



U.S. Department
of Transportation
**Pipeline and Hazardous
Materials Safety
Administration**

1200 New Jersey Avenue SE
Washington DC 20590

PIPELINE SAFETY

2011 State Damage Prevention Grant

for

IOWA UTILITIES BOARD

Please follow the directions listed below:

1. Review the entire document for completeness.
2. Review and have an authorized signatory sign page 2.
3. Fasten all pages with a paper or binder clip - no staples please as this package will be scanned upon it's arrival at PHMSA.
4. Mail the entire document, including this cover page to the following:

**ATTN: Maria Munoz
U.S. Department of Transportation
Pipeline & Hazardous Materials Safety Administration
Office of Contracts and Procurement (PHA-30)
1200 New Jersey Avenue, SE Second Floor E22-305
Washington, D.C. 20590**

FedSTAR Information

Submission Date: 9/8/2010 12:24:31 PM



Pipeline and Hazardous Materials Safety Administration
1200 New Jersey Avenue, SE
Washington DC 20590

DEPARTMENT OF TRANSPORTATION

APPLICATION

2011 GRANT PROGRAM IN SUPPORT OF STATE DAMAGE PREVENTION

The IOWA UTILITIES BOARD hereby applies to the Department of Transportation for Federal funds appropriated for the support of State Damage Prevention Programs established under 49 U.S.C. Section 60134 et seq.

The State agency plans to carry out the State Damage Prevention Program, during calendar year 2011, as described in Attachment 1, "Project Abstract/Statement of Objectives". To accomplish the program, the state agency proposes to expend funds as set forth in Attachment 4, "State Damage Prevention Estimated Budget".

Signature

Title

Date

Project Abstract/Statement of Objectives

Please provide a clear and concise description of the work this grant will fund for calendar year 2011

The Iowa Utilities Board (IUB) respectfully submits the following State Damage Prevention Grant proposal for \$100,000.00 to PHMSA for the purpose of improving Iowa's damage prevention program. The IUB regulates various aspects of electric, natural gas, communications, and water utilities and generally supervises all pipelines and the transmission, sale, and distribution of electrical current. The IUB administers a natural gas pipeline safety program for natural gas delivery, and investigators inspect pipeline systems and review records and procedures implemented by the companies. When violations are detected, the IUB orders corrective action to ensure that Iowa's pipeline systems continue to deliver natural gas safely and reliably.

The IUB is applying for the State Damage Prevention Grant for the purpose of working in partnership with its sub grantee, Common Ground Iowa (CGI), a 501.3(c) regional partner with Common Ground Alliance, to commence a campaign to target Iowa excavation equipment rental companies, continue the educational activities with stakeholders by delivering and expanding the successful Iowa Excavation Safety Summit, and initiate a cohesive marketing/public relations campaign with an emphasis on awareness and education.

Developing and implementing a campaign to target 25 to 30 excavation rental companies in Iowa provides an opportunity to partner with the company in developing a relationship with excavators across Iowa, promote and educate the excavating community.

The Iowa Safety Summit will continue to bring together all stakeholders to increase awareness, provide training, and educate the public by providing damage prevention activities.

The initiation of a marketing/public relations damage prevention campaign will target the untraditional excavating markets, including homeowner, fencing, arborists/master gardeners, and the agricultural markets through a combination of radio, direct mailings, training and print media. This will provide an opportunity to reach a group of stakeholders that CGI is striving to connect with. In addition, it will provide a vehicle thru press releases and "teasers" to raise awareness of the CGI educational and interactive DVD.

State Damage Prevention Elements

ELEMENT 1 - EFFECTIVE COMMUNICATIONS

"Participation by operators, excavators, and other stakeholders in the development and implementation of methods for establishing and maintaining effective communications between stakeholders from receipt of an excavation notification until successful completion of the excavation, as appropriate."

Does the proposed project address this element? (Required) No

Describe any existing state initiatives that support this element: (Required)

Effective communication before, during, and after excavation activities begins at the state level with legislators, state agencies such as the IUB, Iowa Attorney General, Iowa One Call, CGI, and industry groups. These entities continually support and encourage feedback from stakeholders on how communications may be improved thru meetings and various media.

Prior to excavation, an excavator must make one call to the manned 24/7 Iowa One Call to mark within two working days and is required to maintain the marks. Cemeteries, landfills, traffic sign replacement in the same hole and depth, road surface work, and normal farming activities less than 15 inches deep are exempted from the one call requirement. Thru the "miss mark" process, the excavator must notify the facility owner, operator, and Iowa One Call Center if an underground facility is not found where marked or if an unmarked underground facility is found. If an excavator discovers or causes damages, the excavator is required by law to notify the facility owner/operator and Iowa One Call. Facility owners/operators must provide Iowa One Call with mapping data. The locator is required to provide feedback on land base mapping and location discrepancies to either the facility owner/operator or directly to Iowa One Call.

Iowa One Call consistently incorporates new methods, programs, and services, based on the most current technologies, in an ongoing effort to provide the most effective and efficient tools and processes for communication between stakeholders. Recent developments/programs include: Internet Based Input System (IBIS), Online Ticket Entry System (ONTRY), Ticket Search System, Design Request System, GPS System, Mapping Grid Systems, and Positive Response System. Iowa One Call provides multiple locate request methods, including Dig-In Report Damages, Emergency Notification, Normal Locate Notification, and No Reponse Notification.

ELEMENT 2 - COMPREHENSIVE STAKEHOLDER SUPPORT

"A process for fostering and ensuring the support and partnership of stakeholders, including excavators, operators, locators, designers, and local government in all phases of the program."

Does the proposed project address this element? (Required) Yes

Describe any existing state initiatives that support this element: (Required)

The process of fostering and ensuring the support and partnership of stakeholders, including excavators, operators, locators, designers, and local government in all phases of the program has been adopted in many different ways in the State of Iowa. CGI was formed to foster the implementation of Common Ground Alliance best practices within Iowa. To promote a true spirit of shared responsibility, the CGI welcomes all stakeholders who would like to be part of the identification and promotion of best practices that lead to a reduction in damage. CGI allows representation by stakeholder groups and meets on a quarterly basis. CGI also conducts annually an excavation safety summit which is free to all stakeholders.

IUB staff participates in Common Ground Alliance and Common Ground Iowa public meetings. In addition, staff serves as vice-chair on the executive board.

Iowa One Call executes programming designed to reach, and bring stakeholders together, in collaborative efforts to garner support and encourage open communication. The Excavators Safety Awareness program is implemented each year and features an open forum setting, in which more than 18,000 stakeholders are mailed invitations to attend. Additionally, Iowa One Call Board meetings and committee meetings are open to any and all stakeholders who may wish to attend and present topics for discussion. Iowa One Call communicates directly with more than 18,000 stakeholder groups and is available to provide assistance, training, custom presentations/seminars and "GAP Analysis" assessments. Active membership and participation in multiple stakeholder groups and damage prevention organizations allows the Iowa One Call the opportunities to interface with stakeholders by exchanging information and working in partnerships toward common damage prevention protocols. Iowa One Call continues to maintain and implement programming, memberships and partnerships that allow for, and enhance the process of, fostering and ensuring support and participation by all stakeholders in the state's one-call system and the state's overall damage prevention system (including established and recommended rotocols/procedures). Members of the IUB staff participate in Iowa One Call public meetings.

Describe how the proposed project will enhance or continue implementation of this element: (Required only if proposal addresses this element)

The development and implementation of the CGI Iowa Excavation Safety Summit will bring together stakeholders from throughout Iowa, especially those who may not be familiar with CGA best practices and damage prevention initiatives. The CGI Summit will be expanded to two days and the focus will be on educational workshops for the excavators, utility operator's operators and underground utility locators. The Summit will also offer industry specific information and round table discussions on the hot topics in damage prevention among all stakeholders. The Summit will also have vendors with new and emerging technology,

demonstrations, and hands-on workshops. The ability to offer the Summit free of charge to all stakeholders will allow CGI to continue to raise the level of awareness in Iowa while fostering recruitment and active participation in its damage prevention initiatives. The Summit will also establish collaborative stakeholder efforts and expand effective communications among all stakeholders to increase the support and commitment to underground damage prevention in Iowa.

Estimated budget for this element: (Required only if proposal addresses this element)

a. Personnel:	\$0.00
b. Fringe Benefits:	\$0.00
c. Travel:	\$0.00
d. Equipment:	\$0.00
e. Supplies:	\$0.00
f. Contractual:	\$5,000.00
g. Construction:	\$0.00
h. Other:	\$0.00
i. Total Direct Charges (sum of a through h):	\$5,000.00
j. Indirect Charges:	\$0.00
k. TOTAL (sum of i and j):	\$5,000.00

Budget Narrative for this element: (Required only if proposal addresses this element)

Attached is a budget narrative and supporting documentation for the Summit.

ELEMENT 3 - OPERATOR INTERNAL PERFORMANCE MEASUREMENT

"A process for reviewing the adequacy of a pipeline operator's internal performance measures regarding persons performing locating services and quality assurance programs."

Does the proposed project address this element? (Required) No

Describe any existing state initiatives that support this element: (Required)

The IUB has always required quality assurance programs from several operators based on complaints or investigations initiated by staff. For natural gas operators, these requirements have resulted in changes to the operator's operations and maintenance manual and are enforceable through pipeline safety regulations. During the investigations the IUB looks at performance measures via contracts with locating companies to ensure the necessary tools are in place. IUB also reviews the operator qualification programs of pipeline operators to ensure locator personnel are properly trained and qualified and that corrective action is taken if personnel performance is found inadequate. The Iowa One Call has developed multiple mechanisms for feedback, documentation, and tracking which allows pipeline operators and other stakeholders a means of identifying performance, and/or performance issues. The Iowa One Call retains documentation of all transmissions for a period of six years, which is accessible to stakeholders. Among other data, Iowa One Call tracks Dig-In notifications (excavation related contact with an underground facility), No-Response notifications (when an operator does not respond to a locate request), and non-compliant notifications (locate requests, or locator response that is not compliant with state requirements). Additional tracking data that is made available to all pipeline operators, or any other stakeholder, includes documentation of attendance and programming for all Iowa One Call Excavators Safety Awareness Programs and other education awareness, training and promotional programming-which can be used as a means of preparing for compliance and auditing purposes. Through Iowa One Call and CGI Iowa works closely with pipelines and stakeholder groups as on ongoing effort to provide a means of effective and efficient communications, including a process for feedback and performance-related protocols and/or issues; including establishing programs/systems, and the means of implementing custom procedures for specific needs (i.e. training, education and communication programs).

ELEMENT 4 - EFFECTIVE EMPLOYEE TRAINING

"Participation by operators, excavators, and other stakeholders in the development and implementation of effective employee training programs to ensure that operators, the one call center, the enforcing agency, and the excavators have partnered to design and implement training for the employees of operators, excavators, and locators."

Does the proposed project address this element? (Required) Yes

Describe any existing state initiatives that support this element: (Required)

The IUB staff works closely with Iowa One Call, Common Ground Iowa, and other stakeholders in developing and assisting in damage prevention training. IUB reviews the operator qualification programs of pipeline operators to ensure locator personnel are properly trained and qualified and that corrective action is taken if personnel performance is found inadequate. In addition, the IUB partners with PHMSA to conduct Pipeline Safety Conferences, which includes a damage prevention track and provides a wide variety of opportunities for pipeline personnel training. IUB also has actively participated in numerous training programs for excavators and utility operators, usually at the request of companies or industry associations.

Common Ground Iowa, thru the annual Excavator Safety Summit, and with its educational DVD, provides important safety messages and training for its stakeholders. The Iowa Association of Municipal Utilities also has excavator and homeowner training on its web site. Iowa One Call provides training to stakeholders in a variety of ways, with a variety of programming, including the Excavators Safety Awareness Program (geared for contractors/ excavators, operators and locators) and custom education/training programs. Upon request, Iowa One Call will develop and implement specific educational/training programs to any stakeholder group. Every year, Iowa One Call attends/participates in many stakeholder training seminars and safety meeting), educational literature (brochures and manuals are produced and heavily distributed among stakeholder via direct mail, distribution at trade shows, meeting, seminars and training sessions, during stakeholder meetings and one-on-one, or group contacts/meetings), electronic and published communications (via IOC website, Power Point presentations, trade journals articles and via the Iowa One Call newsletter), media relations (including extensive radio, television and newspaper interviews conducted by the media with the Iowa One Call spokesperson), and via the Iowa One Call Public Service Announcement campaign (media advertising). Iowa One Call staff and call center personnel undergo extensive training (which includes training by the Iowa One Call Board of Directors -diversely comprised and representatives of Iowa stakeholders).

Describe how the proposed project will enhance or continue implementation of this element: (Required only if proposal addresses this element)

The CGI Safety Summit has always had a training component for excavators. CGI wants to continue to develop training opportunities by including an underground locator workshop to provide consistent and updated training for the locators of Iowa. The funding via the grant will enable CGI to offer the workshop at the Summit at no cost to encourage attendance from the smaller utilities and municipalities that otherwise may not participate due to prohibitive budgets.

Estimated budget for this element: (Required only if proposal addresses this element)

a. Personnel:	\$0.00
b. Fringe Benefits:	\$0.00
c. Travel:	\$0.00
d. Equipment:	\$0.00
e. Supplies:	\$0.00
f. Contractual:	\$5,000.00
g. Construction:	\$0.00
h. Other:	\$0.00
i. Total Direct Charges (sum of a through h):	\$5,000.00
j. Indirect Charges:	\$0.00
k. TOTAL (sum of i and j):	\$5,000.00

Budget Narrative for this element: (Required only if proposal addresses this element)

Attached is a budget summary and supporting documentation.

ELEMENT 5 - PUBLIC EDUCATION

"A process for fostering and ensuring active participation by all stakeholders in public education for damage prevention activities."

Does the proposed project address this element? (Required) Yes

Describe any existing state initiatives that support this element: (Required)

The IUB regulates various aspects of electric, natural gas, communications, and water utilities and generally supervises all pipelines and the transmission, sale, and distribution of electrical current. The IUB administers a natural gas pipeline safety program for natural gas delivery, and investigators inspect pipeline systems and review records and procedures implemented by the companies. When violations are detected, the IUB orders corrective action to ensure that Iowa's pipeline systems continue to deliver natural gas safely and reliably. The IUB also ensures compliance with 49 C.F.R. 192.614. The IUB staff actively encourages all stakeholders to participate in damage prevention efforts and continually works with all entities to that end. The IUB participates in Iowa One Call Excavator Awareness Meetings held throughout Iowa and in CGI damage prevention initiatives. Iowa One Call has annual advertising, communications, public awareness programming, including media public service announcements, (including heavy rotation/placement on radio, television, newspapers, magazines, trade journals and outdoor advertising), ongoing media relations (including multiple press releases, press alerts, media information packets, media interviews and media event planning), public relations, communications programming (including produced literature, brochures and publications, electronic communications, and direct mail campaigns. Iowa One Call utilizes professional services and advertising agencies to develop effective strategies, tactics and creative material designed to reach a statewide audience with specific damage prevention messaging. CGI has also conducted damage prevention presentations throughout Iowa and actively promotes the 811 initiatives. Iowa One Call, Iowa Pipeline Association, and Common Ground Iowa all work together to further damage prevention education efforts.

Describe how the proposed project will enhance or continue implementation of this element: (Required only if proposal addresses this element)

The IUB is applying for the State Damage Prevention Grant for the purpose of working in partnership with its sub grantee, Common Ground Iowa (CGI), a 501.3(c) regional partner with Common Ground Alliance, to commence a campaign to target Iowa excavation equipment rental companies, continue the educational activities with stakeholders by delivering and expanding the successful Iowa Excavation Safety Summit, and initiate a cohesive marketing/public relations campaign with an emphasis on awareness and education.

Developing and implementing a campaign to target 25 to 30 excavation rental companies in Iowa provides an opportunity to partner with the company in developing a relationship with excavators across Iowa, promote and increase awareness of 811 and educate the excavating community. Relationships develop through mutual trust and shared benefits. Excavation

safety and the protection of our buried infrastructure is the shared responsibility of all stakeholder groups. At the same time, the campaign will also increase awareness of CGI and its damage prevention initiatives.

The development and implementation of the CGI Iowa Excavation Safety Summit will bring together stakeholders from throughout Iowa, especially those who may not be familiar with CGA best practices and damage prevention initiatives. The CGI Summit will be expanded to two days and the focus will be on educational workshops for the excavators, utility operator's operators and underground utility locators. The Summit will also offer industry specific information and round table discussions on the hot topics in damage prevention among all stakeholders. The Summit will also have vendors with new and emerging technology, demonstrations, and hands-on workshops. The ability to offer the Summit free of charge to all stakeholders will allow CGI to continue to raise the level of awareness in Iowa while fostering recruitment and active participation in its damage prevention initiatives. The Summit will also establish collaborative stakeholder efforts and expand effective communications among all stakeholders to increase the support and commitment to underground damage prevention in Iowa.

The CGI Safety Summit has always had a training component for excavators. CGI wants to continue to develop training opportunities by including an underground locator workshop to provide consistent and updated training for the locators of Iowa. The funding via the grant will enable CGI to offer the workshop at the Summit at no cost to encourage attendance from the smaller utilities and municipalities that otherwise may not participate due to prohibitive budgets.

The initiation of a marketing/public relations damage prevention campaign will target the untraditional excavating markets, including homeowner, fencing, arborists/master gardeners, and the agricultural markets through a combination of radio, direct mailings, training and print media. This will provide an opportunity to reach a group of stakeholders that CGI is striving to connect and would not ordinarily be aware of damage prevention initiatives, the 811 campaign, or best practices. In addition, it will provide a vehicle thru press releases and "teasers" to raise awareness of the CGI educational and interactive DVD.

Estimated budget for this element: (Required only if proposal addresses this element)

a. Personnel:	\$0.00
b. Fringe Benefits:	\$0.00
c. Travel:	\$0.00
d. Equipment:	\$0.00
e. Supplies:	\$0.00
f. Contractual:	\$90,000.00
g. Construction:	\$0.00
h. Other:	\$0.00
i. Total Direct Charges (sum of a through h):	\$90,000.00
j. Indirect Charges:	\$0.00
k. TOTAL (sum of i and j):	\$90,000.00

Budget Narrative for this element: (Required only if proposal addresses this element)

See attached budget and supporting documentation.

ELEMENT 6 - DISPUTE RESOLUTION

"A process for resolving disputes that defines the State authority's role as a partner and facilitator to resolve issues."

Does the proposed project address this element? (Required) No

Describe any existing state initiatives that support this element: (Required)

The Iowa Attorney General is the authority designated to enforce Iowa One Call laws thru a civil proceeding in the courts.

The Iowa One Call Board provides an informal dispute resolution process by providing assistance in determining the proper channels of communication and expediting the communication process between the necessary relevant stakeholder groups. In an effort to facilitate a resolution in a dispute, Iowa One Call acts as a liaison between stakeholder groups, but not as a mediator, and strives to facilitate effective and efficient communication. The Iowa One Call will make every attempt to answer questions pertaining to stakeholder concerns or to direct stakeholders to the appropriate resource (i.e. Iowa Attorney General's Office). The Attorney General's office could investigate and, if warranted, take enforcement action if compliance with the law is an issue. The IUB may, through audits, complaints and incidence investigations, require an owner/operator to enhance its damage prevention program and/or increase its public education activities.

ELEMENT 7 - ENFORCEMENT

"Enforcement of State damage prevention laws and regulations for all aspects of the damage prevention process, including public education, and the use of civil penalties for violations assessable by the appropriate State authority."

Does the proposed project address this element? (Required) No

Describe any existing state initiatives that support this element: (Required)

Iowa has successfully utilized the enforcement authority granted by statute since the law was enacted, in 1991, including use of the civil penalties where appropriate. The Iowa One Call Law, Iowa Code Chapter 480, establishes penalty provisions and authorizes the Iowa Attorney General to enforce the provisions. The Iowa Attorney General has full authority to institute legal proceedings to enforce civil penalty provisions of the Iowa One Call laws. The specific statute is as follows: 480.6 Civil penalties. A person who violates a provision of this chapter is subject to a civil penalty as follows: 1. For a violation related to natural gas and hazardous liquid pipelines, an amount not to exceed ten thousand dollars for each violation for each day the violation continues, up to a maximum of five hundred thousand dollars. For a violation related to any other underground facility, an amount not to exceed one thousand dollars for each violation for each day the violation continues, up to a maximum of twenty thousand dollars. 2. The attorney general, upon the receipt of a complaint, may institute any legal proceedings necessary to enforce the penalty provisions of this chapter. 3. All amounts collected pursuant to this section shall be remitted to the Treasurer of State, who shall deposit the amount in the general fund of the state. The Iowa Attorney General's office has a full time investigator and a dedicated attorney to handle cases with the support of the One Call Grant funds. The Iowa Attorney General's web site contains reports and disposition of court case and Iowa One Call annually compiles Iowa Attorney General statics.

ELEMENT 8 - TECHNOLOGY

"A process for fostering and promoting the use, by all appropriate stakeholders, of improving technologies that may enhance communications, underground pipeline locating capability, and gathering and analyzing information about the accuracy and effectiveness of locating programs."

Does the proposed project address this element? (Required) No

Describe any existing state initiatives that support this element: (Required)

Iowa Code Section 480.32 requires Iowa One Call to use the latest technological advancements. Iowa One Call is proactive in perusing and implementing the latest in technological systems. The Iowa One Call Board has a designated a Technology Committee which utilizes input from all stakeholders, compares other state one call's programs, and data. The data trends are just part of the information that drives the Committee. Recent developments/programs include: Internet Based Input System (IIBIS), Online Ticket Entry System (ONTRY), Ticket Search System, Design Request System, GPS System, Mapping Grid Systems, and the soon-to-be introduced Positive Response System.

ELEMENT 9 - DAMAGE PREVENTION PROGRAM REVIEW

"A process for review and analysis of the effectiveness of each program element, including a means for implementing improvements identified by such program reviews."

Does the proposed project address this element? (Required) No

Describe any existing state initiatives that support this element: (Required)

The IUB has enforcement authority over all gas pipeline operators. Per state and federal regulations, these operators are required to maintain accurate records of all damages and repairs made to, their pipeline systems and investigate the causes of any damages. The IUB has required quality assurance programs for several operators based on complaints or investigations initiated by staff. For natural gas operators, these requirements have resulted in changes to the operator's operations and maintenance manual and are enforceable through pipeline safety regulations. IUB also reviews the operator qualification programs of pipeline operators to ensure locator personnel are properly trained and qualified and that corrective action is taken if personnel performance is found inadequate. Iowa One Call tracks and retains for analysis all data collected throughout the processes involved in transmitting located requests (Incoming, Outgoing, Emergency, Dig-Ins, No Response, Compliant, Non-Compliant, Excavator, Homeowner). Every transmission is captured in written format (all "dig tickets" are retained and can be accessed) and all callers are audibly recorded. Documentation is retained for a period of six years. Comparable analysis of the documentation is done on a monthly basis and summarized for the Iowa One Call Board to review. Public awareness programming is tracked and evaluated for effectiveness. Iowa One Call and Common Ground Iowa promote and provide training to educate stakeholders on DIRT.

Legislative/Regulatory Actions

Provide a description of any legislature or regulatory actions (including legislative/regulatory studies) taken by the State within the past five (5) years pertaining to damage prevention program improvement, even if those actions were not completely successful.

The IUB is committed to using the consensus process when developing regulations or legislative initiatives. Our staff actively promotes and participates in One Call education and CGI opportunities across the state. The IUB, on an ongoing basis, works with and consults with Iowa One Call and CGI to receive input and discuss regulatory proposals, including the need for additional legislation, pertaining to damage prevention. A legislative proposal regarding removal of abandoned pipelines was introduced a year ago entitled House File 78. Issues of practicalities arose during the pendency of the legislation and it did not make it out of committee. The Iowa Attorney has full authority to institute legal proceedings to enforce civil penalty provisions of the Iowa One Call laws. The Iowa Attorney General has taken numerous regulatory actions and court actions to prosecute those violating the damage prevention laws.

State Damage Prevention Estimated Budget - Calendar Year 2011

DIRECT COSTS

Personnel	
Fringe Benefits	
Travel	
Equipment	
Supplies	
Contractual	\$100,000.00
Construction	
Other	
Total Direct	\$100,000.00

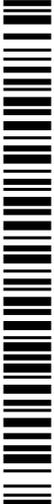
INDIRECT COSTS

Indirect Charges	
------------------------	--

TOTAL ESTIMATED COSTS

\$100,000.00

State Damage Prevention Application Attachments



letter.pdf
Newberg Creative Services2.doc
CGI-7 14 10CFGearSDPQuote.pdf
CGAQuoteSDP.doc
ShippingSDP..doc
FlashDriveSDPQuote.doc
811Sticker.doc
Summit Budget Estimates.doc
2010 Summit Budget-Costs (3).pdf

Summit Budget Estimates

+ \$7,000.00 - SUE Presenter fee - JH Anspach
+ \$1,300.00 - Competent Person Training and CEU's - IAMU
+ \$3,600.00 - Meals (Tuesday and Wednesday)
+ \$2,100.00 - Guest Speaker - Stefan Salmonson
+ \$550.00 - Site Liability Insurance
+ \$2,100.00 - Tent/Table/Chair Rental
+ \$4,800.00 - Advertising Material - Adventures in Advertising
 (\$450.00 - Banners)
 (\$250.00 - Shirts)
 (\$250.00 - Press Release)
 (\$1,650.00 - Mailer)
 (\$950.00 - Postcard)
 (\$450.00 - Hats)
 (\$750.00 - Programs, name badges, lanyards)

= \$21,450.00



2740 30th Street
Des Moines, IA 50310 USA

Tel: 515-274-1112 FAX: 515-274-8196
Email: Robin.Rios@advinadv.com
Website: www.aiacentraliowa.com

MIKE BROSHOUS COMMON GROUND IOWA (CGI) 2200 NW 159TH STREET ATTN: MIKE BROSHOUS SUITE 400 PMB: 262 CLIVE IA 50325	Shipping Address Mike Broshous Common Ground Iowa 2200 NW 159th Street Suite 400 PMB: 262 Clive IA 50325 USA Tel: 515-745-3866
---	--

Invoice Number MBA1030086	Account No. MBA149107
Invoice Date July 15, 2010	Account Rep. Mike Bisbee
Your Order No. 2010 IA Excavation Safety Summit	Our Order No. MBA932729

Qty	Item #	Description	Unit \$	Price	Total
Item PowerPack w/ InkBendXtra Shovel Pen			Colors (base,trim): Various, Various		
500		PowerPack w/ InkBendXtra Shovel Pen	\$3.10/Each	\$1,550.00	\$1,550.00
2	Set-Up Charge	Set-Up Charge mailer & shovel	\$0.00	\$0.00	\$0.00
500	Misc. Charge	Miscellaneous InkBendXtra Shovel P	\$0.00	\$0.00	\$0.00
500	Misc. Charge	Postage 500 addresses	\$0.00	\$0.00	\$0.00
500	Misc. Charge	Perforation Charge variable data	\$0.00	\$0.00	\$0.00
500	Packaging	Insert Opaque Brown shovel	\$0.00	\$0.00	\$0.00
1	Delivery	Rush Service	\$0.00	\$0.00	\$0.00
				Tax	\$93.00
				Total Net	\$1,550.00
				Total Tax	\$93.00
				Grand Total	\$1,643.00
				Total Due	\$1,643.00

Terms: Net 30 *Please ensure that payment is received by Aug 14 2010.*

FOR PROPER CREDIT TO YOUR ACCOUNT, PLEASE MAKE CHECKS PAYABLE TO AIA CORPORATION AND INCLUDE THE INVOICE NUMBER ON YOUR REMITTANCE

REMIT ALL PAYMENTS TO:

Standard Mail:
AIA CORPORATION
8148 SOLUTIONS CENTER
CHICAGO IL 60677-8001

Courier Packages:
ATTN: CHRISTY RANK
AIA CORPORATION
800 WINNECONNE AVE
NEENAH WI 54956

Thank you for your order! We appreciate your business!

Notice is hereby given that this invoice is assigned and payable to Adventures in Advertising ("AIA"). Customer agrees to indemnify AIA for all sums due and owing under this invoice, and all related costs of collection of any monies due including, but not limited to, related attorneys and court fees for any collection efforts made by AIA. The provisions of this invoice supersede any other oral or written understandings or contractual agreements between you and your AIA Franchise Owner or Affiliate.

PAID 8/3/10
 CHK. # 2571



2740 30th Street
Des Moines, IA 50310 USA

Tel: 515-274-1112 FAX: 515-274-8196
Email: Robin.Rios@advinadv.com
Website: www.aiacentraliowa.com

Invoice Number	MBA1030086	Account No.	MBA149107
Invoice Date	July 15, 2010	Account Rep.	Mike Bisbee
Your Order No.	2010 IA Excavation Safety Summit	Our Order No.	MBA932729

Notes: Multiple shipping locations - sent via US Mail on 07/13/10. Thank You For Your Order!



2740 30th Street
Des Moines, IA 50310 USA

Tel: 515-274-1112 FAX: 515-274-8196
Email: Robin.Rios@advinadv.com
Website: www.aiacentraliowa.com

MIKE BROSHOUS
COMMON GROUND IOWA (CGI)
2200 NW 159TH STREET
ATTN: MIKE BROSHOUS SUITE 400 PMB: 262
CLIVE IA 50325

Shipping Address
Mike Broshous
Common Ground Iowa (CGI)
2200 NW 159th Street
Suite 400 PMB: 262
Clive IA 50325
USA
Tel: 515-745-3866

Invoice Number	MBA1030716	Account No.	MBA149107
Invoice Date	July 16, 2010	Account Rep.	Mike Bisbee
Your Order No.	CGI color code cards	Our Order No.	MBA927053

Item	One Call Wallet Cards		Colors (base,trim): Various, Various		
Qty	Item #	Description	Unit \$	Price	Total
520		One Call Wallet Cards	\$0.16/Each	\$83.20	\$83.20
1	Misc. Extra	Copy Changes CGI info	\$25.00	\$25.00	\$25.00
		Freight		\$8.27	\$8.27
				Tax	\$6.49
				Total Net	\$116.47
				Total Tax	\$6.49
				Grand Total	\$122.96
				Total Due	\$122.96

Terms: Net 30 *Please ensure that payment is received by Aug 15 2010.*

FOR PROPER CREDIT TO YOUR ACCOUNT, PLEASE MAKE CHECKS PAYABLE TO AIA CORPORATION AND INCLUDE THE INVOICE NUMBER ON YOUR REMITTANCE

REMIT ALL PAYMENTS TO:
Standard Mail:
AIA CORPORATION
8148 SOLUTIONS CENTER
CHICAGO IL 60677-8001

Courier Packages:
ATTN: CHRISTY RANK
AIA CORPORATION
800 WINNECONNE AVE
NEENAH WI 54956

Thank you for your order! We appreciate your business!

Notice is hereby given that this invoice is assigned and payable to Adventures in Advertising ("AIA"). Customer agrees to indemnify AIA for all sums due and owing under this invoice, and all related costs of collection of any monies due including, but not limited to, related attorneys and court fees for any collection efforts made by AIA. The provisions of this invoice supersede any other oral or written understandings or contractual agreements between you and your AIA Franchise Owner or Affiliate.

Notes: UPS Tracking # 1Z5616850363095994

PAID 8/3/10
CHK. # 2073



Classic Events & Parties



THIS IS A LEGAL CONTRACT. THE PERSON SIGNING THIS CONTRACT IS BOUND BY THE TERMS AND CONDITIONS DESCRIBED ON BOTH SIDES OF THIS DOCUMENT.

CLASSIC EVENTS & PARTIES
2250 FULLER ROAD
West Des Moines, Iowa 50265
515-266-3223
Fax 515-266-7958
www.classiceventsandtents.com

TERMS: CASH IN ADVANCE
ESTABLISHED OPEN ACCOUNTS ARE DUE AND PAYABLE NET 10TH OF MONTH. PAST DUE ACCOUNTS BEAR LATE PAYMENT PENALTIES AT 1 1/2% PER MONTH.

* WELCOME TO OUR NEW LOCATION *
*** STORE HOURS MON-FRI 8AM TO 5PM***
*****SATURDAY BY APPOINTMENT*****
*****CLOSED SUNDAY*****

*** NOTICE ALL TENTS IN THE CITY OF DES MOINES AND WEST DES MOINES ***
***** ARE REQUIRED TO HAVE A PERMIT *****
THANK YOU FOR RENTING FROM IOWA'S LARGEST PARTY TENT & EVENT SUPPLIER
AFTER HOUR EMERGENCY SERVICE PAGER 515-208-5245

Customer ID=====RESERVATION=====Contract Number
210-8567 3-044726-01

07/08/10 COMMON GROUND IOWA 2200 NW 159TH STREET SUITE 400 PMB 262 CLIVE, IA 50325
COMMON GROUND IOWA 2200 NW 159TH STREET SUITE 400 PMB 262 CLIVE, IA 50325
515-987-8971

DEL-PM ANKENY, IA 1735 NE 70TH AVENUE UP ON TRAINING FIELD/ ON SITE MIKE-745-3866 EVENT WEDNESDAY PU- ANYTIME
Sales: ROBIN CARTER
Rsvrd: THU 07/08/10 16:23
Delivr: TUE 08/10/10
Out: TUE 08/10/10 13:00
Pickup: THU 08/12/10
Due: THU 08/12/10 10:00

----- DELIVERY RESERVATIONS REQUIRE FULL PAYMENT -----
48 HOURS BEFORE SCHEDULED DELIVERY
* 30 DAY CANCELLATION NOTICE FOR REFUND ON TENTS & PARTY RENTAL ITEMS *
10 BUSINESS DAY WAIT FOR DEPOSIT REFUND IF MADE BY CHECK

THANK YOU FOR YOUR BUSINESS!

Item No.	Qty	Description	Rate	Info	Unit	Extended
441-3110	1	FRAME, 10 X 10 WH/HIGHPEAKPA	130.00	130.00/d 195.00/w 390.00/m	130.00	130.00
443-3351	1	ROPE/POLE 30X45 WH EV PA	425.00	425.00/d 637.50/w 1275.00/m	425.00	425.00
443-3360	1	ROPE/POLE 30X60 WH/ONEPIECPA	557.00	557.00/d 835.50/w 1671.00/m	557.00	557.00
250-3020	3	SIDES, 7'X30' SOLID HANG ON THE 30X60	33.00	33.00/d 49.50/w 99.00/m	33.00	99.00
250-0061	1	TENT, SIDES 7'X20' HANG ON THE 10X10	22.00	22.00/d 33.00/w 66.00/m	22.00	22.00

ACCIDENTAL DAMAGE WAIVER
We charge an accidental damage waive on all rentals. Damage waiver covers all claims except loss, theft, abuse and other exceptions listed on the reverse side of this contract.

I have read and understand the terms and conditions on both sides of this contract and I agree thereto as though all such terms and conditions were printed above my signature.

NOTIFY US IMMEDIATELY IF EQUIPMENT DOES NOT FUNCTION PROPERLY OR NO REFUND ALLOWANCES WILL BE MADE.

RENTER WILL SCHEDULE UTILITY LINE DETECTION AND OBTAIN ANY AND ALL EVENT PERMITS AS REQUIRED.

When using your vehicle while loading or hauling equipment, damage may occur. We are sorry, but we cannot be responsible.

X _____
SIGNATURE

I HAVE READ AND UNDERSTAND THE ABOVE. INITIALS



Classic Events & Parties



THIS IS A LEGAL CONTRACT. THE PERSON SIGNING THIS CONTRACT IS BOUND BY THE TERMS AND CONDITIONS DESCRIBED ON BOTH SIDES OF THIS DOCUMENT.

CLASSIC EVENTS & PARTIES
2250 FULLER ROAD
West Des Moines, Iowa 50265
515-266-3223
Fax 515-266-7958
www.classiceventsandtents.com

TERMS: CASH IN ADVANCE
ESTABLISHED OPEN ACCOUNTS ARE DUE AND PAYABLE NET 10TH OF MONTH. PAST DUE ACCOUNTS BEAR LATE PAYMENT PENALTIES AT 1 1/2% PER MONTH.

Customer ID: 210-8567 Reservation Contract Number: 3-044726-01

240-0050	31 TABLE, 8' X 30"	PA	6.50	6.50	201.50
	Rates:		6.50/d	9.75/w	19.50/m
	19- SET IN THE 30X60				
	12- SET IN THE 30X45				
***	*** PLEASE NO STAPLES ***				***
215-0025	225 CHAIR, SAMSONITE BLACK/GRAB		1.00	1.00	225.00
	Rates:		1.00/d	2.00/w	4.00/m
258-0510	19 PLASTIC-30X96"-WHITE	STRETCH FIT		4.00	76.00

Receipts Summary

No payments have been made

Summary	
TENTING	1134.00
PARTY RENTAL	99.00
PARTY MDSE SALES	76.00
TABLES	201.50
CHAIRS	225.00
Pickup/Delivery	60.00
10% Damage waiver	165.95
SALES TAX	104.13
Total	2065.58

ACCIDENTAL DAMAGE WAIVER

We charge an accidental damage waive on all rentals. Damage waiver covers all claims except loss, theft, abuse and other exceptions listed on the reverse side of this contract.

NOTIFY US IMMEDIATELY IF EQUIPMENT DOES NOT FUNCTION PROPERLY OR NO REFUND ALLOWANCES WILL BE MADE.

When using your vehicle while loading or hauling equipment, damage may occur. We are sorry, but we cannot be responsible.

I HAVE READ AND UNDERSTAND THE ABOVE. INITIALS

I have read and understand the terms and conditions on both sides of this contract and I agree thereto as though all such terms and conditions were printed above my signature.

RENTER WILL SCHEDULE UTILITY LINE DETECTION AND OBTAIN ANY AND ALL EVENT PERMITS AS REQUIRED.

X _____ SIGNATURE



With Experience in:
Expert Witness
Utility Coordination
Research & Training
Utility Damage Prevention
Subsurface Utility Engineering
Corrosion & Leakage Detection

Chair: ASCE Construction Standards Council
Chair: CI/ASCE 38-02, *Standard Guideline for the Collection & Depiction of Existing Subsurface Utilities*
Chair: ASCE Board Committee on Codes & Standards

JHAnspach.com

July 20, 2010

INVOICE

John F Barber
Snyder & Associates, Inc.
2727 SW Snyder Boulevard
Ankeny, Iowa 50023

Re: Iowa CGA

Dear John:

I have attached my original accepted proposal letter of last December. I am aware that you are under some budget pressure and as such, I happily agree to also conduct a full-day workshop on Tuesday at no additional cost. I will be available the entire two days for Q&A for any attendees.

Current research outside of the CGA regarding utilities is gaining ground world-wide. Although the technology is impressive, it still takes people to embrace it and use it. Sadly, this is a highly neglected aspect of our damage prevention system in the US and abroad. Conferences such as yours are a great way to keep bridging the gap between what is possible and what is deemed acceptable.

Sincerely,

James H. Anspach, P.G.

Full-day Workshop + Next-Day Session: \$7,000.00 inclusive of all travel and expenses.

Payable in August, 2010 to:

J.H. Anspach Consulting
P.O. Box 5449
Bend, OR 97708



With Experience in:
Expert Witness
Utility Coordination
Research & Training
Utility Damage Prevention
Subsurface Utility Engineering
Corrosion & Leakage Detection

Chair: ASCE Construction Standards Council
Chair: CI/ASCE 38-02, *Standard Guideline for the Collection & Depiction of Existing Subsurface Utilities*
Chair: ASCE Board Committee on Codes & Standards

JHAnspach.com

December 16, 2009

John F Barber
Snyder & Associates, Inc.
2727 SW Snyder Boulevard
Ankeny, Iowa 50023

Re: Iowa CGA Keynote

Dear John:

I propose to provide the keynote address at the August 11, 2010 Iowa CGA meeting. My fee for this is \$7000 which will include all expenses and travel. The message I want to provide is that damage prevention planning and execution needs to be included in all phases of project development, not just construction. I will provide some updates on new research and initiatives in these areas, including the VUPS project, several SHRP II research efforts, and new technologies in data management, storage, and retrieval and their real-time linkage to the next generation of excavation equipment.

I have spent the last 30 years getting this message out through various means such as developing national standards, seminars, and studies. As the pioneer for developing subsurface utility engineering, I have carried this message to planners and engineers. As Chair of the Construction Standards Council, Board Committee on Codes and Standards, and ASCE 38-02; and the Executive Committee member for ASCE's Construction Institute Education and Research Directorate I have also carried this message to all stakeholders throughout this country and in others.

I recently served as the Keynote speaker for the World University Network's Workshop on Construction Research Funding for the XXI Century, sponsored by the National Science Foundation. I served as an Investigator for 6 National Academy research projects that dealt either directly or indirectly with utility damage prevention in the last 5 years, 3 projects of which are still underway. And, as usual, I have been scheduled to give multiple sessions at the national CGA conference in March.

Additional qualifications can be found on my website at www.jhanspach.com.

Sincerely,

James H. Anspach, P.G.

Windsor Heights Hy-Vee Catering Proposal					
7101 University Avenue					
Windsor Heights, Iowa 50311					
Phone: 515-279-4225					
Fax: 515-277-5218					
Contact Name:	Mike Broshous				
Company Name:	Common Ground Iowa				
Address:	2200 NW 159th Street				
	Suite 400				
	Clive, Iowa 50325				
Telephone Number:	515-447-6130				
E-Mail:	mike.broshous@cusin.com				
Delivery Address:	1735 NE 70th Avenue				
	Ankeny, Iowa 50021				
Number of Guests:	110/125				
Date of Event:	8/10-8/11				
Stay and Serve:	no				
Event Type:	Lunch Meeting				
Event Time:	Various Times				
Menu	Quantity	Retail	Extension		
Tuesday Breakfast Pastries	110	\$ 1.50	\$ 165.00		
Tuesday Breakfast Coffee	8	\$ 9.00	\$ 72.00		
Tuesday Breakfast Orange Juice	8	\$ 9.00	\$ 72.00		
Tuesday Lunch Buffet # 2	110	\$ 10.00	\$ 1,100.00		
Tuesday Lunch Beverages	110	\$ 1.00	\$ 110.00		
Tuesday Break Beverages	110	\$ 1.00	\$ 110.00		
Tuesday Break Cookies	50	\$ 1.00	\$ 50.00		
Tuesday Break Brownies	60	\$ 1.50	\$ 90.00		
Wednesday Breakfast Pastries	110	\$ 1.50	\$ 165.00		
Wednesday Breakfast Coffee	9	\$ 9.00	\$ 81.00		
Wednesday Breakfast O.J	9	\$ 9.00	\$ 81.00		
Wednesday Break Beverages	125	\$ 1.00	\$ 125.00		
Wednesday Break Cookies	60	\$ 1.00	\$ 60.00		
Wednesday Break Brownies	65	\$ 1.50	\$ 97.50		
		Sub Total	\$ 2,378.50		
		Tax	\$ 142.71		
		Total	\$ 2,521.21		
		ADDTL WATER/ICE	\$ 76.32		

TOTAL : \$ 2,597.53



303 Watson Powell Jr. Way, Ste 300
PO Box 4779
Des Moines, IA 50305-4779

PHONE 515. 243. 2707
FAX 515. 243. 6862

INVOICE # 92891		Page 1
ACCOUNT NO.	CSR	DATE
COMMO-1	MK	07/01/10
PRODUCER		
Melissa R Kauffman, CIC		
BALANCE DUE ON		
08/01/10		

Common Ground Iowa
220 NW 159th St, Ste 400
Clive, IA 50325

Itn #	Eff Date	Trn	Type	Description	Amount
223262	08/01/09	NEW	PCKG	General Liability	\$ 507.00
Invoice Balance:					\$ 507.00

PAID
CHK #
2067
7-16-10

Please remit to Jester Insurance Services

*** PLEASE RETURN ONE COPY WITH YOUR REMITTANCE ***



303 Watson Powell Jr. Way, Ste 300
 PO Box 4779
 Des Moines, IA 50305-4779
 PHONE 515. 243. 2707
 FAX 515. 243. 6862

INVOICE # 92891		Page 1
ACCOUNT NO. COMMO-1	CSR MK	DATE 07/01/10
PRODUCER Melissa R Kauffman, CIC		
BALANCE DUE ON 08/01/10		

Common Ground Iowa
 220 NW 159th St, Ste 400
 Clive, IA 50325

Itm #	Eff Date	Trn	Type	Description	Amount
223262	08/01/09	NEW	PCKG	General Liability	\$ 507.00
Invoice Balance:					\$ 507.00

PAID
 CHK #
 2067
 7-16-10

Please remit to Jester Insurance Services

*** PLEASE RETURN ONE COPY WITH YOUR REMITTANCE ***

DIG IN COOKERS
515-208-0211

INVOICE # 001
08-11-2010

JOHN BARBER

2010 IA. EXCAVATOR SAFETY SUMMIT

PULLED PORK, BEANS, MACARONI SALAD, COOKIES FOR SAFETY SUMMIT
MEETING HELD 08-11-2010

TOTAL \$1,035.00

THANK YOU!



2740 30th Street
Des Moines, IA 50310 USA

Tel: 515-274-1112 FAX: 515-274-8196
Email: Robin.Rios@advinadv.com
Website: www.aiacentraliowa.com

MIKE BROSHOUS COMMON GROUND IOWA (CGI) 2200 NW 159TH STREET ATTN: MIKE BROSHOUS SUITE 400 PMB: 262 CLIVE IA 50325	Shipping Address Mike Broshous AiA Central Iowa 2740 30th Street DES MOINES IA 50310 USA Tel: 515-274-1112
---	---

Invoice Number MBA1034556	Account No. MBA149107
Invoice Date July 29, 2010	Account Rep. Mike Bisbee
Your Order No. 2010 IA Excavation Safety Summit	Our Order No. MBA935166

Item	18 oz Vinyl Banner- 3' x 5' Outdoor		Colors (base,trim): Various, Various		
Qty	Item #	Description	Unit \$	Price	Total
6		18 oz Vinyl Banner- 3' x 5' Outdoor	\$65.00/Each	\$390.00	\$390.00
		Freight		\$16.84	\$16.84
				Tax	\$23.40
				Total Net	\$406.84
				Total Tax	\$23.40
				Grand Total	\$430.24
				Total Due	\$430.24

Terms: Net 30 *Please ensure that payment is received by Aug 28 2010.*

FOR PROPER CREDIT TO YOUR ACCOUNT, PLEASE MAKE CHECKS PAYABLE TO AIA CORPORATION AND INCLUDE THE INVOICE NUMBER ON YOUR REMITTANCE

REMIT ALL PAYMENTS TO:

Standard Mail:
AIA CORPORATION
8148 SOLUTIONS CENTER
CHICAGO IL 60677-8001

Courier Packages:
ATTN: CHRISTY RANK
AIA CORPORATION
800 WINNECONNE AVE
NEENAH WI 54956

Thank you for your order! We appreciate your business!

Notice is hereby given that this invoice is assigned and payable to Adventures in Advertising ("AIA"). Customer agrees to indemnify AIA for all sums due and owing under this invoice, and all related costs of collection of any monies due including, but not limited to, related attorneys and court fees for any collection efforts made by AIA. The provisions of this invoice supersede any other oral or written understandings or contractual agreements between you and your AIA Franchise Owner or Affiliate.

Notes: UPS Tracking # 1Z5307750358646494 (delivered to AiA)



2740 30th Street
Des Moines, IA 50310 USA

Tel: 515-274-1112 FAX: 515-274-8196
Email: Robin.Rios@advinadv.com
Website: www.aiacentraliowa.com

MIKE BROSHOUS
COMMON GROUND IOWA (CGI)
2200 NW 159TH STREET
ATTN: MIKE BROSHOUS SUITE 400 PMB: 262
CLIVE IA 50325

Shipping Address
Mike Broshous
AiA Central Iowa
2740 30th Street
DES MOINES IA 50310
USA
Tel: 515-274-1112

Invoice Number	MBA1029978	Account No.	MBA149107
Invoice Date	August 6, 2010	Account Rep.	Mike Bisbee
Your Order No.	2010 IA Excavation Safety Summit	Our Order No.	MBA933584

Item Adult Gildan S/S Tshirt			Colors (base,trim): Various, Various		
Qty	Item #	Description	Unit \$	Price	Total
14		Adult Gildan S/S Tshirt	\$15.50/Each	\$217.00	\$217.00
4	Misc. Extra	Size/Color Charge white XXL	\$2.00	\$8.00	\$8.00
1	Misc. Extra	Size/Color Charge white 3 XL	\$4.00	\$4.00	\$4.00
14	Misc. Extra	Digital Printing front	\$0.00	\$0.00	\$0.00
14	Misc. Extra	Digital Printing back	\$0.00	\$0.00	\$0.00
1	Misc. Extra	Art Service Joy	\$0.00	\$0.00	\$0.00
		Freight		\$10.34	\$10.34
				Tax	\$13.74
				Total Net	\$239.34
				Total Tax	\$13.74
				Grand Total	\$253.08
				Total Due	\$253.08

Terms: Net 30 *Please ensure that payment is received by Sep 5 2010.*

FOR PROPER CREDIT TO YOUR ACCOUNT, PLEASE MAKE CHECKS PAYABLE TO AIA CORPORATION AND INCLUDE THE INVOICE NUMBER ON YOUR REMITTANCE

REMIT ALL PAYMENTS TO:
Standard Mail:
AIA CORPORATION
8148 SOLUTIONS CENTER
CHICAGO IL 60677-8001

Courier Packages:
ATTN: CHRISTY RANK
AIA CORPORATION
800 WINNECONNE AVE
NEENAH WI 54956

Thank you for your order! We appreciate your business!

Notice is hereby given that this invoice is assigned and payable to Adventures in Advertising ("AIA"). Customer agrees to indemnify AIA for all sums due and owing under this invoice, and all related costs of collection of any monies due including, but not limited to, related attorneys and court fees for any collection efforts made by AIA. The provisions of this invoice supersede any other oral or written understandings or contractual agreements between you and your AIA Franchise Owner or Affiliate.

Notes: Speedee Tracking # SP003642032081075193

Newberg Creative Services

7117 WINSTON AVENUE
URBANDALE, IOWA 50322
515-402-1580

September 7, 2010

Attention: Common Ground Iowa
220 NW 159th Street
Suite 400 PMB: 262
Clive, Iowa 50325

Dear Common Ground Iowa Team,

I am pleased to provide you with a proposal today to help strengthen the awareness of underground utility damage prevention as a shared responsibility, as well as educating the general public about the benefits and importance of calling before they dig.

The proposal outlines several elements to create a cohesive marketing/public relations package – all with an Emphasis on awareness and education. The recommended proposal will target efforts geared toward the untraditional excavating markets, including homeowners, fencing, arborists/master gardeners and the agricultural markets through a combination of radio, direct mailings, training and print media. Homeowners and property owners found in the metropolitan areas will be the primary audience.

Development and Implementation

Newsletters

Create an 811 newsletter/publication to be used on your CGI website as well as mailed to all new construction addresses, new home purchasers (list provided by state), arborists/master gardeners and large equipment rental centers. Newsletter will also be sent through a monthly email blast to all CGI members and audiences.

Door-Hangers/Hang Tags

Create a hang tag with best practices

Hang tag will be hung on:

- all new construction homes through a partnership with homebuilders)
- all trees and large plants in nursery and garden centers throughout the metro area

- attach to all rental equipment with rental centers throughout Iowa
- attached to fence posts in new construction areas, as well as through partnership with fencing companies to attach with fence materials for homeowner.
- Create a small flag with stake for ground with hang tag information for all new construction sites.

Radio

Create a :5 or :10 second radio spot “donut to air on WHO and Brownfield communications outlets-statewide. The commercial would focus on reaching all large equipment and agricultural audiences primarily with a message of damage prevention. The donut spot allows you to get your web address out there or several key messages a day.

Receipt advertising/Bag advertising

Create small public relations opportunities through receipt advertising and bag advertising with state-wide home improvement facilities such as Home Depot and Menards.

Event/demonstrations

Conduct program presentations at home improvement centers that will allow CGI to lead efforts to implement Iowa marking standards guidelines and best practices.

Budget

Option 1:

Project 1: Newsletters

Project includes:

- writing copy for newsletters based on input from CGI
 - printing 3,000 newsletters (11" x 17"), four-color
 - One newsletter per quarter (4 total)
 - Mailing to 12,000 names (bulk rate mailing is included)
- Additional newsletters will be kept on hand for trade show and event distribution.*
(List must be provided)
Total: \$25,000.

Project 2: Door-Hangers/Hang Tags

Project includes:

- writing copy for door hangers
 - printing 10,000 door hangers/hang tags (four-color, 2-sided)
 - Distribution to homebuilders every other month
- (List must be provided)*
Total: \$25,000.

Option 2:

Project 1: Radio

Project includes:

- writing copy for :5 to :10 second spot
- Airtime (key periods –planting and harvest season)

Total: \$30,000.

Project 2: Newsletters

Project includes:

- writing copy for newsletters based on input from CGI
 - printing 2,500 newsletters (11" x 17"), four-color
 - One newsletter per quarter (4 total)
 - Mailing to 10,000 names (bulk rate mailing is included)
- Additional newsletters will be kept on hand for trade show and event distribution.*
(List must be provided)

Total: \$20,000.

Option 3:

Project 1a: Receipt advertising/Bag advertising

Project includes:

- writing copy for small promotional ad
- purchasing ad space

Project 1b: Event/demonstrations

Project includes:

- coordinating 5 events and materials throughout 2010/2011

Total: \$25,000.

Project 3: Newsletters

Project includes:

- writing copy for newsletters based on input from CGI
 - printing 3,000 newsletters (11" x 17"), four-color
 - One newsletter per quarter (4 total)
 - Mailing to 12,000 names (bulk rate mailing is included)
- Additional newsletters will be kept on hand for trade show and event distribution.*
(List must be provided)

Total: \$25,000.

In addition, to both projects, I will write Press Releases and "teasers" for the CGI video distribution for both US mail and CGI website distribution. These projects can be mixed and matched as needed to meet CGI's goals and objectives.

Cate Newberg

811 Products - Windows Internet Explorer

http://www.pacificmarketingllc.com/stores/811products/Decals.htm

File Edit View Favorites Tools Help

Convert Select

811 Products

811 Know what's below. Call before you dig.

Store Home View Cart To Pacific Marketing Site To CGA Site

Choose Category

Categories

- Banners
- Calendars
- Decals
- Magnets
- Print Materials
- Safety Vests

811 Hardhat Sticker

Item Number: C1140

Description: 811 Hardhat Sticker



Quantity: 25
Price (each): \$0.39

Additional charges may apply.

ORDER BACK

start Sent Items - Mic... 2011 SDP FedSTAR - Wind... CGA | Home - Wi... 811 Products - ... Shared on 'Utis1Wola\H1\Eng' (L:) 56 Internet 9:28 AM



-----Original Message-----

From: Vielhaber, Pete [mailto:Pete.Vielhaber@qwest.com]

Sent: Wednesday, July 14, 2010 3:28 PM

To: Vielhaber, Pete

Subject: FW: Best Practice V7 Estimate

Called Katey-

TOTAL BEST PRACTICE COST

50 boxes --1225 lbs \$ 409.00 Shipping

78 boxes --1872 lbs \$ 528.00 Shipping

2,500 copies \$4,000.00 (1st 500 are free)

\$4,937.00

She suggests for next year, add 10% for shipping. Also, cost could go down slightly from \$2.00 per book to \$1.50 (over 500) due to large quantity, but for a grant- may not.

-----Original Message-----

From: Katey Revak [mailto:krevak@zoominternet.net]

Sent: Wednesday, July 14, 2010 10:33 AM

To: Vielhaber, Pete

Subject: RE: Best Practice V7 Estimate

Pete - please note the following quotes for the shipping & handling of the quantities discussed below..

50 boxes --1225 lbs \$ 409.00

78 boxes --1872 lbs \$ 528.00

Please advise if you need additional information. Thank you

Katey

Revak & Associates
7144 Grayson Drive
Canfield, OH 44406
330.533.1727
330.533.9147 (fax)

-----Original Message-----

From: Katey Revak [mailto:krevak@zoominternet.net]

Sent: Wednesday, July 14, 2010 9:49 AM

To: 'Vielhaber, Pete'

Subject: RE: Best Practice V7 Estimate

Pete -

I am getting a freight quote for 50 boxes (1600 books) and 78 boxes (2496 books). The reason for the first quantity will be based on inventory. The first 500 books are NC - after 500 the books are \$2.00 ea. I should have your quote by this afternoon. Thank you...

Katey Revak

Revak & Associates
7144 Grayson Drive
Canfield, OH 44406
330.533.1727
330.533.9147 (fax)

-----Original Message-----

From: Vielhaber, Pete [mailto:Pete.Vielhaber@qwest.com]

Sent: Wednesday, July 14, 2010 9:11 AM

To: materials@commongroundalliance.com

Subject: Best Practice V7 Estimate

How much would it cost to ship 2,500 copies of the Best Practices to Des Moines, IA 50325 for a CGA member?

Rough estimate for a project.

Thanks...



Pricing Proposal

Date: July 14, 2010
Quantity: TBD
3 color Imprint: **INCLUDED**
Preload (up to 30 MB): **INCLUDED**
Capacity: **2GB**
Model: **the ExactMatch™**
the Curve™
the Swivel™

Hardware*:

Custom Flash Drives		
Flash Drive/ Quantity	1500	5000
the Curve™ the ExactMatch™ the Swivel™	\$6.85/unit	\$6.15/unit

**Pricing subject to change due to the volatility of NAND Flash Memory marketplace
Please contact chris@cfgear.com to receive most current pricing
Price quote in USD and based on prepayment of custom drives*

Standard Shipping*: INCLUDED
**Ground via UPS in the continental United States*

Thank you,

Chris Wagner
Flash Drive Guru, North America
CFgear.com
p 800.371.1984
f 888.259.6889
e chris@cfgear.com
a 2329 N. Career Ave Ste 219 Sioux Falls SD 57107
Order form <http://www.cfgear.com/upload.html>



From: Vielhaber, Pete [mailto:Pete.Vielhaber@qwest.com]
Sent: Thursday, July 15, 2010 10:13 AM
To: Vielhaber, Pete
Subject: FW: CFgear Quote

2GB USB Flash Drives: $\$6.85 \times 1500 = \$10,275$
2GB USB Flash Drives: $\$6.15 \times 5000 = \$30,750$
PowerTie Preload Interface (setup fee) = \$ 500
**Includes Logo and shipping*

From: Christopher Wagner [mailto:chris@cfgear.com]
Sent: Wednesday, July 14, 2010 5:37 PM
To: Vielhaber, Pete
Subject: CFgear Quote

Pete,

Thank you for contacting CFgear.com. We are a family owned company that prides itself in refreshing customer service, premium drives, and "best value" pricing.

I've attached a pricing proposal inclusive of your request for flash drives—CGI-7.14.10.pdf. I've quoted three very popular yet economical drives. I've also attached pictures of your drives. If there are other drives you are interested in please let me know, I'm happy to do mock ups any time. I included the 2 GB price that you asked for.

In the event that you are price shopping, please note that we are not like all the other retailers. Our prices are all inclusive of shipping, packaging, etching/color imprinting...and unequaled personal, prompt service. But if you do happen to find a better price in some remote corner of the internet, we offer an apples-to-apples price guarantee. Keep in mind, I said apples to apples...hard to compare with our products, solutions, and services :-)

Thank you, and if you have any questions please let me know.

Chris Wagner

project specialist, north america

[CFgear.com](http://www.cfgear.com)

CFgear on Facebook

e chris@cfgear.com

p 800.371.1984 ext. 7983

f 888.259.6889

order form <http://www.cfgear.com/upload.html>

custom solutions in a flash™

© 2008 [CFgear.com](http://www.cfgear.com)

CFgear flash drives are an enviro-friendly product



UPS Calculate Time and Cost - Windows Internet Explorer

https://wwwapps.ups.com/ctc/request

File Edit View Favorites Tools Help

Convert Select

UPS Calculate Time and Cost

[Create an Import](#)
[Calculate Time and Cost](#)
[Service Guide](#)
[Zones and Rates](#)
[U.S. Ground Maps](#)
[European Transit Time Maps](#)
[Schedule a Pickup](#)
[Use International Tools](#)
[Order Supplies](#)
[Open a UPS Account](#)
[Set Preferences](#)

Search Support

Enter a keyword:

Search

Keep up with the latest changes in technology

What's New at UPS

UPS CampusShip

Empower your workforce. Enable shipping from multiple locations. Maintain central control.
[View Demo](#)

Rates By Service [Modify Shipment Information](#)

Service	Latest Pickup Time:	Guaranteed By	Total	
UPS Next Day Air Early A.M.	7:30 P.M. Wednesday September 8, 2010	8:00 A.M., Thursday September 9, 2010	2,617.20 USD*	Ship
	Days In Transit: 1 Schedule by 6:30 P.M. Wednesday September 8, 2010			View Details
UPS Next Day Air	7:30 P.M. Wednesday September 8, 2010	10:30 A.M., Thursday September 9, 2010	1,953.80 USD*	Ship
	Days In Transit: 1 Schedule by 6:30 P.M. Wednesday September 8, 2010			View Details
UPS Next Day Air Saver	7:30 P.M. Wednesday September 8, 2010	3:00 P.M., Thursday September 9, 2010	1,607.20 USD*	Ship
	Days In Transit: 1 Schedule by 6:30 P.M. Wednesday September 8, 2010			View Details
UPS Ground	7:30 P.M. Wednesday September 8, 2010	By End of Day, Thursday September 9, 2010	414.40 USD*	Ship
	Days In Transit: 1 Schedule by 6:30 P.M. Wednesday September 8, 2010			View Details

[UPS Express Critical](#) [Get a UPS Express Critical Quote](#)

Our same-day service provides U.S. customers with reliable delivery of urgent shipments to every U.S. address and more than 180 countries worldwide.

Result estimates calculated by UPS: Wednesday, September 8, 2010 9:56 A.M. Eastern Time (USA)

* Rate includes a [fuel surcharge](#).

* Based on Flight Availability. Not available at UPS Retail Locations. Please visit [UPS Express Critical](#) for rates and additional details.

Done

Internet

start UPS Calculate Time a... Zipcode for Davenport... Inbox - Microsoft Out... Shared on 'Uttils1\Wola\H1\Eng' (L...) 56° 8:58 AM



CHESTER J. CULVER
GOVERNOR

OFFICE OF THE GOVERNOR

PATTY JUDGE
LT. GOVERNOR

September 1, 2010

Warren D. Osterberg
U.S. Department of Transportation
Pipeline and Hazardous Materials Safety Administration
Office of Contracts and Procurement, PHA-30
1200 New Jersey Avenue, SE, E22-317
Washington, DC 20590

Re: Pipeline Safety and Damage Prevention Grants

Dear Mr. Osterberg:

The State of Iowa recognizes that reducing underground excavation damage requires an effective collaborative process. Accordingly, Iowa supports the efforts of the Pipeline and Hazardous Material Safety Administration's (PHMSA) excavation damage prevention grant initiatives and their support to States.

The Pipeline Inspection, Protection, Enforcement, and Safety Act of 2006, Section 2 of Public Law 109-468 (December 29, 2006) codified at 49 U.S.C. § 60134, State Damage Prevention Programs, provides that the Secretary of Transportation may make a grant to a State authority to assist in improving the overall quality and effectiveness of a State's damage prevention program. By this letter, I am designating the Iowa Utilities Board as the State authority eligible for Iowa's damage prevention program grant.

Damage prevention will continue to play a key role in protecting our underground infrastructures, preventing injuries, and keeping the citizens of Iowa safe.

Sincerely,

A handwritten signature in black ink, appearing to read "Chester Culver".

Chester J. Culver
Governor of Iowa



Application for Federal Assistance SF-424

Version 02

* 1. Type of Submission: <input type="checkbox"/> Preapplication <input checked="" type="checkbox"/> Application <input type="checkbox"/> Changed/Corrected Application	* 2. Type of Application: <input checked="" type="checkbox"/> New <input type="checkbox"/> Continuation <input type="checkbox"/> Revision	* If Revision, select appropriate letter(s): <input type="text"/> * Other (Specify) <input type="text"/>
--	--	---

* 3. Date Received: <input type="text" value="09/08/2010"/>	4. Applicant Identifier: <input type="text"/>
--	--

5a. Federal Entity Identifier: <input type="text"/>	* 5b. Federal Award Identifier: <input type="text"/>
--	---

State Use Only:

6. Date Received by State: <input type="text"/>	7. State Application Identifier: <input type="text"/>
---	---

8. APPLICANT INFORMATION:

* a. Legal Name:

* b. Employer/Taxpayer Identification Number (EIN/TIN): <input type="text" value="42-0935813"/>	* c. Organizational DUNS: <input type="text" value="196254973"/>
--	---

d. Address:

* Street1:	<input type="text" value="350 Maple Street"/>
Street2:	<input type="text"/>
* City:	<input type="text" value="Des Moines"/>
County:	<input type="text"/>
* State:	<input type="text" value="IA: Iowa"/>
Province:	<input type="text"/>
* Country:	<input type="text" value="USA: UNITED STATES"/>
* Zip / Postal Code:	<input type="text" value="50319-0069"/>

e. Organizational Unit:

Department Name: <input type="text"/>	Division Name: <input type="text"/>
--	--

f. Name and contact information of person to be contacted on matters involving this application:

Prefix: <input type="text" value="Mr ."/>	* First Name: <input type="text" value="Donald"/>
Middle Name: <input type="text"/>	
* Last Name: <input type="text" value="Stursma"/>	
Suffix: <input type="text"/>	

Title:

Organizational Affiliation:

* Telephone Number: <input type="text" value="515-281-5546"/>	Fax Number: <input type="text"/>
---	----------------------------------

* Email:

Application for Federal Assistance SF-424

Version 02

9. Type of Applicant 1: Select Applicant Type:

A: State Government

Type of Applicant 2: Select Applicant Type:

Type of Applicant 3: Select Applicant Type:

* Other (specify):

*** 10. Name of Federal Agency:**

Pipeline & Hazardous Material Safety Administration

11. Catalog of Federal Domestic Assistance Number:

20.720

CFDA Title:

State Damage Prevention Program Grants

*** 12. Funding Opportunity Number:**

DTPH56-11-SN-0001

* Title:

State Damage Prevention Grants

13. Competition Identification Number:

Title:

14. Areas Affected by Project (Cities, Counties, States, etc.):

*** 15. Descriptive Title of Applicant's Project:**

IOWA UTILITIES BOARD State Damage Prevention

Attach supporting documents as specified in agency instructions.

Add Attachments

Delete Attachments

View Attachments

Application for Federal Assistance SF-424

Version 02

16. Congressional Districts Of:

* a. Applicant

* b. Program/Project

Attach an additional list of Program/Project Congressional Districts if needed.

17. Proposed Project:

* a. Start Date:

* b. End Date:

18. Estimated Funding (\$):

* a. Federal	<input type="text" value="100,000.00"/>
* b. Applicant	<input type="text" value="0.00"/>
* c. State	<input type="text" value="0.00"/>
* d. Local	<input type="text" value="0.00"/>
* e. Other	<input type="text" value="0.00"/>
* f. Program Income	<input type="text" value="0.00"/>
* g. TOTAL	<input type="text" value="100,000.00"/>

*** 19. Is Application Subject to Review By State Under Executive Order 12372 Process?**

- a. This application was made available to the State under the Executive Order 12372 Process for review on .
- b. Program is subject to E.O. 12372 but has not been selected by the State for review.
- c. Program is not covered by E.O. 12372.

*** 20. Is the Applicant Delinquent On Any Federal Debt? (If "Yes", provide explanation.)**

Yes No

21. *By signing this application, I certify (1) to the statements contained in the list of certifications and (2) that the statements herein are true, complete and accurate to the best of my knowledge. I also provide the required assurances** and agree to comply with any resulting terms if I accept an award. I am aware that any false, fictitious, or fraudulent statements or claims may subject me to criminal, civil, or administrative penalties. (U.S. Code, Title 218, Section 1001)**

** I AGREE

** The list of certifications and assurances, or an internet site where you may obtain this list, is contained in the announcement or agency specific instructions.

Authorized Representative:

Prefix: * First Name:

Middle Name:

* Last Name:

Suffix:

* Title:

* Telephone Number: Fax Number:

* Email:

* Signature of Authorized Representative: * Date Signed:

Application for Federal Assistance SF-424

Version 02

*** Applicant Federal Debt Delinquency Explanation**

The following field should contain an explanation if the Applicant organization is delinquent on any Federal Debt. Maximum number of characters that can be entered is 4,000. Try and avoid extra spaces and carriage returns to maximize the availability of space.

BUDGET INFORMATION - Non-Construction Programs

OMB Approval No. 4040-0006
Expiration Date 07/30/2010

SECTION A - BUDGET SUMMARY

Grant Program Function or Activity (a)	Catalog of Federal Domestic Assistance Number (b)	Estimated Unobligated Funds		New or Revised Budget		
		Federal (c)	Non-Federal (d)	Federal (e)	Non-Federal (f)	Total (g)
1. State Damage Prevention Program		\$	\$	\$ 100,000.00	\$ 0.00	\$ 100,000.00
2.						
3.						
4.						
5. Totals		\$	\$	\$ 100,000.00	\$	\$ 100,000.00

SECTION B - BUDGET CATEGORIES

6. Object Class Categories	GRANT PROGRAM, FUNCTION OR ACTIVITY				Total (5)
	(1)	(2)	(3)	(4)	
	SDP				
a. Personnel	\$ 0.00	\$	\$	\$	\$
b. Fringe Benefits	0.00				
c. Travel	0.00				
d. Equipment	0.00				
e. Supplies	0.00				
f. Contractual	100,000.00				100,000.00
g. Construction	0.00				
h. Other	0.00				
i. Total Direct Charges (sum of 6a-6h)	100,000.00				\$ 100,000.00
j. Indirect Charges	0.00				\$
k. TOTALS (sum of 6i and 6j)	\$ 100,000.00	\$	\$	\$	\$ 100,000.00
7. Program Income	\$	\$	\$	\$	\$

Authorized for Local Reproduction

Standard Form 424A (Rev. 7- 97)
Prescribed by OMB (Circular A -102) Page 1A

SECTION C - NON-FEDERAL RESOURCES

(a) Grant Program	(b) Applicant	(c) State	(d) Other Sources	(e)TOTALS
8. <input type="text"/>	\$ <input type="text"/>	\$ <input type="text"/>	\$ <input type="text"/>	\$ <input type="text"/>
9. <input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
10. <input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
11. <input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
12. TOTAL (sum of lines 8-11)	\$ <input type="text"/>	\$ <input type="text"/>	\$ <input type="text"/>	\$ <input type="text"/>

SECTION D - FORECASTED CASH NEEDS

	Total for 1st Year	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter
13. Federal	\$ <input type="text"/>				
14. Non-Federal	\$ <input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
15. TOTAL (sum of lines 13 and 14)	\$ <input type="text"/>				

SECTION E - BUDGET ESTIMATES OF FEDERAL FUNDS NEEDED FOR BALANCE OF THE PROJECT

(a) Grant Program	FUTURE FUNDING PERIODS (YEARS)			
	(b)First	(c) Second	(d) Third	(e) Fourth
16. <input type="text"/>	\$ <input type="text"/>	\$ <input type="text"/>	\$ <input type="text"/>	\$ <input type="text"/>
17. <input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
18. <input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
19. <input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
20. TOTAL (sum of lines 16 - 19)	\$ <input type="text"/>	\$ <input type="text"/>	\$ <input type="text"/>	\$ <input type="text"/>

SECTION F - OTHER BUDGET INFORMATION

21. Direct Charges: <input type="text"/>	22. Indirect Charges: <input type="text"/>
23. Remarks: <input type="text"/>	

CERTIFICATION REGARDING LOBBYING

Certification for Contracts, Grants, Loans, and Cooperative Agreements

The undersigned certifies, to the best of his or her knowledge and belief, that:

(1) No Federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of an agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, loan, or cooperative agreement.

(2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure of Lobbying Activities," in accordance with its instructions.

(3) The undersigned shall require that the language of this certification be included in the award documents for all subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all subrecipients shall certify and disclose accordingly. This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, U.S. Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

Statement for Loan Guarantees and Loan Insurance

The undersigned states, to the best of his or her knowledge and belief, that:

If any funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this commitment providing for the United States to insure or guarantee a loan, the undersigned shall complete and submit Standard Form-LLL, "Disclosure of Lobbying Activities," in accordance with its instructions. Submission of this statement is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, U.S. Code. Any person who fails to file the required statement shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

* APPLICANT'S ORGANIZATION	
<input style="width: 100%;" type="text" value="IOWA UTILITIES BOARD"/>	
* PRINTED NAME AND TITLE OF AUTHORIZED REPRESENTATIVE	
Prefix: <input style="width: 100px;" type="text" value="Mr."/>	* First Name: <input style="width: 200px;" type="text" value="Donald"/> Middle Name: <input style="width: 150px;" type="text"/>
* Last Name: <input style="width: 300px;" type="text" value="Stursma"/>	Suffix: <input style="width: 80px;" type="text"/>
* Title: <input style="width: 250px;" type="text" value="Manager, Safety & Engineering"/>	
* SIGNATURE: <input style="width: 300px;" type="text" value="Don Stursma"/>	* DATE: <input style="width: 150px;" type="text" value="09/08/2010"/>