



Newsletter

April 27, 2020

Meeting: Jeff Dorrance

Greeter: Terry Hamlin

mycdbl.com

MISSION STATEMENT

Capital District Business Leaders enhance the growth of members' businesses by providing a forum for the exchange of business leads, products, and services. Our name represents excellence and respect for our clients, community and professions. We are committed to contributing back to the community.

VISITORS/ALTERNATES

Marissa, Alternate for Jordan Modiano, Express Employment Professionals

Mark Drobish, guest of and future alternate for Glenn Coyne, Don's Moving & Storage

ANNOUNCEMENTS

Jeff Dorrance of Premium Mortgage Corp. welcomed new member **Walter Guiles** of Tech Bridge and presented him with his CDBL name badge.

Dawn Morrison of Armida Rose Real Estate is launching a social media campaign to drum up more business.

Frank Paladino of RightComm announced a Colonie Chamber mixer at 110 Grill on Wed., May 3. Also on May 23 the Business Review will hold Cocktails & Connections, and there is a Saratoga Chamber event planned for June 15.

GOOD NEWS

Dan Fisk of Woodlawn Doors has landed his largest contract to date.

Frank Paladino is working on a project for an indoor pickleball facility in Latham.

WISH LIST

Jeff Dorrance is looking for mortgages and available properties.

Alan Baker of Creative Marketing Concepts is looking for companies that are putting together teams for walks and runs and are in need of T-shirts.

THANK YOU

Chuck Shank to John Hall, Ann MacAffer

Ann MacAffer to Chuck Shank

Frank Paladino to John Hall
Jeff Dorrance to Nick Marchese

COMMITTEE REPORTS

Treasurer's Report – Nick Marchese

All is good in the treasury. 2nd quarter invoices are out for those who pay quarterly. Please pay your dues promptly.

Leads – Frank Paladino

Lead of the Week – Frank Paladino

Leads have been a little light.

Frank will have the first quarter leads drawing next week.

Special Events –Will Berglund

Will welcomes ideas and suggestions for a 2nd quarter event.

Membership – Josh Jennings

No report.

Speakers/Greeters – Alan Baker

Contact Alan to sign up for open speaking and greeting dates.

2023 Second Quarter Schedule, To Date:

Please sign up to fill open speaking and greeting slots.

May 4th – Speaker – Terry Freeman & Dan Centi / Greeter – Jordan Modiano

May 11th – PAST PRESIDENT'S DAY / Greeter – Josh Jennings

May 18th – Speaker – Dawn Morrison / Greeter – Mike Corey

May 25th – Need Speaker / Need Greeter

June 1st – DONATION PRESENTATION / Need Greeter

June 8th – Speaker – Jordan Modiano / Need Greeter

June 15th – Speaker – Mike Corey / Greeter – Will Berglund

June 22nd – Speaker – Ken White / Need Greeter

June 29th – NO MEETING

Social Media – Nancy McKiernan

If you are active on social media, please like and share the weekly LinkedIn and Facebook posts featuring the week's presenter. Also check the CDBL website calendar for updates on networking events.

CDBL OPEN CATEGORIES

Caterer

Chiropractor

Event Planner

Florist

Interior Designer

IT Services

Jeweler

Limousine Service

Long Term Care

Public Relations

Sign Company
Title Insurance Company
Travel Agency
Water or Coffee Vendor
Web Designer

TODAY'S Speaker

Terry Hamlin Card Connects

Terry is part owner of Transaction Resources Inc., a company that does credit card processing for businesses and non-profit organizations.

Terry has been a CDBL member since 2005 and believes that you get out what you put in.

He was born in Cuba, NY, a farming community. His father was a principal of an Army school in Germany, but his parents moved back to the US before Terry was born. The family moved to the Capital Region in 71, where Terry attended Shenendehowa. After high school he went to Marist College and then transferred to Siena, where he graduated.

He worked in traditional banking for several years and learned the credit card processing business.

Terry left banking to work for First Data.

First Data was bought by venture capitalists in 2008 when the economy was bad. The company relied on individual sales organizations (ISOs). Terry and some partners started their own sales organization and grew it for 12 years.

Two years ago they decided to sell their business. First Data, who had the right of first refusal, opted to purchase the company.

In 2022 Terry and his partners bought another ISO, Transaction Resources, a company whose niche is ski resorts, and intend to grow the business. The company has an in-house service team. They are looking for opportunities to expand into other industries.

Merchants are protected from consumer disputed purchases only if it's an in-person chip read transaction. Apple Pay and tap cards do not offer merchants protection from disputes.

Merchants pass the cost of credit card processing on to customers.

Restaurants may upcharge for credit card payments but the policy needs to be posted. A credit card surcharge program is subject to more limitations than a discount program that offers a lower price for cash payment.

Cannabis outlets cannot accept credit cards, only debit cards or cash.

50-50 – Patsy Immediato - WINNER

Collected: \$18 Jackpot = \$148.50

ATTENDANCE (24 Members)

Members (19), Alternates (1), Guests (1)

Total Attendance (21)