



# 2022 National LICA Summer Meeting

## Seminars & Special Events

July 12 - 16 • St. Charles, Missouri



### Educational Seminars

Thursday, July 14

#### Tech Talk

**Presented By: Zach Morehead & Scott Brown**  
Construction Technology Partners

Most of us know about or are already using construction technology, but are we maximizing its potential? Zach Morehead and Scott Brown with Construction Technology Partners will walk us through what technology is out there to help land improvement contractors; how to use it to increase production and cut costs; and what is needed to use the technology (i.e., what your equipment needs to run it, what data you need before you can start, how to ensure tight tolerances, etc.) Whether you're a pro or novice, you won't want to miss this class!

#### Creative Recruiting & Retention Strategies During Times of Change

**Presented By: Sara Davis, Meg Judy, & Sarah Munns**  
EquipmentShare

According to our contact at the Missouri Chamber of Commerce, EquipmentShare has one of the most successful hiring and retention programs in the state. They are a company of visionaries, groundbreakers, doers and innovators set on revolutionizing the construction industry. But to do that, they need passionate and capable people joining their team. In a panel setting with Sara Davis, Meg Judy, and Sarah Munns you will learn how EquipmentShare makes their employees know they are more than just an employee and how the job can be more than just a paycheck. Join us to learn how EquipmentShare is hiring amazing team members who are dedicated to solving problems on and off the court!

#### Reducing Risk When Working For or Employing Other Contractors

**Presented By: David Chase, Risk Control Consultant**  
United Fire Group

How do you manage and protect your business and the risk it faces when requesting or accepting contractual work agreements? David Chase, Risk Control Consultant with the United Fire Group will provide an overview of some of the applicable terminology found in a standard subcontractor agreement; identify specific items you should look for when reviewing certificates of insurance with your agent; and offer methods to evaluate and select subcontractors based upon their risk and past performance.

#### Executive Directors' Meeting

##### Contract Negotiation Training

**Presented By: Amy Blesi, HelmsBriscoe**

Whether it's for a convention or golf tournament, one skill our Executive Directors all need is the ability to negotiate a meeting facility contract. Amy Blesi with HelmsBriscoe has worked with several state LICA chapters, as well as National LICA, to negotiate contracts for events. From the original Request for Proposal through the final contract, Amy has done it all and she's going to share some of her tips to take the stress and risk out of the meeting planning process with us! After Amy's presentation, we'll explore our own tricks and tips for the Excel program. We all share many of the same challenges and this meeting is a great place to get some training, as well as support!

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### Associates' Night (Exhibition) "1904 World's Fair"

Thursday, July 14: 7:00 pm - 10:00 pm

"The Louisiana Purchase Exposition," better known as the 1904 World's Fair was held in St. Louis. People from across the globe experienced advancements in technology, manufacturing and even new foods like ice cream cones and hamburgers. The main fairgrounds in Forest Park, still a big attraction today, had about 20 million vis-

itors over the seven months the fair was open.

LICA will be transporting members back to the World's Fair on Associates' Night. Dress the part or come as you are and enjoy the games, food and exhibits, while networking with our valued Associates.

