



# Missouri LICA NEWS

August/September, 2004

## What A Wonderful "Mark Twain" Adventure!

A great big "Congratulations!" and "Thank You!" to the members who selected August 7th as the date and Hannibal as the place for our 2004 Summer Meeting. It was probably the best weather we've had all summer and Hannibal left us all wanting more when we left! Below are some pictures from the river boat cruise. For more memories, check out our website at: [www.MLICA.org](http://www.MLICA.org)!





# With Sympathy

Keith Norris, age 79 of Hedrick, Iowa, died Saturday, July 10th at the VA Medical Center in Iowa City. Keith and his wife, Joan, were Honorary Members of Iowa LICA, having been presented with that honor at the 2004 Iowa Convention. Keith was a very dedicated member of Iowa LICA, Region IV, and the National Land Improvement Contractors of America. He served on several Iowa LICA and National LICA committees, as well as President of both Iowa and National LICA. We offer our deepest sympathies to his family.

## Updates For Your Directory

**Danny Lowe** has a new address. It is: Lowe's Excavating; 27073 Birk Way; Edwards, MO 65326. The phone, fax, and email remain the same.

<u>September</u>	<u>October</u>
01 C.L. Richardson	02 Mike Calhoon
02 Dean Yoder	03 Jeff Lance
06 Albert Balkenbusch	03 Jerome Boedeker
Greg Hall	Gary Balkenbusch
07 Ron Dickmeyer	Edwin Yoder, Jr.
11 Terry Johnston	05 Chick Acker
15 Sanford Reynolds	Terrill Carter
Brad Kleinsorge	06 Melvin Beckemeyer
16 Larry Gilson	Steven Bailey
21 Barry Lowe	Bill Jeffries
24 Brian Flora	15 Carl Coffey
29 Junior Eichler	19 Jerry Heath
31 Danny Lowe	20 Gayle Matthews
	22 Roger Levings
	23 Dennis Brinton
	24 Doug Schnitker
	27 Bill Bader
	28 Lynn Kirkpatrick

Missouri LICA News is a bi-monthly publication of the Missouri Land Improvement Contractors Association; Deborah Dickens, Executive Director; 1101 West High Street; Jefferson City, MO 65109; Phone: 573-634-3001; Fax: 573-761-0375; Email: [info@MLICA.org](mailto:info@MLICA.org); Website: [www.MLICA.org](http://www.MLICA.org).

## Welcome Aboard!

We are pleased to welcome the following new member to Missouri LICA:

**District #6**

Michael Kobylinski  
 Koby Contracting, Inc.  
 13222 Manchester Rd.  
 St. Louis, MO 63131  
 District: 6 County: St. Louis  
 Phone: 314-822-2299  
 Fax: 314-822-9725  
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 Equipment Categories: BH,CL,EX

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## Congratulations, Land and Water Magazine!

Land and Water Magazine is celebrating 30 years in business!

If you would like to extend your personal greetings, you can write to:  
 Ken Rasch;  
 Land and Water Magazine;  
 918B First Avenue South;  
 Fort Dodge, IA 50501-9925.



# Governor Holden Signs SB757

On June 25, Governor Holden signed Senate Bill 757 into law. This piece of legislation impacts our Land Improvement Contractor (LIC) license tag and will take effect on August 28, 2004.

At our Winter Convention, there was some confusion about the restrictions on the LICA tag. Below is the actual language which will become part of the Missouri statutes on August 28, 2004:

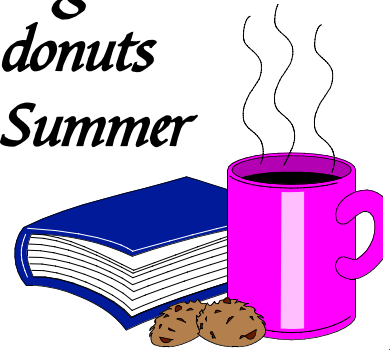
**Land Improvement Contractors' Commercial Motor Vehicle** - any not-for-hire commercial motor vehicle the operation of which is confined to:

(a) An area that extends not more than a radius of one hundred miles from its home base of operations when transporting its owner's machinery, equipment, or auxiliary supplies to or from projects involving soil and water conservation, or to and from equipment dealers' maintenance facilities for maintenance purposes; or

(b) An area that extends not more than a radius of fifty miles from its home base of operations when transporting its owner's machinery, equipment, or auxiliary supplies to or from projects not involving soil and water conservation. Nothing in this subdivision shall be construed to prevent any motor vehicle from being registered as a commercial motor vehicle or local commercial motor vehicle;

**Local Commercial Motor Vehicle** - a commercial motor vehicle whose operations are confined solely to a municipality and that area extending not more than fifty miles therefrom, or a commercial motor vehicle whose property-carrying operations are confined solely to the transportation of property owned by any person who is the owner or operator of such vehicle to or from a farm owned by such person or under the person's control by virtue of a landlord and tenant lease; provided that any such property transported to any such farm is for use in the operation of such farm.

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A collage of images showing various water management products such as corrugated pipes, valves, and a boat on a pond.

## Calling All Troops!

At the National Summer Meeting, Missouri LICA, along with Region IV LICA Chapters, pledged to work the LICA booth at the CONEXPO-CON/AGG 2005 Show in Las Vegas on Tuesday, March 15.

Now it's time to fulfill that promise. It is requested that booth workers wear khaki pants (or skirt, if you're so inclined!). We will provide a green LICA shirt for you.

And, don't be shy ... if you'd like to work the booth another day as well, just let us know! We want to have lots of people in the booth to maximize this opportunity to introduce other contractors to LICA ...not to mention a great time for Missouri LICA to recruit some new members!

So, please call the Missouri LICA office (573-634-3001) and let us know when we can count on your help at the LICA booth at the 2005 CONEXPO-CON/AGG ... and let us know your shirt size! (Medium, Large, XLarge, XXLarge, or XXXLarge)



## Protect Your Most Valued Possession .... Your Identity

Read this and make a copy for your files in case you need to refer to it someday. A corporate attorney sent the following out to the employees in his company:

1. The next time you order checks, have only your initials (instead of first name) and last name put on them. If someone takes your checkbook, they will not know if you sign your checks with just your initials or your first name, but your bank will know how you sign your checks.
2. When you are writing checks to pay on your credit card accounts, DO NOT put the complete account number on the "For" line. Instead, just put the last four numbers. The credit card company knows the rest of the number, and anyone who might be handling your check as it passes through all the check processing channels won't have access to it.
3. Put your work phone number on your checks instead of your home phone. If you have a PO Box, use that instead of your home address. If you do not have a PO Box, use your work address. Never have your SS# printed on your checks. You can add it if it is necessary. But if you have it printed, anyone can get it.
4. Place the contents of your wallet on a photocopy machine. Copy both sides of each license, credit card, etc. You will know what you had in your wallet and all of the account numbers and phone numbers to call and cancel. Keep the photocopy in a safe place. Carry a photocopy of your passport when traveling in the United States or abroad.

Here's some critical information to limit the damage, if your information is stolen:

1. We have been told we should cancel our credit cards immediately. But the key is having the toll free numbers and your card numbers handy so you know whom to call. Keep those where you can find them.
2. File a police report immediately in the jurisdiction where your credit cards, etc. were stolen. This proves to credit providers you were diligent and this is a first step toward an investigation (if there ever is one).
3. Call the three national credit reporting organizations immediately to place a fraud alert on your name and Social Security number. The alert means any company that checks your credit, knows your information was stolen and they have to contact you by phone to authorize new credit.

Here are the toll-free numbers you need to contact:

- 1.) Equifax: 800-525-6285
- 2.) Experian (formerly TRW): 888-397-3742
- 3.) Trans Union: 800-680-7289
- 4.) Social Security Administration (fraud line): 800-269-0271



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### August, 2004

- 27 **Natural Resources Conservation Service's State Technical Meeting**  
9:00am; Parkade Center; 601 Business Loop 70 W; Columbia; Contact: MLICA Office: 573-634-3001

### September, 2004

- 6 **Labor Day**
- 23 **State Cost-Share Citizens Group Meeting**  
10:30am - 3:00pm; Parkade Center; 601 Business Loop 70W; Columbia; Contact: MLICA Office: 573-634-3001
- 25 **Missouri LICA District #3 Membership Meeting**  
Contact: District #3 President John Houston; Tel: 660-584-7189

### October, 2004

- 2 **Missouri LICA District #2 Membership Meeting**  
Contact: District #2 President Nelson Wilson; Tel: 573-581-6671
- 8 **Missouri LICA District #6 Membership Meeting**  
Contact: District #6 President Don Laut; Tel: 573-546-3011
- 9 **Missouri LICA District #1 Membership Meeting**  
Contact: District #1 President Jim Bledsoe; Tel: 816-324-5254
- 11 **Missouri LICA District #4 Membership Meeting**  
Contact: District #4 President Gerald Bauer; Tel: 660-598-6813

### October, 2004 (Continued)

- 15 **Missouri LICA District #5 Membership Meeting**  
Contact: District #5 President Ken Balkenbusch; Tel: 573-897-3720
- 23 **Missouri LICA Committee and Board of Directors Meetings**  
9:30am - 4:00pm; Mortimer Kegley's; 115 East High Street; Jefferson City, MO; Contact: MLICA Office: 573-634-3001

### November, 2004

- 2 **General Election Day**
- 25 **Thanksgiving Day**

### December, 2004

- 4 **Missouri LICA Leadership Conference**  
A workshop designed specifically for Missouri LICA District Officers. Watch your mail for details or call Missouri LICA State Office: 573-634-3001.
- 25 **Christmas Day**
- 31 **New Year's Eve**

### January, 2005

- 1 **New Year's Day**
- 6-8 **Missouri LICA Winter Convention**  
Hilton Garden Inn; Independence, MO; Watch your mail for details or call the Missouri LICA State Office: 573-634-3001.

### February, 2005

- 26 **Missouri LICA Committee and Board of Directors Meetings**  
9:30am - 4:00pm; Mortimer Kegley's; 115 E. High St.; Jefferson City, MO; Contact: MLICA Office: 573-634-3001

### March, 2005

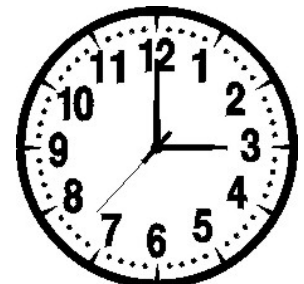
- 12 **National LICA Executive Directors Workshop**  
Circus, Circus Hotel; Las Vegas, NV;
- 13-14 **National LICA Winter Convention with CONEXPO-CON/AGG**  
Circus, Circus Hotel; Las Vegas, NV
- 15-19 **CONEXPO-CON/AGG Exhibits and Seminars**  
Convention Center; Las Vegas, NV  
Contact: Paul Sandefur: 270-274-3403 or Deborah Dickens: 573-634-3001

## It's Time!

It's time to renew your commitment to your business, your industry, and your association! At the end of August, we will be mailing our 2005 membership renewals, along with a member survey about the LICA Insurance program, the 2005 CONEXPO-CON/AGG show and the state cost-share program.

Please take a few minutes to complete the survey and send it in so we can tailor LICA to meet your needs. After all, it is your business, your industry and YOUR association!

*Thank You!*





# State Cost-Share Program Updates

## Renewal Issues

Unless it is renewed, the 1/10th cent Soil, Water, and State Parks Sales Tax (Missouri's state cost-share program) will expire in fiscal year 2008 - which actually begins July 1, 2007. To prevent this from happening, interested parties from several different groups, including Missouri LICA, have begun meeting to address the coming year's activities.

This Citizen's Group is essentially the same group of people who have worked on the issue since its beginning in 1982. Representatives from the Missouri Parks Association, Soil and Water Conservation District Employees, Department of Natural Resources employees, Farm Bureau, Wildlife Federation, Sierra Club, and Missouri LICA are all interested in seeing this issue placed on the ballot for Missouri voters.

In the past, the Citizen's Group has been unsuccessful in convincing the Missouri legislature to place the issue on the ballot, so we have had to conduct initiative petition drives. Those of you who have worked on an initiative petition drive won't soon forget the hours and hours spent in shopping mall parking lots gathering signatures from registered voters.

In the 2004 Missouri Legislative Session, we tested the waters with a bill which would automatically place the issue on the ballot each time it comes up for renewal. We did not see any opposition to this bill, but it didn't get out of committee, either.

So, the plans for the 2005 Missouri Legislative Session include presenting a similar bill in both the House and Senate and then working for its passage. That means that during the session, we will be calling on Missouri LICA members who have benefited from the cost-share program, to make the trip to Jefferson City at least twice (once for a House Committee meeting and once for a Senate Committee) in order to convince the Representatives and Senators that this issue - and revenue - are important to our industry.

We probably won't have much notice on the meeting times and places, so when we send out our dues statements, we will be asking you to let us know if you are willing to work on the issue. Then, as soon as we learn of a hearing, we'll give you a call and tell you when and where the meeting will be held.

If the bill to place the issue on the ballot automatically at the time of renewal passes the Missouri Legislature and is signed by the Governor, the next phase will be to fund an informational campaign for the voters. This will require funds!

If the bill does not pass the 2005 Legislature, then we will begin the long, expensive, and time-consuming job of an initiative petition drive. So, if your business has benefitted from the state cost-share program, please complete the survey when you get it or call the Missouri LICA office (573-634-3001) and let us know that you'll help us get it renewed.

This would also be a good time to contact those contractors you know who are benefitting from the cost-share program but are not members of LICA. Ask them to get involved and join LICA in this effort. We are the only contractor association who's interested in this and we need them!

## Some Changes At The County Level

A recent internal audit of the program office's cost-share files have identified a few items which need to be addressed in order to maintain accountability of taxpayers' funds. Some of these may impact our members as contractors. They are:

### The Start Date Missing on Invoices for Earthwork, Trenching, Etc.

Landowners cannot be approved for cost-share assistance to complete practices that have been started prior to the board approval of the application. As a result, the auditor questions any cost as being ineligible if it cannot be verified that the cost-share was incurred after the application was approved. In Section IV, page IV-3 of the Cost-Share Handbook, it indicates that invoices for construction must include the month, day and year the work was started. This should be applied to any service, labor or fabrication work performed.

### Itemized Invoices

Contractors should be directed to provide itemized invoices that can be clearly identified with eligible components from the cost-share application. The district or landowner cannot decide what costs go with which component if the contractor or vendor has grouped component costs. Only the contractor/vendor can determine and separate grouped costs (i.e., pipe and anti-seep collars, tile and trenching or lime/fertilizer/seed and mulch).

If you have questions about the auditor's findings or other cost-share related questions, contact the cost-share unit at the program office at 573-751-4932. [Source: Soil & Water Resources; Volume 6, Issue 4; July, 2004]

## Missouri LICA District Meetings

### District #1 - October 9

Contact: Jim Bledsoe (Tel: 816-324-5254)

### District #2 - October 2

Contact: Nelson Wilson (Tel: 573-581-6671)

### District #3 - September 25

Contact: John Houston (Tel: 660-584-7189)

### District #4 - October 11

Contact: Gerald Bauer (Tel: 660-598-6813)

### District #5 - October 15

Contact: Ken Balkenbusch (Tel: 573-897-3720)

### District #6 - October 8

Contact: Don Laut (Tel: 573-546-3011)



## Custom Rates for Farm Services in Missouri

Ron Plain, Joyce White and John Travois  
Department of Agricultural Economics

The custom rates reported in this guide are based on a statewide survey conducted by mail in the fall of 2003. Farmers, agribusiness firms, aerial applicators and land improvement contractors responded to questions concerning actual rates they were charging for performing custom services - excluding the cost of materials being applied.

There is no assurance that the rates reported in this guide will cover *your* costs for performing the service or that you will be able to hire a custom operator for the rates shown. *Rates for small jobs will be higher, sometimes much higher, than those reported in this guide.* Respondents used their own judgement in reporting, based on their opinion of a "normal" job. Some custom operators charge rates based on a combination of factors - for example, variable or combination rates with maximum or minimum distances or quantities. Although several reported using these pricing methods, none were similar enough to provide a meaningful average for this report.

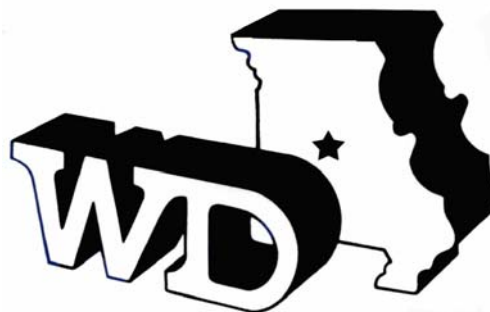
Note the "number reporting" and the "range in rates" columns when using this guide. Some items have very few respondents or a wide range of rates, so the "average" may not accurately reflect rates or availability of custom operators in your area.

Full-time custom operators need to cover all costs from the fees they charge (plus a normal profit). These costs may include hired labor. Farmers who own their own equipment have more flexibility in the rates they charge because their overhead and purchase costs can be shared with their farming enterprise.

*Calculate your own costs carefully before deciding the rate to charge or pay. Before entering into an agreement to hire a custom operator or perform a custom job, discuss with the other party all the details of the specific job to be performed.*

See the chart on page 8 of this newsletter for a portion of the report or visit [www.muextension.missouri.edu](http://www.muextension.missouri.edu) for the complete report.

[Source: MU Extension, University of Missouri - Columbia]



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### Congratulations!

While we were attending the Missouri LICA Summer Meeting, Hollis and Anabel Boyer learned they had become great-grandparents for the first time! Their grand-daughter, Katena, gave birth to a "perfect baby girl!" Our congratulations to all the Boyers!

## USDA Releases 2002 Census of Agriculture

Washington, June 3, 2004

Half of America's farms and ranches have Internet access and nearly 39% report using a computer for their farm business, according to new data released from the 2002 Census of Agriculture. Highlights of the census include:

- The top five states in value of agriculture products sold are: California (\$25.7 billion), Texas (\$14.1 billion), Iowa (\$12.3 billion), Nebraska (\$ 9.7 billion), and Kansas (\$8.7 billion).
- 90% of farms are operated by an individual or family. The number of corporate farms declined by 18.4% from 1997 - 2002 which reverses a trend that has continued without interruption since 1974.
- Direct sales to consumers increased 37% from 1997, totaling \$812.2 million in 2002.
- The value of organically produced commodities reached \$392.8 million in 2002.

- The estimated fair market value of land and buildings on the Nation's farms rose 24% from 1997 - 2002. The average value per farm increased by over \$100,000 during the five year period, reaching an average of \$537,833 in 2002. The value of land and buildings per acre is up more than \$20 during that same time period to \$1,213 per acre in 2002.
- The average age of principal farm or ranch operators was 55.3 years, compared to 54 years in 1997. But, for the first time, NASS collected information about more than one operator on the same farm. Results showed an average age of a second operator at 49.4 and third operators at 41.9 year old.

Thousands of aggregated facts and figures can be accessed online from the NASS website at: [www.usda.gov/nass](http://www.usda.gov/nass) - by clicking on "Census of Agriculture."

[Source: Nebraska LICA News; June, 2004]

# 2003 Custom Rates for Farm Services in Missouri

Ron Plain, Joyce White and John Travois  
Department of Agricultural Economics

Water management and earth moving	Basis of charge	Average rate	Range in rates			Number reporting	
			Low	Mid	High		
<b>By job performed</b>							
Building terraces:							
Conventional gradient	Hour	\$85.45	\$ 70.00	\$ 80.00	\$110.00	11	
	Cubic yd	1.92	1.40	1.90	2.50	4	
	Linear ft	1.26	.76	1.23	2.30	18	
Parallel, cut and fill to grass outlets	Hour	83.64	70.00	80.00	110.00	11	
	Linear ft	1.48	.76	1.45	2.50	14	
Parallel, with storage to tile outlets	Hour	85.00	70.00	80.00	110.00	10	
	Linear ft	1.60	1.00	1.50	3.00	17	
Diversion	Hour	83.33	65.00	80.00	110.00	12	
	Cubic yd	1.58	1.00	1.65	1.90	6	
	Linear ft	1.67	1.25	1.45	3.00	9	
Building ponds and lakes	Hour	84.20	55.00	83.70	112.50	22	
	Cubic yd	1.58	.50	1.60	2.50	36	
Ditch construction	Hour	82.88	55.00	82.50	120.00	20	
	Cubic yd	1.47	.95	1.43	2.00	6	
Land leveling	Hour	78.89	35.00	80.00	110.00	22	
Land clearing	Hour	84.15	55.00	82.45	125.00	32	
	Acre	680.50	250.00	775.00	1,000.00	10	
<b>By type of equipment used (including operator labor)</b>							
Bulldozer:	Under 100 horsepower	Hour	62.50	40.00	62.50	80.00	14
		100–150 horsepower	Hour	77.11	60.00	77.50	95.00
	Over 150 horsepower	Cubic yd	1.50	1.15	1.50	1.80	7
		Hour	85.98	45.00	85.00	150.00	43
		Cubic yd	1.62	1.25	1.60	2.00	9
Back hoe	Hour	57.51	25.00	56.25	88.00	36	
Track hoe	Hour	87.65	40.00	85.00	125.00	31	
Trencher	Hour	51.25	25.00	50.00	80.00	4	
	Linear ft	.82	.50	.80	1.20	15	
Skid loader	Hour	51.05	10.00	50.00	75.00	22	
Scoop:	Small (less than 10 cu yd)	Hour	53.57	25.00	50.00	75.00	7
		Medium (10–15 cu yd)	Hour	87.04	70.00	85.00	110.00
	Large (over 15 cu yd)	Cubic yd	1.58	--	1.60	--	3
		Hour	117.25	90.00	113.75	150.00	10
		Cubic yd	1.97	1.60	2.00	2.50	5
Elevating scraper:							
Small (less than 10 cu yd)	Hour	86.00	70.00	80.00	125.00	5	
		Medium (10–15 cu yd)	Hour	86.25	70.00	85.00	115.00
	Cubic yd	1.73	1.31	1.60	2.50	7	
	Large (over 15 cu yd)	Hour	119.67	90.00	125.00	150.00	9
		Cubic yd	1.76	1.60	1.75	2.00	5
Track-type loader:	Under 100 hp	Hour	65.00	40.00	70.00	75.00	8
	100 hp or larger	Hour	81.61	40.00	80.00	105.00	14
Motor grader:	Under 100 hp	Hour	59.17	50.00	62.50	65.00	6
	100 hp or larger	Hour	71.45	40.00	75.00	100.00	19
Tiling machine	Hour	70.00	--	--	--	2	
	Linear ft	.86	.60	.75	1.59	8	