

*Build your own Road to Success  
at the 2020 Winter Convention!*



**January 23-25, 2020**

*Courtyard by Marriott*

*3301 LeMone Industrial Blvd.*

*Columbia, MO*

**ROAD TO  
SUCCESS**

*Come for all of the Convention or just a part of it, but  
don't miss this chance to improve your bottom line!*

*Give Debbie a call at Missouri LICA (573-634-3001)  
if you need special pricing.*



# Missouri LICA 2020 Winter Convention

January 23 - 25, 2020

*Courtyard by Marriott  
Columbia, MO*

## HOTEL INFORMATION

The Courtyard by Marriott (3301 LeMone Industrial Blvd., Columbia, MO) is offering a room rate of \$98 per night for a King or Double-Queen room, plus applicable state and local taxes. Parking is free.

To take advantage of the Missouri LICA Convention room rate, call the hotel directly (573-443-8000). **This rate will expire on January 9, 2020.**

Check-in for the hotel is 3:00pm and check-out is at 12 noon.

## PRE-CONVENTION SESSION

**Thursday, January 23, 2020  
Lunch & Legislation**

**11:30am**

*Madison's Cafe  
216 Madison Street  
Jefferson City, MO*

## Attention New Contractor Members ...

Remember, two complimentary registrations to the Annual Winter Convention come with your membership, if you will contact the MLICA office (573-634-3001) before the early-bird cut-off date!



We'll meet for lunch and review industry-related issues facing the Missouri Legislature in 2020. After lunch, we'll head to the Capitol to meet with Senator Mike Bernskoetter.

Senator Bernskoetter served in the Missouri House of Representatives from 2011 to 2019 when he was elected to fill the seat of Senator Mike Kehoe who had been named Missouri's Lieutenant Governor. Senator Bernskoetter has been the recipient of many awards relating to his representation of Missouri's agricultural industry.

The Missouri Legislative session adjourns on Thursdays, so it's a great time to visit your own Representatives and Senators while you're at the Capitol, but you will need to call their office(s) before your arrival to let them know you're coming!

There is a parking garage across the street from Madison's Cafe and the Capitol is about a two-block walk.

## SATURDAY NIGHT SPECIAL



On Saturday night, January 25, we'll wrap the Convention up with an Awards Banquet, the installation of our new officers, a special presentation for our Past Presidents and a show full of laughs with Tim Walkoe. (You might want to dress up a little for this Saturday Night Special!)

# ANNUAL CONVENTION AGENDA

## ROAD TO SUCCESS

### THURSDAY, JANUARY 23, 2020

11:30am

Pre-Convention Session - Lunch & Legislation

1:00pm

Executive Committee Meeting at Madison's

6:30pm - 7:00pm

Registration

Courtyard by Marriott; 3301 Lemone Industrial Blvd.;  
Columbia, MO (Varsity Room)

6:30pm - 10:00pm

Welcome Reception & Registration

Join us for some snacks and beverages, as we kick off  
the Convention!

### FRIDAY, JANUARY 24, 2020

7:30am - 8:00am

Registration

8:00am

Breakfast

9:00am

Foundations of Investing

As you build your own Road to Success, you will need to understand a few basics of investments. Aaron Kliethermes with Edward Jones will be giving us an overview of investing, including key terms and types of investments. He will cover the basic features of bonds, stocks and packaged investment products, the importance of proper asset allocation, and then open the discussion for your questions.

### FRIDAY, JANUARY 24 (CONTINUED)

10:15am

Ladies - Have a Blast Painting Pre-Made Pottery

The ladies will meet in the hotel lobby and then carpool to the Mud Room. The staff at The Mud Room will assist with painting tips and instructions on stamps, stencils, sponges, writers and other fun decorating tools to help complete your project. After the pottery class, the ladies will enjoy a late lunch (1:15pm) at Addison's, a full-service restaurant and bar serving appetizers, pizza, pasta, salads, sandwiches, steak and seafood.

10:30am

DNR/NRCS Update

What do the NRCS and DNR see as the largest challenges facing contractors in 2020? Marty Comstock, Missouri NRCS State Conservationist; Colleen Meredith, DNR Soil & Water Program Director; and Jim Plassmeyer, DNR Environmental Specialist IV, will be on hand to give us the answers!

Noon

Contractors' Lunch

1:00pm

Key Elements of Life-Cycle Cost Analysis

Harness the power of a simple yet powerful asset valuation tool that leverages the cleanest, most accurate asset, transactional, and market data available to help you put real-time values on assets. This crucial information saves you time and gives you better visibility into your fleet – enabling you to make proactive decisions in liquidation planning that improve the bottom line.

2:30pm

Streambank Stabilization with Wood

Steve Herrington with The Nature Conservancy and Rob Pulliam with the Missouri Department of Conservation will review their success with streambank stabilization projects using wood. The techniques, challenges, benefits, and results of several projects will be presented, as well as a discussion of some possible funding options for these projects.

3:00pm

Associates' Meeting & Exhibit Hall Set-Up

# ANNUAL CONVENTION AGENDA (Continued)

## FRIDAY, JANUARY 24 (CONTINUED)

3:45pm

### Contractor-to-Contractor

*We introduced this forum at our last Winter Convention and it was such a success, we've decided to bring it back again. This is your chance to talk with other contractors like you who face the same challenges and work on developing solutions. Whether it's equipment issues, employee concerns, safety topics, customer relations, or the particulars of a project, this is a great opportunity to find out how others in your industry are succeeding.*

6:00pm

### Exhibit Hall & Cornhole Tournament

*The evening is full of opportunities for you to visit with our Associates, play a few games, win a few prizes, and enjoy some great food and beverages!*

## SATURDAY, JANUARY 25, 2020

7:15am

### Devotions

8:00am

### Breakfast

9:00am

### Associate Highlights

*We have some of the finest Associates in the country and this morning, they will take a few minutes to introduce us to the latest developments in their products and services.*

9:15am

### Ladies - Can You Breakout?

*The Breakout Hotel Room 13 ... You have no recollection of checking in. Mysteriously, you can't leave. As panic sets in, the hotel's cozy façade begins to crumble, and the sinister motive lurking behind your imprisonment is unmasked. Embedded in the cracks between past and present, voices guide you to freedom. You have 60 minutes to escape. Find Clues. Solve Puzzles. Work together. Find out if the LICA ladies have what it takes to Breakout in time!*

## SATURDAY, JANUARY 25 (CONTINUED)

Noon

### Lunch - Door Prize Drawings - Associate of the Year Presentation

1:00pm

### General Membership Meeting

*This is where the "rubber meets the road." Come find out what Missouri LICA has planned and help us define what LICA can do to add even more value to your membership. In addition to addressing the business of our Association, we'll review the Missouri LICA web page and the tools it has for your business.*

1:00pm

### Ladies - Show Your Creativity!

*You will have the chance to paint and design your own kitchen towels, as well as discuss the business of the Auxiliary and what you want to accomplish as a group this coming year. Supplies and snacks will be provided.*

2:45pm

### Leadership in Construction

*Many of us have had the privilege of listening to Dave Miguel with Underground Safety and Supply. His talks always challenge us to be the best leaders in our industry. This class will continue that theme. As Dave says, "To be a leader in construction, it's all about safety. If you don't promote safety, you can call yourself a lot of things, but not a leader." Come learn how to lead!*

6:00pm

### Awards Banquet & Installation of Officers Past Presidents' Celebration Comedy Show with Tim Walkoe

*After a delicious steak dinner and beverages, we'll host an Awards presentation, the installation of our new officers, and a celebration of our Past Presidents. It's been almost 30 years since we've all gathered together, so you won't want to miss this. To cap off the evening, we'll be entertained by Tim Walkoe, a nationally-known comedian.*

*Note: We'd like to mark this special occasion by dressing up a little (sports jacket, collared shirt), but don't worry, we won't throw anyone out for not dressing up!*