

WELCOME



60th Annual Meeting and Convention

Sunday - Monday - Tuesday
January 13, 14, and 15, 2019



6th Annual Iowa Land Improvement Contractors' Association Convention

Notes:

- **Badges must be worn at all functions.**
- Associate hospitality rooms will be closed during all business sessions and planned programs. Hospitality rooms will close doors at 11:30 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 Exhibit Hall for display.
- If Associates have items for the Monday/Tuesday drawing, get them to the Registration desk before the Monday luncheon.
- **Associates' meeting will be in the Exhibit Hall at 9:30 on Tuesday morning.** All associates are encouraged to attend.

Sunday, January 13th

1:00 p.m.	Registration Opens (Close at 6:00 p.m.)	Iowa Hall
1:30 p.m.	LICA Farm Meeting	Iowa B & C
2:00 p.m.	Committee Meetings	Iowa B & C
3:30 p.m.	Legislative Policy Meeting	Iowa B & C
4:00 p.m.	Exhibits Open (Close at 6:00 p.m.)	Exhibit Hall
6:00 p.m.	60th Anniversary Celebration	Ballroom
7:30 p.m.	<i>Pianopalooza</i>	Ballroom
6:- 7:30 p.m. 9—11:30p.m.	Associate Hospitality	Courtyard




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	33	Timewell Drainage Products
2	Mid-Tech Services, Inc.	34	Timewell Drainage Products
3	Heartland Const. Equip.	35	Mitko, LLC
4	Heartland Const. Equip.	36	RWF Bron
5	FRATCO	37	ZeiglerCat
6	FRATCO	38	Bryan Heavy Equipment Inc.
7	Country Enterprises, Inc.	39	Kahn Tile Supply, LLC
8	Brown's Heavy Equipment	40	Northland Trenching
9	XL Specialized Trailers	41	Vander Haag's Inc.
10	Hotsy Equipment Co	42	Eldon C. Stutsman Inc.
11	Springfield Plastics, Inc	43	Star Equipment
12	Riverland Expressions	44	Quinn Equipment
13	Riverland Expressions	45	Metal Culverts
14	Precision Intakes	46	J. Pettiecord. Inc.
15	SunSource	47	JW Bell
16	Port Industries	48	GK Technology Inc.
17	Housby Heavy Equipment	49	Mid America Trenchers
18	River Valley Pipe LLC	50	NCC Heavy Equipment
19	River Valley Pipe LLC	51	Brown Bear Corporation
20	Purple Wave	52	Hickenbottom, Inc.
21	Prinsco, Inc.	53	ADS
22	Ramy Turf Products, Inc.	54	ADS
23	Ritchie Brothers Auctioneers	55	Iowa Pipeline Association
24	Hurricane Ditcher Co., Inc.	56	Northern Border Pipeline
25	Midwest Cleaning/Alkota	57	Titan Machinery
26	Mid Country Machinery	58	Federated Insurance
27	McCormick Equipment	59	Coleman Moore
28	Prins Insurance, Inc	60	Contractor Solutions
29	United Fire Group		Trenching & Shoring
30	Agri Drain Corporation	61	Iowa Watershed Approach
31	Vermeer Sales and Services	62	Hilpipre Auction Co.
32	IDALS	63	Nichols Equipment

Monday, January 14th

7:00 a.m.	Registration Opens (Close at 5:00 p.m.)	Iowa Hallway
7:10 a.m.	Devotions	Iowa B
7:30 a.m.	Welcome Opening Breakfast Sponsored by: 	Ballroom
8:00 a.m.	Exhibits Open (Close at 5:00 p.m.)	Exhibit Hall
8:30 a.m.	Damsel in Distress, Self Defense	Des Moines Room
9:00 a.m.	New Member Meeting - LICA President Aaron Lyle & VP Troy Resor	Iowa B
10:00 a.m.	<ul style="list-style-type: none"> ◆ Iowa DOT ◆ Agricultural Drainage Management Coalition-Keegan Kult ◆ Trenchers: How to make them last longer— Sam Rueter ◆ GPS Technology Equipment & Advantages for Ag Drainage—Brady Kolbet ◆ National LICA Benefits—Chris Bauer, Region IV VP ◆ DNR – Rules & Ordinances Definitions & General Requirements - Aimee Devereaux 	<p>West View Iowa B</p> <p>Iowa C</p> <p>Iowa D</p> <p>Iowa E</p> <p>Room 397</p>
11:00 a.m.	<ul style="list-style-type: none"> ◆ Iowa DOT ◆ Agricultural Drainage Management Coalition-Keegan Kult ◆ Wood waste recycling & market update, plus maintenance strategies to start the new year-Ted Dirkx, Vermeer Corporation ◆ Quick Books: Balance Sheets & Banking -Lacey Carroll, Milestones Group ◆ Safety: Accident Investigation OSHA, What to Expect & What they Expect-Linda Moyna ◆ DNR —Time of Transfer Rules Site Evaluations— Aimee Devereaux 	<p>West View Iowa B</p> <p>Iowa C</p> <p>Iowa D</p> <p>Iowa E</p> <p>Room 397</p>
12:00 Noon	John Deer Luncheon - Sponsored by: John Deere Dealers of Iowa	Ballroom



Monday, January 14th

Buffet and 22nd Annual Auction

Monday Night

5:30 - 11:00

Courtyard



At approximately 7:00 p.m., the 22nd 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 land.

The auction items are on display by the in the Exhibit Hall.



Monday, January 14th (continued)

3:00 p.m.	<ul style="list-style-type: none"> ◆ Tax law changes "How does that effect me?" -Justin Sullivan ◆ "Top Ten Mistakes That Break Up a Family Business!"™ -Jolene Brown ◆ Safety: Accident Investigation OSHA, What to Expect & What They Expect-Linda Moyna ◆ Quick Books: Financial Forms-Lacey Carroll, Milestones Group ◆ Road Machinery and Supply Updates: Will Anderson, Road Machinery Supply ◆ DNR—Septic Tanks Soil Absorption Systems-Aimee Devereaux 	<p>West View</p> <p>Iowa B</p> <p>Iowa C</p> <p>Iowa D</p> <p>Iowa E</p> <p>Room 397</p>
4:00 p.m.	<ul style="list-style-type: none"> ◆ Collection on Accounts: Do's and Dont's-Justin Sullivan ◆ Horizontal Directional Drilling-Michael Tod ◆ Trenchers How to make it last longer -Sam Rueter, Port Industries ◆ Conserving Security: Keeping Cybercrime from Your Business: Scott Schue, CEO Protocol 46 ◆ Komatsu Product updates: Will Anderson, Road Machinery Supply ◆ DNR - Packaged Bed Media Filters Aerobic Treatment Units - Aimee Devereaux 	<p>West View</p> <p>Iowa B</p> <p>Iowa C</p> <p>Iowa D</p> <p>Iowa E</p> <p>Room 397</p>
5:30 p.m.	<p>Buffet Sponsored by:</p> <div style="display: flex; justify-content: space-around; align-items: center;"> <div data-bbox="111 1144 399 1331" style="border: 1px solid black; padding: 5px;"> </div> <div data-bbox="489 1161 760 1234" style="text-align: center;"> </div> <div data-bbox="601 1258 931 1339" style="text-align: center;"> </div> </div>	<p>Courtyard</p>
7:00 p.m.	<p>22nd Annual LICA Auction</p>	<p>Courtyard</p>

Jolene Brown

Tuesday Night Keynote



Jolene Brown will have you laughing while you learn! She's an award winning communicator, a 2017 inductee into the prestigious CPAE Speaker

Hall of Fame and an honored recipient of the Certified Speaking Professional, the highest earned designation of speaking achievement worldwide! She is known as a Champion for Agriculture whether from the platform, in the magazines, on television or on the radio.

Jolene is a walking-talking spokesperson and consultant for the family-owned business. With her keen insight and result-centered approach, she's been invited to sit at lots of kitchen tables and family business meeting rooms. Her popular book, *Sometimes You Need More Than a 2x4!*, contains how-to-tips so those in agriculture can increase productivity, profitability and peace of mind.


In Jolene's newest book, *Holy Crap! I Married a Farmer!*, she celebrates her "sisters in agriculture." She honors their multiple and valuable roles by bringing them useful tips, real life stories and lots of laughter.

As co-owner and active partner on their Eastern Iowa corn and soybean farm, her practical experience includes plugging a grain auger, hypnotizing chickens and entertaining folks behind the equipment parts counter.

Jolene cares deeply about the ag industry and is on a mission to share leading-edge best practices. She's a passionate supporter, promoter and champion for the people who feed, clothe and fuel the world.

Her worldwide audiences appreciate her fun-filled humor and real life stories. They leave with take home value, great big smiles on their faces and eager to return for more.

Tuesday, January 15th

7:00 a.m.	Registration Opens	Iowa Hallway
7:15 a.m.	Devotions	Iowa B
7:30 a.m.	Exhibits Open - coffee and donuts Close at Noon	Exhibit Hall
8:30 a.m.	Depart to Board and Brush	Hotel Lobby
9:30 a.m.	Associate Member Annual Meeting	Exhibit Hall
9:30 a.m.	<ul style="list-style-type: none"> ◆ Agency Meeting - DNR, Army Corp, IDALS, and NRCS ◆ "Top Ten Mistakes That Break Up a Family Business!"™- Jolene Brown ◆ Drainage Law-Jim Hudson ◆ The Iowa Watershed Approach: We're all in! -Kate Giannini, John Rathbun, Heather Thomas, P.E. ◆ DNR—Wetlands & Lagoons Experimental Systems-Aimee Devereaux 	<p>West View</p> <p>Iowa B</p> <p>Iowa C</p> <p>Iowa D</p> <p>Room 397</p>
10:30 a.m.	<ul style="list-style-type: none"> ◆ Agency Meeting - DNR, Army Corp, IDALS and NRCS ◆ Conserving Security: Keeping Cyber-crime from Your Business: Scott Schue, CEO Protocol 46 ◆ Drainage Law-Jim Hudson ◆ The Iowa Watershed Approach: We're all in! -Kate Giannini, John Rathbun, Heather Thomas, P.E. ◆ DNR—Appendix A for Non-Residential Systems –Aimee Devereaux 	<p>West View</p> <p>Iowa B</p> <p>Iowa C</p> <p>Iowa D</p> <p>Room 397</p>
11:50 a.m.	<ul style="list-style-type: none"> ◆ Titan Machinery Luncheon 	Ballroom
		
12:30 p.m.	Iowa Secretary of Agriculture, Mike Naig Followed by Prize Drawing from Associates	Ballroom

Tuesday, January 15th (continued)

1:40 p.m.	<ul style="list-style-type: none"> ◆ 401 K/Retirement for your company –Jessie Skain, Mutual Of Omaha ◆ Iowa One Call - Ben Booth ◆ Safety Update, Linda Moyna ◆ Technology & Next Generation Excavators -Brian Ricken, ZieglerCat 	<p>Iowa B Iowa C Iowa D</p> <p>Iowa E</p>
2:40 p.m.	<ul style="list-style-type: none"> ◆ Contractor Round Table ◆ Iowa One Call - Ben Booth ◆ How Work Comp Works & Your Right -Ray Thys, United Fire Group ◆ Technology & Next Generation Excavators -Brian Ricken, ZieglerCat 	<p>Iowa B Iowa C Iowa D</p> <p>Iowa E</p>
3:30 p.m.	Annual Membership Meeting - all members encouraged to attend. Election of 2019 state officers and other agenda items.	West View
6:00 p.m.	President's Award Banquet	Ballroom
	Convention Unwind	Iowa E

President's Award Banquet and Entertainment Tuesday, January 15th, 6:00 p.m.

Sponsored by:





2019 Iowa LICA Scholarship Winners

- ◆ Carter Bohle, son of Scott and Stacy Bohle, Bohle Construction LLC
- ◆ Mitchell Bohle, son of Scott and Stacy Bohle, Bohle Construction LLC
- ◆ Gabriella Mixan, daughter of Brain and Melissa Mixan, Empire Construction and Trenching, Inc.
- ◆ Savannah Mixan, daughter of Brian and Melissa Mixan, Empire Construction and Trenching, Inc.

Scholarship information is available at the registration desk and online.

Ladies Program - Monday, January 14th

7:10 a.m.	Devotions	Iowa B
7:30 a.m.	Welcome Opening Breakfast Sponsored by: 	Ballroom
9:30 a.m.	Damsel in Distress Self Defense	Des Moines Room
11:00 a.m.	QuickBooks: - Lacey Carroll, Milestones Group	Iowa E
12:00 Noon	John Deere Luncheon - Sponsored by: John Deere Dealers of Iowa  	Ballroom
1:30	Depart for <i>Jasper Winery</i>	Hotel Lobby
2:00 p.m.	JASPER WINERY Pre-Registrations Required	2400 Flagg Pkwy Des Moines, IA 50321

Iowa LICA Honorary Members

Iowa 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



Ladies Program - Tuesday, January 15th

7:15 a.m.	Devotions	Iowa B
7:30 a.m.	Exhibits Open - coffee and donuts Close at Noon	Exhibit Hall
8:30 a.m.	Depart for BOARD & BRUSH	Hotel Lobby
9—11 a.m.	BOARD & BRUSH Wood Sign Workshop (Pre-Registration Required)	12871 University Ave., Ste 150 Clive, IA
11: 50 p.m.	Titan Machinery Luncheon TITAN <hr/> MACHINERY	Ballroom
12: 30 p.m.	Iowa Secretary of Agriculture, Mike Naig Prize Drawing from Associates	Ballroom
6:00 p.m.	President's Awards Banquet	Ballroom

The Ladies' Program is sponsored by



Hickenbottom® Inc.



Iowa LICA Golf Outing

COMING THIS SUMMER 2019...

Have a great time to add another benefit for Iowa LICA members. If golfing isn't something you consider yourself an expert at or you spend every extra minute on the course, consider participating in the Iowa LICA Golf Outing. It's a great time and even the biggest loser (most honest team) has a chance at prizes. Watch for dates when the weather warms up. Date TBD

About the Sessions and Speakers:

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. You will receive your certificate upon completion of the class. Please pick your certificates at the registration desk before leaving the convention.

Sponsored by:



This workshop is designed to provide Onsite Wastewater Professionals an overview of the requirements in Chapter 69, "Private Sewage Disposal Systems". A brief discussion about state rules and county ordinances will be followed by sections on definitions, site evaluations, septic tanks and soil absorption systems. Media filters including sand filters and other packaged media filters, as well as, aerobic treatment units will be discussed including maintenance and discharge sampling requirements. Onsite professional will gain a better understanding of the rules and rule interpretations regarding private sewage disposal systems.

- Rules & Ordinances Definitions & General Requirements ...***Aimee Devereaux*
- Time of Transfer Rules Site Evaluation-***Aimee Devereaux*
- Septic Tanks Soil Absorption Systems***Aimee Devereaux*
- Packaged Bed Media Filters Aerobic Treatment Units -***Aimee Devereaux*
- Wetlands and Lagoons experimental Systems***Aimee Devereaux*
- Appendix A for non residential Systems***Aimee Devereaux*

Safety Update

..... *Linda Moyna, Iowa LICA Safety Coordinator*
Learn what's new in safety with Linda Moyna.

IOWA DOT

..... *Robert Wittkoski, Iowa Department of Transportation*
A Discussion on CDL, Pre-Trip Inspection, Vehicle Weight, Oversize Permitting, Hazmat (placarded/non-placarded, Distracted Driving

Safety: Accident Investigation OSHA, What to Expect & What they Expect-

..... *Linda Moyna, Iowa LICA Safety Coordinator*

Quick Books: Balance Sheets & Banking, Financial Forms

..... *Lacey Carroll, CPA at Milestones Group*
Lacey will cover the ins and outs the tips and tricks of Quick Books software.

About the Sessions and Speakers:

Agricultural Drainage Management Coalition

..... Keegan Kult, Executive director of the ADMC
Will present information on their saturated buffer contract from FSA as well as opportunities that exist for IA contractors as it relates to the Iowa Nutrient Reduction Strategy. ADMC is a not for profit group interested in promoting conservation drainage practices.

National LICA Benefit Update

..... *Chris Bauer, Region IV*
Chris Bauer is the Region IV VP of Land Improvement Contractors of America. He will speak on the benefits available to all LICA members. Iowa LICA members are encouraged to attend to see what they can learn.

Horizontal Directional Drilling

..... *Michael Tod, Vermeer*
How and when it can be used and for what benefits.

Wood waste recycling, a market update, plus maintenance strategies to start the new year

..... *Ted Dirks, Vermeer*
A discussion of wood waste recycling solutions and how they could add value to your business with an overview and update of wood waste markets will also be covered. The second half of the presentation will cover four strategies to improve the maintenance culture of your operation and help move the needle from fail and fix to more predict and prevent.

Tax law changes "How does that effect me?"

..... *Justin Sullivan, Esq. Partner, Malloy Law Firm, LLP*
Justin will present the changes to the tax laws you need to be aware of and how it effects you and your business.

Collection on Accounts: Do's and Don'ts

..... *Justin Sullivan, Esq. Partner, Malloy Law Firm, LLP*

GPS Technology Equipment and Advantages for Ag Drainage

..... *Brady Kolbet, Mid-Tech Services*
will discuss what is new with GPS equipment/technology. How it can be used to assist with projects and what the pitfalls can be.

How Workman's Comp Works and Your Rights

..... *Ray Thys, United Fire Group*

About the Sessions and Speakers:

Agency Meeting

..... *Al Frohlich of Army Corp of Engineers,*
..... *Vince Sitzmann, IDALS*
..... *Tony Toigo, IDALS*
..... *John Tack, Department of Natural Resources*
Representatives from the NRCS, IDALS, DNR, and the Army Corp will give a short presentation on their programs and responsibilities. Followed by a time for Q&A and discussion of those topics of interest to you.

Conserving Security: Keeping cybercrime from eroding your business

..... *Scott Schue, CEO of Protocol 46*
Scott served in the Army, Air Force, and Minnesota National Guard, retiring as Director of Intelligence and Security, Joint Force HQ–MN. He has been a small business owner and a large corporate executive, giving him both a broad and deep view of business needs for cybersecurity. Protocol 46 is a veteran-owned, full service cyber security company that partners with small and mid-size businesses in highly regulated industries to protect their networks and minimize their risk and liability that utilizes a full suite of tools and services

401 K/Retirement for Your Company

..... *Jessie Skain, Mutual of Omaha*

Drainage Law

..... *Jim Hudson, Hudson Law Firm*

National LICA Benefit Update

..... *Chris Bauer, Region IV*
He will speak on the benefits available to all LICA members. Iowa LICA members are encouraged to attend to see what they can learn.

Iowa One Call

..... *Ben Booth, Iowa One Call*
An overview of the “Iowa One Call law” (Iowa Code, Chapter 480), the roles and responsibilities of excavators, underground facility operators and locators, the policies and protocols of the Iowa One Call notification center, and recommended industry best practices. The overall emphasis is on damage prevention; which pertains to protecting the essential underground facilities infrastructure. The primary objective is to promote safe and effective work protocols, including procedures designed to safeguard workers and crews, local residents and communities, as well as the environment and property.

About the Sessions and Speakers:

The Iowa Watershed Approach: We're All In!

.....*Kate Giannini, Iowa Flood Center, John Rathbun, Clear Creek Watershed Coalition, Heather Thomas, PE, CGA Consultants.*

The Iowa Watershed Approach (IWA) is a vision for Iowa's future that voluntarily engages stakeholders through the watershed to achieve common goals, while moving toward a more resilient state. The program is entering year three, with **\$30 million** to invest in conservation practices across Iowa at 90% cost-share with willing landowners. Presenters will share an overview of the IWA program, boots on the ground efforts, and construction requirements related to the program.

Kate Giannini (Ja-Knee-Knee) joined the Iowa Flood Center team in 2017 and leads outreach, communication, and research activities for the Iowa Watershed Approach at the Iowa Flood Center and serves as liaison between IIHR researchers, IWA partners, and external stakeholders. Prior to stepping into this role in 2017, Kate gained valuable "boots on the ground" experience by working with landowners, public and private agencies for nearly ten years in Johnson County, IA. Kate also serves as a Soil Commissioner in Washington County since 2013.

John Rathbun has been working as the project coordinator for the Clear Creek Watershed Coalition for nearly two years. By far, his most enjoyable time is spent with landowners, walking with them on their land and looking for ways to increase their enjoyment or the workability of their land. As they walk he knows that helping the landowner will also benefit the folks downstream. Prior to being a project coordinator, John had nearly three years of experience of working in a NRCS/SWCD setting, and prior to that eight years as a landscape designer, where he became the State's first certified rainscapers. John truly enjoys working with people and implementing conservation on the land.

Heather Thomas is an Agricultural and Civil – Water Resources Engineer working as a Project Manager for Clapsaddle-Garber Associates (CGA). She graduated from Iowa State's Agricultural Engineering program before starting her career and becoming a licensed professional engineer in southeast Iowa. In 2017, the opportunity arose to move back to her family's farm in central Iowa where she is able to enjoy working with both the more technical aspects of conservation engineering in her day job, but also the more hands on, practical aspects of implementing conservation in the field on nights and weekends. She served as a design engineer on the Soap Creek and South Chequest Creek watershed projects that served as a small-scale trial for the Iowa Watershed Approach program and is serving as a design engineer and project manager on the Clear Creek watershed.

In Appreciation *A very special thanks to:*

Mid Country Machinery, Allied Oil & Tire, FRATCO & Kahn Tile Supply LLC

Pianopalooza— Sunday night entertainment

Bowers Great Lakes Inter-Drain

Coffee, Water, Soda Breaks

Prins Insurance, Inc. and United Fire Group

Monday Breakfast

Murphy Tractor & Equipment Co. & Martin Equipment Co.

John Deere Dealers of Iowa

John Deere Luncheon

Titan Machinery

Titan Machinery Luncheon

Altorfer Cat and Ziegler Cat

Cat Dealers of Iowa

President's Award Banquet

Hickenbottom, Inc.

Ladies' Program "Board & Brush"

Advanced Drainage Systems

CEU program

Hilpipre Auction Co.

22nd Annual Auction

Agri Drain Corporation, H & S Company Inc., Prinsco,

Monday Night Buffet

Others making donations:

- ◆ Mid-Tech Services
- ◆ Kahn Tile Supply LLC
- ◆ Northern Iowa Construction Products
- ◆ Northland Trenching Equipment
- ◆ Precision Intakes, Ltd.
- ◆ Springfield Plastics

Many others have donated prizes for drawings and the auction.