



Newsletter

July 20, 2023

Meeting: Jeff Dorrance, President

Greeter:

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

Alison Sawyer, CPL Architects

Guest of **John Hall**

ANNOUNCEMENTS

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

Frank also announced that Dick's Sporting Good has now reopened in Latham and has a climbing wall and other new features.

Mike Corey announced that Bass Pro Shop is coming to Rt. 9.

Terry Hamlin of Card Connects announced that the Manhattan Exchange just opened a new restaurant in Jonesville (at the former Main St. Grille).

GOOD NEWS

Mike Corey of LeChase Construction recently enjoyed a visit to Classic Crust Pizza in Jonesville, at the site of the former Jonesville Store.

WISH LIST

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

Jordan Modiano of Express Employment Professionals is looking for companies that need employees.

Mike Corey is looking for construction projects.

Frank Paladino is looking for new business.

THANK YOU'S

Terry Hamlin to Patsy Immediato
Jordan Modiano to Josh Jennings
Josh Jennings to Jordan Modiano'

COMMITTEE REPORTS

Treasurer's Report – Nick Marchese

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

Leads – Frank Paladino

Lead of the Week - **No Leads This Week. Walter Guiles** was the leader last week.

Special Events –Will Berglund

Will is considering options for a 3rd quarter event.

Membership – Josh Jennings

3rd notice - We have a membership application from **Davis Moeckel** of CCR Wealth Management. His application fee has also been received. The board will vote on his membership.

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 Greeter Jordan Modiano

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 – Chuck Shank, Need 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

Mike Corey

LeChase Construction

Mike joined CDBL in 2018 and served as president in 2021.

He updated us on his family - Daughter Madeline is 13 and now in theater camp. Amelia is 10 and plays softball. Mike's wife Alice works for Pfizer. Formerly a sales rep, she now has a new job that's more patient-centric and is phasing out of sales.

Mike is originally from Victor, NY and attended SUNY Albany. His father worked for LeChase.

Mike went to Australia to do his post-graduate work and got close to a family there. He went back five years ago with his family to visit and values the friendships he made there.

Mike gave the commencement speech at graduation.

In addition to CDBL, which he greatly values, Mike recently joined Toastmasters.

He also belongs to the American Wine Society, a national organization, and started a local chapter.

Around 10 years ago he began winemaking. He currently makes 2 batches a year and has a partner working with him.

Two years ago Mike took a test for the Level 2 of the Wine and Spirits Education Trust and passed. There are 4 levels and he is not sure if he will try for level 3. It's very challenging.

Mike started working for LeChase at age 16, where he worked on site crews. He started working there full time after graduation doing project management, and started in business development five years ago. He's responsible for brand awareness and growing revenue, and focuses on the private sector.

Mike explained that as construction manager, LeChase has more of a partnership with the client and gets engaged early to work out any issues before drawings are completed. They are also involved in the bid process.

LeChase has offices in NY and N. Carolina and serve the education, health care, science and technology industries. Clients include Global Foundries, St. Peters and Rivers Casino. They

don't just do large projects - 40% of their business is smaller projects. Mike's target is projects that are \$1M and above.

Mike's accomplishments include a business development plan, more engagement with local teams and regional offices, and thorough and specific answering of RFPs.

Mike concluded with 12 leadership messages from Ted Lasso (TV show FB coach)

Believe in yourself

To do the right thing is never wrong

All people are different people

See the good in others

Courage is the ability to try

Vulnerability is a strength, not a weakness

Tell the truth

Winning is an attitude

Optimists do more

Stay teachable

Be a goldfish - they have a 10 second memory (let it go)

Happiness is a choice.

For more information on LeChase Construction, contact Mike

LeChase Construction

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Michael Corey – Project Manager

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www.lechase.com

50-50 – Terry Hamlin - No Joker

Collected: \$ Jackpot = \$89.50 +

ATTENDANCE (23 Members)

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

Total Attendance (15)