



Newsletter

February 16, 2023

Meeting: Jeff Dorrance, President

Greeter: Terry Hamlin

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

Marissa Prignon

Express Employment Professionals

Marisa is a salesperson at Express and will be Jordan's alternate when he's unable to attend CDBL meetings. Welcome, Marissa.

ANNOUNCEMENTS

Terry Hamlin of Card Connects will be out for a few weeks as he'll be in Florida helping his mother.

Frank Paladino of RightComm reminded us that the Colonie Chamber will hold a mixer on March 1 at the Arsenal City Tavern, and at Generation Axe on March 24.

Mike Corey of LeChase Construction mentioned that the Saratoga Chamber is having a mixer at the Flats in Clifton Park tonight.

Jeff Dorrance of Premium Mortgage Corp. announced the Friends of St. Patrick gathering taking place on March 17 at Franklin Terrace. The event cost is \$115 per person, with a discount for tables of 6.

Jeff will not be here next week as he attends a sales meeting in Niagara Falls. Terry Freeman will run the meeting in his absence.

There will be a board meeting today. Anyone is welcome to attend board meetings and can make up one attendance.

GOOD NEWS

John Hall of CPL Architects announced that NY State has issued its health care transformation grants. A number of smaller hospitals are recipients of these grants.

Frank Paladino announced that Cabela's is coming to Clifton Park, and Mark Thomas Men's Apparel is expanding.

Jeff Dorrance is working on a new Hometown Heroes closing credit program at Premium Mortgage Corp. Hometown heroes include teachers, firefighters, police, vets, health care workers... eligible applicants can receive \$1500 off closing costs. More information will be coming soon.

Josh Jennings announced that Tech Valley Office Interiors is celebrating an anniversary. The company started in 2005.

WISH LIST

Frank Paladino is looking for any contacts at Aromatic Roasters, a company that will be opening coffee shops in this area.

THANK YOUS

Jordan Modiano to Glenn Coyne
Glenn Coyne to Jordan Modiano
Dawn Morrison to Frank Paladino
Frank Paladino to Dawn Morrison
Terry Hamlin to Dawn Morrison
Chuck Shank to Jeff Dorrance
Jeff Dorrance to Chuck Shank
Josh Jennings to Frank Paladino

COMMITTEE REPORTS

Treasurer's Report – Nick Marchese

No report.

Leads – Frank Paladino

Lead of the Week – Frank Paladino

Special Events –Will Berglund

No report.

Membership – Josh Jennings

We have received the application fee from applicant Dan Fisk.

Josh has also sent membership information out to Walter Guiles of TechBridge.

Speakers/Greeters – Alan Baker

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

2023 1st & Second Quarter Schedule, To Date:

February 23rd – Speaker – Ann MacAffer / Greeter – John Hall

March 2nd – DONATION PRESENTATION / Need Greeter

March 9th – Speaker – Chuck Shank / Need Greeter

March 16th – Need Speaker & Greeter

March 23rd – Need Speaker & Greeter

March 30th – NO MEETING

April 6th – GUEST SPEAKER – Jason Benitez, Capital Region Chamber / Need Greeter

April 13th – Need Speaker & Greeter

April 20th – Need Speaker & Greeter

April 27th – Need Speaker & Greeter

May 4th – PAST PRESIDENT’S DAY, or 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

Social Media – Nancy McKiernan

If you are active on social media, please like and share the weekly LinkedIn posts featuring the week’s presenter.

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

Jordan Modiano

Express Employment Professionals

Jordan noted that today is his father’s birthday. Jordan’s dad passed away six years ago but he keeps him alive in his memory.

Jordan said that 75% of companies are still looking to add staff in 2023.

Most sectors of business added thousands of jobs in January. All categories are increasing their staff except for tech. Jordan said that a couple of years ago, tech companies hired like crazy and now that is resulting in layoffs.

Manufacturing and production employee shortages are driving up prices.

One factor in the labor shortage is that boomers are retiring. The new workers taking their places have less experience, and it often takes more than one employee to fill the shoes of a retired boomer.

Another factor is that after the pandemic, people became more discerning about when and how they work, sometimes giving up full time employment for part-time, especially if the job is a family's second income.

Jordan first opened his Express Employment office in Albany, and then a second office in Saratoga.

At the end of last year Jordan began expanding the Albany office to focus more on office and professional employment. In the Capital Region, there are mostly state, education, medical, administrative and professional jobs. Jordan has hired two new employees to focus on office staff and is looking for another specializing in professional employment.

Jordan also races cars on Friday nights at the Albany-Saratoga Speedway on Rt. 9 in Malta. He drives an Autism Awareness car and last year they had their first Bring on the Spectrum autism awareness fundraiser race. This year he promises the race will be bigger and better.

Jordan has also been honored by the local Humane Society for his fundraising efforts. Jordan firmly believes in giving back to society.

Jordan's daughter is on the spectrum, and he said that every day she inspires him with what she is able to do.

He said that you never know how your actions will impact someone's life, so go out and have an impact on someone today!

50-50 – Chuck Shank - No Joker

Collected: \$12 Jackpot = \$81.00

ATTENDANCE (22 Members)

Members (14). Alternates (-). Guests (1) Total Attendance (15)