



Newsletter

May 25, 2020

Meeting: Jeff Dorrance

Greeter: Jordan Modiano

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

ANNOUNCEMENTS

Jeff Dorrance of Premium Mortgage Corp. thanked CDBL members for voting for the 2nd quarter charity donation, which was awarded to the Alzheimer's Association. **Alan Baker** will reach out to his contact to set up an award presentation for the June 1 meeting.

Frank Paladino of RightComm LLC announced the Colonie Chamber Day at the Joe on May 31st. It starts at 10 am.

Ann MacAffer of CBRE is back from Vegas. She reports that the retail vacancy rate is now below 5%.

Jordan Modiano of Express Employment Professionals recommended a book he recently read, *The Wisdom of the Bullfrog*, by retired Navy Seal Admiral William H. McRaven.

GOOD NEWS

Andy O'Reilly of Securitas announced that one of his sons is expecting a baby and moving back to this area, and another son is getting married.

Dawn Morrison has a new listing in Scotia that will hit the market in 1-2 weeks.

Terry Hamlin announced that a new gun shop is opening in Scotia. Terry knows the owner.

Ken White of UBS attended the PGA first round in Rochester last week and enjoyed the well-run event.

WISH LIST

Frank Paladino is in search of tickets to the Taylor Swift concert in NJ this weekend.

Dawn Morrison wants more listings.

Ann MacAffer is looking for a good-sized residential developer for a project to build 264 market-rate apartments and 90 condos. All is approved and the infrastructure is in.

Jordan Modiano has 2 controllers looking for work.

Nick Marchese of Marchese & Espey CPAs is looking for a controller with construction experience.

THANK YOU'S

Terry Hamlin to Patsy Immediato

Dawn Morrison to John Hall, Jordan Modiano, Patsy Immediato

Jordan Modiano to Dawn Morrison, Terry Freeman

Frank Paladino to Terry Hamlin

COMMITTEE REPORTS

Treasurer's Report – Nick Marchese

Please pay your 2nd quarter dues if you haven't already. They are now past due.

Leads – Frank Paladino

Lead of the Week - **Dawn Morrison**

Special Events –Will Berglund

Will is working on a June event.

Membership – Josh Jennings

We have no new membership applications.

Jeff has reached out to Matt Clarke regarding his membership and has had no response, so he will no longer be a member.

Speakers/Greeters – Alan Baker

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

2023 Schedule:

2nd Quarter -

June 1st – DONATION PRESENTATION / Greeter – Nancy McKiernan

June 8th – Guest Speaker – Sarah Galusha / Greeter – Glenn Coyne

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

June 22nd – Speaker – Ken White / Greeter – Terry Hamlin

June 29th – NO MEETING

3rd Quarter –

July 6th – Need Speaker and Greeter

July 13th – Need Speaker and Greeter

July 20th – Need Speaker and Greeter

July 27th – Need Speaker and Greeter

August 3rd – Need Speaker and Greeter

August 10th – Need Speaker and Greeter

August 17th – Need Speaker and Greeter

August 24th – Need Speaker and Greeter

August 31st – NO MEETING

September 7th – DONATION PRESENTATION / Need Greeter

September 14th – Need Speaker and Greeter

September 21st – Need Speaker and Greeter

September 28th – Need Speaker and Greeter

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

Walter Guiles

TechBridge Group LLC

Walter is from Voorheesville and attended HVCC and SUNY Oswego for accounting and economics, He received his MBA from SUNY Albany.

His first job was in accounting but he realized he didn't really want to work in accounting, so he started doing computer work. He was then hired by a computer company that had very poor customer service. He knew he could do better so he started his own company.

In the beginning he spent a lot of time cold calling. It took 8 to 10 years and a lot of time and effort to build the business.

When he started his business in '93 he worked in DOS and there wasn't much in the way of security or compliance.

Today, security and compliance are a big part of IT services, and it's very complicated.

In '93 a typical PC had 2MB ram, a 120 MB hard drive and ran on DOS. There was no mouse and it would have cost around \$2000.

Storage devices went from 5.25" floppy disks to 3.5" floppies, then DVDs and now thumb drives. Platter drives still exist and can hold 22 terabytes.

SSD drives have no moving parts and can store up to 100 TB. They are very expensive.

Today's smartphones are more powerful than the computers that was used in Apollo 11 to put a man on the moon.

TechBridge provides security and compliance for all types of clients.

MFA is Multi Factor Authentication. It's better to have a weak password with MFA than a strong password without it.

People are the #1 cause of computer security issues, because we now use computers to do more.

Security tools include

Firewalls - they can shut down a computer and alert tech people in case of security issues

Patches - keeping software up to date

Probes - watching equipment and alert if there's a problem

Managed detection & response

MDM = Mobile Device Management

Techbridge's strategy is to watch, learn and prepare.

Informed clients are better able to avoid security breaches.

TechBridge serves clients with from 5 to 200 endpoints. Each device is considered an endpoint.

TechBridge works with vendors for major cabling.

Be careful if you use LastPass. If someone breaks into your LastPass account they will have access to all of your passwords. Don't reuse passwords.

Tech Bridge serves the Capital Region and the greater Adirondacks.

For more information on IT services, contact Walter.

Walter R. Guiles, MBA, Owner

TechBridge Group LLC

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518-820-8480 - 518-424-0848

walterg@techbridgegroup.com

50-50 – Terry Hamlin - No Joker

Collected: \$24 Jackpot = \$23.50

ATTENDANCE (24 Members)

Members (18), Alternates (1), Guests (-)

Total Attendance (18)