



## LATEST NEWS & UPDATED MEMBER INFO

### PRESIDENT'S MESSAGE:

We are almost through another year, and I hope all is well. We have one more DOT Event on November 4th and a board meeting on November 5th at Toftrees Resort in State College. Hopefully you can make it to one or possibly both. Just let us know. If you can make the board meeting, you can find out what has been keeping us busy. The DOT events are always with the PA State Police and is a good way to find out what changes and new regulations have been made. Hope to see you there and as always be safe out there.

Thank you,  
Barry Mutzabaugh Jr.



### WELCOME TO OUR NEWEST MEMBERS FROM PRESIDENT BARRY MUTZABAUGH JR.

John Smith Contracting  
John Smith  
Osceola Mills, PA

Alleghany Farm Services LLC  
Chad Klotzbach  
Bason, NY

Rutledge Excavating Inc.  
Dan Rutledge  
Tyler Hill, PA

Superior Energy Resources LLC  
Michael Martino  
Brockway, PA

Dauphin Enterprises LLC  
Sam Wesner  
Dauphin, PA

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All NEW members in 2022 are eligible to have 2 people from their company attend the annual PALICA convention in February 2023 at Toftress Golf Resort in State College. The only charge you will be responsible for is the hotel room at a rate of \$79/night. You will all receive information on who the speakers are and what classes we'll be having at the 2-day convention in the Winter Newsletter. Inside this newsletter you'll find preliminary info on page 11.

**PALICA**  
**775 MERCER ROAD**  
**GREENVILLE PA 16125**

**TO:**

# PENNSYLVANIA LICA HOLDS TWO DOT CLASSES IN TWO WEEKS

Members of National LICA traveled to PA for both events to represent, register and introduce LICA to attendees, along with PALICA's new President Barry Mutzabaugh Jr.

Eagle Power & Equipment in Montgomeryville PA and the Lehigh Career & Technical Institute in Lehigh County were both hosts of recent classes. LCTI was held on September 15<sup>th</sup> & Eagle Equipment was held on September 21<sup>st</sup>.

PA Tpr. Anthony [Dan] Falgares, Motor Carrier Inspector Commercial Vehicle Enforcement, graciously presented both classes and did an excellent job. He is new to PALICA but not new to his position and we appreciated his time in coming and bringing additional resources with him.

Eagle Power & Equipment Vice President, Bridget McDonald, did an amazing job, along with her whole crew (shown in bottom picture on right) of advertising the event through their own social media and to their customers to add to the many contractors (PALICA members and non-members) who were invited to attend. There were well over 100 in attendance on a beautiful night in Bucks County.

Along with the introduction of PALICA to the attending contractors, Eddy Mahan, Executive Director of the LICA Educational Foundation for Veterans, spoke about the foundation and their mission within the state of PA as well as the rest of the country to train Veterans to be heavy equipment operators. Hopefully, an extension of that is that they will someday work for LICA contractors upon completion of the program.



Eagle Power & Equipment is in Montgomeryville, Pennsylvania.

3h · 🌐

TODAY!

We're proud to host an in depth DOT Compliance Class present... See more



**(Pictures are from event at Eagle Power & Equipment)**



LCTI is a technical school that will train the first Veteran that qualifies for the program in PA.

LCTI went above and beyond in their hospitality to PALICA and it was a wonderful venue to host a DOT class. Some in attendance were instructors and students at LCTI, which gave them firsthand information on what they will encounter on the road when they complete the program and are gainfully employed.

(con't on next page)

# DOT Event Pics at LCTI from 9/15/22



Many thanks to LICA CEO Jerry Biuso Sr., LICA President Chris Wagner and Eddy Mahan, LICA's Educational Foundation for Veterans Executive Director, who attended both events to help register, present information about LICA, and provide an opportunity for attendees to become members of PALICA.

It was also a great opportunity for Eddy to share the mission of the Veteran's Foundation and how he became affiliated with the project which was first conceived by LICA's CEO Jerry Biuso. Fundraising continues in the hope that they will be able to send their first Veteran to school this year.

Barry Mutzabaugh Jr., President of PALICA, was the "MC" of both events, and spoke "contractor to contractor" to those in attendance. Many that attended requested information packets to take home and will be followed up with. Pennsylvania is such a large state, we have found breaking in in half and trying to approach both sides of the state individually is the best way to continue to get the name of PALICA to become as familiar with potential members as it is with our current members.



**Pittsburgh 811 Show in June**

Dan Micsky - board member, Kitty Davis & Joe Greco manned our booth (Joe Greco, Associate Board Member from BEG Group is not pictured).



The **Allentown** show was the first one of the year, held in May; the **Wilkes Barre** Show was held in August. The National LICA crew manned a PALICA booth at both of these events and made valuable contacts (above)

Steve Latimer from Groff Equipment (not pictured), who is an Associate Board Member, helped man our **Erie** booth in September along with Board Member Ron Roncaglione. (pictured right) (con't next page)



**PALICA**  
participated in  
**four PA One**  
**Call/811 Shows for**  
**their 50<sup>th</sup>**  
**Anniversary year.**  
(Monica Rakoczy was the  
featured speaker at all seven  
events.)

While at the Erie 811 show, President and CEO Bill Kiger was awarded a special 50<sup>th</sup> Anniversary Platter by Roger Lipscomb, President of Ohio Utility Protection Services. It was very apparent to all present, that there is a great deal of admiration between the two gentlemen. I was very thankful to have been invited to share in this special recognition and finally get to meet Mr. Kiger. Special thanks to Bill Kiger for donating 50<sup>th</sup> Anniversary 811 hats to PALICA to use at the multiple events throughout the state. It also represents our partnership in sharing the importance of safety in the workplace. Congratulations PA One Call System Inc!



Monica Rakoczy will be speaking at ConExpo again in 2023 and at the Nat'l LICA Summer Meeting in Pittsburgh in 2024. (picture at right is from the Erie 811 show)



## Free EXCAVATOR TRAINING

Pennsylvania One Call System, Inc. will offer **nine (9) Excavator Training events** for any professional excavator who works within the Commonwealth of Pennsylvania, and for anyone associated with damage prevention. Learn about excavator responsibilities under PA Act 287, as amended. All classes start precisely at 8:00 am and end at 10:00 am. A complimentary breakfast will be served between 7:30 am and 8:00 am. Preregistration is required. PDF 2

*October – November 2022 (listed by county.)*

Bedford, Centre, Delaware, Greene, McKean, Montgomery, Schuylkill, Sullivan and York counties.

*Register Today*

Online: [www.pa1call.org/events](http://www.pa1call.org/events) (scan the QR code) or email the registration form to: [registration@pa1call.org](mailto:registration@pa1call.org)

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 Shirt Size: ☐ M ☐ L ☐ XL ☐ XXL ☐ XXXL Attending Breakfast: ☐ Yes ☐ No



*Choose your Event (listed by date)*

✓	EVENT NAME	VENUE	ADDRESS	CITY	DAY	DATE
	Sullivan County	Eagles Mere County Club	1 Country Club Rd	Eagles Mere	Wed	09-28-22
	Delaware County	Holiday Inn	5400 Ferne Blvd	Drexel Hill	Tue	10-04-22
	York County	Wyndham Garden	2000 Loucks Rd	York	Thu	10-06-22
	McKean County	Marilyn Horne Hall	2 Marilyn Horne Way	Bradford	Tue	10-11-22
	Schuylkill County	Mountain Valley Golf	1021 Brockton Mountain Dr	Barnesville	Fri	10-14-22
	Bedford County	The Hall at Kintons Knob	6441 Lincoln Hwy	Bedford	Wed	10-19-22
	Montgomery County	Holiday Inn	1750 Sumneytown Pk	Kulpsville	Thu	10-20-22
	Greene County	Greene County Fairgrounds	107 Fairgrounds Rd	Waynesburg	Wed	11-02-22
	Centre County	Toftrees Golf Resort	One County Club Ln	State College	Tue	11-08-22

## PALICA'S PICNIC & SCHOLARSHIP PRESENTATIONS WERE HELD IN JULY AT THE HOME OF THE MUTZABAUGH'S - PARENTS OF BARRY MUTZABAUGH JR.

We thank them for their hospitality!



Cole Micsky (center) was awarded one of the two scholarships for \$1000.00. Cole is the son of Joe & Dedra Micsky and the grandson of Lawrence & Nancy Micsky. (all pictured above).

Dear PALICA, I would like to thank the PALICA organization for the opportunity to apply for and receive one of their \$1000 scholarships. My family and I really enjoyed our time at the meeting in Harrisburg. While sitting in on the meeting, I was really impressed with how well-spoken everyone was on what they were there to discuss. Being able to communicate well with others is key in leadership roles held within a community such as Pennsylvania LICA. The scholarship I received will go towards my next step in education. I will be attending Penn State Shenango where I plan on earning a degree in business. I'm not sure exactly what my future holds but this scholarship will help me get to where I want to go. Thank you again for everything.

Thanks, Cole Micsky



Bradley Cottrell (center) was awarded the second of two scholarships for \$1000.00. Bradley is the son of David and Trish Cottrell and the grandson of Evelyn & Richard Cottrell (pictured above). Bradley's thank you letter is below.

Thank you for the scholarship. I will use it to continue my education and help the wildlife and the environment.

Bradley Cottrell

Bradley will be attending Keystone College and his major will be Wildlife Management.



**OUR MISSION** To train Military Veterans to become highly skilled heavy equipment operators and assist them in finding employment opportunities throughout the U.S.


Pennsylvania LICA's Board of Directors voted unanimously to set aside \$1,000.00 each year to provide a qualifying PA Veteran applicant a scholarship in the amount of \$1,000.00. It will be used to offset the cost of attending a trade school so they can be certified as a heavy equipment operator. This is all through the newly established LICA Educational Foundation for Veterans. Pennsylvania is the first chapter to make such an initiative. **The funds used will not come out of the original scholarship fund that goes to college and trade school bound children and grandchildren of PALICA members.** If you'd like to make a separate donation for the Veteran Program, please contact Joanie or send it to the PALICA office and mark how you'd like it used. **A donation form was included with your dues invoice as well so feel free to utilize that for however you'd like to donate.**

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## QUALITY PLANS AND PROVIDERS

**Our program gives you and your employees access to top national providers and benefits.**

- Exclusive program offers a Cigna PPO and a reference-based pricing plan utilizing PHCS Network
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- Nationwide network of doctors and pharmacies
- ACA compliant plans
- Monthly enrollment on the first of each month

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**You can choose among multiple plan designs to ensure the right fit and budget for your company.**

- Deductibles ranging from \$1,000 to \$7,350
- Monthly rates as low as \$340 for a single employee
- Monthly rates as low as \$1,020 for a full family—regardless of age and size of family
- Premiums locked in until October 1, 2023

## EXCEPTIONAL SERVICE AND SUPPORT

**You can leverage our expertise before, during, and after your plan is implemented.**

- Experienced team guides you through the process
- Fast and easy steps to get enrolled and insured
- Secure online questionnaire protects your employees
- Ongoing personal support for claims and billing

## THREE EASY STEPS TO START SAVING TODAY!

### STEP 1

Send World Census and current invoice

Employees Complete online questionnaire.

In only 10 minutes, you and your employees can complete our online personal health questionnaire. The online form is secure, encrypted, and HIPAA compliant.

### STEP 2

**Review and choose plan.**

Choose the plan that is right for your employees and complete the group contract and ACH form.

### STEP 3

**Get enrolled and receive ID cards.**

Contact Rachel LaChance to get your questions answered and to submit completed documents. Employees will receive their ID cards directly.

**Our experienced team is always available to help at any point during the process.**

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**Vince Basciano** | 973-871-1512  
vincentbasciano@worldinsurance.com

## DO YOU ADVERTISE IN CHURCH BULLETINS OR ON RESTAURANT PLACEMATS?

Maybe you should be.



Once upon a time, you could open your daily newspaper's classified advertising section and pursue several pages of small print advertising. Folks got the paper delivered every day and searched long columns of two-line alphabetically ordered ads when they wanted to buy a used car, look for employment or find an apartment. Then go down the list of ads in every category and call the seller, employer or landlord. How far we've come since then!!

### Golden Oldies

But is there still room for some antiquated – or maybe call them quaint forms of advertising for small, local businesses like your excavating company? Or is your marketing plan all about SEO, your Google listing placement, or the broad reach of social media including FB, Instagram and Twitter? Some contractors say they have more work than they can handle, calls are up, competition might be down, and lack of workforce makes it harder to increase your workload. There might be good reasons for maintaining the old fashioned, hyperlocal approaches to keeping your company name in front of the public though,

### Tried and True

How much of your advertising budget do you still dedicate to marketing approaches that go back to the days of the rotary dial telephone. Many communities still have a shopper publication delivered to paper boxes and front stoops across town.

They remain popular in many areas and provide an inexpensive way to blanket your territory with regular invitations to have septic systems installed and serviced, basements dug, drainage installed. Through a small ad, you can offer coupons, run your business logo and include your contact information. You can't track shopper readership through mouse clicks, but there is still a percentage of the population accustomed to using this print medium more instead of reaching for an iPad.

### Postcards

It's not the same as virtual target marketing, but postcard mailers are a tangible reminder you can schedule for delivery to the ZIP code. The price keeps going up for postage, but mailers can still be quite effective and, if you're lucky, homeowners will keep them as a handy reminder of the next time they need service.

### Refrigerator Magnets

How will the postcards be saved? Perhaps fixed to the refrigerator by a magnet. Though decidedly old fashioned, many contractors still purchase refrigerator magnets crafted in the shape of their work machines/trucks and carry a valuable service message and contact info.

### Restaurant Placemats

Your customers all have something in common. They eat. And they often gather at local cafes and supper clubs. Many restaurants generate a small revenue stream by selling ads to very localized businesses to appear on area placemats set in front of every diner. Lots of eyeballs on the placemat before the food arrives.

No matter how technical this world becomes, sometimes there's nothing like reading a placemat while waiting for your Sunday breakfast and wondering why you didn't know that contractor was in your area – next thing you know you're folding up that placemat and taking it home – just in case.

### Church Bulletins

What better captive audience for your advertising pitch than fellow members of your congregation sitting in the pews for an hour every week, especially if they're not entirely engaged in the sermon.



### Community Bulletin Boards

At the local True Value hardware store, many contractors still crowd the corkboard with their business cards. What if that DIY plumbing or electrical project morphs into something you can no longer handle on your own? Well, that's where you can find help and the same can apply for others that may need help from your business.

### Sponsoring Youth Sports Teams

You might break even on the uniforms and team ice cream runs if a pee-wee or little league parent hires you to install a septic system. Sponsoring a local sports team is more about creating goodwill for your company's brand than it is about gaining direct results for your advertising dollar. Most contractors don't regret helping the community in this way, and serving youth is a source of great pride for small businesses. If you're not into sports, there are many other ways to help, such as sponsoring the high school marching band, robotics team or giving to the local Boys & Girls Club, theatre performances or Scouts.



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# Pennsylvania 811

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**Start today by requesting the application from your account**



# 2023 PA STATE CONVENTION - SNEAK PEAK

We currently have the following classes/topics lined up to be presented. This is just preliminary, but as we get closer to the end of the year, everything should be solidified, pending any major changes.

- 811/PA One Call- Excavator Obligations, Underground Utility Locating, Planning and Documenting your Worksite, Online Ticket Management, KARL Response Codes
- PA DEP-Presentation w/ Q&A
- Distracted Driving and how it impacts your insurance premiums (or other related topics)
- LICA's new health insurance benefit that can insure many employees or as few as one employee
- Septic Maintenance
- PENN Vest Presentation
- Drain Tile Safety Coalition
- Erosion Control Systems - BEG Group
- TopCon Solutions Class - will cover 3D Machine Mounted Application - hands on with 2D and slope lasers
- HR Topics for your business-bring your office managers for these great sessions.
- Associates' Night, scholarship auctions & entertainment.

## FEATURED SPEAKER & CLASS

**TRENCH SAFETY CLASS - BUILD A BOX SYSTEMS & SPEED SHORES w/Monica Rakoczy-**

**\*\*Hands on class and each participant will receive their own hard hat and safety glasses.**

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**FROM THE EXECUTIVE DIRECTOR:** Here are a few items you need to be aware of.

**DUES NOTICES** have gone out and are due back by 10/31/22. Please notate on the invoice, any changes for your company such as contact person, owners, location, phone numbers or emails.

**DOT EVENT AT TOFTREES** on Friday November 4<sup>th</sup> at 1pm at the Toftrees Golf Resort. There will be a simulated stop and an indoor classroom presentation with a Q & A following that. All are invited and there is no charge. You will need to RSVP so we have ample room - feel free to bring other nonmembers as well. More details and invitations will go out in October.

**YEAR END BOARD MEETING** - will be held on Saturday, November 5<sup>th</sup> at 10am at the Toftress Golf Resort. All are welcome and lunch will follow the meeting. This will be a time to evaluate all we've done in 2022 as an association and what we'd like to see for 2023. The Winter Convention will also be discussed and finalized. **YOUR INPUT IS VERY IMPORTANT!**

**UFG INSURANCE PROGRAM** - A dividend has been declared for 2021 and checks have been mailed out to all participants currently in the program.

**PALICA WEBSITE** - Please visit the website at [www.pennsylvanilica.com](http://www.pennsylvanilica.com). It contains a great deal of information such as updated benefits, upcoming events, new members, who our Associate Members are (what products/services they offer to you), you can read your newsletter, board meeting minutes and much more. If you don't have your user ID, contact Joanie to get your login reset.

AND FINALLY.....



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 **CONEXPO  
CON / AGG**

## CONEXPO Registration is Open!

Through our partnership, LICA Members (and friends) get a significant discount on entry to North America's largest Construction Trade Show!

Through the link below you can register for the show, select your education sessions, and choose a hotel. You will be creating an account for CONEXPO and are able to "skip" registering for hotel and/or education sessions. You can login at a later date to pick your options.

### PLEASE NOTE:

For the 2023 National LICA Winter Convention at Harrah's (March 11-13), there will be a separate link to the LICA Room Block. \$160/night (plus taxes & fees). Under "Events" choose the 2023 Winter Convention. Harrah's Reservations will be available soon.

### IF YOU PLAN ON ATTENDING CONEXPO - REGISTER TODAY TO GAIN ENTRANCE.

Register by: 10/28/2022 - Badge Fee: \$99

Register by: 1/6/2023 - Badge Fee: \$124

Register by: 3/13/2023 - Badge Fee: \$149

Register by: 3/18/2023 - Badge Fee: \$175

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**Over 400 booths were registered.**



# Ag Progress Days 2022 in State College

Pennsylvania LICA took part in this 3-day event with the help of several board members, (Barry Mutazabaugh Jr., Kitty Davis, Dan Micsky, Steve Lttimer, and our newest board member Michael Martino from Superior Energy Resources LLC.) Many stopped by our booth, and we gained 2 new members, Alleghany Farm Services, Chad Klotzbach and John Smith, John Smith Contacting.

Thanks to all who gave up their time to attend on behalf of PALICA! We truly appreciate you and your commitment to growing PALICA.

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## CONGRESS PASSES RECORD CONSERVATION INVESTMENT

The Inflation Reduction Act includes approximately \$1 billion for conservation technical assistance, which allows NRCS and conservation districts across the country to get boots on the ground to support producers implement conservation. This legislation also provides \$18 billion for voluntary conservation programs administered by the United States Department of Agriculture's (USDA) Natural Resource Conservation Service (NRCS) between Fiscal Years 2023 and 2027.

This funding includes:

- \$8.45 billion for the Environmental Quality Incentives Program
- \$4.95 billion for the Regional Conservation Partnership Program
- \$3.25 billion for the Conservation Stewardship Program
- \$1.4 billion for the Agricultural Conservation Easement Program

The IRA also provides substantial investments to support conservation and wildfire mitigation efforts in our nations' forests, including:

- \$1.8 billion for hazardous fuels reduction projects on U.S. Forest Service (USFS) land within the wildland-urban interface to support activities such as tree thinning and undergrowth removal.
- \$200 million for vegetation management projects on USFS land.
- \$100 million to improve the efficiency and effectiveness of environmental reviews on USFS land.
- \$50 million for the USFS to complete an inventory of old-growth and mature forests within the USFS system, and for the protection of those forests.
- \$2.2 billion for State and Private Forestry Conservation Programs
- \$550 million for competitive grants under the Cooperative Forestry Assistance Act Section 13A, to non-federal forest landowners

"NACD is pleased to see continued support from Congress and the administration in conservation program funding," NACD President Michael Crowder said. "We applaud this investment in conservation and natural resource management, and we will continue to advocate for support for these programs that are critical to addressing climate change by improving the health of our soils, watersheds, and forests. We look forward to continuing our work with all members of Congress, on both sides of the aisle, to bring voluntary conservation and natural resource management to the producers and landowners who benefit from these programs."



# IT HAPPENED TO HIM. IT COULD HAPPEN TO YOU.



Drain Tile  
Safety Coalition

FARM SAFE 811

Always **Contact 811** or **clickbeforeyoudig.com**  
before starting any drain tile project.

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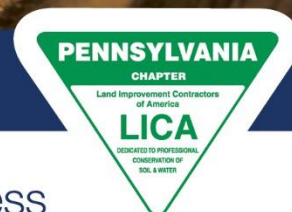
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## *Nature's Spill Kit*

**Contact Joe Greco  
for product info**

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