



Newsletter

February 1, 2024

Meeting: Teresa Freeman, President

Greeter: Walter Guiles

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

Dawn Morrison of Armida Rose Realty announced that her Greenwich listing was under contract in 8 days.

Frank Paladino of RightComm LLC announced the Colonie Chamber annual dinner being held tonight at 5:30 at the Century House.

Terry Freeman of 1st National Bank of Scotia announced that Josh Jennings' dad is currently in the ICU and it would be a good time to reach out to Josh to check in and offer support.

Jeff Dorrance of Premium Mortgage Corp. is back from Jamaica. He got 5 contracts while he was there and January has been a good month for closings.

GOOD NEWS

Alan Baker of Creative Marketing Concepts reports that he has sent the paperwork to get his license reinstated to DMV and hopefully he will be back behind the wheel soon. He thanked Jeff for driving him to meetings for the past few months.

Ann MacAffer of CBRE is showing properties to a new grocery outlet that's coming to the area. In addition two new Trader Joe's will be opening locally.

WISH LIST

Alan Baker provided a flier featuring umbrellas, which are a good promotional item due to their value and longevity. Alan is currently looking for companies that need promotional items for upcoming trade shows and conferences.

Jordan Modiano of Express Employment Professionals is looking for companies who need office and admin help. Quad Graphics is closing in Saratoga so Jordan also needs clients looking for warehouse workers in the Saratoga area.

THANK YOU

Terry Freeman to Terry Hamlin

Jeff Dorrance to Frank Paladino

Jordan Modiano to Walter Guiles

Nick Marchese to Walter Guiles

Terry Freeman to Walter Guiles for presiding last week and greeting today.

COMMITTEE REPORTS

Treasurer's Report – Nick Marchese

Please pay your first quarter dues promptly so Nick doesn't need to send out past due notices.

Leads – Frank Paladino

Lead of the Week - **Nancy McKiernan**

Special Events –Will Berglund

Will is looking for suggestions for a first quarter event, possibly doing charitable work. Please email or call Will with your ideas.

Membership – Josh Jennings

2nd announcement that we have received a membership application from David Piscitella of Paylocity. Dave is a former member of CDBL and would fill the open payroll services category. The application is included with the newsletter for review. The vote will take place next week.

Speakers/Greeters – Alan Baker

Contact Alan to sign up for open speaking and greeting dates for 2024.

1st Quarter:

February 8th – Ann MacAffer - Speaker, Terry Hamlin - Greeter

February 15th – Jordan Modiano -

February 22nd – NO MEETING

February 29th - NO MEETING

March 7th – Need Speaker & Greeter

March 14th – Need Speaker & Greeter

March 21st – Need Speaker & Greeter

March 28th – NO MEETING

Social Media – Nancy McKiernan

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

<https://www.facebook.com/CapitalDistrictBusinessLeaders?mibextid=ZbWKwL>

<https://www.linkedin.com/company/cdbl--capital-district-business-leaders/>

CDBL OPEN CATEGORIES

Architect

Caterer

Chiropractor

Document Destruction

Event Planner

Florist
Hotel/Hospitality
Interior Designer
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

Transaction Resources

Terry is married and has two adult daughters who live and work in the Boston area. He graduated from Siena College with a degree in marketing management and went into banking, starting at Marine Midland. He acquired a lot of experience in electronic banking and after over 13 years in banking he went to work for First Data Merchant Services as a sales rep. In 2008 Terry and his partners from First Data created the ISO Merchant Pro Express, which they operated successfully for ten years. Four years ago another company offered to buy MPX, but First Data exercised its right of first refusal and bought the company, attaching it to Card Connects.

About a year and a half ago, Terry and partners bought Transaction Resources, a Vermont based company when their owners were retiring, and they are currently working on growing the business.

Terry said there have been big changes in credit card processing.

Many businesses are offering cash discounts or adding service charges for credit card transactions due to the fees. NY has ruled that businesses must post the percent of the credit card charge.

Credit card use is increasing.

The business has many moving parts and proprietary equipment makes it more complicated. Good leads for Terry are businesses anywhere in the US, from fast food chains to flea market vendors.

For more information contact Terry.

Transaction Resources

518-813-3128

thamlin@cardconnectpartners.com

www.transactionresources.com

50-50 – Terry Freeman - No Joker

Collected: \$15 Jackpot = \$15+

ATTENDANCE (21 Members)

Members (13). Alternates (1). Guests (-)

Total Attendance (13)