FALL 2026

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NEW YORK LICA NEWS

LAND IMPROVEMENT CONTRACTORS • NEW YORK CHAPTER

New York LICA
13th Annual Golf Outing



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Derek Cassiano
Derek Decker
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EXECUTIVE DIRECTOR
Maura Dibble
3330 Pratt Road
Batavia, NY 14020
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newyorklica@gmail.com

OUTING SPONSORS

Monroe Tractor
and
Gallagher Insurance





We need your help! NYLICA Board is planning for a Meeting/Convention in January in the Syracuse area. We need input from our members for ideas for seminars, training, topics, etc. **Please call or email any ideas to Maura at nylica@gmail.com or 716-474-4010.**

UPCOMING EVENTS

January 2027
NYLICA Annual Meeting
Stay Tuned for Dates

February 9-13, 2027
LICA National Convention
Gila River Resort & Casino
Chandler, AZ

March 2027
Safety Group #562
Annual Meeting
Batavia, NY

March 24 & 25, 2027
Hard Hat Show
NYS Fairgrounds

A NOTE FROM OUR PRESIDENT, DAVID RULE



Hello all,

I want to thank all who supported, attended, golfed, helped or donated items for the 13th Annual Golf Outing, on Friday, September 11, 2026, at Batavia Country Club. It was another successful event that allows us to award scholarships to our members children and grandchildren, We are already booked for next year - September 10th.

On September 29th, Maura Dibble and I attended the GLOW with your Hands at the Genesee County Fairgrounds. This event is sponsored by 75 vendors all having to do with the trades, including BOCES. Milton CAT, Land Pro, National Grid and National Fuel, OXBO, Oatka, Morton Salt, Veterinarians, Machine shops, Maple Association, Unions, Alfred State College and Community Colleges to name a few. Approximately 1200 students attended and were given hard hats and backpacks and were led by the volunteers from their schools to the 6 different areas. This event is meant to show these young adults some of the options available to them. We had a remote controlled excavator and dump truck with sand for them to try - some of them might become very good operators at some time!

As you will see in this newsletter, we have lost a longtime member and a friend. Norm always remained active in LICA, even driving to Jacksonville a year and a half ago to attend the National LICA convention. Norm usually had an opinion and was willing to share it, but he always stood up for what he thought was right. He was staunch supporter of LICA and he will be missed. *David Rule*



In Memory of Norman Ungermann Jr.

Longtime New York LICA member and past Board Member passed away on June 11, 2026.

Norm was born in Detroit, MI on April 24, 1943. His family moved to Cuba, NY in 1949, where he resided until he passed.

After graduating from Cuba Central School, he served in the US Army for 2 years, returning to work on the family farm.

In 1970 Norm started Ungermann Excavating, in 1990 his two children, Cindy and Cale joined him in the business.

Throughout his life, Norm was very involved in numerous civic organizations and received multiple awards, For many years, he was an Alleghany County Legislator. In his hometown he donated timeless hours for many projects and organizations. Norm was active member of the Cuba Lions Club, and had a hand in the Cuba Library expansion, the Flagpole project, the Veteran's Memorial, the Garlic Festival and the Lions Club steak & lobster bake.

In LICA, Norm was a New York LICA member for over 50 years, and served on the Board of Directors. In 1978 he received NY Contractor of the Year. He was Region 1 VP at the National LICA level and was awarded National Contractor of the Year in 1989. His last position at NYLICA was as Chairman of Safety Group #562.

Norm is survived by his children, Cindy (Bob) Gowiski, Cale (Laurie) Ungermann, nieces and nephews, grandchildren and great grandchildren

Memorials may be made to Cuba Lions Club, PO Box 183, Cuba, NY 14727 or to the Cuba Circulating Library, 39 East Main St, Cuba, NY 14727.

Safety Doesn't Happen by Accident • Stay Alert, Don't get Hurt

Thank you to all of our supporters and sponsors for the NYLICA 13th Annual Golf Outing

Outing Sponsors

MONROE TRACTOR

Gallagher

Lunch Sponsor

Infiltrator Water Technologies
Part of ADS

Beverage Cart Sponsors

AMERICAN NATIONAL

YASSES Trucking & Construction

Bloody Mary Sponsor

Milton CAT

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Five Star Equipment, Inc.
Gallagher Insurance
Carl & Donna Isbell
Jerry Biuso
Infiltrator Water Technologies
McIlroy Farms, LLC
Monroe Tractor
Milton CAT
National LICA
Nutrien Solutions
Prins Insurance
RKK, LLC
Scalia's Landscape
Siteworks, Inc.
The Print Shop
Wolfe Heavy Equipment
Ken & Janis Zittel



K&D Development & Bedroc General Development, LLC Teams



Gallagher Insurance Team #1



RKK, LLC Team



Crabby Cousins Team



Nutrien Team



3 Birdie Babes & 1 Stroker



The Birdie Bunch



Young Crabbs Team



Monroe Tractor Team



Gallagher Insurance Team #2



McIlroy Team #2



Milton CAT Team



Gallagher Insurance Tean #3



Baschmann Team



Linderman Team

Thank you to all our sponsors, supporters, golfers, members, volunteers and friends for your ongoing support for this golf outing for the past 13 years.

We couldn't do it without you and we appreciate each and everyone of you!

Monroe Tractor Promotes Brian Goldbach to Service Director



At Monroe Tractor, our promise to customers is simple: "We are here to keep you working." With that mission in mind, we are proud to announce the promotion of Brian Goldbach to Service Director.

Brian has spent the last three years leading the service team in Buffalo, where he played a key role in improving service operations, strengthening team performance, and enhancing the overall customer experience. Brian brings more than 20 years of management experience – including over a decade in the equipment dealership environment – with a background spanning parts operations and service department leadership.

In his new role as Service Director, Brian will work closely with each branch's service department and management team to help maximize efficiency and productivity. He will also focus on strengthening collaboration across all locations, building a more connected support system, and fostering a unified team environment to help each service department reach its full potential.

"I am most excited to work with and cultivate relationships with all of the different branches and service departments to gain more insight into the most important part of Monroe Tractor—its employees," said Brian. "From there, I want to help each service manager and service department reach their full potential, and hopefully do this while having some fun along the way."

"Brian has consistently demonstrated strong leadership, a deep commitment to our customers, and an ability to drive results," said Greg Downing, Operations Director. "We are confident that his experience, vision, and dedication will help take our service organization to the next level."

With 18 locations across New York State, Pennsylvania, Massachusetts, Connecticut, and Vermont, Monroe Tractor offers a full line of CASE construction equipment, Case IH agriculture equipment, Screen Machine, Wirtgen products, NPK demolition attachments, Talbert and Towmaster trailers, Alamo mowers, Kage and Arctic snow pushers, and Precision products to keep you on target.

Fall Virtual Committee Schedule

These meetings area an easy way to stay involved, hear what is happening across the organization, and take part in conversations. All LICA members are welcome to join. Meeting links will be shared with all members prior to each meeting.



October 22 - 7:00 pm - On-Site Waste Committee

October 27 - 7:00 pm - Conservation, Excavating, & Earthmoving Committee

October 29 - 7:00 pm - Bylaws/Long Term Planning Committee

November 3 - 7:00 pm - Convention/Membership Committee

November 5 - 7:00 pm - Water Management & Quality Committee

November 10 - 7:00 pm - Insurance & Safety Committee

November 12 - 7:00 pm - Legislative Committee

November 17 - 7:00 pm - Education & Technology Committee

November 19 - 7:00 pm - Executive Directors Committee

Glow with your Hands • September 29, 2026

1200 young people from 4 counties participate in hands-on demonstrations of various industries and companies

















National LICA

CONTRACTOR CONCIERGE

Connecting you to the programs and partners that move your business forward

HEAVY EQUIPMENT & FLEET

Caterpillar Machine & Attachment Association Discount Program

Equipment & attachment savings

- Member pricing on select Cat® compact equipment
- Trade Association discount program through Caterpillar
- Available through participating Cat dealers nationwide

National LICA | benefits@licanational.org

GM Fleet

Vehicle savings for LICA members

- Incentives up to $7,500 on select models
- Available on eligible Chevrolet, GMC, Buick, & Cadillac vehicles
- LICA membership certificate required prior to vehicle purchase
- Vehicles must be titled and registered in a business name

National LICA | benefits@licanational.org

How to Access These Benefits

Getting started is simple

- Contact the provider listed with each benefit
- Mention your LICA membership
- Reach out to National LICA for assistance

National LICA | benefits@licanational.org

SAFETY

The LICA Safety Portal

Safety & business online resource

- Safety programs & compliance documentation
- Contracts, HR forms, & operational templates
- Training videos & workforce tools

National LICA | safetyportal@licanational.org



PARTS & PURCHASING

ConEquip: Construction Equipment Parts

$100 parts credit for LICA members

- Dedicated Parts Specialist does the searching
- New, used & aftermarket parts
- Fast, reliable sourcing to minimize equipment downtime

ConEquip | (716) 427-7502

Petrocon National Purchasing Program

Discounted equipment parts, lubricants, & more

- Petrocon pricing on lubricants, tracks & parts
- 20–40% savings on select components
- Access to national supplier pricing through Petrocon

Petrocon | info@petrocon.org

INDUSTRY EDUCATION

ADMC Membership Discount

50% off ADMC contractor silver membership

- Industry networking & collaboration
- Advocacy in water management policy
- Education & training resources

Jeanne Hansen | jhansen@admcoalition.com

CDL: Entry-Level Driver Training (ELDT) Training Provider Resources

Bring CDL training in-house & reduce costs

- In-house ELDT training provider resources
- Reduce per-driver training expenses
- Eliminate third-party outsourcing costs

Caroline Krug | ckrug@licanational.org

The LICA Contractor



Quarterly publication featuring contractor stories, industry news & National LICA updates

- Contractor project features & industry highlights
- Legislative & legal updates impacting members
- Included with National LICA membership

Caroline Krug | ckrug@licanational.org

ADVOCACY

Legislative Landscape



Monitoring legislation impacting contractors

- Key federal policy updates affecting contractors
- Breaking down policy developments
- Sent via email & posted on LICANational.org

Brian Deery | legislative@licanational.org

EQUIPMENT MARKETPLACE & AUCTIONS

Equipment Auctions

Member-exclusive equipment auction program

- Four scheduled LICA member auction events annually
- Preferred member rates with no added fees
- Full-service support from listing to settlement

Tim Kipper | Tim.Kipper@bigiron.com

DPA Auctions

Turn idle equipment into value.

- 50% off DPA's standard seller fees
- Up to 5 free equipment appraisals per member
- Nationwide buyers, competitive bidding, & real-time valuations

Scan to enroll in the LICA/DPA member benefit.

Machinery Trader Marketing & Inventory Solutions

Promote your equipment & grow your online presence

- List, manage & promote equipment on Machinery Trader
- Sell your equipment for free on LICANational.org through the LICA Marketplace
- Build a professional website with flexible contractor-focused design options

Machinery Trader | 1-800-247-4898

TECHNOLOGY & OPERATIONS

busybusy

Time tracking & equipment management software

- 30% member discount for LICA contractors
- Track employee time, job costing, & daily reports
- Equipment tracking to improve project cost accuracy

busybusy | www.busybusy.com

ConX

Contractor workforce sharing network

- Connect with contractors to share skilled labor
- Fill short-term workforce needs quickly
- Improve scheduling flexibility & project capacity

ConX Support | support@conx-usa.com

Helix Wireless Discount

Potentially save 30–50% each month

- Access to all three major networks
- Dedicated account management
- Free calling to 80+ countries
- After 9 months, Helix will pay up to $325 of your dues directly to National LICA.

Mike Eliades | mike.eliades@helixwireless.co

Safety Footwear Program

15% Discount for LICA members

- 1-year warranty on Red Wing footwear
- Multiple purchasing options: online or in-store
- Free shipping

Brian Duerinck | Brian.Duerinck@redwingshoes.com

CONTRACTOR DISCOUNTS

The Big Switch Discount

5% Discount on Big Switch products

- USDA BioPreferred compost sediment filter
- Erosion/sediment control
- Stormwater management & slip repair

Joseph Greco | Joe@greco.tc

Clean Fire Member Discount

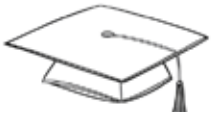
Improve engine performance & fuel efficiency

- $50 per case discount
- Clean Fire diesel fuel additive
- Reduced emissions & optimum performance

Clean Fire | cleanfiredist@gpcom.net

FUTURE GENERATIONS

National LICA Scholarships



Supporting the next generation of our industry

- Scholarship opportunities available through National LICA
- Application on LICANational.org

National LICA | 630-548-1984

National LICA

3080 Ogden Ave., Suite 107, Lisle, IL 60532

benefits@licanational.org | LICANational.org

BUSINESS & FINANCIAL SERVICES

Business Succession & Exit Planning

Strategic planning for contractor business transitions

- Free initial consultation
- Contingency planning and business continuation planning
- Key employee retention strategies

Greg Greco | greg@grecofinancial.com

Titanium Payments

Credit card processing solutions for contractors

- Competitive payment processing rates for members
- Simplified invoicing & payment solutions
- Reduce or offset credit card processing fees

Titanium Payments | support@titaniumpayments.com

World Insurance Programs

Insurance, employee benefits & workforce resources

- Commercial insurance coverage tailored for contractors
- Surety bonds, risk management, & claims advocacy support
- Employee benefits including retirement plans, health plans, & HR solutions
- LICA Wellbeing Resource Center: wellness, mental health, workforce resources.

Mike Coughlin | mikecoughlin@worldinsurance.com

NYLICA
3330 Pratt Road
Batavia, NY 14020

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How about a Winter Getaway?

Just think how nice Arizona will be the second week of February!

Room Reservations are available now at licanational.org

RESERVE EARLY - ROOMS FILL UP FAST!

More information from LICA National as we get closer.

