CGA MEMBERSHIP SURGES!

CGA asked…Industry said YES…

Last fall CGA sent a letter to about 1800 California groundwater professionals asking for support to rebuild CGA’s reserves and programs. And the response has been tremendous!

At the end of January 2013 over 50 additional members compared to January 2012 and we are less than 25 members from exceeding last year’s total membership! We are looking to reach over 500 members this year. Dues continue to roll into the CGA office.

And that can continue if you just take a moment to make a call to some business colleagues to encourage their participation in their industry association.

And there is also a new business employee membership category for only $50 – You can use this to reward your key employees to make sure they get up-to-date industry info.

A BIG CGA THANK YOU to all of you for your support! There is strength in numbers!

GET MOBILE ACCESS TO CGA!

Got a smart phone and want quick access to CGA’s website? Just use the QR code below to put www.groundh2o.org on your phone. You know how and you’ll have access to the latest industry info and your personal member’s page in the field!

Yes, that’s CGA to the left. (we’re new to this). Let us know how it works for you!
Email: wellguy@sonic.net

KID/GRANDKID IN COLLEGE?

CGA HAS SCHOLARSHIPS
APPLY BY MARCH 15th!

CGA continues its Scholarship program in 2013. A water scholarship is available to anyone pursuing a career in groundwater. A general field of study scholarship may be awarded to a person who has a family affiliation with a CGA member. The Sheryl Kratz Memorial Scholarship is available to any woman seeking higher education.

The scholarship application must be in the CGA office by March 15th! NO EXCEPTIONS! CGA website’s, www.groundh2o.org has the details. Get your kid/grandkid working on their applications now for a $1000 scholarship!

APRIL WELL CONSTRUCTION WORKSHOP BEING PLANNED

A water well construction workshop for contractors, water purveyors and well inspectors is being planned for April 25 in the North Lake Tahoe area. Fees are minimal, CEUs are available, good opportunity to network. Visit CGA’s website for details & online registration.

NEED CASH?

CGA plans to hold another Grand Cash Prize Drawing at the 2013 CGA Convention and Trade Show at the Peppermill Resort Spa Casino in Reno, NV on October 24-26. Mark your calendars now – You could be the next BIG WINNER! Last year’s winner got $3000!

OPEN ENROLLMENT!

CGA launched its new CGA Employee Benefits Program at the 2012 CGA Convention. CGA members and their employees can now enroll in dental, vision, life, accident and disability, medical bridge and even pet insurance benefit programs. Details on page12.
We protect the people who make California work.

We understand Californians work hard for their money. That’s why we offer qualifying association members a 6 percent discount on premiums. Your individual business may be eligible for even more discounts. That’s extra money when you need it most. And a policy with State Fund buys more than just workers’ compensation insurance; it buys the strength and stability of State Fund. After all, we’ve never pulled out of the market due to an economic downturn and we never will. For more information, call your broker, or State Fund group programs at (800) 533-6868.

Together, we’ll help keep California working.

statefundca.com
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DATES TO REMEMBER 2013

WATER WELL CONSTRUCTION WORKSHOP
April 25 North Lake Tahoe area, CA
Facility pending

2013 CGA BOARD OF DIRECTORS MEETINGS
April 25-27 Hyatt Regency Lake Tahoe
Incline Village, NV
Sep. 12-14 The Mission Inn
Riverside, CA

CGA 65th ANNUAL CONVENTION
& TRADE SHOW
Oct. 24-26 Peppermill Resort Spa Casino
Reno, NV

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Happy 2013!

Some of you may be superstitious about the number 13, I am not. I think that the number 13 is a lucky number. I have had black cats for about 15 years or more, and lived at a house at “#13” for several years, and I consider myself lucky and fortunate on a daily basis. CGA is starting the year of 2013 on a lucky note. Enthusiasm is up, membership is up, booth sales for our convention at the Peppermill Resort Spa Casino are at a great pace, I consider CGA to be lucky!

We just finished our first board meeting of 2013 with very high attendance and participation. We have several new faces and volunteers throughout the committees and at Board meeting. Coffee with Mike (Leadership training) had a record number of attendees on Saturday morning. It was great to see several new CGA members participating in the committees. Thank you for your added and continued support.

While the economy has not greatly improved, our convention did. In 2013, we will be continuing to build on the momentum of what we started in 2012. Our convention committee made significant changes to the format of our convention and all were well received, the feedback we received was very positive.

We are continuing with 3 board meetings this year, still working diligently to do in 3 meetings that in the past were accomplished in 4 meetings. This year, we have decided not to hold a formal “Day at the Capitol”. As we continue to watch how your dollars are spent, we will be using funds for our legislative representative.

Again in 2013 our convention will be held in October. But this time at a new location: Peppermill Resort Spa Casino in Reno, Nevada. How exciting to have our trade show at a new venue. This location will allow all of the events to be in very close proximity with the bonus of the rigs and booths together on the trade show floor!

Thank you to Gregg Drilling and Landino Drilling for sponsoring the National Fly-In efforts for CGA, held in Washington DC. John Hofer will be attending this year, representing California and making visits to our Senators and Representatives discussing issues on our behalf that affect our industry and beyond.

Our committees are hard at work planning this year’s events, fine tuning all of the great changes of 2012. We are planning a well construction training session at the next board meeting in April in North Lake Tahoe for contractors and regulatory agencies. Please look for more information on this and/or call the CGA office for more information.

Please contact me with anything you may want to discuss. Any and all ideas and thoughts are welcome. My phone number is 707.762.1473 and my email is: gary@jerryanddonsyager.com.

Happy Trails
Gary

CGA Mission
Caring for California’s groundwater resources
Giving high quality service to members and the public
Acting in the best interest of the groundwater industry

2013 CGA GOALS
STOP – LOOK - LISTEN

STOP
CGA’s downward economic trend

LOOK
for and encourage participation by new & existing members

LISTEN
to the voices of change

GOT WATER QUESTIONS?
CGA HAS THE ANSWERS!
(707-578-4408)

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CGA gratefully thanks the following who have already offered their support of:

2013 Board of Directors Luncheons
Baroid IDP
Franklin Electric

2013 Trade Show Lunch
CGA M/S Division

2013 Grand Cash Prize Drawing
Preferred Pump & Equipment
Western Hydro Corp.
Franklin Electric

2013 CGAA Luncheon Program
CECY Insurance Services

More are joining this list – call CGA to be a sponsor too!
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It’s February so don’t forget.... your OSHA 300 log!!!

(This reminder brought to you by your CGA Insurance and Safety Committee)

Employers with more than ten (yes that’s 10) employees must record work-related injuries and illnesses (only work-related not routine sniffles) using OSHA forms 300, 300A and 301.

Go to http://www.osha.gov/recordkeeping/index.html if you need help. If you are required, you must post Form 300A, the Summary of Work-Related Injuries and Illnesses, in your workplace every year from February 1 to April 30.

THAT’S NOW, FOLKS!

While we’re talking OSHA, what are you required to report? Serious stuff for sure! You must orally (that’s a phone call) report to OSHA the death of any employee from a work-related injury or the in-patient hospitalization of three or more employees as a result of a work-related incident within eight (8) hours (not 9, not tomorrow as there are fines for noncompliance).

While we’re on the subject of OSHA, how about First Aid claims? For recordkeeping purposes:

1. Using nonprescription medications
2. Tetanus shots... Rusty nails, ouch
3. Cleaning up surface owees
4. Using bandages
5. Using hot or cold therapy
6. Using wraps or Ace-type bandages
7. Using temporary immobilization devices while transporting an accident victim
8. Drilling a fingernail or toenail (OW) or popping a blister (Ouch again!)
9. Using eye patches (aargh Matey!)
10. Taking stuff out of eyes (no not the eyeball)
11. Taking out splinters (not from eyes)
12. Using finger guards
13. Using massages (aaaaahhh)
14. Drinking fluids for relief of heat stress (make it a part of your IIPP now)

If you need help or have questions, contact your CGA Broker, Bob Murphy, at 800-246-0901 or robert.murphy@wellsfargo.com for support except during the AT&T at Pebble Beach, April 1st (I’m no fool!), Memorial Day, Independence Day, etc, etc.... Enough about the rules and holidays.

Warning about Workers Comp Fraud! Did you get the EDD letter?

While we are on requirements, all California employers got a workers’ compensation fraud warning notice with their 2013 EDD material effective 10/1/2012 that simply states “you have to have workers’ compensation” (or it’s fraud) and you have to make sure your premium (ugh $) is based on correct payroll, correct employee class based on actual duties and paying claims to a medical provider direct and not reporting injuries.

CGA SAVED ON DENTAL!

One of the first CGA members to take advantage of CGA’s new Employee Benefits Program was none other than CGA itself for its two employees, Mike and Marilyn. CGA switched its dental coverage and saved about 30% in premiums from our old dental carrier. You can save too…Check out page 12.
A WORD FROM THE STORE

by
Ty Martin
President – M/S Division

Close Your Eyes and Imagine….

….. Wait. No closing your eyes or you will not be able to read on. Imagine looking out over a corn field swaying back and forth in a light breeze when suddenly you hear a voice that says “build it and they will come”. That’s Kevin Costner in the movie Field of Dreams.

Now imagine an empty trade show floor at the Peppermill Hotel and Casino when suddenly a voice says “fill it and they will come”. No, I am not hearing voices but I do have a vision of bringing the California Groundwater Association Convention back to its past magnitude and grandeur.

For those of you that were a part of last year’s convention, you were able to see some of the many changes being implemented to help make that happen. Now I am sending out the call to all of our Manufacturer/Supplier division members to “fill it and they will come”. Due to numerous reasons over the past 6+ years our numbers have dropped on attendees as well as exhibitors. Exhibitors want more contractors at the show and contractors want more exhibitors.

Well, someone has to put their best foot forward first and I say let it be us, the exhibitors. If you are currently signed up for a booth for the 2013 tradeshow thank you. If you are not, then please consider the possibility of doing so.

I know for some it is easy to just tag along in the booth of a rep or a distributor or even come to the show and just get a walk through pass, but I am rallying for us all to pull together and not take the easy road but instead the road that leads to what we all want, a better CGA tradeshow.

Please talk amongst your industry peers about this and if you have any questions, please contact me at tmartin@premierpumpsupply.com. You may also call the CGA office @ (707) 578-4408 or visit the CGA webpage www.groundh20.org.

Also for your consideration is the opportunity to become more involved in the CGA through attending the board and committee meetings that take place three times throughout the year. These events give you the opportunity to have an active voice in the happenings of the association as well as wonderful networking opportunities with both customers as well as others from the Manufacturer/Supplier Division. The next board meeting will take place April 25-27, 2013 at Lake Tahoe. Hope to see you there and happy selling to all!

Ty
Happy and Healthy 2013 to everyone!

CGA’s first Board meeting of 2013 was held in Buellton, CA (Gateway to Solvang). We could not have asked for nicer weather, pretty chilly at night, but mid 70’s during the day! What a great place to reconnect with our CGA family.

I’d like to thank each and every one of you who helped with the Silent Auction at the Convention. Without each of you (you know who you are!!), it would not be possible. It definitely takes a village: from the donors, all of the paperwork, set up crew, ‘during’ crew and ‘after’ crew and of course - the buyers. It is incredibly fun and successful when we do it all together, and I thank you.

Congratulations to Bonnie Lowe of Sonoma County Pump & Well in Sebastopol for her new honor as CGAA’s Woman of the Year! Bonnie is an amazing woman working along with her husband Fritz and son Erik in the day to day operations of their business. Helen Wilson volunteered to give the presentation at the Convention, not knowing it was going to her lifelong friend!

Committees were very busy again at this January meeting. We found positive feedback from the 2012 convention and will move forward with that forward momentum.

The Fundraising Committee along with Gary and I will hold a BBQ at the April Board Meeting. Please look for details coming your way. The extra money made will be divided between Fundraising and the Sheryl Kratz Memorial Scholarship Fund.

While 2013 will continue to have its challenges for everyone, it is the strength of our CGA family and friends that will help us all move thru it, and keep us strong. We all continue to work together for the better good of the Association.

April will find our Board meeting in North Lake Tahoe. April in Lake Tahoe has brought us lovely weather and snow storms; I wonder what April 2013 will bring. Hope to see you there!

Cheers, Stephanie
EXECUTIVE DIRECTOR’S REPORT
by Mike Mortensson

UPBEAT & MORE VALUE TO COME

In my last column I wrote about CGA value and elephant stew. Nobody has called about the stew but some members have talked to me about the value of CGA. One said “You’ve made my day!” after we answered his question about contractor licensing. He got the info to help him get more jobs!

A lot of groundwater professionals have recognized the value of CGA this year and have joined CGA. We got 50 new members in January 2013! CGA ended 2012 on an upbeat note and that upbeat feeling is continuing, I must say!

WOW! I just got a “verbal” high five from a member who needed to contact both an attorney and a geologist regarding legal and design issues on a large well project. I was able to give names and phone numbers because of resources that CGA has available to members. My upbeat feeling continues!

I’ve been doing “Coffee with Mike” for years. These are 45 minute sessions of leadership tips held just before each CGA Board meeting. The January session was the best attended EVER! In going through my materials I ran across “It’s a value thing” article. And providing value to others is what leads to that upbeat feeling. The folks who came to Coffee with Mike came as they perceived the value they would get.

We’re seeing that perception and the reality of the value of CGA spread in the industry. Our membership is growing, exhibitors are reserving booths, a new regional education workshop is in the works, smaller branches are being formed to spread network opportunities for the groundwater industry.

I’m upbeat about the 2013 Convention at the Peppermill Resort in Reno on October 24-26th. We’re heading for a sold out show with more new exhibitors, educational sessions and other activities to give you an even greater experience of learning and having fun with other groundwater professionals.

As a CGA member, you recognize that CGA is a value you cannot afford to miss – PASS THE WORD to others! Let them know the value of CGA. Ask’em to join you in 2013.

Finally, we’re already seeing results in our STOP-LOOK-LISTEN of CGA goals (see page 4). The CGA financial picture is brighter with more members and more exhibitors. Members and others are coming together in smaller geographical areas to handle local issues and learn new things about the groundwater industry. And the voices of change are evident in our new QR code. Now, all I need is the “dummy’s guidebook” for my new Smartphone!

Mike

“Groundwater Reflections” is produced by Mike Mortensson and Marilyn Stornetta with California Groundwater Association.

Statements of fact and opinion are made on the responsibility of the authors alone and do not imply an opinion on the part of the officers or the members of the California Groundwater Association.
BACK TO BACK BASICS
By Mike Mortensson, CGA Online Safety Resource

The latest claim review conducted by the CGA Insurance and Safety Committee revealed that back injuries remain a major cost of claims in the groundwater industry. In the past 5 years, there have been almost $670,000 in claims for back injuries! That’s almost $33,500 per injured back!!

From a “tweak” to a major accident, a back injury affects the employee as well as the employer. It’s time to get back to BACK BASICS! Handling pipe, lifting various items, moving tanks is just part of a day in the groundwater industry.

Your back is a network of fragile ligaments, discs and muscles which can easily be thrown out of order. The back’s complex design breaks down when it is forced to perform activities which it was not designed to do. It can be damaged quickly but take a long time to heal. You can’t even remember that small twist or tweak but the pain can be excruciating!

Don’t risk a back injury by lifting bulky objects or heavy loads improperly or unassisted. Test the load before you lift to judge how heavy it is and use good sense by getting help from others or used a hand cart or other equipment for moving loads. Plan your unloading process. Make sure the load is balanced and items are secured to avoid dangerous shifting.

Make sure you have room to lift properly and space to safely carry an item. Get a good grip on the item. Get the load close to your body. Make sure you can see where you are walking with the load. Take special care when carrying loads over slippery or uneven surfaces (avoid these situations if possible – make your path smooth and dry).

Squat over the item to be lifted and face it squarely so your back gets added lifting strength and power from your legs and arms. With your back straight, knees bent, feet pointed at the load, grasp the load firmly with both arms and slowly stand up with the load. Move safely to the release point for the load. Then, go down with your back still straight and knees bent, to a crouch position and release the load.

SOME QUICK TIPS:
• Warm up - stretch your legs, arms and back before lifting.
• Pace yourself – Take breaks when lifting many things.
• Carry between your shoulder and waist to avoid strain!
• Keep the load close to your body!
• Don’t overextend your arms when lifting a load
• Use a ladder when lifting above your head.
• Turn; don’t twist when moving a load.
• Get help! – Don’t lift stuff too heavy for you alone!

Learning how to lift is one of the best things you can do for your back. Safe lifting and lowering can save you not only time lost from your job but also the pain and frustration from a back strain.

STAY SAFE! Accidents and injuries effect more than your job – They affect YOUR LIFE!

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2013 is the first year of the new 2 year legislative session. 38 new Assemblymembers (out of 80) and 1 new Senator were sworn in and the newly comprised Legislature is now in session. The Senate’s brand new member is a first time legislator. The other newly elected Senators came from the Assembly. In addition to new legislators, there will be some new staff members and new committee memberships. This is why it is so important to get to know the legislators in your district. We need to articulate the importance of California’s groundwater resources and the part that the groundwater industry plays in providing these services to the public.

All information about each legislator can be accessed at the following links:

State Senate:  http://senate.ca.gov/
State Assembly:  http://assembly.ca.gov/

The leaders of the Senate and the Assembly have appointed legislators to serve on the policy and fiscal committees of their respective houses. Of particular note are:

Assemblyman Luis Alejo (D-Salinas), Chair, Environmental Safety and Toxic Materials (water quality)
Assemblywoman Susan Talamantes-Eggman (D-Stockton), Chair, Agriculture
Assemblyman Ben Hueso (D-Bakersfield), Chair, Environmental Quality (water quality)
Senator Mike Rubio (D-Bakersfield), Chair, Natural Resources & Water (water management & geothermal)
Senator Fran Pavley (D-Agoura Hills), Chair, Agriculture
Senator Cathleen Galgiani (D-Stockton), Chair, Agriculture

Any CGA members living or having a business in one of these areas should make contact with these new legislators in the district.

I also encourage every CGA member to contact your local legislator and offer yourself as a resource on groundwater and water well issues. The best way is to visit their district office.

During the June primary, a proposition was passed that altered California’s term limits. Legislators can now serve a total of 12 years in either house or a combination of both houses. Furthermore, the election brought some increased revenues (Prop 30) and a 2/3 super majority of Democrats in the Senate and Assembly. It is unclear how exactly this will play itself out, but it is certainly a new dynamic which could bring about new ways of conducting legislative advocacy at the Capitol.

2013 also brought in new legislative boundaries due to decennial redistricting. Congressional, State Senate, and Assembly districts have been redrawn.

Interested in helping with 2013 CGA legislative matters? If so, call the CGA office at 707-578-4408.

BACK HOME VISITS
To strengthen the legislative voice of CGA and the groundwater industry, we need to build relationships with as many legislators as possible, especially in 2013 with many more new legislators and increased interest in the state’s water. To do that, CGA has decided to emphasize and to encourage BACK HOME VISITS by constituents (that’s you) to legislators in their District Offices (in your backyard). The Legislature takes several recesses during the year so they are available in their “back home” offices. The Spring Recess in March 22-31, and is a good time for you to get acquainted with your legislator (use the links in Pete’s column - upper left). Watch for more CGA info on BACK HOME VISITS. Let us know if you are willing to make visits and to join a grassroots effort for your industry.

GHEW Standards
The California Department of Water Resources (DWR) continues work on an update of Geothermal Heat Exchange Well (GHEW) standards. See the latest www.water.ca.gov/groundwater/wellstandards/.
The Importance of Voluntary Benefits: A Winning Solution for Employers and their Employees

With today’s challenging economic conditions, it remains very difficult for employers to offer complete Employee Benefit Programs for their employees. Budgetary constraints from continuous rises in medical insurance premiums are forcing employers to focus more on their bottom lines, than being able to afford ancillary benefits like: Dental, Vision, Life, Short Term Disability, & Critical Illness Plans that their employees both need and want.

The lack of such coverages can result in difficulty for both parties. Employees may find it hard to deal with unexpected financial burdens from costs for care. And employers may find that due to this stress, their employees are less productive and happy in their jobs. Here are some factors to be aware of:

- Research shows that ownership of life insurance is at a 50-year low. That lack of coverage poses a serious risk to many households. Among households with children under the age of 18, 70 percent say they would be financially challenged if the primary earner died. Even worse, 40 percent of households say they would have trouble funding everyday living expenses immediately after the death of the primary earner.
- Approximately two-thirds of private sector workers lack long-term disability coverage, according to the Council for Disability Awareness. Lack of this coverage is a major risk because studies show that a 20-year-old individual has a 1 in 4 chance of becoming disabled for some time before reaching retirement age. Also, it’s estimated that 70 percent of individuals live paycheck to paycheck!
- The financial impact of critical illness is another major gap. Studies have found that over 62% of all bankruptcies have a medical cause. There was a 50 percent rise in the share of bankruptcies attributable to medical problems between 2001 and 2007. Most medical debtors were well-educated and middle class.

One solution to this problem for many companies can be incorporating Voluntary products into their overall Employee Benefit Programs. These products are offered by the employer, while paid for by employees (mostly on a Pre-tax basis) who choose to participate.

The California Groundwater Association offers many types of these plans at reduced rates from some of the Nation’s top Carriers, through our own Employee Benefit Program. Additionally because of your membership, many of these plans are guaranteed issue, regardless of firm size.

Please call or email our Employee Benefits Rep. Kelly Doherty kelly@qaim.com or 707-326-2031 to find out how your company can benefit from these programs.

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National Groundwater Awareness Week is March 10-16, 2013 - a good time to market your business! Try this: Visit a service club and tell them about the role you play in providing water to your community. Make a pitch at your church to help protect groundwater! Go to your child/grandchild’s class and make an edible aquifer. Put a groundwater “quick fact” on your voice mail announcement. Call CGA or visit www.ngwa.org/events-education for more.

A WHALE OF A SHOW!
(with a free giveaway)

A while back we had a WHALE OF A SHOW – that was the theme and we wonder how many of you remember what year and where CGA held that convention. We even have some of the tote bags supplied by Jacuzzi that year. Read on to see how you might get one of these to use at this year’s show.

We are expecting to have a whale of a show in 2013. The Education Committee is working an expanded educational sessions in 6 different tracks to meet to a variety of members’ needs for info in Drilling, Pumps, Business, Geothermal, Water Treatment, and Technical/REHS topics.

With all these sessions, you’ll want a special tote bag to carry all the handouts and your CEU certificates. Be one of the first 5 persons to send an email to wellguy@sonic.net with a list of five seminar topics that would be valuable enough to make you come to the CGA convention at the Peppermill Resort in Reno on Oct. 24-26 and you’ll get a tote!

TAKE A PEEK AT THE 2013 CGA SHOW


FREE WELCOME RECEPTION - Tuscany Ballroom is the place plus a next day Trade Show with up to 85 booths plus rig displays. And new Product Spotlight demos.

NEW, UNIQUE ITEMS in the Silent & Live Auctions at the Awards Banquet with REVERSE BINGO (you have to be there to see this!)

ABOUT 20 IN 6 – that’s about 20 seminars in 6 different tracks to choose from to build your skills. You’ll get a chance to visit with other classmates, too! And CGA offers CEUs for your continuing education requirements including REHS (CGA is an approved CDPH Accreditation Agency).

TOURNEY TIME, TOO! Start with Golf and Texas Hold’em Poker Tourneys and close out the CGA Show at the Blackjack tourney. Prizes await the lucky!

BTW. the GRAND CASH PRISE GIVEAWAY is back. Last year $3000 was awarded. Look for more in 2013!

more to come - visit www.groundh2o.org for more info
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