



Newsletter

July 13, 2023

Meeting: Jeff Dorrance, President

Greeter: Walter Guiles

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

Bryan Mueller

National Business Technologies

Bryan is a former CDBL member (2008 - 2022) and plans to rejoin the group.

ANNOUNCEMENTS

John Hall of CPL Architects announced that his company renovated the Saratoga County Jail.

Josh Jennings of Tech Valley Office Interiors provided new detention benching for the same jail.

Frank Paladino of RightComm LLC announced the Colonie Chamber Track Day next Friday at 11 am.

GOOD NEWS

Dan Fisk of Woodlawn Doors has finally gotten his NYS vendor license, and got three new contracts yesterday.

Nancy McKiernan of CocoBellissimo will sell chocolate items starting late August through mid-October at the Niskayuna Farmers Market on Saturdays from 8:30 am - 12:30 pm. More details to come.

WISH LIST

Jeff Dorrance of Premium Mortgage Co. is looking for people who need mortgages.

Jordan Modiano of Express Employment Professionals is looking for people who need jobs.

THANK YOU'S

Jeff Dorrance to Will Berglund
Jordan Modiano to Josh Jennings
Josh Jennings to Jordan Modiano
Terry Hamlin to Patsy Immediato
Nick Marchese to Terry Freeman
Alan Baker to John Hall

COMMITTEE REPORTS

Treasurer's Report – Nick Marchese

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

Leads – Frank Paladino

Lead of the Week - **Dan Fisk**

Special Events –Will Berglund

No report.

Membership – Josh Jennings

2nd notice - We have a membership application from **Davis Moeckel** of CCR Wealth Management. His application fee has also been received. Please review his application if you have not already, which is included with this week's newsletter mailing.

Speakers/Greeters – Alan Baker

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

2023 Schedule:

3rd Quarter

July 20th– **Mike Corey** -

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 – Greg Royer for John Hall - Need 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

Josh Jennings

Tech Valley Office Interiors

Josh started the first ten years of his career in college athletics at the sports information offices at Hartwick College and the College of St. Rose. He managed stats, rosters, their websites and marketing programs.

His life, oriented around a team schedule, was a mad dash from August to June each year.

Josh also referees at men's college basketball since 2005, divisions 2 and 3.

Right now he is working to get into the Alliance, where he would be able to officiate at Div. 1 and Div. 2 conferences. Last week he officiated at six games at a camp and was being evaluated for the Alliance.

Tech Valley Office Interiors sells all types of office furnishings, glass walls, biophilia, room dividers, built-ins, etc. For medical offices they do cabinets, countertops, sinks and overheads. They have their own installers.

Josh stated that Gen Zers will be 25% of the workforce in the next five years. These workers prefer hybrid, flexible schedules. They want to be in the office but to also have private spaces for meetings.

TVOI is now selling nationally through their website, Amazon and Walmart, and have seen 4 times more sales in June of 2023 than in June of 2022.

Harmony CoWorks is TVOI's coworking space in Cohoes and serves as an additional source of revenue for the company.

For more information contact Josh Jennings -

Tech Valley Office Interiors

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50-50 – John Hall - No Joker

Collected: \$19 Jackpot = \$89.50

ATTENDANCE (23 Members)

Members (14), Alternates (-), Guests (1)

Total Attendance (15)