



Newsletter

February 2, 2023

Meeting: Jeff Dorrance, President

Greeter: Josh Jennings

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

Greg Sanchez

Certified Home Inspections

inspectorgreg@gmail.com

518-765-2042

www.inspectorgreg.com

Greg has 25 years experience serving the Capital District as a home inspector and does both residential and commercial inspections. Greg also provides pest inspections, radon gas surveys and well flow and water purity reports.

ANNOUNCEMENTS

Jeff Dorrance of Premier Mortgage Corporation thanked Josh Jennings for greeting today. Jeff raised over \$500 in two hours as guest bartender at the American Cancer Society Relay for Life kickoff last week.

Jeff also mentioned that he will not be at the Feb. 23 meeting.

Please schedule your 1-1 meeting with Jeff if you haven't already. Jeff's goal is to meet with everyone by the end of February.

ALSO please vote for your choice of charity by next week.

There will be a board meeting following the regular meeting next Thursday. You can attend a board meeting to make up for a missed meeting.

Ken White of UBS noted that he has been to Punxsatowny PA, home of Phil the Groundhog.

Dawn Morrison of Armida Rose Realty said that it's a good idea to keep under-sink cabinet doors open in frigid weather to prevent pipes from freezing.

Frank Paladino of RightComm announced that there is an upcoming Colonie Chamber mixer at Generation Axe, March 21, 4:30 - 7 pm.

GOOD NEWS

Ann MacAffer of CBRE has a new client - Love's Truck Stops, and she also sold a BOCES building to the S. Colonie School District.

Jeff Dorrance reports that this year is looking very good, and his firm is about to start a relationship with a large real estate firm in the area, thanks to Jeff's efforts. Premium is also in communication with the MVP arena regarding a box that clients could use.

WISH LIST

Jeff Dorrance is looking for anyone who might be interested in a special ARM rate that they will be offering for a limited time in the Albany market only.

THANK YOU'S

Patsy Immediato to Dawn Morrison

Dawn Morrison to Patsy Immediato

Jordan Modiano to Jeff Dorrance

Terry Hamlin to Patsy Immediato, Will Berglund

Jeff Dorrance to Jordan Modiano, Yvonne Keefe

COMMITTEE REPORTS

Treasurer's Report – Nick Marchese

All is good in the treasury.

Leads – Frank Paladino

Lead of the Week – Terry Hamlin

Special Events –Will Berglund

No updates. Will is working on scheduling a community service event at the Regional Food Bank.

Membership – Josh Jennings

We have received an application from Dan Fisk of Woodlawn Doors, still pending receipt of the application fee check.

Speakers/Greeters – Alan Baker

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

2023 Schedule, To Date:

February 9th – Andy O'Reilly, Need Greeter

February 16th – Jordan Modiano, Need 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

Visitor Day - Elevator Speeches

Jeff Dorrance of Premium Mortgage Corp is a loan officer in NY and Florida and does residential mortgages. Premium originated in Rochester NY and has been in the Albany market for 5 years.

Ken White of UBS does investment management, and his Wealth Management Team has been recognized by Forbes as one of the best in NY.

Patsy Immediato of Classic Custom Construction joined CDBL in 1998 and started her own business in 2000, doing new residential construction, remodeling and repairs.

Josh Jennings of Tech Valley Office Interiors can furnish anything that's not part of the building, including furniture, partitions, etc. Good leads for him are K-12, college and universities as well as health care facilities. TVOI supplies both new and pre-owned office furniture.

Dawn Morrison of Armida Rose Realty is a residential realtor who specializes in customer service. She serves the Capital Region and Saratoga and also deals with 1-4 family investment properties

Terry Freeman of First National Bank of Scotia is Director of Consumer Banking and Business Development. The bank is celebrating its 100th anniversary this year.

Nancy McKiernan of CocoBellissimo is a graphic designer turned chocolatier. Her business is providing handmade gourmet chocolates for holiday gift giving and events.

Glenn Coyne of Don's Moving and Storage does commercial and residential moving, both domestic and international.

Ann MacAffer of CBRE does commercial real estate leasing and sales. CBRE has been in business for 40 years and provides land development and property management, and they also have an appraiser in the office.

Yvonne Keefe of the Desmond Hotel is looking for business travelers and clients looking for LNR (low negotiable rates). The hotel has 322 guest rooms and meeting space for up to 1000 people and can provide space for events, festivals and corporate events.

Rob Singleton of Paychex just completed his first year with the company. He provides payroll and employee services for companies with 1 - 20 employees.

Terry Hamlin of Card Connect Partners has 35 years experience in banking and joined CDBL in 2005. His company provides credit card processing to businesses and organizations of all types and sizes, from large chains to sole proprietors.

Jordan Modiano of Express Employment Professionals helps people find good jobs and helps companies find good employees in the Capital Region. Jordan started his business in 2015 with mostly light industrial clients. This year he will be adding more office and professional employment services.

50-50 –Jordan Modiano - No Joker

Collected: \$9 Jackpot = \$66.50

ATTENDANCE (22 Members)

Members (15), Alternates (-), Guests (1) Total Attendance (16)