



Newsletter

January 19, 2023

Meeting: Jeff Dorrance, President

Greeter: Nick Marchese

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 Premier Mortgage Corporation thanked Nick Marchese for greeting today.

The Colonie Chamber will hold a mixer on Feb. 1 at Beer Bones Taproom.

They are also holding an axe throwing event on March 2.

Also remember to reach out to Jeff to schedule a one-on-one meeting with him if you haven't already.

There will be a board meeting on Feb. 9 after the regular meeting. All members are welcome to attend and can make up one meeting attendance by doing so.

Chuck Shank of Shank & Falvey/Smith Brothers Insurance announced he will not be here for the next two weeks as he visits clients in Florida.

GOOD NEWS

Alan Baker of Creative Marketing Concepts welcomed a new granddaughter on Dec. 29. His son and family will be moving from Denver back to the Albany area.

Ken White of UBS recently played in a Masonic pool tournament to raise money for charity.

Jeff Dorrance has finally gotten his NYS license renewed.

WISH LIST

THANK YOU'S

Chuck Shank to Jordan Modiano

Terry Freeman to Rob Singleton

Rob Singleton to Terry Freeman

Jordan Modiano to Chuck Shank

Nancy McKiernan to Dawn Morrison

Will Berglund to Patsy Immediato
Patsy Immediato to Will Berglund
Josh Jennings to Patsy Immediato

COMMITTEE REPORTS

Treasurer's Report – Nick Marchese

Please pay your dues if you haven't already. Checks should be made out to CDBL.

Leads – Frank Paladino

Lead of the Week – Dawn Morrison

Frank is considering additional gift card giveaways in 2023. It will be discussed at the next board meeting.

Special Events –Will Berglund

Will is working on scheduling a community service event at the Regional Food Bank.

Membership – Josh Jennings

Josh has reached out to Brian King of Million Air and Dan Fisk of Woodlawn Doors regarding possible membership. No applications have been received to date.

Nancy McKiernan noted that we have a limited supply of CDBL brochures left over from years ago. They include a membership application form.

Speakers/Greeters – Alan Baker

Contact Alan to sign up for open speaking and greeting dates.

2023 Schedule, To Date:

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

CDBL OPEN CATEGORIES

Caterer
Chiropractor
Event Planner
Florist
Interior Designer
IT Services
Jeweler
Limousine Service
Long Term Care
Public Relations
Sign Company
Title Insurance Company

Travel Agency
Water or Coffee Vendor
Web Designer

TODAY'S Speaker

Josh Jennings

Tech Valley Office Interiors

Last May, TVOI held its first Furniture Fiesta on Cinco De Mayo. They had several of their reps present to demo products and it was held outside their showroom. This year's fiesta is scheduled for May 4. Josh will send out a Save the Date as it draws closer. If the weather doesn't cooperate it will be held indoors.

TVOI purchased their present building in 2020.

Josh's oldest daughter is in 6th grade and belongs to the junior drama club. They've just presented Newsies Jr. and had 600 people in the audience on opening night next weekend. The experience gives her a chance to develop her leadership skills. The entire production is run by the students.

Josh's younger daughter, a first grader, just received a Student of the Month recognition for being caring.

Josh's wife is a Cohoes Middle School Spanish teacher and is heavily involved in school activities.

Josh is also busy as a basketball ref. He will officiate at 55-60 games this season.

Josh went over some office furniture trends:

Flexibility - many businesses have gone to a hybrid work schedule. Adjustable height desks and moveable furniture can accommodate different office configurations that change from day to day.

In 2018, teachers in classrooms began moving their furniture frequently.

Hoteling stations - desks with no drawers and multiple collaboration areas - to accommodate a workplace where people are moving around and not sitting at a desk all day

Open office - walls are coming down or becoming shorter to promote collaboration

Sustainability - more clients are concerned about using manufacturers that are environmentally responsible, knowing how and where things are made, using recycled materials

Nu2U is TVOI pre owned furniture division. Furniture is resold, not going to a landfill.

Some pieces are remanufactured - cubicles are refurbished, etc. This solution is a step between new and pre-owned.

PreownedOptions.com is located in Holyoke MA. The wood gets refinished, and panels and seating are steam cleaned.

Quick-ship options for seating and storage - can be delivered in about a week.

Biophilia - design that incorporates nature and natural materials, wood.

Other design trends include bright colors, natural light, and glass walls.

The educational vertical is hot right now, with 2.8 billion in sales projected by 2027.

In general the market is expected to expand 5% over the next 8 years.

For more information contact Josh:

Tech Valley Office Interiors
50 Mohawk Street, Cohoes, NY 12047
Josh Jennings
518-437-1089
C: 518-229-2741
jjennings@tvoinu2u.com
www.tvoinu2u.com

50-50 –Terry Freeman - No Joker
Collected: \$17 Jackpot = \$53.00

ATTENDANCE (22 Members)
Members (17). Alternates (-). Guests (-)
Attendance (17)