



Newsletter

June 18, 2026

Meeting: Dylan Mirarchi, Vice President

Greeter: Rachel Chick

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

Frank Paladino of RightComm LLC announced the Colonie Chamber's next mixer will be July 1 at the Scarlet Knife in Latham. They will also hold their Day at the Track on July 10.

Walter Guiles of TechBridge Group announced that we will not have a meeting the first week of July, and he will make sure the restaurant is aware of our schedule.

Rachel Chick of Saratoga Pure Water is involved with the Siro's Cup fundraiser for the Center for Disability Services on July 8, and has tickets available.

GOOD NEWS

Jordan Modiano of Express Employment Professionals announced that 72 golfers participated in the recent Racers 4 Autism golf tournament. Planning is underway for next year's tournament. There will be a discounted rate for anyone who signs up before September's Racers 4 Autism race.

WISH LIST

Jordan Modiano is looking for companies that need administrative staff.

THANK YOUS

Walter Guiles to Frank Paladino, Rachel Chick

Frank Paladino to Walter Guiles

Dylan Mirarchi to Nick Marchese

COMMITTEE REPORTS

Treasurer's Report – Nick Marchese

Invoices for the 3rd quarter are out.

Leads – Will Berglund

Lead of the Week - **No report**

Special Events –Frank Paladino

Frank has sent out an email with event possibilities and is getting feedback. The options are a June 24 comedy show or a wine tasting on July 15th or 16th.

Membership – Josh Jennings

No new applications have been received.

Speakers/Greeters – Davis Moeckel

June 25th - **NO MEETING**

July 2 - **NO MEETING**

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
Web Designer

TODAY'S SPEAKER

David Piscitella

ADP

Dave has been in the payroll industry for over 20 years. He started with Paychex as a manager of HR services. He also worked for Paylocity for one and a half years.

He is now with ADP, incorporating all of his prior experience in their PEO division. A PEO is a Professional Employer Organization. Companies can outsource their payroll, compliance, risk management and compliance using a PEO.

ADP and customer companies share risk when they use a PEO. The PEO becomes the company's back office, providing benefits, and HR functions.

Dave's market is companies with 10 to 50 employees.

Companies use PEOs to

- Reduce compliance risk and exposure

- Access Fortune 500 benefits
- Reduce administrative burden
- Improve onboarding experience
- Have a scalable HR infrastructure

PEOs improve employee retention and help companies grow faster.

David's role is to educate businesses about PEOs in upstate NY.

Business hires and fires are managed by the PEO but the PEO does not run the business.

Some industries are not appropriate for PEOs because they are high risk - for example roofing companies.

ADP has 760,000 employees in their PEO and are the third largest employer. Competing PEOs are Asperity and Trimet.

ADP PEOs provide OSHA safety consultation and advanced technology.

The #1 driver for companies to use PEOs is increasing health insurance rates. CDPHP is up 22% this year. With PEOs the yearly increase is lower.

Health insurance rates go up because of health insurance costs and usage increasing yearly, delayed care due to covid, use of specialized drugs such as GLP1s, cancer and autoimmune diseases, and people living longer.

NY state health care costs are higher.

Companies with over 100 employees have higher negotiating power. PEOs can save companies 30% of health insurance.

Dave has a long sales cycle with PEOs. First he evaluates the business to see if they qualify for health benefits with a risk test. If they are eligible, he will do a 20 minute meeting to evaluate how much the business would save by using a PEO.

Once a company is in a PEO, they can stay in unless they fail to comply with PEO recommendations.

For more information contact Dave -

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David Piscitella

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ADP.com

50-50

- No joker

Collected: \$8 - Jackpot = \$182.00

ATTENDANCE (19 Members)

Members (11) Alternates (-). Guests (-)

Total Attendance (11)