



Newsletter

May 4, 2020

Meeting: Jeff Dorrance

Greeter:

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

Dan Centi - First National Bank of Scotia

ANNOUNCEMENTS

Terry Hamlin of Card Connects announced that there will be a ribbon cutting today at 11 am for Walter Guiles and TechBridge.

Ann MacAffer of CBRE announced that her company's 4 offices are combining under one umbrella organization. A name change is possible but Ann's contact information will remain the same.

Frank Paladino of RightComm LLC announced an upcoming Colonie Chamber day at the track on July 21, for members and non-members. They will also hold a day at the Joe.

Jeff Dorrance of Premium Mortgage Corporation reminded members on behalf of Josh Jennings about the TVOI Furniture Fiesta today from 4-6.

GOOD NEWS

Frank Paladino announced there will be a new pickleball club in Latham - 20,000 sf, 6 courts - which will hold tournaments and also have a food court and retail space. It's scheduled to open in July.

WISH LIST

Dawn Morrison of Armida Rose Realty is looking for residential listings.

Jeff Dorrance is looking for people who need mortgages.

THANK YOU

Terry Hamlin to Will Berglund, Dawn Morrison

Will Berglund to Terry Hamlin
Dawn Morrison to Will Berglund, Patsy Immediato, Chuck Shank
Ann MacAffer to Frank Paladino
Chuck Shank to Frank Paladino

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 – Yvonne Keefe

Frank did the drawing for the winner of the 1st quarter leads contest. The three top lead submitters in the 1st quarter were **Dawn Morrison, Chuck Shank and Frank Paladino. Dawn Morrison** won a \$50 gift card.

Special Events –Will Berglund

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

Membership – Josh Jennings

No report.

The board has been reviewing current members who have not been attending and will address.

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 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 Freeman, Dan Centi
First National Bank of Scotia

Dan Centi does commercial lending at First National.

It's important to know the market. Dan calls himself a road warrior and spends a lot of time meeting with clients. The bank services clients in the Capital Region, Adirondacks, Catskills, and more.

FNB is a small local bank.

As the Fed raises rates it affects borrowers' projects. The rate has had a big jump in the last year, which is worrying, but people are still doing business and construction continues.

FNB usually requires 20% equity as a down payment on commercial projects. Project fees go toward the down payment.

If a project is larger than FNB can handle alone, they frequently partner with other banks, so they can consider all size projects.

Restaurants in particular have a high risk factor.

Dan explained what is meant by a "run on a bank", which is when bank customers lose trust in a bank and withdraw their deposits, causing the bank to fail.

Recent bank failures like Silicon Bank were caused when they made risky investments and then customers pulled their money out of the bank.

Terry Freeman discussed some current scams to look out for.

Many scams prey on the elderly, who fear they will lose their independence.

Scams include threatening calls from someone claiming to be the IRS and grandparent scams where they pretend to be someone's grandchild.

If someone asks you to pay via gift cards or wire transfer, beware.

Funds paid by wire transfers usually can't be refunded in the event of a scam, but ACH transfers can.

Scammers frequently intercept emails from companies like National Grid, etc. If in doubt call the company at the number you have (not the number they gave you) to verify that it's coming from that company and not a scammer.

Don't provide any personal information to someone that you suspect may be a scammer.

For more information about banking, contact Terry Freeman.

518-612-8035

www.firstscotia.com

tafreeman@firstscotia.com

50-50 – Patsy Immediato - No Joker

Collected: \$8 Jackpot = \$4

ATTENDANCE (24 Members)

Members (15), Alternates (-), Guests (1)

Total Attendance (16)