



# Newsletter

**August 14, 2025**

Meeting: Walter Guiles

Greeter: Jeff Dorrance

[mycdbl.com](http://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**

**Eddie Kosek**, Tech Valley Office Interiors

Alternate for **Josh Jennings**

## **ANNOUNCEMENTS**

**Jeff Dorrance** of Premium Mortgage Corp. announced the Troy Pigout being held this Sunday from 1 to 5 pm. Jeff is a music sponsor. Stop by for food, drink and entertainment.

**Dawn Morrison** of Armida Rose has a closing at the end of the month. Also, if you have wasp or bee problems, the best time to remove the nest is early spring or late fall, when they are not as active.

**Jordan Modiano** of Express Employment Professionals has gotten a name brand driver, Keith McGee, to participate in the Race for Autism on Sept. 5. Keith is a US Air Force vet. Jordan also thanked Terry Hamlin for a donation to the race.

**Walter Guiles** of TechBridge Group reports that AOL is ending its dialup service.

## **GOOD NEWS**

**Jeff Dorrance** announced that year to date his numbers have surpassed 2022 and 2023 combined. He would like to speak with anyone who is looking to purchase real estate.

## **WISH LIST**

**Dawn Morrison** is looking for residential listings and says it's time to get ready for fall.

## **THANK YOU**

Walter Guiles thanked Jeff Dorrance for greeting today.

## **COMMITTEE REPORTS**

### **Treasurer's Report – Nick Marchese**

No report.

### **Leads – Frank Paladino**

Lead of the Week - **No report.**

### **Special Events –Will Berglund**

No report.

### **Membership – Josh Jennings**

No report.

### **Speakers/Greeters – Davis Moeckel**

Aug. 21 - **One on Ones**

Aug. 28 - NO MEETING

Sept. 4 - Davis Moeckel, Speaker - Jordan Modiano, Greeter

Sept. 11 - Andy O'Reilly, Speaker - **Need Greeter**

Sept. 18 - Terry Hamlin, Speaker & Greeter

Sept. 25 - **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.

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

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

## **CDBL OPEN CATEGORIES**

Advertising

Architect

Caterer

Document Destruction

Event Planner

Florist

Healthcare

Interior Designer

Jeweler

Limousine Service

Long Term Care

Office Supply

Promotional Items

Sign Company

Title Insurance

Water/Coffee Vendor

Web Designer

## **TODAY'S SPEAKER**

**David Piscitella**

**Paylocity**

Dave is Mets fan and also a Vikings fan.

He likes staying active and works out at Orange Theory. He is an avid golfer and is going to England on a golf trip next year. He also skis in winter.

Dave was an accountant for six years. In 204 he joined Paychex and worked there for around 16 years, as a manager and in HR. He was with ADP for two years and then moved to Paylocity, where he has been for the last three years.

Today Dave discussed challenges that businesses are facing, which happen to be the same challenges they were facing five years ago:

The first challenge is in acquiring and retaining good employees. Retention is critical to a business' efficiency. High turnover lowers efficiency.

Since the pandemic, employees want more flexibility in their jobs, and want career development opportunities.

The second challenge is compliance. Keeping data safe and ensuring compliance is crucial to a business. NY State now requires businesses with 10 or more employees to make a retirement plan available to them.

The third challenge is technology and automation. Dave used the term "software sprawl" to describe a situation where businesses use a variety of different software programs that don't talk to each other, creating inefficiency.

Another challenge is providing a positive workplace culture. Employee handbooks and training are critical for attracting and retaining good employees. In a good employee culture, workers are engaged and have a sense of purpose.

The final challenge is understanding where the business is financially to help it be more strategic in planning and decision making.

Paylocity is a payroll company that can cover HR tasks using technology to recruit and onboard employees and also track and document employee information.

Paylocity uses the same scalable technology for small businesses and those up to 500 employees.

Paylocity can push job listings out, manage candidates and keep them engaged.

Onboarding tools utilize text messaging and email to send out onboarding documents, welcome videos and training materials.

Paylocity's flex pay program allows employees to access up to 70% of their earned pay before payday.

Paylocity features an e-filing cabinet to help with record keeping and keep data secure.

They have HR professionals available to help out with reporting.

Technology is Paylocity's bread and butter. They also partner with brokers to help businesses with 401k and health insurance programs, which are integrated into Paylocity's tech offering.

For more information contact Dave:

**Paylocity**

501 Broadway, Apt. 417, Troy, NY 12180

David Piscitella  
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Paylocity.com

**50-50 - Walter Guiles - No Joker**

Collected: \$14 - Jackpot = \$7.00

**ATTENDANCE (19 Members)**

Members (10), Alternates (1), Guests (-)

Total Attendance (11)