



Newsletter

April 25, 2024

Meeting: Terry Freeman, President

Greeter: Jeff Dorrance

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

Ann MacAffer of CBRE will be at the CIRA Marketing meeting next Thursday from 8:30 - 10 am at 500 Federal St. CDBL members are welcome to stop in.

She also gave an update that the address of Chuck Shank's new Smith Brothers Insurance office is 14 Columbia Circle, Albany.

Frank Paladino of RightComm LLC announced that there will be a joint mixer with the Colonie and Saratoga chambers next Thursday at Druthers in Clifton Park.

Matt Clarke of OneDigital announced the Rensselaer County Chamber's Dinner with a Twist next Thursday evening, 5:30 pm at Franklin Plaza. It will feature a business expo and food.

Josh Jennings of Tech Valley Office Interiors issued a reminder for the TVOI Furniture Fiesta being held on Thur. May 2, starting at 4 pm. Stop in for happy hour.

Terry Hamlin of OnCore saw former member Scott Schroeder recently. Scott says hi and is soon to be a grandfather.

Jeff Dorrance of Premium Mortgage Corp announced a vendor fair being held in Green Island by the American Legion to benefit the Relay for Life.

Jordan Modiano announced the Albany Firebirds will have their opening game on Saturday.

Terry Freeman of First National Bank of Scotia thanked **Will Berglund** of O'Connell & Aronowitz for amending the CDBL by-laws. Will has emailed the updated by-laws out to everyone. Please review them and the members will vote on them next week.

GOOD NEWS

WISH LIST

Terry Freeman of 1st National Bank of Scotia is looking for sponsors for a golf outing to benefit the Community Caregivers, a volunteer organization that helps elderly people stay in their homes, and provide transportation to appointments, shopping, etc. See Terry if you'd like to be a sponsor at any level

THANK YOU'S

Dawn Morrison to Matt Clark, Dave Piscitella
Nick Marchese to Dawn Morrison, Jeff Dorrance
Andy O'Reilly to Walter Guiles
Jordan Modiano to Walter Guiles
Frank Paladino to Mike Corey
Mike Corey to Frank Paladino

COMMITTEE REPORTS

Treasurer's Report – Nick Marchese

2nd quarter dues invoices are out. Please send checks promptly.

Leads – Frank Paladino

Lead of the Week - **Josh Jennings**

Special Events –Will Berglund

Will is starting to plan a happy hour at an outside venue. Druthers in Clifton Park has been suggested. If you have any other ideas 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:

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

David Pliscitella
Paylocity

Dave has worked in payroll service/HR for 20 years and was an accountant for 6 years. He worked for Paychex for 16 years as a sales rep and then manager. He briefly left Paychex to work for ADP but returned to Paychex to work in their HR services department. In May of 2023 Dave went to Paylocity. The company originated in 1997 in Chicago with a focus on upmarkets - 50- 1000 employees - but seeing a need they began penetrating the small business market. The company currently has 6000 employees and 37000 clients.

Dave was one of the first reps in the upstate NY small business market. He works with CPA. One hurdle for Paylocity is achieving name recognition so Dave works to educate CPAs about Paylocity's tech services.

They "stay in their lane" meaning they concentrate on their tech and payroll services and do not offer health insurance or 401k programs.

They offer built in integration with partners who do offer these services.

Paylocity's strength is their technology offerings. Their apps eliminate paper processes and redundancy, which also reduces the opportunity for errors and is more efficient

Another strength is the customer service. Paylocity has teams of 6-7 reps with a team leader. Their support is US based and not outsourced.

Paylocity bills companies per employee, per month regardless of the company's pay schedule. Any discounts stick throughout the length of service.

Services include time & labor, phone employee punch in with geofencing, HR Edge, a lite HR product that helps employees create job descriptions, training and employee handbooks, On

Demand payroll which enables employees to take up to 90% of their wages before payday, and an expense report management app.

Companies are looking for streamlined HR processes and ways to attract and maintain employees.

Trends include remote work, which enables companies to recruit talent from outside their zip code, and job sharing, which is when 2 or more part time employees work to fill 1 full time position.

Paylocity can also help employers with 1099 employees.

Dave covers a large geographical area in upstate NY and checks in on his clients regularly.

For more information contact Dave:

David Piscitella

Paylocity

501 Broadway, Apt. 417

Troy, NY 12180

518-944-5707

dpiscitella@paylocity.com

Paylocity.com

50-50 – No Joker

Collected: \$19 Jackpot = \$72.50 +

ATTENDANCE (21 Members)

Members (17), Alternates (-), Guests (-)

Total Attendance (17)