



# Newsletter

**June 15, 2023**

Meeting: Jeff Dorrance

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**

### **Davis Moeckel**

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Guest of **Nick Marchese**

## **ANNOUNCEMENTS**

**Jordan Modiano** of Express Employment Professionals was recently on the radio discussing asylum seekers who have been placed in the Capital Region and the challenge of getting them documented so that they can fill open positions.

**John Hall** of CPL Architects has new projects with Mid-Hudson Regional Hospital in Poughkeepsie and the Northwoods School, and is having a ribbon cutting for a new Center for Breast Health.

## **GOOD NEWS**

**Frank Paladino** announced an environmental engineering firm is opening a new office in Albany. The company will be working on wind farms on the east coast.

**Jeff Dorrance** of Premium Mortgage Corp. announced that Smith's in Cohoes has just reopened.

**Terry Freeman** reports that First National Bank of Scotia had a customer appreciation day last week and gave away lots of goodies.

## **WISH LIST**

**Frank Paladino** and **Jeff Dorrance** are looking for leads.

## **THANK YOUS**

Jordan Modiano to Jeff Dorrance

Frank Paladino to Jeff Dorrance, Dawn Morrison, Ann MacAffer

Terry Hamlin to Terry Freeman

Josh Jennings to Glenn Coyne

Alan Baker shared a thank you from Andrew and the Alzheimer's Association of NENY for our recent donation.

## **COMMITTEE REPORTS**

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

All 2nd quarter dues are now paid. 3rd Quarter invoices are coming soon.

### **Leads – Frank Paladino**

Lead of the Week - **Rob Singleton**

### **Special Events –Will Berglund**

Will is working on a July happy hour, and taking suggestions on dates and venues. He will send out an email with possible dates.

### **Membership – Josh Jennings**

We have no new membership applications. Please look at the open categories and invite appropriate guests.

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

*Contact Alan to sign up for open speaking and greeting dates for the 3rd quarter.*

### **2023 Schedule:**

2nd Quarter -

June 22nd – Speaker – Ken White / Greeter – Terry Hamlin

June 29th – NO MEETING

3rd Quarter –

July 6th – Need Speaker and Greeter

July 13th – Need Speaker and Greeter

July 20th – Need Speaker and Greeter

July 27th – Need Speaker and Greeter

August 3rd – Need Speaker and Greeter

August 10th – Need Speaker and Greeter

August 17th – Need Speaker and Greeter

August 24th – Need Speaker and Greeter

August 31st – NO MEETING

September 7th – DONATION PRESENTATION / Need Greeter

September 14th – Need Speaker and Greeter

September 21st – Need Speaker and Greeter

September 28th – Need Speaker and Greeter

## **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**

**Jeff Dorrance**  
**Premium Mortgage Corp.**

Jeff has been in banking since 1987. He started his career at Pioneer Savings Bank and worked for them for 24 years in lending and management positions. He then worked for TD Bank and managed commercial business programs in upstate NY and Vermont. After that he was a residential mortgage consultant with Wells Fargo.

Veteran-owned Premium Mortgage Corp. was opened in 1999 in Rochester. The Latham office has been open for over 5 years.

In Rochester and Buffalo, Premium is #1 in the market.

Jeff assists clients and helps them understand the mortgage process.

Jeff is licensed in NY and Florida. NY State has the most regulations on mortgage bankers, while Florida is like the "wild west".

Premium is not a broker, but a mortgage company that helps clients to get preapproval and get a contract.

Jeff takes applications via all media in addition to in-person meetings.

The company follows all FANNIEMAE and FREDDIEMAC guidelines.

Jeff pulls a credit report for a residential mortgage application. This will not affect the credit score. After reviewing the credit report, Jeff advises clients on how to clean up their credit, if necessary, so that they can get pre-approved.

Premium offers several programs to help people buy homes:

- Community Champions Program - gives a \$1500 credit at closing to veterans, health care workers, educators and others.
- Building Home Ownership Program - gives \$1000 in closing costs based on income
- Neighborhood Vitality Program - gives a \$2000 credit toward closing costs to help grow home ownership in underserved areas.
- Buy Now, Refi Later - get a mortgage by the end of the year and make 12 payments on time. If rates go down, Premium will waive some fees to refinance.
- Cash Guarantee Program - helps buyers compete with all-cash buyers by providing a cash closing guarantee. Requires a minimum 10% cash deposit.

Most realtors currently require pre-approval before showing a house.

Mortgage rates are based on your credit score, purchase price, type of loan and whether or not you intend to purchase a point (1% of mortgage total)

Jeff's goal is to get his clients the best possible rate.

Jeff invited everyone to Premium's upcoming happy hour at the Trackside Grille on Thu., July 20, 5-7 pm. No r.s.v.p. required. There will be food and music.

For more information contact Jeff:

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Latham, NY 12110  
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**50-50 – Walter Guiles - No Joker**

Collected: \$17 Jackpot = \$48.00

**ATTENDANCE (23 Members)**

**Members (15). Alternates (-). Guests (1)**

**Total Attendance (16)**