



Newsletter

March 23, 2023

Meeting: Jeff Dorrance, President

Greeter: Nancy McKiernan

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 Premium Mortgage Corp. issued a reminder that there will not be a meeting next Thursday, March 30, as we do not meet on the 5th Thursday of the month.

Jeff presented a CDBL badge to new member **Dan Fisk**, of Woodlawn Doors.

Nancy McKiernan of CocoBellissimo will be leaving on the 30th for a trip to Paris and Amsterdam, and won't be at the April 6th meeting.

Rob Singleton of Paychex is heading to Key West next week.

Terry Freeman of First National Bank of Scotia is going to Florida next week.

Frank Paladino of RightComm LLC attended the Colonie Chamber axe throwing event and had a good time. Their next mixer will be on April 4 at Innovo Kitchen. Let Frank know if you'd like to go as his guest.

Next week Colonie and Saratoga are holding their restaurant weeks.

Jeff Dorrance will be at the Mac & Cheese Bowl this weekend, and there will be a benefit concert at Rev Hall. Also coming up is a music awards show at Cohoes Music Hall, where Jeff's brother will be honored.

GOOD NEWS

Josh Jennings of Tech Valley Office Interiors announced that Smith's Restaurant in Cohoes has a new owner.

WISH LIST

Jeff Dorrance is looking to meet his goal of a deal a day. Members who send him leads that turn into deals will be treated to ice cream from The Snowman.

Ken White of UBS is looking for contact info for the following in preparation for Past Presidents Day on May 4:

Ed Beisler
Chris Hebbard
Samantha Bloom
Donna Bates
Dan Simpson
Dave Lindsey
John Cotrofeld
Stan Blanchard
John Glasser
Barry Levine

THANK YOU'S

Frank Paladino to Jeff Dorrance
John Hall to Jeff Dorrance, Ann MacAffer
Glenn Coyne to Dawn Morrison
Will Berglund to Dawn Morrison, Chuck Shank
Terry Hamlin to Frank Paladino
Jordan Modiano to Terry Freeman, Chuck Shank
Jeff Dorrance to all who attended Premium's networking event last week
Frank Paladino to Terry Freeman

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 – It was a light leads week. Please submit leads to meet the leads requirement for the 1st quarter.

Special Events –Will Berglund

CDBL members 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. The food bank is expecting 10 to 15 people, so if you signed up please remember to attend.

Membership – Josh Jennings

No new applications have come in, to date.

Speakers/Greeters – Alan Baker

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

2023 1st & Second Quarter Schedule, To Date:

Please sign up to fill open speaking and greeting slots.

March 30th – NO MEETING

April 6th – GUEST SPEAKER – Jason Benitez, Capital Region Chamber / Josh Jennings, 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. Also check the CDBL website calendar for updates on networking events.

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

Teresa Freeman
First National Bank of Scotia

Terry displayed a photo of the original bank that was located on Mohawk Ave. in Scotia, at the site of the Jade Bistro. It was opened in 1923 and was called the Glenville Bank, and had 3 employees. The bank is celebrating its 100th anniversary this year with giveaways, charitable donations, volunteer efforts and a customer appreciation day.

Terry is celebrating her 35th year with the bank, which was founded by the Buhrmaster family. The bank originally had to take its deposits to a vault in Schenectady since it had no vault. It

was one of the first banks in the area to offer drive-up banking. In 1955 the first branch was opened in Niskayuna. Currently there are 10 offices.

Terry was born in Guilderland and moved to her husband's family home in Altamont in 2007. Terry is a volunteer firefighter.

Terry briefly discussed the recent failures of Silicon and Signature Banks. Community banks, however, are strong and know their customers well. The failed banks had invested in cryptocurrency and its clients were startups and venture backed firms.

Terry explained that the FDIC insures individual depositors for \$250,000 and then an additional \$250,00 if that individual also has a joint account with someone else. The insured amount is per depositor, per category. Check the [FDIC](#) website for a calculator.

FNB is offering a special 4.31 interest rate on money market accounts, new money only.

They are also featuring a new product to help those who are unbanked. It's a checkless checking account with no overdraft fees. This helps those who may have damaged credit due to divorce, abusive relationships and other situations and are otherwise unable to open checking accounts. FBN works with these customers to help them use the checking accounts successfully.

For more information about the bank and its services, contact Terry

1st National Bank of Scotia

Teresa Freeman

Regional Manager

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50-50 – Ann MacAffer - No Joker

Collected: \$37 Jackpot = \$127.50

ATTENDANCE (23 Members)

Members (16). Alternates (-). Guests (-) Total Attendance (16)