



Newsletter

September 3, 2026

Meeting: Ann MacAffer 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

Ann MacAffer of CBRE thanked **Frank Paladino** of RightComm LLC and his wife for his hosting our recent wine tasting event.

Jordan Modiano of Express Employment Professionals announced the Racers4Autism race that is being held tomorrow, Sept. 4 and thanked **Frank Paladino** for his sponsorship of the event.

Jeff Dorrance of Premium Mortgage Corp. thanked everyone who came to their track event last week. Jeff is leaving for Australia this evening to see a Rams vs 49ers game in Melbourne.

GOOD NEWS

Ann MacAffer of CBRE has closed a sacred deal for a 51,000 ft build to suit, state of the art building at Century Hill Plaza for Bank of America. Bette is starting the building now. Ann also won some money at the track recently on a horse that she has a part ownership in.

Walter Guiles of TechBridge Group announced that his daughter was chosen as captain of her volleyball team.

WISH LIST

Ann MacAffer is looking for more empty drugstore buildings.

David Piscitella of ADP is looking for companies and professional firms with under 100 employees that need help understanding insurance plans and finding out how they can save money.

THANK YOUS

Frank Paladino to Patsy Immediato

Terry Hamlin to Patsy Immediato

Patsy Immediato to Dylan Mirarchi
Will Berglund to Terry Hamlin
Frank Paladino to Ann MacAffer

COMMITTEE REPORTS

Treasurer's Report – Nick Marchese

All is good.

Leads – Will Berglund

Lead of the Week - **Frank Paladino**

Please remember to submit your leads.

Special Events –Frank Paladino

Frank will be working on a fall event.

Membership – Josh Jennings

No new applications have been received.

Speakers/Greeters – Davis Moeckel

Sept. 10 Need speaker

Sept. 17 Need speaker

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

Sean Howley

1st National Bank of Scotia

Sean shared some stories that involved some common scams that we need to be aware of. Last year there was a national scamming group that was targeting businesses that had received PPP loans during the pandemic. Those companies' information is public knowledge. The

scammers were able to spoof the 1st National phone number and called clients, asking them to call back with their online bank username. Using that information, the scammers could then have the reset password link sent to them, enabling them to change the client's account username and password. 1st National was able to stop the scammers from accessing the client accounts, which were all targeted at the same time on a Friday afternoon. EFT transferred money is usually almost impossible to get back, which is why banking with a community bank can be safer than with a Wall St. bank.

In another scam, a customer who was sending a large payment to an existing vendor got a call from that vendor saying they had a new account number and to send the payment to the new account. Fortunately the vendor called the client and let them know that they did not actually have a different account number. The bank was able to retrieve the funds before they went into the scammer's account, saving the client a \$40,000 loss.

ACH transactions are considered final but reversal transactions can be submitted.

Larger banks typically will not provide the reversal transaction for a client because there's not a lot of incentive for them to do so for a transaction under \$250,000.

Some scammers have massive attacks where they are able to guess the last 4 digits of an account number and the code. The banks use monitoring and alert systems to prevent this type of scam.

1st National Bank of Scotia works with their clients to provide solutions when problems arise.

A good referral for Sean is anyone who has concerns about the security of their accounts with larger banks.

For more information contact Sean:

1st National Bank of Scotia

Scotia Office

201 Mohawk Ave.

Scotia, NY 12302

Community bank offering low fixed loan rates, checking and savings, money markets and certificate of deposit accounts. Member FDIC and equal housing lender.

Sean P Howley

Sr. Business Banking Specialist

518-370-8010

www.firstscotia.com

sphowley@firstscotia.com

50-50

Terry Hamlin - No joker

Collected: \$11 - Jackpot = \$225.50

ATTENDANCE (19 Members)

Members (16) Alternates (-). Guests (-)

Total Attendance (16)