



Newsletter

April 16, 2026

Meeting: Dylan Mirarchi, Vice President

Greeter:

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 everyone for their donations, which surpassed the \$5300 mark. Also Jeff announced a Chili Cookoff being held Saturday from 2-5 at the Green Island American Legion. Premium is a sponsor. Jeff will also be guest bartender on the 22nd, 5-7 pm at the Arsenal Reserve to benefit Blood Cancer United's Visionary of the Year Campaign for Matt Stonesifer.

GOOD NEWS

Dawn Morrison of Armida Rose Realty had a closing on the largest sale of her career, thanks to a lead from Patsy Immediato.

David Piscitella of ADP announced that they have saved one of their clients \$57,000 this year in insurance costs.

WISH LIST

Dawn Morrison is looking for residential listings.

THANK YOUS

Terry Hamlin to Patsy Immediato, Dawn Morrison, Chuck Shank

Jordan Modiano to Jeff Dorrance

Dawn Morrison to Dylan Mirarchi, Patsy Immediato

COMMITTEE REPORTS

Treasurer's Report – Nick Marchese

Nick will be sending out invoices for 2nd quarter dues.

Leads – Will Berglund

Lead of the Week - **Terry Hamlin**

Special Events –Frank Paladino

No report.

Membership – Josh Jennings

Rachel Chick of Pure Water Systems has submitted an application and is in week two of the acceptance process. She will mail the application fee. Her application is being included with the newsletter for member review. Voting will take place via email since our next meeting is not until May 7.

Speakers/Greeters – Davis Moeckel

No report.

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

Terry Hamlin

OnCore, Transaction Resources Inc.

Transaction Resources is based in Williston, VT. Terry and his partners purchased the 25 year old company a few years ago. Originally the company specialized in point-of-sale systems for ski resorts nationally. They still have some ski resort clients, but Terry said that three big companies now own most of the ski resorts in the country.

Terry's been in banking since '85. At that time some merchants were still using the old "knucklebuster" credit card processing devices, where it took two weeks for them to get their money.

Since then there have been many changes, including using your phone and Venmo for making payments. Although many changes are positive, there are some negative developments. Most credit card processing today uses proprietary technology, which requires clients to use the credit card processing company's hardware and software. If a client wants to switch companies, they're stuck with the old company's equipment. Processing companies offer a 3-4 year contract and the equipment is leased. It's important to read the contract before signing. Unhappy clients can contact the state banking department to file a complaint. On the personal side, Terry has two grown daughters. One is getting married in June. Terry's mother is turning 90 soon and his wife is retired. Terry discussed restaurants that offer discounts or surcharges based on whether the customer pays by cash or credit. In NYS, restaurants must show the price including the credit card surcharge, or they can be fined \$500 per incident. Most customers today are not paying by cash, but all businesses must accept it as payment or offer preloaded cash cards. Cannabis dispensaries are cash businesses and are targets for robberies. They can accept credit cards as payment. Liquor stores are being affected by cannabis sales as less people are drinking these days. Merchants should treat debit cards the same as cash, i.e. no surcharge. Merchants pay varying fees for credit card transactions. At one time American Express was charging merchants a higher fee than other credit cards, but have lowered it to stay competitive. One way or another, the fees eventually get passed to the consumer. Terry can help businesses of any size who need credit card processing solutions. For more information contact Terry.

OnCore Payment Technologies

Terry Hamlin

518-813-3128

thamlin@payoncore.com

payoncore.com

50-50

Walter Guiles - No joker

Collected: \$9 - Jackpot = \$149.00

ATTENDANCE (18 Members)

Members (15), Alternates (-), Guests (-)

Total Attendance (15)