

SPRING 2026



NEW YORK LICA NEWS

LAND IMPROVEMENT CONTRACTORS • NEW YORK CHAPTER

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Dennis Bliss

SECRETARY
Jeff Phair

TREASURER
Dennis Bliss

DIRECTORS
Andrew Aupperle
Derek Cassiano
Derek Decker
Linda Rule

EXECUTIVE DIRECTOR
Maura Dibble
3330 Pratt Road
Batavia, NY 14020
phone|fax 585-219-4802
newyorklica@gmail.com



March 18 & 19, 2026
Hard Hat Expo
SYRACUSE, NY



Fatigue and distraction can lead to accidents.
Ensure you're well-rested and focused while working.

Safety Tip Of The Day

www.hseblog.com

UPCOMING EVENTS

National LICA Virtual
Committee Meetings &
LICA Virtual National Meeting

NYLICA 13th Annual Golf Outing
Friday, September 11, 2026
Batavia Country Club

A NOTE FROM OUR PRESIDENT, DAVID RULE



Greetings.

Hope you are all gearing up for a safe and profitable season.

I want to extend a warm welcome to our newest members. If you have any questions about your membership, be sure to reach out to us, we would love to hear from any of our members!

We have a lot of news in this newsletter. An update from our new CEO, Dennis Mikula, and from our Legislative liaison, Brian Deery. News about the upcoming online National LICA committee meetings. A list of dates for the Webinar Series. The latest Dividend Declaration from the LICA Safety Group #562. Also, check out the latest benefit from Caterpillar, and stay tuned, there are more benefits that are in works. Hopefully these will bring added value to your membership and be beneficial to your business.

We are already planning for the 13th Annual Golf Outing, on Friday, September 11, 2026 at Batavia Country Club. Hope to see many of you there. It is always a good time, lots of food, drinks, laughs all to benefit our scholarship program. As you saw in the last newsletter, we were able to award scholarships to 7 very deserving young people.

David Rule

Welcome New Members!

Eddie Agrasto, Jr
SEPHORASCAPES
Jamesville, NY

Evan Jordan
BERKLEY CONTRACTING, LLC
Ithaca, NY

Tyler Bartgis
DbA SEIFERTS LANDSCAPE
Caledonia, NY

James Loura
DOUBLE J ENTERPRISES
Parish, NY

Wesley Bullock
WNY CUSTONS, LLC
Wyoming, NY

Dan Merrill
MERRILL'S PAVING
Elbridge, NY

Dennis Cornell
C.H.PHOENIX CONSTRUCTION, LLC
Olean, NY

Dan Patterson
**PATTERSON TRUCKING &
EXCAVATING, LLC**
Cayuga, NY

Daniel Isabella
DAN'S EXCAVATION SERVICE
Johnstown, NY

Paul Zink
RVN ENTERPRISES
Palmyra, NY

Gunner Ives
IVES EARTHWORKS, LLC
Bainbridge, NY

Mario Zorovic
IRON VALOR LANDSCAPE & DESIGN, LLC
Windsor, NY

LICA National Convention in Las Vegas and ConExpo



LICA National Board of Directors



Ted Lashley receiving the LICA Contractor award from incoming President Steve Anderson



Outside ConExpo



Adam Cook presenting Pat McConnell with the LICA Lady award

LICA Booth at ConExpo



Outgoing President, Jeff Schell

NEW YORK LICA IS AWARDED TOP STATE!

Dave Gallahan, VA read this at the LICA National convention in Las Vegas for the Top State Award:

Good Evening everyone,

Each year, the Top State award recognizes more than a busy calendar or good attendance. It honors a chapter that strengthens its members, supports the national organization, and helps LICA grow.

This year, one chapter stood out through steady involvement and a willingness to step up whenever help was needed.

Throughout the year, their members gathered for seasonal meetings, networking, and education. They showed up at industry and safety events and worked hard to keep contractors in their state connected.

And their communication didn't stop when the meetings ended. Members regularly heard from the chapter through newsletters and outreach. They also stayed active on social media, sharing national LICA news and keeping members informed.

They also invest in the future of the industry. They have invited students interested in heavy equipment and construction careers to their conventions. Those students met contractors, spoke with equipment dealers, and learned about safety and career opportunities. It was a meaningful way to introduce the next generation to the work our members do every day.

Their leadership has made a difference as well. Their Executive Director is a familiar face at national meetings and events. She helps with setup, takes minutes, supports Associates Night and steps in wherever needed. More importantly, she looks out for her members. She keeps them informed, checks in on them and is a true friend to many of them.

Recruitment has been another strength. Each year the chapter participates in the Hard Hat Expo, a major construction trade show that draws contractors and industry professionals from across the eastern United States. They proudly promote LICA there and consistently welcome several new members into the association.

This chapter is built on loyal members who show up, stay involved and support one another. Their efforts strengthen not only their state, but the entire LICA family.

NYLICA is the 2025 Top State.





\$250 OFF SELECT NEW CAT® ATTACHMENTS



Attachment Offer Available

January 1, 2026–December 31, 2026

\$250 off select new Cat® attachments. Limit of one credit per new attachment purchased before December 31, 2026.

Offer available on new quotes only. Offer can only be combined with one additional attachment program.

Offer available on select attachments.

Contact your local dealer for details.

FOR DEALER USE ONLY

Limit of 20% off dealer net total discount per each part number, including the additional program if combined. Buckets and forks are NOT eligible. Farm Bureau NOT eligible for buckets, forks, thumbs and couplers.

Programs are in Product Support Commercial System (PSCS)

NAT-NEC-3500 2026 Caterpillar Association Member Discount BCP Canada

NAT-NEC-3486 2026 Caterpillar Association Member Discount BCP US

NAT-NEC-3485 2026 Farm Bureau Discount

Applicable Cat attachments found in the following price pages:

WT-BHL–Backhoe Loader Attachments

WT-CWL–Compact Wheel Loader Attachments

WT-MHE–Mini Excavator Attachments

WT-SSL–Skid Steer Loader Attachments

WT-SWL–Small Wheel Loader Attachments



2026

MACHINE AND ATTACHMENT ASSOCIATION DISCOUNT PROGRAM

ASSOCIATIONS:

American Farm Bureau Federation

American Society
of Concrete Contractors

Canadian Nursery
Landscape Association

International Cemetery Cremation
and Funeral Association

Land Improvement
Contractors of America

National Association
of Landscape Professionals

Snow & Ice Management Association



PEU1618

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BUNDLE OFFER:

National Offer
+
Association Discount
=
Maximized Savings

FOR DEALER USE ONLY

For further explanation of programs, including redemption rules and instructions, please view the resources found in GCSS.

» STR26AFB
» STR26ASCC
» STR26CNLA
» STR26ICCCA

» STR26NALP
» STR26SIMA
» STR26LICBCP

MACHINE AND ATTACHMENT ASSOCIATION DISCOUNT PROGRAM

At Caterpillar, we know you put in hard work day in and day out. It's not just a job—it's a lifestyle. That's why we reward your membership in the associations that support your career and passion. Take a look to see if any of your association memberships qualify you for a discount on Cat® machines and attachments.

Email benefits@licanational.org to request proof of membership for your dealer.

COMPACT TRACK LOADERS



Model	Discount
239	\$500
249	\$500
255	\$750
265	\$1,250
275	\$1,250
285	\$1,250

BACKHOE LOADERS



Model	Discount
415	\$750
416	\$750
420	\$1,250
428	\$1,250
430	\$1,250
432	\$1,250
434	\$1,250
440	\$1,250
450	\$1,250

COMPACT WHEEL LOADERS



Model	Discount
903	\$1,000
906	\$1,000
907	\$1,000
908	\$1,250

DOZERS



Model	Discount
D1	\$1,250
D2	\$1,500
D3	\$1,750

ATTACHMENTS



Model	Discount
Select Attachments	\$250

MINI EXCAVATORS



Model	Discount
300.9	\$500
301.5	\$500
301.7	\$500
301.8	\$500
302	\$500
302.7	\$500
303	\$500
303.5	\$500
304	\$500
305	\$500
306	\$500
308	\$1,000
309	\$1,000
310	\$1,000

SKID STEER LOADERS



Model	Discount
226	\$750
232	\$750
236	\$750
250	\$750
260	\$1,000
270	\$1,250

SMALL WHEEL LOADERS



Model	Discount
910	\$1,250
914	\$1,250
920	\$1,250
926	\$2,250
930	\$2,250
938	\$2,750

TELEHANDLERS



Model	Discount
TH0642	\$1,000
TH0842	\$1,000
TH1055	\$1,000
TH1255	\$1,000

Brian Derry
LICA Legislative Liaison

FY 2026 Funding Agreement Provides New York Additional Water Project Funding

The recently approved FY 2026 federal funding package includes \$860 million in water funding for New York's state revolving fund (SRF) program. The funding is split between the Clean Water SRF which receives \$397.4 million and the Drinking Water SRF which receives \$462.7 million. Included in the Drinking Water SRF is over \$116 million for identifying and replacing lead service pipes. In addition, approximately \$59.3 million combined for CWSRF and DWSRF is targeted at emerging contaminants (targeting PFAS and other pollutants).

Federal funding for these water programs is expected to be a significant budgetary fight in FY 2027 and future years. There was already a significant legislative debate regarding these funds in FY 2026 budget consideration. The Administration's budget proposed cuts of up to 90% for the SRF programs. However, Congress rejected this and instead approved funding levels for the DWSRF and CWSRF that are identical to FY 2025 levels.

In addition, a significant portion of these funds was provided by the 2021 Infrastructure Investment and Jobs Act (IIJA) as well as the Bipartisan Infrastructure Act (BIA). These two bills have provided significant increases in water and other infrastructure program funding over the past six years. New York received approximately \$2.65 billion in supplemental funding through the IIJA for its State Revolving Funds (SRF) over a five-year period (2022–2026). In addition, states are required to provide a 20 percent match of the federal dollars adding to significantly increased investment funding. However, FY 2026 was the final year of authorization for these supplemental dollars. It remains to be seen whether there will be an effort in the coming year to authorize additional funds.

Separate from federal SRF grants, Governor Hochul's 2026 State of the State address proposed a \$3.75 billion five-year commitment to water infrastructure, providing \$750 million annually to modernize systems statewide.



WORLD  **RELATIONSHIPS. RESOURCES. RESULTS.**
Experience a World of Difference

INSURANCE & BENEFITS FOR LICA MEMBERS

At World, our team has been specializing in insurance solutions for land improvement contractors for more than 30 years. We partner with carriers to offer products tailored to meet the needs of the LICA community. Our deep carrier relationships allow us to provide you with the most comprehensive coverages available at the most competitive rates and terms.

THE WORLD DIFFERENCE
Our advisors understand the unique exposures associated with your business. We ensure you have a program specific to your needs and budget.

- Exposure identification and analysis
- Coverage and cost analysis
- Multiple A+ rated carriers in all 50 states
- Loss control services and safety training
- In-house claims advocacy plus 24-hour hotline
- Online certificate printing and policy summaries
- Direct access to your personal advisor

COMMERCIAL INSURANCE & BONDS

- Specialized commercial property
- General liability, excess, and umbrella
- Commercial auto and trucking; inland marine
- Equipment breakdown
- Contractors' pollution liability (upset/overflow)
- Contractors' Errors & Omissions liability
- Management liability (Crime, EPLI, Fiduciary)
- Cyber liability
- Workers' compensation

SURETY & FIDELITY BONDS

- \$1,000 to \$500 million licensed in all 50 states
- A.M. Best "A" rated, U.S. Treasury-listed sureties
- Bid, performance, payment, maintenance, and completion, license/permit, court, probate

401(k) RETIREMENT PLANS

- Exclusive Multiple Employer Aggregation Program (MEAP)
- Reduced administrative costs
- Attract and retain key employees
- Outsource complicated administrative duties
- Fiduciary protection for trustees (DOL/IRS)
- Education support for participants
- Fortune 100 partner: Lincoln Financial

GROUP HEALTH PLANS

- Competitive rates
- Two participants minimum
- Multiple plan design options
- Multiple provider networks in all 50 states
- Dental and vision plans available
- Supplemental benefits available

PAYROLL & HR SOLUTIONS

- Exclusive discounted member pricing
- Payroll and tax administration
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- Time & attendance, helps control labor costs
- Reduce HR administration tasks
- Industry leading HR technology

Endorsed by national LICA - Call or email for a free quote:
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WORLDINSURANCE.COM

Certain insurance products and services may be unavailable in certain states. Specific terms and conditions of coverage are as specified in each insurance policy. Read your policy and declaration page in detail, including all endorsements. World Insurance may issue correspondence in the form of computer-generated notices and other correspondence pursuant to license agreements for coverage placed.

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partnership with World Insurance?**

**Read the list of products and services
they offer and give them a call.**

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Worldinsurance.com

LICA Momentum & Industry Partnerships

2026 First Quarter Update

As we close out our first quarter of 2026, I want to briefly highlight the momentum we've built and where we are heading as a national organization.

Over the last 90 days, we have achieved significant progress in aligning National and State Chapters, enhancing communications and establishing a more disciplined and structured approach.

We have started building a foundation for membership growth and are working toward a clearer, more consistent value proposition across all of LICA.



Dennis Mikula, Jr.
LICA Chief Executive Officer

Strategic Partnerships: A Major Step Forward

One of the most important developments has been our growing relationship with Caterpillar. This engagement represents a pivotal shift in our LICA positions itself at the national level.

Through this partnership we are:

- *Re-establishing LICA as a credible and valuable partner to major manufacturers*
- *Creating opportunities to better connect our contractor members with industry leaders*
- *Building a foundation for long-term, national-level benefits and collaboration*

Equally important, this is just the beginning.

We are actively engaging and scheduling meetings with other major manufacturers across the industry. These conversations are focused on developing a structured partnership model that:

- *Delivers real value to our members*
- *Creates consistent engagement across our State Chapters*
- *Supports workforce development, education and industry advancement.*

This is a critical step toward elevating LICA's national presence and influence

Looking Ahead

Our focus moving forward is clear:

- *Strengthen national alignment by positioning LICA as a leading voice in the industry*
- *Accelerate growth across all LICA categories*
- *Expand and formalize national partnerships*

Next Steps

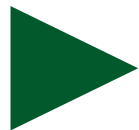
You can expect more structures updates, clearer initiatives, and increased opportunities to engage in membership and partnership efforts.

We are building something stronger, more aligned, and more sustainable. The progress we've made is meaningful, but the opportunity ahead is even greater.

Best Always, *Dennis*

Dividend Declaration

FOR NEW YORK LAND IMPROVEMENT CONTRACTORS SAFETY GROUP 562
POLICY YEAR JULY 1, 2024 TO JUNE 30, 2025



Safety Group 562 is pleased to announce a **cash dividend of 40%** and 10% deferred for upfront savings

Qualifying Members of the Safety Group 562 for the policy year 2024-2025 will be receiving an immediate cash dividend of 40%.

In addition, we have deferred 10% of the dividend to allow for a maximum upfront discount. The maximum discount is 30% for eligible policies renewing July 1, 2026.

Members in good standing will be receiving dividend checks in the mail directly from the State Insurance Fund.

With the immediate 40% cash dividend:

- We are returning \$1,043,364 of premium to our members in the form of a cash dividend
- After dividend, our net contingent balance will be in excess of \$10,970,366
- Eligible members will continue to be eligible for an upfront discount of 30%

We finished the year with a loss ratio of 13% and 160 Safety Group Members.

STRONG HISTORY



- ✓ Continuous dividend payment since the program's inception in 1994
- ✓ 30% advance discount for eligible insureds
- ✓ Above industry average dividend payout



REFERRALS ARE ALWAYS APPRECIATED!

Eligible contractors include:
Grading of Land; Excavation; Septic System Installation; Drain Tile; Landscapers; Flat Concrete Work; and Paving/Repaving Parking Lots & Driveways

TOMPKINS 
Insurance Agencies

Joe Teresi, VP/Group Manager
Greg Knicley, SVP, CL Marketing Manager
tiasafetygroup@tompkinsfinancial.com
1-888-261-2688 Fax: 585-344-1354

Couldn't make it to the LICA Winter National Convention in Las Vegas?

Catch up on Committee Meetings virtually during the Spring Committee Meeting.

To maintain motivation between the Winter Convention and the Summer Meeting. National LICA will host virtual committee meetings throughout the year. These meetings allow committee members and interested participants to stay engaged and to continue advancing committee initiatives. All members are welcome to join the discussions. National LICA will promote the meetings through the LICA communication channels and will distribute links prior to each committee's scheduled date.

Mark your calendars, meeting links to follow:

- May 14th @ 7:00pm EST --- Convention Committee
- May 19th @ 7:30pm EST --- Insurance & Safety Committee
- May 26th @ 7:30pm EST --- Water Table Management Committee (*Alternative date is May 28th*)
- June 2nd @ 7:00pm EST --- Conservation, Excavation & Earthmoving Committee
- June 3rd @ 7:00pm EST --- Legislative Committee
- June 8th @ 7:00pm EST --- Membership Committee
- June 9th @ 7:00pm EST --- Long Term Planning/Past Presidents Committee
- June 10th @ 7:00pm EST --- Education & Technology
- June 11th @ 7:00pm EST --- By-Laws Committee



CONX
EXPAND, CONTRACT
& CONTROL YOUR LABOR
A Smarter Way for LICA
Contractors to Manage Workforce
Demand

<p>LOAN EMPLOYEES</p> <p>Keep your skilled workers productive during slow periods.</p> <p>Offer underutilized employees to other contractors through ConX and transform downtime into revenue — instead of layoffs.</p> <ul style="list-style-type: none">✓ Retain your workforce✓ Generate additional income✓ Stabilize your labor costs	<p>Need extra manpower for a project or deadline?</p> <p>Quickly find available, qualified workers from other contractors when and where you need them.</p> <ul style="list-style-type: none">✓ Fill short-term labor gaps✓ Scale without long-term overhead✓ Reduce project delays	<p>STRENGTHEN YOUR BUSINESS</p> <p>ConX gives LICA contractors real-time labor flexibility.</p> <p>Spend less time worrying about workforce shortages and more time focusing on projects, clients, and profitability.</p> <ul style="list-style-type: none">✓ Increase operational agility✓ Protect project schedules✓ Improve labor efficiency
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LICA MEMBER BENEFIT

Complimentary ConX Subscription for LICA Contractors

Activate your account and start leveraging **the network.**

CONX

GET STARTED TODAY
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For assistance or questions:
support@conx-usa.com



NYLCA WEBINAR SERIES

FRIDAY, JANUARY 23 - 10:00 AM
PREVAILING WAGE

FRIDAY, JULY 24 - 10:00 AM
PREVAILING WAGE

THURSDAY, FEBRUARY 26 - 10:00 AM
FINANCIAL HEALTH

THURSDAY, AUGUST 27 - 10:00 AM
RISK MANAGEMENT

THURSDAY, MARCH 26 - 10:00 AM
MAINTAINING A COMPLIANT HANDBOOK

THURSDAY, SEPTEMBER 24 - 10:00 AM
WAGE & HOUR BASICS

FRIDAY, APRIL 24 - 10:00 AM
PREVAILING WAGE

FRIDAY, OCTOBER 23 - 10:00 AM
PREVAILING WAGE

THURSDAY, MAY 28 - 10:00 AM
LEGAL

THURSDAY, NOVEMBER 19 - 10:00 AM
TAX ISSUES

THURSDAY, JUNE 25 - 10:00 AM
HOW TO COMBAT WORKPLACE
HARASSMENT CLAIMS

THURSDAY, DECEMBER 17 - 10:00 AM
CURRENT EMPLOYMENT LAW TOPICS

PREVAILING WAGE WEBINARS

All Webinars: 10:00am - 4th Friday of the month (January, April, July, & October ONLY)

BUSINESS STRATEGIES WEBINARS

All Webinars: 10:00am - 4th Thursday of the month (February, May, August, & November* ONLY)

EMPLOYMENT LAW SERIES

All Webinars: 10:00am - 4th Thursday of the month (March, June, September, & December* ONLY)

*The webinars held in November and December will be held on the 3rd Thursday of the month.



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Batavia, NY 14020

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Don't Forget!
**NYLICA 13th Annual
Golf Outing**

To benefit NYLICA Scholarship Fund
on Friday, September 11, 2026

Batavia Country Club
7909 Batavia Byron Rd.
Batavia, NY 14020