
| 9:00 - 9:50 | New Member Meeting-  
  Dave Flewelling & Scott Bohle |
| 10:00 - 10:50 | 1. Oversize Vehicle and Driver Safety Rules  
  2. Agency Meeting  
  3. Laws Regarding Cultural Resources  
  4. Incorporating Nutrient Reduction in Future Drainage Design  
  5. Contract and Employment Laws  
  6. *What’s New at the DNR*  |
| 11:00 - 11:50 | 7. Oversize Vehicle and Driver Safety Rules  
  8. Agency Meeting  
  9. Laws Regarding Cultural Resources  
  10. Business Succession  
  11. John Deere (pending)  
  12. *County Onsite Ordinances* |
| 12:00 | John Deere Luncheon -  
  *John Deere Dealers of Iowa*  
  Murphy Tractor & Equipment Co.  
  Martin Equipment Co.  
  Prize Drawings From Associates |
| 1:30 - 2:30 | Speaker  
  *Siemens People Builders* |
| 3:00 - 3:50 | 13. Getting Contract Work  
  15. Excavator Safety Awareness  
  16. Safety Updates  
  17. John Deere (pending)  
  18. *Perc Tests* |
| 4:00 - 4:50 | 19. Drainage Law – Jim Hudson  
  20. WOTUS – Tim Recker  
  21. Excavator Safety Awareness  
  22. There’s and App for That  
  23. *Onsite Construction Materials* |

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<thead>
<tr>
<th>Tuesday Program</th>
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<tr>
<td>7:00</td>
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<td>9:00</td>
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<tr>
<td>9:30 - 10:20</td>
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<tr>
<td>9:30 - 11:20</td>
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</tbody>
</table>
| 9:30 - 10:20 | 24. James Hudson – Drainage Laws  
  25. Excavating & Trenching  
  26. Improving Yield and Water Quality  
  27. Agency Meeting  
  28. Business Succession |
| 10:30 - 11:20 | 29. Oversize Vehicle and Driver Safety Rules  
  30. Getting Contract Work  
  31. Improving Yield and Water Quality  
  32. Agency Meeting  
  33. Factory Integrated Machine Technology |
| 11:50 - 1:30 | Titan Machinery Luncheon  
  Prize Drawings From Associates |
| 1:40 - 2:30 | 34. Contractor Panel  
  35. Contract and Employment Law  
  36 Safety Updates  
  37. Factory Integrated Machine Technology  
  38. *Chapter 69 review* |
| 2:40 - 3:30 | 39. Contractor Panel  
  40. There’s an App for That  
  41. WOTUS – Tim Recker  
  42. *Time of Transfer Update* |
| 3:40 - 5:00 | Annual Membership Meeting. All members encouraged to attend. Election of 2016 State Officers and other agenda items. |
| 6:00 | President's Awards Banquet  
  *Caterpillar Dealers of Iowa*  
  Altorfer Cat & Ziegler Cat  
  Convention Unwind —All members & guests |

* denotes CEU classes for Time of Transfer Certification
57th Iowa LICA Annual Meeting and Convention
Registration Form
Des Moines, Iowa
January 10, 11, 12, 2016

Company Name: ________________________
Address: _______________________________
City/State/Zip: __________________________

To help in meal & activity planning, please indicate the date and approximate time of your arrival
Date:_________
Time:_________

Accommodations
Holiday Inn Conference Center
Next to the Des Moines Airport
Call: 1-800-248-4013
Tell them you are with Iowa LICA.

<table>
<thead>
<tr>
<th>Registration Fees</th>
<th>Sunday</th>
<th>Monday</th>
<th>Tuesday</th>
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</thead>
<tbody>
<tr>
<td>Iowa LICA Contractor, Employee, Guest, Associate, and Government Employee</td>
<td>No Charge</td>
<td>$80.00</td>
<td>$80.00</td>
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<tr>
<td>Spouse &amp; Children (14 and over)</td>
<td>No Charge</td>
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<tr>
<td>Non-member</td>
<td>No Charge</td>
<td>$135.00</td>
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Name to appear on Badge | First Timer —X— | Member type | Monday 1/11/16 | Tuesday 1/12/16 | TOTAL |
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<td>Mem. Asc. Spouse Gov’t</td>
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Registration Policy
ONLY INDIVIDUALS REGISTERED AND BADGED MAY ATTEND MEETING EVENTS. THE SPOUSE or GUEST OF REGISTRANT NEED NOT REGISTER TO SHARE THE HOTEL ACCOMMODATIONS, BUT MUST REGISTER IF THEY WISH TO PARTICIPATE IN THE PROGRAM.

NO REGISTRATION CAN BE PROCESSED WITHOUT PAYMENT.

CANCELLATIONS RECEIVED AFTER JANUARY 3, 2016 WILL BE SUBJECT TO A 50% REDUCTION IN REFUND.

NO PARTIAL REFUNDS FOR MEALS, ETC.

REGISTRATION FEE IS NOT TAX DEDUCTIBLE AS A CHARITABLE CONTRIBUTION, BUT MAY BE DEDUCTIBLE AS AN ORDINARY BUSINESS EXPENSE. CONSULT YOUR TAX ADVISOR.

Make check payable to: Iowa LICA and mail to:
Iowa LICA
1310 8th Ave. NE
Independence, Iowa 50644

Do Not Mail after Jan 5, 2016
Fill it out and bring with you.

Total Cost ______________