



# Newsletter

**March 9, 2023**

Meeting: Jeff Dorrance, President

Greeter: Will Berglund

[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**

**Marissa Prignon**

Express Employment Professionals

*Alternate for Jordan Modiano*

## **ANNOUNCEMENTS**

**Josh Jennings** of Tech Valley Office Interiors announced that one of the manufacturers they partner with, HON, has purchased Kimball for \$495M, which will make their suite of offerings available to TVOI customers.

**Dawn Morrison** of Armida Rose Real estate reports that she got a new listing in Kinderhook. Ann MacAffer of CBRE announced that a local mall has been sold and she recently closed a leased. CBRE has also closed on some warehouse space.

**Jeff Dorrance** of Premium Mortgage Corp. announced that since next week's meeting falls just in time for St. Patrick's Day and the start of March Madness, members are encouraged to wear green or their favorite team's colors to Thursday's meeting.

Also, Premium will be holding a networking event on Thursday March 16 from 12 - 4 at Arsenal City Tavern, Stop by for drinks and some food.

**Chuck Shank** of Shank & Falvey/Smith Brothers Insurance announced that the Albany St. Patrick's Day parade will be held Sat. March 12 starting at 2 pm. Chuck will be marching with the Colonie Irish in full regalia.

## **GOOD NEWS**

**Glenn Coyne** of Don's Moving & Storage has gotten a new truck for the company, finally.

**Frank Paladino** of RightComm LLC closed on two sales this week. He also mentioned that there is currently a cellular service war going on and it's a good time to shop or ask your provider to lower your rate.

**Josh Jennings** announced that Cohoes was awarded \$10M for a downtown revitalization project.

**Yvonne Keefe** of the Desmond added that Smith's Restaurant in Cohoes will be reopening. It was purchased by the Tippy Moose but may keep the Smith's name.

## **WISH LIST**

**Alan Baker** of Creative Marketing Concepts is looking for fire districts/departments.

## **THANK YOUS**

Dawn Morrison to Patsy Immediato, Ann MacAffer, Alan Baker, Chuck Shank

Terry Freeman to Yvonne Keefe

Frank Paladino to Ann MacAffer

Chuck Shank to Dawn Morrison

Ann MacAffer to Dawn Morrison

Alan Baker to Dawn Morrison and Yvonne Keefe

Marisa Prignon to Yvonne Keefe

## **COMMITTEE REPORTS**

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

Please pay your dues if you are not up to date.

### **Leads – Frank Paladino**

*Lead of the Week – Three Way Tie - Dawn Morrison, Chuck Shank and Terry Freeman*

### **Special Events –Will Berglund**

CDBL will volunteer at the Regional Food Bank on April 3 from 5 - 6:30, 965 Albany Shaker Rd.

Wear closed-toed shoes; parking is in the back of the building.

### **Membership – Josh Jennings**

The application from Dan Fisk was approved. Chuck Shank and Josh Jennings will mentor him in the first few months of his membership. No updates on any other potential members.

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

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

### **2023 1st & Second Quarter Schedule, To Date:**

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**

**Chuck Shank**  
**Shank & Falvey/Smith Brothers Insurance**

Chuck founded Shank & Falvey Insurance 25 years ago. Two years ago he sold the company to Smith Brothers, one of the top 50 insurance brokers in the US. S&F still employs the same people and has two locations.

Chuck has access to many more resources through Smith Brothers, which makes his life easier. Smith Brothers has experts for specific industries like moving & storage companies and commercial properties.

Currently, private equity groups, family offices and search funds are among the fastest growing industries. Private equity groups invest in businesses and financially sponsor them. Family offices manage transactions for wealthy clients.

Search funds are investors that raise funds to get an MBA candidate's business project up and running.

S&F/Smith Brothers serves companies that don't have their own risk management department.

Chuck had some updates on his family. His wife will retire in June after 37 years as a 2nd grade teacher. Son Brian, a musician, has an offer from a California university to be an assistant professor, which he is seriously considering.

S&F sells all kinds of personal insurance for your home, vehicles and toys, and business insurance including professional liability, workers comp and EPLI (hiring, firing, sexual harassment, etc.)

All insurance rates are going up.

State Farm, the largest auto insurer, lost 13.2 billion last year.

Current trends that account for insurance losses:

- Value of autos has increased
- Cost of repairs has increased
- Medical costs have increased
- Severity of accidents has increased
- More car accidents result in the car being totaled

Distraction is the #1 cause of auto accidents.

For more information about insurance for your home or business, contact Chuck.

Shank & Falvey / Smith Brothers Insurance

Chuck Shank, CIC

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[SmithBrothersUSA.com](http://SmithBrothersUSA.com)

**50-50 – Ann MacAffer** - No Joker

Collected: \$12 Jackpot = \$102.50

**ATTENDANCE** (22 Members)

Members (16), Alternates (1), Guests (-) Total Attendance (17)