



Newsletter

March 2, 2023

Meeting: Jeff Dorrance, President

Greeter: John Hall

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

Toni Warren

Director, Joan Nicole Prince Home

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www.joannicolepriincehome.org

Todd Greive

First National Bank of Scotia

ANNOUNCEMENTS

Frank Paladino of RighComm announced that the Colonie Chamber is holding a mixer at Generation Axe on March 21, 4-7. Visit <https://www.mycdbl.com/events/> for more information on this and other area networking events.

Dawn Morrison of Armida Rose Realty announced that there is a new car wash, Buster's, coming to Malta. This could be a good general lead for many members. Dawn also reports that the real estate market is hot, particularly in the \$200-250K price range.

GOOD NEWS

Jeff Dorrance of Premium Mortgage Corp. had a very busy and productive day yesterday, meeting with brokers and building relationships. He ended the day at the Colonie Chamber event at the Arsenal City Tavern last night and will rest up to attend a Siena game tonight. Mortgage rates are fluctuating and there are opportunities for people with lower incomes or less than ideal credit ratings. Jeff's company is also rolling out a new program for "community champions" that offers a \$1500 closing cost credit for veterans, health care workers, teachers,

and other hometown heroes. The program is for financing of primary residences and will not cover refis.

Mike Corey of LeChase Construction announced that LeChase has partnered with Siena College to refurbish community basketball courts.

Andy O'Reilly of Securitas just attended his company's annual conference. Securitas Technologies can cover any security need, including armed guards and drones.

WISH LIST

Alan Baker of Creative Marketing Concepts is looking for seasonal businesses such as roofers, landscapers, paver, etc. as well as trade shows, golf tournaments and fire departments.

Dawn Morrison is looking for listings within a 1 hour radius of the Capital Region.

THANK YOU'S

Yvonne Keefe to John Hall, Terry Freeman

Terry Freeman to Yvonne Keefe

Andy O'Reilly to Frank Paladino

Mike Corey to Jeff Dorrance

Jeff Dorrance to Mike Corey

Nancy McKiernan to Dawn Morrison

Dawn Morrison to Nancy McKiernan, Patsy Immediato

Patsy Immediato to Dawn Morrison

Chuck Shank to Jeff Dorrance

Frank Paladino to Chuck Shank

COMMITTEE REPORTS

Treasurer's Report – Nick Marchese

No report.

Leads – Frank Paladino

Lead of the Week – Yvonne Keefe

Terry Freeman presented **Andy O'Reilly** with a gift card as last year's leads contest winner.

Special Events –Will Berglund

Will has reached out to the Regional Food Bank and selected April 3, 5 or 6 as possible dates for a volunteer event. Will will be sending out an email to members to see which date will work best.

Membership – Josh Jennings

The application from Dan Fisk was sent out to everyone with the last newsletter to review. It will be posted 1 more time before a vote is taken.

Speakers/Greeters – Alan Baker

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

2023 1st & Second Quarter Schedule, To Date:

March 9th – Speaker – Chuck Shank / Greeter - Will Berglund

March 16th – Glenn Coyne / Greeter - Dawn Morrison

March 23rd – Teresa Freeman / Greeter - Nancy McKiernan

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 and Facebook 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

Toni Warren & Todd Greive

Joan Nicole Prince Home

Toni Warren is the new Executive Director of the JNP Home and Todd Greive of First National Bank of Scotia is a JNP board member.

Toni has been with the home for 4 years, and started out as a volunteer. The home has 3 paid staff members and many many volunteers.

The home was opened in 2006 in Scotia and houses terminally ill individuals at the end of life. The home has two beds and offers non-medical comfort care only. Patients must be enrolled in the Hospice program, have a prognosis of 3 months or less, and have a DNR or MOLST in place.

The home is named after Joan Nicole Prince of Niskayuna, who died at age 36 of breast cancer. In her honor, her husband gave a notable donation which allowed the home to open.

Anyone can volunteer to help out at JNP. Caregiver volunteers do 4 hour shifts and there are 2 staff members there overnight.

Caregivers do hands-on care as well as entertaining the home's residents.

There is always a wait list for the home, which tries to prioritize those with the greatest need.

Candidates come from nursing homes, hospitals and homes. There have been residents who have outlived the 90-day window. At that point they are released back home or to suitable placement.

Family and friends can visit the residents at any time, and there is space where family members may stay overnight.

The house itself is paid off. Funding required to run the home is \$240,000 annually. To meet these costs, there are fundraising initiatives and events.

JNP has a gala on the first Saturday in November each year, as well as a walk/run in Schenectady's Central Park in May. They also participate in the Scotia village-wide garage sale each June. Memorial brick pavers are available to purchase, and the organization also participates in Amazon Smile.

Jeff Dorrance presented a \$250 donation check to Toni as CDBL's first quarter charitable donation.

Tony thanked CDBL for their generosity and interest in the Joan Nicole Prince Home and invited members to come in to tour the facility.

For more information about JNP Home and how to help, visit

<https://www.joannicoleprincehome.org/>

50-50 – Todd Greive - No Joker

Collected: \$31 Jackpot = \$96.50

ATTENDANCE (22 Members)

Members (18), Alternates (-), Guests (2) Total Attendance (20)