



Newsletter

April 18, 2024

Meeting: Walter Guiles, Vice President

Greeter: Nancy McKiernan

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

Todd Greive, Alternate - First National Bank of Scotia

ANNOUNCEMENTS

Dawn Morrison of Armida Rose Realty had another closing last Friday in Greenwich.

Matt Clarke of OneDigital is playing several hockey games on two different teams in the Capital Cup next week.

Frank Paladino announced that the Colonie Chamber track day will be July 12th. Save the date; Frank will be sending out details.

GOOD NEWS

Nick Marchese of Marchese & Espey CPAs is happy that tax season is over. He says they had their best tax season ever.

Jordan Modiano of Express Employment Professionals fired a client last week and said it was a good move.

Frank Paladino of RightComm LLC reports that the Colonie Chamber mixer at Buca di Beppo was a good one. The next one will be at Druthers in Clifton Park, a joint event with the Saratoga Chamber. Also Frank and **Walter Guiles** of TechBridge did an install last week with a new client. Josh Jennings of Tech Valley Office Interiors announced that the Furniture Fiesta has 70 rsvps to date. The event will feature 16 vendors.

Ann MacAffer of CBRE is back from a conference in Nashville. She says that the industrial market has slowed except for solar/alternate energy and chip manufacturing.

WISH LIST

Jordan Modiano is looking for jobs and employees in all administrative roles.

Dawn Morrison is looking for real estate sellers and buyers.
Frank Paladino is looking for new businesses and franchises.
Ann MacAffer has a former Mr. Subb site available on Paulding Ave. in Troy.
Mike Corey of LeChase Construction is looking for contacts in manufacturing.

THANK YOU'S

Terry Hamlin to Patsy Immediato, x2
Ann MacAffer to Patsy Immediato
Chuck Shank to Josh Jennings, Ann MacAffer
Frank Paladino to Walter Guiles
Matt Clarke to Nick Marchese
Walter Guiles to Nancy McKiernan, Andy O'Reilly
Josh Jennings to Chuck Shank

COMMITTEE REPORTS

Treasurer's Report – Nick Marchese

Nick will be sending out invoices for 2nd quarter dues. Please send checks promptly.

Leads – Frank Paladino

Lead of the Week - **Andy O'Reilly**

Special Events –Will Berglund

Will is looking for any suggestions for the second quarter and is thinking of planning a happy hour at an outside venue, perhaps Druthers in Clifton Park. If you have any suggestions please pass them along to Will.

Membership – Josh Jennings

There are no new membership applications.

Speakers/Greeters – Alan Baker

Contact Alan to sign up for open speaking and greeting dates for 2024. The 2nd quarter is filled.
Please note that due to the weather cancellation on April 4, we will be meeting on April 25th instead.

2nd Quarter:

April 25th- Speaker – Dave Piscitella / Greeter – Jeff Dorrance
May 2nd – Speaker – Andy O'Reilly / Greeter – Davis Moeckel
May 9th – Speaker – Davis Moeckel / Greeter – Jordan Modiano
May 16th – Speaker – Terry Hamlin* / Greeter – Dave Piscitella **Tentative*
June 6th – Speaker – Frank Paladino / Greeter – Dawn Morrison
June 13th – Speaker – Josh Jennings / Greeter – Andy O'Reilly
June 20th – Speaker – Jordan Modiano / Greeter – Will Berglund

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 Oncore Payments

Terry's former business, Transaction Resources, still exists and is part of OnCore.

They are currently adding more tech pieces to the company; more point-of-sale and ecommerce. They provide more options for their clients.

In the two years Terry and his partners have had the new company, they have doubled the company's value, with growth across the board.

The company is headquartered in Williston, VT. The original owners developed software solutions for ski resorts. Transaction Resources brought in their agents and a diverse portfolio of clients and industries.

First Data bought Terry's former company, which became Card Connect. The customer service deteriorated under First Data, and Terry began migrating clients to their new company.

Some businesses are going cashless.

Businesses can either add surcharges for credit card payments or offer discounts for those paying cash. They are avoiding absorbing the fees charged by processors and are passing the fees to consumers by building the fees into the cost of service.

Businesses can't do surcharges or cash discounts when customers use debit cards, because they are processed differently.

Merchants are able to set tipping options with credit card payments.

Chip read cards are more secure than swiping.

Cards that you can tap to pay can be risky because some people have near field readers that can pick up your credit card information when they are near you.

Certain wallets can protect your card from being read by devices and AAA also has protective sleeves available.

Apple Pay is not chip read and thus not protected.

When Terry was a banker he had a customer whose debit card stopped working after a few times. This would happen every time they issued her a new debit card. Terry figured out that her eel skin wallet had electrical properties that rendered the debit cards not usable.

Terry said you shouldn't use a debit card to buy anything - use a credit card instead. Banks can reimburse you for phony credit card charges.

50-50 – Walter Guiles - No Joker

Collected: \$18 Jackpot = \$63.00 +

ATTENDANCE (21 Members)

Members (16), Alternates (1), Guests (-)

Total Attendance (16)