



# Missouri LICA NEWS

November/December, 2003

## The Just One! LICA Membership Drive Is Launched!



↑ Each of these members has committed to getting "Just One!" new member for the 2004 LICA membership Drive - how about you?

At its October 25 meeting, the Missouri LICA Board of Directors launched the Missouri LICA Chapter's participation in the Just One! LICA Membership Drive "Just One!" The theory is simple - if each member will recruit just one new member, we will double our size, strengthen our voice, and have a greater, positive effect on our industry!

### Here's what you can win!

The National LICA Membership Drive has prizes for members signing up new contractors. The contest ends February 7, 2004, so it's time to get busy!

#### **Sponsor 3-4 new contractors:**

Win \$100 cash and 50% off the Lexington Convention Registration (A \$115 value!)

#### **Sponsor 5-9 new contractors:**

Win \$250 cash and 50% off the Lexington Convention Registration (A \$115 value!)

**Sponsor 10 or more new contractors:** Win \$500 cash and 50% off the Lexington Convention Registration (A \$115 value!)

### Missouri LICA Just One! Progress Report

	Contractor	Company Associate	Supporting
Stephen Champlin	1		
Milburn Davis	1		
Jeff Lance	1	1	
Doug Schnitker	1		
Rod Schottel	1		
Missouri LICA Office	4	5	

## Benefit For New Contractor!

In addition to the full list of benefits available to every Missouri LICA contractor member, a new contractor will receive FREE registration to the Missouri LICA Winter Convention to be held January 8-10, 2004 at the Country Club Hotel in Lake Ozark, MO (A \$140 value!). All they have to do is let us know they're coming so we can order meals and name tags!

## Need Some Supplies?

Call the Missouri LICA office (573-634-3001) and we can provide you with Missouri LICA applications, along with a list of the contractor benefits. Then, grab a fellow contractor and hit the membership trail!

(By the way, did you realize that all your Missouri LICA benefits only cost 89¢ a day?)

## Need Some Prospects?

Missouri LICA has a list of over 1,800 prospective contractor members! Just give the Missouri LICA office a call (573-634-3001) and tell us the zip codes or cities you would like to target and we'll get you the names!

You can have the list sent to you electronically or on labels - just let us know and we'll make it happen!

# Welcome Aboard!

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

## Active Contractor Members

### **John Bowland; Laurel**

Bowland Enterprises  
6801 Co. Rd. 432  
Savannah, MO 64435  
District: 1 County: Andrew  
Phone: 816-324-3095  
Fax: 816-324-5430  
Sponsor: Jeff Lance

### **Carl Ferguson; Susan**

Ferguson Farms  
RR #2, Box 468A  
Adrian, MO 64720  
District: 4 County: Bates  
Phone: 816-297-2668  
Fax: 816-297-4029  
Sponsor: Stephen Champlin

### **John Flora; Judy**

Flora Construction LLC  
14777 County Road 120  
Bolckow, MO 64427  
District: 1 County: Andrew  
Phone: 816-428-3494  
Fax: 816-428-3494  
E-Mail: [jflora@centurytel.net](mailto:jflora@centurytel.net)  
Sponsor: Doug Schnitker

### **Ray Garrett; Aileen**

Stinger Construction  
17049 County Rd. 291  
Cosby, MO 64436  
District: 1 County: Andrew  
Phone: 816-262-2400  
Sponsor: Rod Schottel

### **J.D. Kelly**

J.D. Kelly Excavating, Inc.  
1200 W. Obermiller Road  
Columbia, MO 65202  
District: 2 County: Boone  
Phone: 573-442-4505  
Sponsor: Missouri LICA Office

### **John Uhlmann**

Team Excavating, LLC  
1011 Central  
Kansas City, MO 64105  
District: 3 County: Jackson  
Phone: 816-842-1900  
Fax: 816-842-1901  
Web: [www.teamexcavating.com](http://www.teamexcavating.com)  
Sponsor: Missouri LICA Office

## Company Associate Members

### **Hank Fullmer**

A.S.P. Enterprises  
109 NW Victoria Dr.  
Lee's Summit, MO 64086  
District: 3 County: Jackson  
Phone: 636-343-4357  
Fax: 636-343-4723  
E-Mail: [henryf@aspent.com](mailto:henryf@aspent.com)  
Sponsor: Milburn Davis

# Address Changes

**Matt Kujath** is the new contact for Winter-Dent & Company; 101 E. McCarty St.; P.O. Box 1046; Jefferson City, MO 65102; Ph: 573-634-2122; Fx: 573-636-7500.

**Carl Coffey, C&J Construction** is now using his home phone as his business phone (816-593-4400); P.O. Box 77; Union Star. MO 64494.

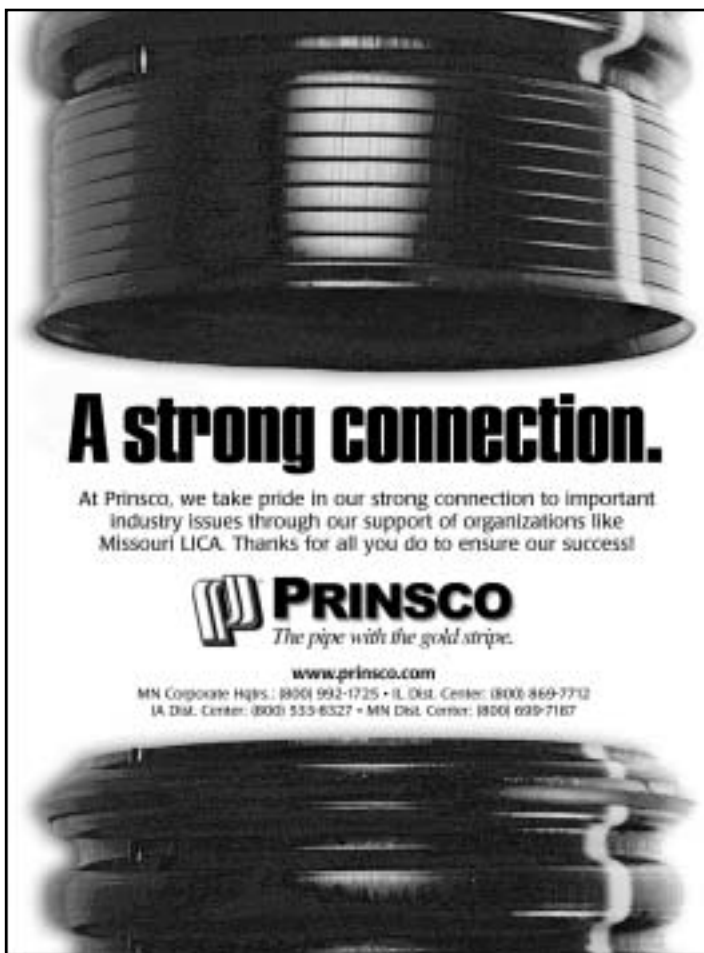
# Missouri NRCS Job Bidding Solicitations

Missouri NRCS will no longer be mailing hard copy notification of procurement announcements. You will be responsible for retrieving this information electronically.

## **E-Mail Notification From Missouri NRCS:**

To receive an e-mail from Missouri NRCS when new solicitations are available, please e-mail Jennifer Haley at [jennifer.haley@mo.usda.gov](mailto:jennifer.haley@mo.usda.gov). Hard copies of solicitations can be downloaded from FedBizOpps (<http://www.fedbizopps.gov>). [See the *FedBizOpps* article on page 4 of this newsletter for more details.] You can access planholder's lists, bid opening results and abstracts on our homepage at:

<http://www.mo.nrcs.usda.gov/technical/contracts.html>



**A strong connection.**

At Prinsco, we take pride in our strong connection to important industry issues through our support of organizations like Missouri LICA. Thanks for all you do to ensure our success!

**PRINSCO**  
The pipe with the gold stripe.

[www.prinsco.com](http://www.prinsco.com)  
MN Corporate Hqtrs.: (800) 992-1725 • IL Dist. Center: (800) 869-7712  
IA Dist. Center: (800) 533-6327 • MN Dist. Center: (800) 699-7187

*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).*

# IRS Expands Standard Deductions For Auto Use

Over eighty percent of the paperwork burdens on small businesses are attributed to IRS forms and regulations. To reduce a recordkeeping burden, the IRS announced that small businesses owners who use no more than four vehicles at the same time for business purposes may use the standard mileage rate, starting in 2004. Currently, those using more than one vehicle at a time cannot use the standard rate at all, leaving them to track the actual expenses for each vehicle.

Although many taxpayers may still claim actual vehicle expenses for various reasons, the IRS estimates that small businesses will save 8-10 million hours a year in recordkeeping with this expansion of the standard rate option.

A taxpayer may not use the standard mileage rate for a vehicle after using any depreciation method under the Modified Accelerated Cost Recovery System (MACRS), after claiming a Section 179 deduction for that vehicle, or for any vehicle used for hire.

Beginning Jan. 1, 2004, the standard mileage rates for the use of a car (including vans, pickups, or panel trucks) will be:

- 37.5 cents a mile for all business miles driven, up from 36 cents a mile in 2003;
- 14 cents a mile when computing deductible medical or moving expenses, up from 12 cents a mile in 2003; and
- 14 cents a mile when giving services to a charitable organization.

[Contact your accountant for details.]

*Coming January,  
2004!*



*Watch Your Mail!*

# *Experience the Magic of Change*



Summit Heavy Equipment is your source for heavy equipment and parts. We supply new, used and rebuilt parts for Caterpillar, Case, Deere, International and Komatsu. From big parts to small . . . we have it all.

Are you looking to expand your fleet? Shop our extensive quality, pre-owned heavy equipment before spending too much on new.

If you don't see what you are looking for in our inventory - be sure to call us!

**Call Ken for Machines and Krissy for Parts**

Toll Free: (866) 548-8232 ■ Phone: (816) 525-7700

Fax: (816) 525-0208

Email: [summitheavyequipment@direcway.com](mailto:summitheavyequipment@direcway.com)

Website: [www.summitheavyequipment.com](http://www.summitheavyequipment.com)

## 2004 District Officers

Congratulations to the following 2004 District Officers! These members have agreed to be your representatives. Call them with questions and suggestions. Call them and volunteer to help. Remember, we're all in this together!

### District #1 Officers

President: Jim Bledsoe  
 Vice Pres: Dennis Brinton  
 Sec/Treas: Rod Schottel  
 Board Reps:  
 Jim Bledsoe  
 Dennis Brinton

### District #2 Officers

President: Nelson Wilson  
 Vice Pres: Mel Kleinsorge  
 Sec/Treas: Eddie Gilmore  
 Board Reps:  
 Charlie Boyer  
 Brian Kleinsorge

### District #3 Officers

None Reported As Yet

### District #4 Officers

President: Gerald Bauer  
 Vice Pres: Bob Parks  
 Sec/Treas: Steve Champlin  
 Board Reps:  
 Milburn Davis  
 Gerald Bauer

### District #5 Officers

President: Ken Balkenbusch  
 Vice Pres: Larry Koenigsfeld  
 Sec/Treas: Larry Koenigsfeld  
 Board Reps:  
 Ken Balkenbusch  
 Larry Koenigsfeld

### District #6 Officers

President: Don Laut  
 Vice Pres: Edwin Yoder  
 Sec/Treas: Ray Daub  
 Board Reps:  
 Don Laut  
 Edwin Yoder



## The Leader in Quality Drainage Products

Bethany, MO \* Taylor, MO \* Jesup, IA \* Fairfax, MN



1-800-728-6428

We are a Complete Supplier of Drainage Tubing, Dualwall Pipe, Fittings, Intakes, Outlets, Sump Pits, etc.

***We are the only Manufacturer in the State of Missouri and we proudly operate Two Plants Here- Bethany & Taylor, MO Call 1-800-728-6428***



## Winter-Dent & Company

101 E. McCarty St.  
 Jefferson City, MO 65101  
 573 / 634-2122

1205 W. Broadway, Ste. A  
 Columbia, MO 65203  
 573 / 449-8100

*Call Us About ...*

***The LICA Insurance Program***

***Insurance ■ Bonds***

***Employee Benefits ■ Financial Services***

*An Independent Agent since 1912*

## Federal Business Opportunities

FedBizOpps, <http://www.fedbizopps.gov>, is a government website where you can search, modify and retrieve opportunities solicited by the entire Federal contracting community. This website also allows you to create a profile and have procurement announcements sent to you via e-mail. To create this profile:

- Go to <http://www.fedbizopps.gov>.
- Click on the FedBizOpps Vendors link.
- Under "Vendors Links," click Vendor Notification Service.
- Click the link for option 2, "Register to receive all notices from selected organizations and product service classifications."

You can set up your profile as you wish, including which agencies, which types of jobs, which geographic location, etc. Once you have completed your profile, you are signed up to automatically receive procurement announcements from FedBizOpps.

You are responsible for updating any information, such as your e-mail address or profile preferences.

All solicitations over \$25,000 will be available through FedBizOpps.