



Newsletter

June 22, 2023

Meeting: Jeff Dorrance

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

Jeff Stedge

Former CDBL Member and Past President

ANNOUNCEMENTS

Dawn Morrison of Armida Rose Realty has a new listing at 307 Highgate Dr., as a result of a referral from Patsy Immediato.

John Hall of CPL Architects announced that his company opened a new swimming pool complex in Kingston last week.

GOOD NEWS

Chuck Shank of Smith Brothers Insurance threw his wife's retirement party last night at Shaker Ridge Country Club. The after party was at the Desmond tavern.

Nick Marchese of Marchese & Espey CPAs announced that his company's peer review went well.

Jeff Dorrance of Premium Mortgage Co. reports that he has two closings today and two tomorrow.

WISH LIST

Jeff Dorrance is looking for referrals.

Dawn Morrison is looking for listings.

Jordan Modiano of Express Employment Professionals is looking for people who are looking for work.

THANK YOU'S

Nick Marchese to Ken White
Jordan Modiano to Chuck Shank
Terry Hamlin to Chuck Shank
Dawn Morrison to Rob Singleton and Chuck Shank
Ann MacAffer to Chuck Shank & his staff

COMMITTEE REPORTS

Treasurer's Report – Nick Marchese

3rd Quarter invoices are out. Please pay them promptly.

Leads – Frank Paladino

Lead of the Week - **Rob Singleton**

Special Events –Will Berglund

A happy hour is scheduled for July 11th at Sea Smoke Waterfront Grill at 5 pm. Will will send out an email with the details.

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:

3rd Quarter –

July 6th – **Karen Laing**, Regional Manager of Justice for Orphans, Guest Speaker

July 13th – – **Josh Jennings** - Need Greeter

July 20th– **Mike Corey** - Need 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.

<https://www.facebook.com/CapitalDistrictBusinessLeaders?mibextid=ZbWKwL>

<https://www.linkedin.com/company/cdbl--capital-district-business-leaders/>

CDBL OPEN CATEGORIES

Caterer
Chiropractor
Event Planner
Financial 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

Ken White
UBS

Ken joined CDBL 37 years ago, in 1986.

At that time Ken had no children. Today he has a son and a daughter, four grandchildren and another one is on the way.

Ken compared prices of homes, gas and groceries in 1986 to what they are today.

In '86 the #1 song was Walk Like an Egyptian and the first laptop computer came out. The top TV show was the Cosby Show and the #1 movie was Top Gun. It was the year of the space shuttle Challenger explosion and the Chernobyl disaster. Ronald Reagan was president.

The Dow Jones average went from 1793 in '86 to 34,000 today.

Fixed 30 year mortgages were 10.4%, and didn't go below 10% until 1991.

Long term investment is key. Hang in there.

Cut your losses and let runners run.

Investment is a marathon, not a sprint.

Look at where things will be 6 months from now.

When stocks go down, consider them "on sale" - it's a good time to buy.

Be thinking about what the next big thing might be. During COVID, it was medical supplies and anything related to working from home.

Now - AI, supply chain issues, robotics, lack of workers, medical imaging

Ken's "top 10" (or more) reasons to belong to CDBL include breakfast, networking, friendship, expertise, contacts, consistency. #1 for Ken is the stories that members have shared about their businesses, passions and family.

Ken grew up in a blue-collar Pittsburgh neighborhood. He noted that Joe Namath and Joe Montana grew up in similar areas.

Over the last 40 years Ken estimates he has driven to his Albany office 19,200 times.

He has come to around 1400 CDBL meetings at various locations over the years, and has probably been a speaker 75 times.

Ken takes a lot of memories with him as he retires and leaves CDBL.

He was presented with a donation from CDBL to the Scottish Rite, a charity arm of the Masons, in his honor.

We will miss you, Ken!!



50-50 – Ken White - No Joker
Collected: \$53 Jackpot = \$74.50

ATTENDANCE (23 Members)
Members (20), Alternates (-), Guests (1)
Total Attendance (2)