



New Jersey
Irrigation

NEWS

The Newsletter of the Irrigation Association of New Jersey

Vol. 16 No. 4 December 2014

President's Message

I had the opportunity to attend the Annual Irrigation Show and Education Conference in Phoenix, AZ where over 300 exhibits for agriculture, landscape and golf were on display. As the largest irrigation event in the world, there were many high energy networking events, educational classes, round table discussions and certification opportunities as well as a very busy two day trade show where manufacturers displayed their newest innovations that will positively impact and shape the future of our industry.

More than 80 percent of Irrigation Show attendees report that seeing new products, technologies and services

is their top priority. Open only to exhibitors, the New Product Contest is a unique opportunity to reach attendees, highlight new products and to enhance manufacturers'

Our 2015 Winter Tech Conference will have 17 classes in a variety of areas including design, maintenance, and business tracks.

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reputations for innovation. Applications were accepted in four categories: Agriculture, Specialty, Landscape and Golf and Lighting. Products were evaluated by a panel of judges based on innovation, increased water efficiency, ease of use, cost benefits, time savings and design quality. This year's winners included innovations in pump systems, lighting design, manifold equipment, and irrigation drip control.

The key note speech was given by Dr. Lowell Catlett, PhD of New Mexico State University. Passionately discussing the need for irrigation and the sustainability of our industry, Dr. Catlett said "what is considered a luxury today, will be a necessity tomorrow." He commented that he remembered watching The Tonight Show with Johnny Carson Show when a famous musician said he knew he "made it" when he had a sprinkler system installed! Dr. Catlett encouraged audience members to continue to innovate in water sustainability because what we do matters and all of us play a vital role in the future of the irrigation industry.

Education at the Irrigation Association Convention is vitally important to all of us in the industry. We, at IANJ, also see how important local education classes are to members and non-members who cannot attend the national conference. Our 2015 Winter Tech Conference will have 17 classes in a variety of areas including design, maintenance, and business tracks. More importantly, we have moved up

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New Jersey Irrigation **NEWS**

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President's Message

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the week of classes to January 19-22 so that contractors can achieve their 16 CEC credits and present them to the Licensing Board for their license renewal. There will be six new classes and five have water conservation topics. Additionally, the IANJ office maintains your credits in a database at all times – a huge member benefit! You will never be without your CEC information.

My workmate and friend, Craig Borland, Senior Customer Resource Specialist for The Toro Company, was formally recognized at the Irrigation Association's Certification Luncheon for his tireless contributions in fostering contractor certifications throughout the country. Craig has been a speaker at many IANJ Winter and Summer Tech Conferences and he always receives high praise from contractor members for his presentations. Sincere congratulations to Craig for this much deserved recognition.

My thanks to Wade Slover of Atlantic Irrigation for his long-time service to the IANJ Board. Wade's board term ends this year and we will sorely miss his volunteer efforts on behalf of all contractors and suppliers.

I hope to see you all at Winter Tech, January 19-22 at the Crowne Plaza in Jamesburg. Have a great holiday season and New Year.



Craig Borland received IA's special service to certification efforts.



New Seminars In Water Conservation... Enhanced Learning Tracks & The Right Tools For Your Business It's All At Winter Tech 2015!

The 2015 IANJ Winter Tech Conference will be held January 19-22, 2015 at the Crowne Plaza Hotel, Jamesburg, NJ.

There are six new seminars added to the schedule this year, with **five classes in water conservation**. Additionally, there will be a **cocktail networking reception** at 5:00pm after your day of learning for the IANJ Business & Board Meeting. The three education-specific learning tracks are:

Business Track – designed to help you better manage your irrigation contractor business and enhance your marketing and sales skills.

Maintenance Track – will help provide the expertise needed in maintaining electrical oversight.

Design Track – courses in new and advanced irrigation landscape designs and technology

Speakers include Chris Pine, Art Elmers, Roy Nau, Craig Borland, and Ted Moriarty plus a one-day class on backflow re-certification.

SCHEDULE AT A GLANCE

MONDAY – January 19th

8:00am - 5:00pm Backflow Recertification
Review Training & Testing
(+Exam) - 6 CECs

TUESDAY – January 20th

8:00am - 12:00pm Strategic Planning for the Irr.
Contractor – BUSINESS 1 CEC

8:00am – 5:00pm Site Water Management –
DESIGN 8 CECs (WC)

8:00am - 5:00pm Basic Irrigation Design (Day 1)
– DESIGN 8 CECs

8:00am - 12:00Noon Electrical Troubleshooting 101 –
MAINTENANCE 4 CECs

11:00am-2:00pm IANJ TRADE SHOW

1:00pm - 5:00pm Electrical Troubleshooting
201 - 2 Wire –

1:00pm – 4:00pm MAINTENANCE 4 CECs
Training Techniques to Help
Your Team “Get It!”
BUSINESS .75 CEC

5:00pm – 7:00pm NETWORKING RECEPTION
& IANJ BUSINESS MEETING
- 1 CEC

WEDNESDAY – January 21st

8:00am – 12:00pm Managing a Service Company
–BUSINESS 1 CEC

8:00am - 5:00pm Basic Irrigation Design (Day 2)
– DESIGN 8 CECs

8:00am – 12:00pm Determining Water
Requirements, Water
Budgets, & Irrigation System
Scheduling –
MAINTENANCE 4
CECs (WC)

1:00pm-5:00pm Smart Irrigation Business
Management – BUSINESS 1
CEC (WC)

1:00pm – 5:00pm Drip Irrigation – DESIGN 4
CECs (WC)

1:00pm – 5:00pm Pumps for Irrigation: Design for
Troubleshooting for the
Technician –
MAINTENANCE 4 CECs

THURSDAY – January 22nd

8:00am – 5:00pm Advanced Irrigation Design –
DESIGN 8 CECs (WC)

9:00am - 12:00Noon Hydraulic Troubleshooting –
MAINTENANCE 3 CECs

1:00pm – 4:00pm Bidding & Estimating for
Contractors BUSINESS
.75 CEC

To register for the classes and to download the Winter Tech program packet, visit www.ianj.com.

IANJ Annual Meeting

In conjunction with the New Jersey Turfgrass & Landscape Conference, held at The Borgata Hotel, Casino & Spa, in Atlantic City, NJ, the IANJ Annual Meeting was held on Wednesday, December 10, 2014.

The new venue of The Borgata for the Green Expo and NJ Turfgrass & Landscape Conference was an excellent draw for IANJ members to come out for the annual meeting. And the event did not disappoint. In addition to the keynote speaker, Assemblyman Sam Fiocchi, one of the industry's own, attendees recognized the recipient of the Lifetime Achievement Award and updates on the activities of the association.

Assemblyman Fiocchi (R) owned a successful irrigation business for 37 years in Cumberland County before becoming a member of the state legislature. He is an American Republican Party politician who has represented the 1st Legislative District in the New Jersey General Assembly since January 14, 2014. Mr. Fiocchi also served as president of IANJ and recounted his experiences in growing his irrigation business while becoming engaged in the political landscape in New Jersey. Mr. Fiocchi was supportive of IANJ's lobbying to move LICEB into the Department of Consumer Affairs.

Orlando "D" Dirienzo, a long-time industry veteran from Paige Electric, was presented with the IANJ's Lifetime Achievement Award. He joins previous recipients: Phil De Marco, Mary Lou De Champs, George Beausoliel, George McCarthy, Bob Dobson, Fred Eden, and Edward Santalone Sr. De Marco, McCarthy, Dobson, and Santalone were on hand to congratulate the newest member of the Lifetime Achievement Club.



IANJ Lifetime Achievement Award Winners: George McCarthy, Bob Dobson, Orlando Dirienzo, Phil DeMarco, and Ed Santalone, Sr.

"D" as most of us in the industry refer to him, joined Paige in 1968. During his 35 + years, he was instrumental in several initiatives such as starting the water division for both residential and golf sprinkler systems; introducing UL approved PE insulated wire which became the industry standard sprinkler wire for golf courses. D also designed and introduced 18 AWG multi-conductor wire that is now a standard for residential sprinkler wiring.

"D" also worked with the 3M Corporation to develop and introduce the direct burial splice known as DBY and later the DBM as well as "turf hide" which brings power to the pivots and golfer proof cables.

"D" was president of IANJ and was involved in the initial licensing legislation, and he was presented with the Lifetime Achievement Award from the American Society of Irrigation Consultants.



Orlando Dirienzo receives his Lifetime Achievement Award from Mike Edmiston.

IPAC MATCHING FUNDS CAMPAIGN (insert logo)

The Irrigation Political Action Committee (IPAC) Chair, Steve Dobossy, announced to attendees that the IANJ Board would match any funds donated up to a maximum amount of \$10,000. IPAC is the political action arm of IANJ and works closely with MBI-Gluckshaw to monitor legislation and present the voice of the irrigation industry in Trenton. Tim Martin and Chance Lykins, IANJ's legislative liaisons, updated the membership on the progress of the newly re-introduced bill to transfer LICEB to the Department of Consumer Affairs from the Department of Environmental Protection. The Assembly is likely to take action on the bill in early 2015.



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IANJ Annual Meeting

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Wade Slover of Atlantic Irrigation Specialties was presented with a IANJ board service plaque for his tenure on the IANJ board. Re-elected to serve on the board for 2015 is Art Elmers (Netafim USA) and newly elected director Paul Garris of Atlantic irrigation. Both will serve three year terms on the board



Wade Slover received a board service plaque from Mike Edmiston.



Steve Dobossy, chair of IPAC.



Linda Cantwell was recognized for her service to LICEB.

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IANJ Classes Held During Annual Meeting

For the first time, the Irrigation Association of New Jersey held two sold out classes in advance of the association's annual meeting on December 10 at The Borgata in Atlantic City.

Two classes with a focus on water conservation were held. Irrigation Scheduling was taught by Ted Moriarty and John Raffiani presented a class on Plant, Soil & Turf Types. Both of these classes provided contractor attendees with 8 continuing education credits to meet their license renewal deadlines.

"Our thanks to both Ted and John for presenting these classes and helping contractors meet their CEC obligations," said IANJ Education Chair Roy Nau (Princeton Irrigation). "The classes were maxed out at 85 attendees and we are

sorry we could not accommodate more."

Irrigation Contractors also met with George McCarthy (Spring Irrigation), Bob Dobson (Middletown Irrigation) and Gaetano Virone (Environmental Designers Irrigation) – all members of LICEB for a discussion on policing non-licensed contractors and the enforcement procedures that are carried out.

"I received a ton of positive feedback from many who attended," said Michael Edmiston, IANJ President (The Toro Company). "From the comments and requested clarification on a number of issues, it was obvious having the LICEB board there was extremely beneficial to our membership."



Guy Virone and George McCarthy of LICEB spoke to contractors on enforcement procedures.



The seminars were sold out.



John Raffiani presented a class on plant and soil types for watering.



Ted Moriarty presented a class on Irrigation Scheduling.

Affordable Health Care Coverage?

It's all about Value!

For many of us our first thought regarding health care coverage is usually about the affordability of good, quality health care coverage. When we become sick or injured our thoughts quickly change to coverage and how our health plan will respond to the potentially overwhelming costs associated with hospital stays, specialized doctor visits, associated tests, or specialized prescriptions.

IANJ is a participating member association of the Association Master Trust (AMT), a not for profit, multiple employer, self funded benefits trust created to address the healthcare coverage needs of its participating employers. While AMT's roots go back to 1945, AMT is currently as popular as ever offering benefits to employer member participants from fifteen different NJ trade associations. Employer participation in AMT has grown by 7% over this year to more than 1500 employers. Accordingly employee enrollment is up as well with enrollment exceeding 18,000 members. Currently IANJ has one representative appointed to AMT's Board of Trustees helping to direct the program for the benefit of all its participants.

AMT's popularity lies within its structure. Its not for profit approach directs its resources towards benefits to members not shareholders or brokers. AMT offers an extremely wide choice of benefit plan options and contracts with Horizon Blue Cross Blue Shield of NJ for access to not only the NJ provider network but also to the National Blue Cross Blue Shield network of medical providers (over 750,000 providers nationally). AMT's service to its members is truly exceptional. Lastly AMT offers very competitive pricing that is usually less when compared to like benefit plans ("apples to apples" comparisons).

While no one likes to see rate increases the realities of healthcare continues to demand increased funding and higher rates. Fortunately for AMT members average rate increases have been in the single digits (6.4%, 6.5% and 9.8%) over the past three years while pricing in the insured small group market continues to soar. In 2014 alone the insured small group market saw astounding health plan increases partly due to new rating methodology as well as fees and taxes brought forth under ACA. It wasn't surprising to see 40% increases in the insured small group market in

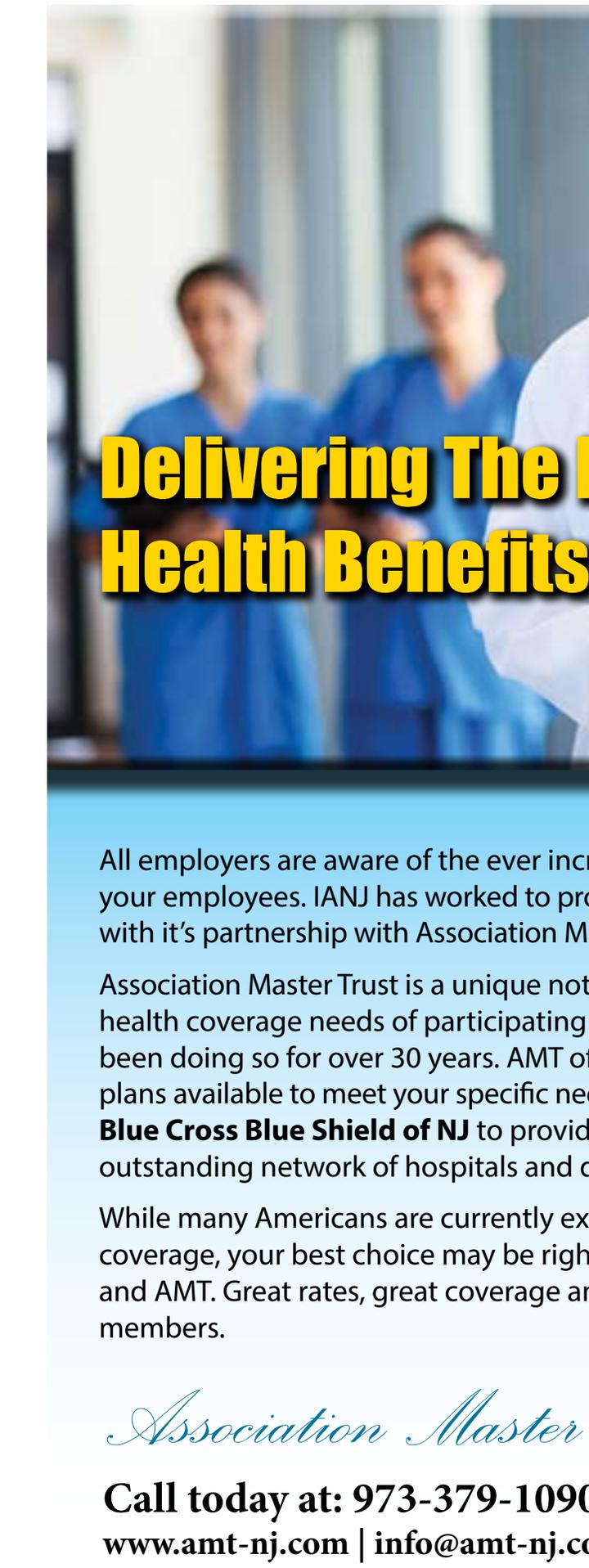


2014. AMT's average increase of 9.8% (note that approximately 3% of the increase was dedicated to ACA taxes and fees) once again speaks well of the program and let's not forget about the dividend!

For the third year in a row AMT has issued a dividend credit to eligible employers participating in the plan. The 4% credit (for 2013 plan year) was issued on the July 2014 statement and was well received. Over the last three years AMT has returned 12% of contributions (premium) to members. In the conventional insured market these funds would likely be retained by the carrier as profit. At AMT, unallocated surplus (profit) is usually returned to eligible participating members at the Trustee's discretion.

So it's all about value and wise choices. We believe that AMT represents both and encourage your participation in the plan. If you are not currently with AMT you should take a look at what it can offer. If you are participating but haven't looked at newer plan designs in a while you should. They can save you money while continuing to offer solid benefits.

Great rates, coverage and service and a health plan run by members for members. Contact AMT today at (973) 379-1090 or info@amt-nj.com and see how AMT and the IANJ Benefits Trust advantage can work for you.



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All employers are aware of the ever increasing cost of providing health benefits to your employees. IANJ has worked to provide you a tool to help manage these costs with it's partnership with Association Master Trust (AMT).

Association Master Trust is a unique not-for-profit benefits trust formed to serve the health coverage needs of participating association employer members, and has been doing so for over 30 years. AMT offers a full menu of "cutting edge" benefit plans available to meet your specific needs and currently contracts with Horizon **Blue Cross Blue Shield of NJ** to provide AMT members with access to Horizon's outstanding network of hospitals and doctors in New Jersey.

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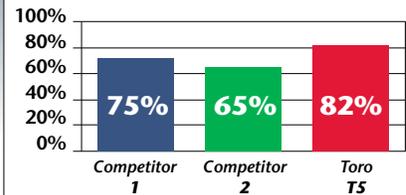


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IANJ Movie Review

For this issue we will be reviewing a film entitled “John Wick”

Title: John Wick

Director: David Leitch & Chad Stahelski

Cast: Keanu Reeves, Adrienne Palicki, Alfie Allen, Bridget Moynahan, Dean Winters & Ian McShance

John Wick transports us into the underworld that exists beneath society – a world that legendary hitman John Wick (Keanu Reeves) thought he escaped when he retired to a happy life with his wife, Helen (Bridget Moynahan). However, when Helen falls victim to cancer John’s happy world begins to collapse – only to be bolstered by the introduction of a little puppy, a final gift from his wife to help him keep in touch with his softer, more humane side. Time likely would’ve healed all if not for the arrogance and brutality of Iosef Tarasov (Alfie Allen), a young Russian mob prince who happens upon John and cruelly snuffs out the last vestige of Helen’s love. Of course, poor Iosef has no idea whom he has wronged; no idea about John’s ties to the Tarasov family or the biblical repercussions of messing with the legend. But Iosef’s father Viggo (Michael Nyqvist) knows all too well what kind of maelstrom of death is



coming – and he makes any and all preparations possible to bring John Wick down.

While the action may not be that revolutionary or inventive, it is very well executed, slick and polished in design. With his “Gun-fu” fight style, John Wick is almost hilariously efficient as a whirlwind of death and destruction – which admittedly lowers the stakes

of each battle, as the outcome is almost never in question. Keanu Reeves gives his best performance in years – probably due to the fact that most of what is required from him is the stilted emotion of a stoic killer, or a litany of martial arts acrobatics that prove he hasn’t lost too many steps since his *Matrix* days. The other standout in the film is Michael Nyqvist (*Mission: Impossible 4*, *Girl With the Dragon Tattoo*), who gives an unexpectedly scary, comedic and quirky performance as Russian mob boss, Viggo Tarasov. Nyqvist can make savagely beating a man to death into an off-kilter black comedy moment - and his abilities are refined enough for the directors to entrust several scenes to him, sometimes just reacting to things alone onscreen.

In the end, *John Wick* is a silly, violent, action fantasy that fully entertains as such. This is not awards-worthy cinema, nor does it aspire to be; it’s a fun, mindless, action movie experience that manages to surprise with richness of world-building and mythos. By the end, the film earns more franchise potential than many other properties hoping to build empires before they can even get out of the gate. For Reeves this is another big win and iconic character on his resume.

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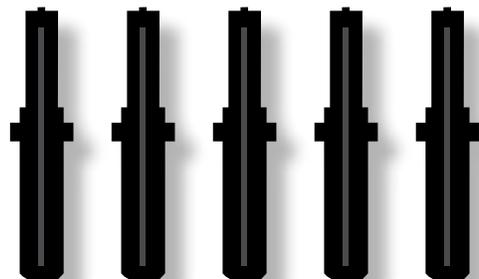


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John Wick gets 5 Rotors



Get Paid Now Minimize the time you spend on accounts receivable with these strategies

By Monica Muir Mitchell
Landscape Management

Who doesn't want to have money coming in sooner? While there are generally accepted practices within any industry, changes in the following 10 areas could help quicken payment.

Invoice quickly. The sooner you send an invoice, the sooner you get paid. If you can automate your invoices, you can deliver them more quickly. Emailing invoices is better than mailing them because you don't have to spend time and money to print and stuff them, stamp envelopes and take them to the post office.

Track what needs to be invoiced. The last thing you want is for the work to be completed but not invoiced. Use your software to help you accomplish this task.

- If you invoice off an estimate, is there an estimated versus invoiced report?
- If you use sales or work orders, look for an open sales or work order report.
- If you invoice for time and materials, is there a report or feature that shows you a list of all customers with

unbilled time and expense?

Change your terms. If your terms are net 30, can you change them to net 15? Can you make your terms due on receipt for new customers?

Make prepayments a part of your business. Look at all recurring monthly and annual payments in your business. You might have opted to pay some bills on quarterly or annual cycles to get a reduced rate. You can do the same thing with your customers: Offer a reduced rate if they prepay for the contract or season. If you're starting a project, ask for a deposit upfront – even if it's only a one-day project – to help ensure a commitment from the customer in addition to any signed agreement. It doesn't need to be for the full amount, but it gives you cash to offset payroll and other expenses.

Make it easy to pay you. Eliminate some of your customers' excuses by:

- Using ACH. Customers can pay you online or give you check information by phone.
- Accepting credit cards. Statistically, customers will spend more if they can use a credit card. It would be great if they spent more with you.

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Get Paid Now

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- Automating payments so you can skip collections. If you accept credit cards, you can charge clients' cards each month, quarter or whatever your payment frequency is.

Monitor your accounts receivable (A/R). Most accounting software will, have a few different reports you can view. My favorites are the A/R aging summary and open invoices.

Send reminders before the invoice is due. Some programs – such as Bill & Pay, which I use – will automatically send those notices for you. Reports that can help you see who needs to be reminded include an open invoice report or aging report. Your software might have additional tools to help.

Send reminders just after the invoice is due. Again you might use some type of aging report or open invoice report or perhaps some other feature available in your accounting software.

Monitor collections. Most accounting software programs will have some type of collection report. You might even find a software tool dedicated to collections.

Shift to more fast-paying customers. Determine if your software has average days to pay report, which helps you sort through who's slow and fast. Depending on how the report is organized, you might decide to export the report to Excel so you can sort on the average days to pay instead of

the customer. Such a report can be an eye-opener. Slowly, or maybe not so slowly, drop your slow-paying customers or change their terms. Prepayments and shorter terms – such as due on receipt or net 10 or 15 – should improve the average days to pay.

Hopefully, collections isn't a problem for your company, but if it is, these suggestions should help you get paid more quickly.

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The IANJ would like to thank this month's advertisers for their continuous support through their advertisements:

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Be a Tax Master

By Daniel Gordon
Landscape Management

January 1 marked the end of a popular tax reduction tool, the Section 179 deduction, which expired under the American Tax Relief Act of 2012 (ATRA). The Section 179 deduction allowed small businesses to expense some assets in the year of purchase, rather than having to depreciate the purchase over its useful life. Those assets included equipment, vehicles, software, furniture and fixtures, provided the deduction was taken the year the purchase was made.

The asset could be paid in cash or financed. If financed, the entire deduction was available even if no cash was expended, which enabled business owners to reduce taxable income significantly without laying out cash. It also gave them much-needed working capital and lowered taxes.

A limitation of the Section 179 deduction is it can't cause a taxable loss. It may be taken in full or partially to bring taxable income to zero and/or the unused portion can be carried to future years.

The Section 179 deduction allowed up to \$500,000 of purchases to be expensed as long as purchases didn't exceed \$2 million for the tax years 2010 to 2013. Prior to 2010, the deduction was less but still significant.

As the extended provision of ATRA 2012 expired at the end of 2013, it reduced the total amount of purchases that qualify for expensing in the year of purchase to \$25,000 – as long as purchases don't exceed \$200,000. The 2014 maximum is one-twentieth of the deduction available for 2013.

The Section 179 deduction expiration will cause many businesses to scramble to reduce taxes for 2014. What are profitable business owners to do now?

Here are 10 ideas to explore:

1. Have your tax advisory do a 2014 tax projection to determine what your tax situation may look like by year's end. Most small businesses are pass-through entities, meaning income or losses from business flows to your personal tax return. Remember, income will be taxed if distributed or left in the business. Many times this complicates your tax projection and is best left to be done by your CPA, who will consider your business and personal taxes.
2. A retirement plan may help reduce taxes. Many contributions to most retirement places are deductible.
3. Giving bonuses will serve two purposes: Reward valued employees, and save taxes. If you're in the

highest marginal tax bracket and you operate in a state with a higher state income tax, every dollar you expense will save you nearly 50 cents in taxes. Stated another way, since salaries are deductible, a bonus to employees will cost you about 50 cents for every dollar you pay.

4. Remember the reduced Section 179 deductions. While I painted a grim picture about the amount of equipment that can be expensed in the year of purchase, you still should take advantage of the \$25,000 deduction allowable in 2014.
5. Pay your state taxes in the current year. Since most of us are cash basis taxpayers, meaning we report incoming or deductions in the year they were paid or received, any deductible expense we pay in the current year is deductible. Since payment of state taxes is deductible in calculating federal taxable income, all states taxes should be estimated and paid before the end of 2014 to be deductible in the current year.
6. Defer income if possible. Again, if you're a cash-basis taxpayer, it may make sense to collect on any big jobs pending in 2015.
7. Prepay expenses if you're a cash-basis taxpayer. If you can prepay expenses in 2014 rather than pay in 2015, you'll reduce your 2014 tax bill.
8. Make sure you've paid estimated taxes or your withholdings is adequate to avoid penalties. Many people believe waiting until April 15 to pay taxes is the best strategy to conserve cash. It may conserve cash, but it also may subject you to underpayment penalties. Special rules apply. Generally, you must have paid at least 90 percent of your current year liability by tax day or be subject to penalties.
9. Think about a health savings account (HSA). An HAS combines high-deductible health insurance with a tax-favored savings account. Money in the savings account can help pay the plan deductible and other expenses. A family generally can reduce taxable income by up to \$6,550.
10. Own stocks? Consider selling those with unrealized losses or gains that you think may be at the end of their run. Winners will be netted against losers, and you can deduct up to \$3,000 of net loss annually. If your net loss exceeds that limit, the excess can be carried to future years.

Tax planning will be more difficult for the profitable business owner in 2014 than in other recent years. So it's paramount you speak to your adviser and take action now.



Legislative Report from Tim Martin

Assembly Panel Clears LICEB Transfer Bill

Legislation transferring the Licensed Irrigation Contractors Examiners Board from the Department of Environmental Protection to the Department of Community Affairs has cleared another hurdle on its way to the Governor's desk. In November, the Assembly Regulated Professions Committee unanimously approved A-3397, sponsored by Assemblymen Thomas Giblin (D – Passaic), Robert Clifton (R – Monmouth), and Jason O'Donnell (D – Hudson). The bill is now awaiting a vote on the Assembly floor. Last summer, the Senate Commerce Committee also

unanimously favored the Senate counterpart, S-2234. The bills are identical, meaning once both them the measure will go straight to the Governor's desk.

IANJ supports this update because it will:

- Put the Licensed Irrigation Examiners Board in direct and constant contact with the municipal code inspectors charged with approving our work;
- Further the bond between our profession and the codes that govern the products we install and maintain; and
- Streamline the enforcement of irrigation laws and regulations, including the requirement that our products be installed and maintained by licensed contractors.

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PRO-SPRAY: WHERE INNOVATION MEETS CONSERVATION

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Continued from page 14

New LICEB Rules to Take Effect in 2015

New regulations requiring Continuing Education Credits and business permits are set to become effective in the New Year. The rules come after years of work by the LICEB. Under the rules, Irrigation Contractors will be required to complete 16 hours of Continuing Education every two years, 8 of which must be related to water conservation.

Irrigation Contracting Businesses are also now required to obtain a business permit from the LICEB. While there is no fee for the permit, it is still important for companies providing irrigation contracting to submit an application and designate a licensed contractor as the certificate holder responsible for the actions of that company. Applications for the Landscape Irrigation Contractor Business Permit can be found on the LICEB web site and must be printed out and mailed in.

Welcome New Members

All Green Turf Management Corp., Blackwood
Gene Martinez, #0017873

Burke Environmental, Wall
Alex Burke, #194886

Bruns Landscape Management, Bordentown
Ryan Bolz, #486570

Christopher Bujnowski, #332590
Verona

Designer Landscaping, Colts Neck
Brian Olt, #331370

Evergrow Landscaping, Old Tappan
Cliff Toth, #0017482

Fresh Start Design Build Group, Hightstown
Michael Josephson, #219751

Ledden Palimeno, Sewell
Joe Palimeno, #0015715

Robert Wiedmyer, #239042
Middletown



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Non-certified contractors can be reported

In an effort to provide enforcement to the New Jersey Landscape Irrigation Contractors Certification Act, N.J.S.A. 45AA-1, the Irrigation Association of New Jersey has received a copy (through the New Jersey License Examining Board) of a Contractor Certification Verification form. This form may be used by Certified Irrigation Contractors to give the Examining Board the names of contractors they observe to be operating without the required certification. **ALL FORMS MUST BE FILLED OUT COMPLETELY OR THEY WILL BE RETURNED..**

**New Jersey Landscape Irrigation Contractor Examining Board
Department of Environmental Protection
Bureau of Revenue
CN 417, Trenton, NJ 08625-0417**

Gentlemen:

I have observed the below named contractor installing a landscape irrigation system. I request that the New Jersey Landscape Irrigation Contractor Examining Board verify that the contractor has obtained certification pursuant to Landscape Irrigation Contractor Certification Act, N.J.S.A. 45AA-1.

Date of Inquiry: _____

Name of Contractor Firm in Question: _____

Address: _____

Phone Number: _____

Address at which contractor was observed installing a landscape irrigation system:

I request that, should the contractor in question not be certified, the Board notify the contractor that he/she will be in violation of the Landscape Irrigation Contractor Certification Act as of January 1, 1997. I trust that the Board will send such notice in a timely manner and understand that I will receive further correspondence from the Board stating that said notice was made. I further resolve to make only this one request for verification for the above named contractor in question.

Signed: _____

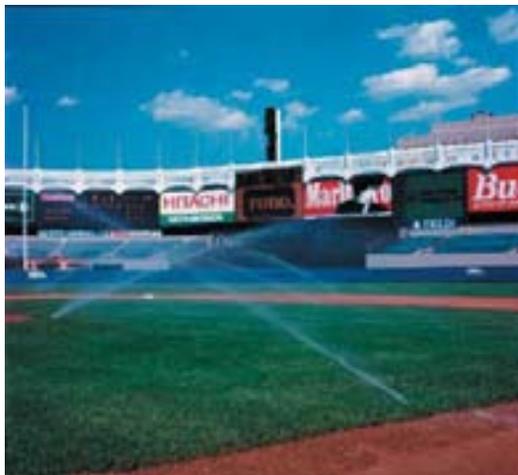
Name of Contractor
Firm making inquiry: _____

Address: _____

Phone Number: _____

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