



# Newsletter

**January 5, 2023**

Meeting: Jeff Dorrance, President

Greeter: Josh Jennings

[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**

### **Dan Fisk**

Woodlawn Doors

Supplier of doors, moulding and other materials to builders. 30 years experience selling wholesale. They have a showroom at 175 Troy-Schenectady Rd. in Latham

518-727-3277 Cell

518-608-4636 Office

[dan@woodlawndoors.com](mailto:dan@woodlawndoors.com)

[www.woodlawndoors.com](http://www.woodlawndoors.com)

## **ANNOUNCEMENTS**

**Jeff Dorrance** of Premier Mortgage Corporation announced that Dawn Morrison's application to change her category to Residential Realtor has been accepted.

**Terry Freeman** of First National Bank of Scotia has been promoted to Senior Consumer Banking Officer. She will be spending more time on business development in her new position.

**Chuck Shank** of Shank & Falvey/Smith Bros. Insurance gave a public service announcement. If you get a new large screen TV, the empty box in front of your house for recycling may result in a robbery of the TV and other valuables. This has been happening in Niskayuna lately, so break down the box before putting it out to the curb.

**Jordan Modiano** of Express Employment Professionals is making progress on having two separate offices at their Albany location. One office will be for professional/office staffing and the other will be light industrial.

**Terry Hamlin** of Card Connects reports that he has submitted three new accounts for the new company he and his partners recently acquired.

## **GOOD NEWS**

**Jeff Dorrance** announced that the fundraiser for his brother that was held last year has resulted in a check for \$13,000 being presented to the Juvenile Diabetes Foundation. A local publication also named the event in its Best of 2022 listings.

## **WISH LIST**

### **THANK YOU'S**

Jeff Dorrance thanked Josh Jennings for greeting today.

Rob Singleton to Nick Marchese

Ann MacAffer to Patsy Immediato

Frank Paladino to Nancy McKiernan

Jordan Modiano to Chuck Shank

Terry Hamlin to Chuck Shank

Ken White to Nancy McKiernan

Nancy McKiernan to Frank Paladino, Ken White, Patsy Immediato, Will Berglund

Will Berglund to Patsy Immediato

Patsy Immediato to Josh Jennings, Will Berglund

Jeff Dorrance to Josh Jennings

### **COMMITTEE REPORTS**

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

2023 invoices have been sent out. Let Nick know if you haven't received yours.

#### **Leads – Frank Paladino**

*Lead of the Week –*

**Terry Freeman**, last year's leads chair, did the 4th quarter 2022 drawing, which Frank Paladino won. Next week the annual winner for 2022 will be announced.

#### **Special Events –Will Berglund**

Will is asking for ideas for members on events and community service participation for the year ahead..

#### **Membership – Josh Jennigs**

We have several open categories. There will be a visitor day on Feb 2. Invite people in open categories to attend.

#### **Speakers/Greeters – Alan Baker**

*Contact Alan to sign up for open speaking and greeting dates. We need a speaker for Jan. 26.*

#### **2023 Schedule, To Date:**

January 12th – Speaker – Nick Marchese / Greeter – Terry Freeman

January 19th – Speaker – Josh Jennings / Greeter – Nick Marchese

January 26th – **Need Speaker** / Greeter – Will Berglund

February 2nd – VISITOR DAY, Greeter – Josh Jennings

February 9th – Need Speaker & Greeter

February 16th – Need Speaker & Greeter

February 23rd – Need Speaker & Greeter

March 2nd – DONATION PRESENTATION, Need Greeter

March 9th – Need Speaker & Greeter

March 16th – Need Speaker & Greeter  
March 23rd – Need Speaker & Greeter  
March 30th – NO MEETING, 5th week of the month

2nd Quarter –

April 6th – GUEST SPEAKER, Need Greeter  
April 13th – Need Speaker & Greeter  
April 20th – Need Speaker & Greeter  
April 27th – Need Speaker & Greeter  
May 4th – VISITOR DAY, Need Greeter  
May 11th- Need Speaker & Greeter  
May 18th – Need Speaker & Greeter  
May 25th – Need Speaker & Greeter  
June 1st – DONATION PRESENTATION, Need Greeter  
June 8th – Need Speaker & Greeter  
June 15th – Need Speaker & Greeter  
June 22nd – Need Speaker & Greeter  
June 29th – NO MEETING, 5th week of the month

3rd Quarter –

July 6th – GUEST SPEAKER, Need Greeter  
July 13th – Need Speaker & Greeter  
July 20th – Need Speaker & Greeter  
July 27th – Need Speaker & Greeter  
August 3rd – VISITOR DAY, Need Greeter  
August 10th – Need Speaker & Greeter  
August 17th – Need Speaker & Greeter  
August 24th – Need Speaker & Greeter  
August 31st – NO MEETING, 5th week of the month  
September 7th – DONATION PRESENTATION, Need Greeter  
September 14th – Need Speaker & Greeter  
September 21st – Need Speaker & Greeter  
September 28th – Need Speaker & Greeter

4th Quarter –

October 5th – GUEST SPEAKER, Need Greeter  
October 12th – Need Speaker & Greeter  
October 19th – Need Speaker & Greeter  
October 26th – Need Speaker & Greeter  
November 2nd – VISITOR DAY, Need Greeter  
November 9th – Need Speaker & Greeter  
November 16th – Need Speaker & Greeter  
November 23rd – NO MEETING, THANKSGIVING

November 30th – Need Speaker & Greeter

December 7th – DONATION PRESENTATION, Need Greeter

December 14th – NO MEETING, HOLIDAY LUNCHEON TO BE HELD THE NEXT DAY, 12/15.

December 21st – NO MEETING, CHRISTMAS

December 28th – NO MEETING, NEW YEARS

### **CDBL OPEN CATEGORIES**

Caterer

Chiropractor

Event Planner

Florist

Interior Designer

IT Services

Jeweler

Limousine Service

Long Term Care

Public Relations

Residential Realtor

Sign Company

Title Insurance Company

Travel Agency

Water or Coffee Vendor

Web Designer

### **TODAY'S Speaker**

#### **Jeff Dorrance, CDBL President**

Jeff noted that no matter what our New Year's resolutions may be, we all want to improve.

The success of CDBL depends on us.

Jeff plans to spend the first quarter meeting individually with each member for coffee, lunch or drinks. He wants to be able to know each member's needs in order to help him guide the ship.

Thanks to Josh Jennings' member workshops last quarter which identified some key goals to improve CDBL for its members, Jeff can work on helping everyone to achieve those goals.

We will focus on attendance and submitting leads going forward.

Jeff is available by phone (call or text) to members if they need to reach him for any reason.

Jeff would also like to see the group continue to donate to and participate with charities in the year ahead.

We'll hold a visitor day at least twice this year to help recruit new members.

A Past President's Day has also been suggested.

Nancy McKiernan will add an events calendar to the CDBL website. Please email her if you know of any upcoming networking events that we can add to this calendar.

A general discussion of business took place. Ann MacAffer and Dawn Morrison noted that the real estate market has slowed somewhat.

Ann MacAffer has her first lease on a property that will be used as a marijuana dispensary.

Terry Hamlin reports that debit cards can now be used for marijuana purchases.

**50-50 –Will Berglund** - No Joker

Collected: \$14 Jackpot = \$34.50

**ATTENDANCE** (24 Members)

Members (18), Alternates (-), Guests (1)

Attendance (19)