

**MINUTES LIA BOARD OF DIRECTORS  
MEETING, JUNE 19, 2012, 11:00 A.M.  
LEA'S RESTAURANT  
LECOMPTE, LA**

The meeting began at 11:05 A.M. with President, Wayne Orton welcoming everyone and asking them to stand for the Pledge of Allegiance. Voting members present were: Wayne Orton, Jack Hopper, John R. Kavanaugh, Curt Bowman, Julie Broussard, and Marianne Joye. Non-voting Board Members were Sophie Tolliver and Severn C. Doughty, Sr. Guest present was Dean Hopper. Four voting Board Members present represented a quorum and six were present.

Wayne asked the Board to review the Minutes of the last Board Meeting and if acceptable, move that they be accepted. Jack Hopper moved, seconded by Julie Broussard, to accept the minutes. Motion carried.

Wayne asked Severn to provide the financial report. Severn indicated that this financial report reflected only the detailed revenues and expenses for the first quarter ending March 31, 2012. Revenues for that period were \$20,425.35 and expenditures were \$11,591.29 leaving \$8,834.06 in revenues over expenditures. As of June 18, 2012 the checking account balance was \$17,634.31, the PayPal account balance was \$4,017.49, the undeposited checks amounted to \$1,600.00 and the Savings Account balance was a little over \$9,087.60 leaving \$32,339.40 in total assets. There being few questions, Curt Bowman, moved seconded by Jack Hopper, to accept the financial report as presented. Motion passed.

Wayne asked Severn to give the membership report. Severn indicated that we had 104 members as of this meeting and handed everyone a membership list. Severn asked everyone to review the list and make any corrections necessary. There being a number of corrections, Sophie Tolliver made notes to make the corrections and Severn indicated that we will have the Membership Directory ready to mail out to the Membership in July.

Wayne asked Severn to give the newsletter report. Severn handed around to everyone the new 8 ½ X 11 inch front and back covers of the upcoming newsletter that Sophie had crafted. Severn stated that Wayne had talked with Allen Owings and Allen said that he would be glad to give up being the LIA newsletter editor. Severn and Sophie will assume that role beginning with the 3<sup>rd</sup> Quarter Newsletter, 2012. Severn further stated that we needed to get newsletter ads and said that he had commitments from Keeling, Ewing and Polydrip but we needed more in order to print the newsletter in color if the Board would like. The Board agreed. Most members of the Board stated that they would help in procuring ads and would ask that Severn and Sophie handle the details.

Wayne asked Sophie to provide the website report. She indicated that she was keeping the website up to date and removing the old information in a timely fashion. Sophie then went on to report on the website stats. In April there were 8,744 page views and it increased in May to 9,247. Total visits (people going to the site) for April were 1,904 and for May it rose to 2,207. Eighty eight percent of the page views were from the U.S. and Mondays, Tuesday and Wednesdays at around 8:00 P.M were the peak page views.

Sophie was pleased to see that the log-in area of the website had the most page views which meant that members were coming to the site and logging in. The second highest site for page views was the classifieds and she stated that there were no classified ads on the site but yet people were going there. She recommended that we, perhaps the Board, should encourage people to advertise in the classified section. She stated that it only cost \$5.00 a month and the ad could be, for example, selling equipment, wanting to buy equipment or looking to hire employees. Wayne suggested that Severn write an article in the next newsletter encouraging members to use the classified section of the website. Third highest in page views was news followed by about us (LIA), meet the Board, Board Minutes and certification.

Wayne moved on to Old Business and asked Severn to provide the Profit and Loss statement for the March 14, 15, 2012 Basics Class. Severn stated that the total Revenues for the class were \$8,914.70 and Expenses were \$2,560.56 leaving \$6,354.14 in Revenues over Expenses. John R. Kavanaugh moved, seconded by Wayne Orton, to accept the report as stated. Motion carried.

Wayne then asked Severn to provide the Profit and Loss statement for the June 6, 7, 2012 Basics Class. Severn stated that the total Revenues were \$6,646.30 and Expenses were \$2,260.13 leaving \$4,386.17 in Revenues over Expenses. One of the Board Members asked how much were we paying for using PayPal? After some calculation it was determined that for each transaction we paid 3.05%. Julie Broussard moved, seconded by Jack Hopper, to accept the report as presented. Motion carried.

Wayne asked Severn to report on the June 6, 7, Basics Class survey. Severn stated that he broke the survey into those licensed Irrigation Contractors who attended the first day or those who recertified and those unlicensed contractors who attend both days and took the exam. Only one of the respondents there for recertification was a member of LIA, none expressed an interest in advertising in the newsletter, five went to the LIA website and a little over half stated that it was more difficult to operate a profitable business in the past 10 years. There were 7 out of 12 surveys returned.

Of those who were unlicensed, only one was an LIA member, three expressed an interest in advertising in the LIA Newsletter, seven indicated that they went to the LIA website and a little over half stated that it was more difficult to operate a profitable business in the past 10 years. There were 11 out of 22 surveys returned.

Wayne asked Severn to hand to each Board Member the Chronological Order of Educational Training list LIA had presented since 2007. Wayne wanted the Board to review what had been presented in the past and consider what recertification training LIA would offer at our Annual Meeting in October to be considered later in the meeting.

Wayne asked Severn to ask everyone to read the Conflict of Interest Policy. He asked if everyone understood it, asked if they would comply with it and asked them to sign the annual policy statement. Everyone signed the policy statement and a copy of the statement will be kept on permanent file.

Wayne asked Severn to report on the NLAE meeting recently held in San Antonio, TX. Severn stated that the meeting was very beneficial and the most enjoyable presentation was provided by Dr. Charlie Hall, economist at Texas A. & M. Severn said that a synopsis of Dr. Hall's presentation will be in his column in the 2<sup>nd</sup> Quarter Newsletter, 2012. Important information was also gained from a round table discussion pertaining to IRS rules and regulations which prompted the proposed draft of a work contract between LIA and the Executive Secretary to be discussed later in this meeting.

Wayne moved on to New Business and started the discussion pertaining to the appointment of an Education & Research Director. Wayne indicated that he had spoken with Mike Goree and he said that Mike wanted more details. Curt Bowman stated that in a conversation he had with Mike, Curt didn't feel like Mike was interested because Mike was moving in another direction in the next few years. But Curt said that he felt that we should provide Mike with a job description of the duties and responsibilities of the Educational and Research Director and let Mike decide at that time. John R. Kavanaugh suggested that we may want to consider Dr. Peter Gallagher. The Board asked John to meet with Peter and get his feelings on the matter. John stated that he would. In the mean time Severn said that he would draft the duties and responsibilities of the position and present it to both Mile and Peter if they were interested.

Wayne asked Severn to discuss the changes set forth by IA concerning purchased courses. Severn read a letter sent to him by Bob von Bernuth, IA Education Director which stated in part that, "Effective January 1, 2012 IA was licensing class material on an annual basis to insure that IA licensed providers are supplied with the latest versions of the materials annually." LIA purchased three classes in 2010 and two module classes in 2011. According to the letter and after LIA signed the yearly contract, LIA will be given free updates on these three classes until 2013 at which time LIA would have to pay a 12.5% annual fee of the original cost of the classes to IA to continuing using the classes. If we fail to pay the annual fee, we loose the right to use the classes and LIA will be violating copyright laws. The Board asked Severn several questions that Severn could not answer but he stated he would contact IA for clarification. Wayne asked Severn to put this topic on the agenda for the next Board Meeting.

Wayne then led the discussion on the Annual Meeting agenda, date, location and proposed recertification training. The Board decided on October 2, 2012 over lunch at the recertification training at Ralph & Kacoo's Restaurant on Bluebonnet Blvd, in Baton Rouge, LA. The next Board Meeting will be held October 1, 2012 at 5:00 P.M. also at Ralph & Kacoo's Restaurant. Wayne asked that one agenda item for the Annual Meeting be to ask the membership if they wanted LIA to pursue a Backflow Prevention training. After some discussion the Board decided to ask an instructor of one of the approved Backflow Prevention schools to provide the Recertification training at the Annual Meeting/Recertification training on October 2, 2012.

Wayne asked Severn to discuss shirts with LIA logo's on them. Severn stated that he received a Cabela's catalogue where companies could order shirts with logos. Severn asked the Board if they wanted him to order any and how would the Board like to pay for them. Discussion ensued and it was felt that the Board members would look very professional if everyone had a long-sleeved, light blue, LIA, logoed shirt to wear at LIA functions. Furthermore, it would be an incentive for others to desire to become Board Members in the future. Consequently, Wayne Orton moved, seconded by Marianne Joy, to purchase long-sleeved, light blue, LIA, logoed shirts for the LIA Board Members. Motion carried.

Wayne asked Severn to discuss the proposed contract between LIA and the Executive Secretary. Severn stated that the topic to some extent came up at a round table discussion at the NLAE Meeting in San Antonio, TX in early May as to whether the Executive Secretaries were considered Employees of their associations or whether they were considered Independent Contractors. After the meeting Severn emailed all the Executives and asked for copies of contracts they may have with their associations. He received three and the most applicable was an Independent Contractor contract from Idaho. Severn then called Susan Webb and asked her about LIA engaging in a contract between LIA and the Executive Secretary. She felt that it would be a very good idea. She emailed Severn an example of an Independent Contractor contract that could be used. Severn combined both the Idaho and the one Susan sent into a draft of the proposed contract of which each LIA Board member was sent a copy before the Board Meeting. This contract consisted of (1) The Contract, (2) Lease of Office Space, (3) Consulting Agreement between LIA and the Executive Secretary and (4) Duties and Responsibilities of the Executive Secretary.

Severn then handed to each Board Member a communication he received from one of the Executives, who did not have a contract, stating that his association was screened by IRS in the early 1980's. The IRS considered him as an Employee and not as an Independent Contractor and therefore, his association had to pay penalties and interest to IRS because they were not in compliance. To protect LIA and the Executive Secretary, Severn was proposing a contract to make it clear that the Executive Secretary was in fact an Independent Contractor.

Brief discussion ensued and the Board felt that it was a good idea to have a contract. Consequently, John R. Kavanaugh moved, seconded by Jack Hopper, for Severn to proceed with reviewing the contract with Susan Webb and perhaps a tax attorney and once it was approved, the contract could be signed by both parties. Motion passed.

Wayne asked Severn to discuss the list of other state irrigation associations from IA. Severn handed everyone the list he received from IA and thought the Board would enjoy seeing the many irrigation associations from around the country. Much interest was expressed and everyone was glad to receive the list.

Wayne asked Severn to discuss the announcements. Severn stated that he had recently contacted Sen. Mary Landrieu's office in Washington, D. C. and asked that she vote in favor of the Shelby Amendment which would prevent the Department of Labor from implementing the newly proposed H-2B rules which would be devastating to employers in the landscape industry who use immigrant labor. As a result the Senate Appropriations Committee voted 17 to 11 in favor of the amendment and Sen. Landrieu was one of the Senators who voted in favor of the amendment. Severn stated that he didn't know if his call to Sen. Landrieu's office tipped the vote but he stated that it was good that he did contact her office.

Lastly, Severn received a letter from Allen Owings thanking LIA for the \$500.00 donation made recently for irrigation research and for LIA participating in the Industry Association event held at the Hammond Research Station on May 12, 2012.

There being no more business, Jack Hopper moved, seconded by John R. Kavanaugh, to adjourn the meeting. Motion carried and the meeting concluded at 2:15 P.M.