



# Newsletter

**August 17, 2023**

Meeting: Jeff Dorrance, President

Greeter:

[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**

## **ANNOUNCEMENTS**

**Frank Paladino** of RightComm LLC announced Cocktails & Connections mixer tonight being held at Saratoga National. Also on Sept. 13 the Colonie Chamber mixer will be at Toro Cantina.

**Jeff Dorrance** of Premium Mortgage Corp. announced that Jordan's autism charity will be the recipient of the CDBL 3rd quarter donation.

## **GOOD NEWS**

**Chuck Shank** of Smith Brothers Insurance shared that his son Brian, a resident artist at the Caroga Lake Music Festival, was asked to do all the arrangements for a 35 piece orchestra accompanying Judy Collins at last Saturday's concert. Brian did all the arrangements and was thanked personally by Judy Collins during the concert.

Chuck also shared that he is leaving next week for Ireland and will attend the Notre Dame game in Dublin.

**Jeff Dorrance** announced that his nephew and his wife have had their first baby.

**Josh Jennings** of Tech Valley Office Interiors announced that his daughter will have her 7th birthday this year. Also TVOI is receiving truck 6 of 6 full of furniture today to complete all of the installation projects they've been working on.

**Alan Baker** of Creative Marketing Concepts is back from his vacation in Greece.

**Nick Marchese** of Marchese & Espey CPAs announced that his golf fundraiser for Double H Ranch actually raised \$17,000 for the cause.

## **WISH LIST**

**Ann MacAffer** of CBRE announced that they have a new agent, and are still looking for more commercial real estate agents.

**Jeff Dorrance** is looking for leads.

**Yvonne Keefe** of the Desmond is looking for corporate clients.

**Dawn Morrison** is looking for residential listings.

## **THANK YOUS**

Frank Paladino to Walter Guiles

Chuck Shank to Will Berglund, Dan Fisk

Dan Fisk to Chuck Shank

Nick Marchese to Rob Singleton

Patsy Immediato to Josh Jennings

John Hall to Chuck Shank

## **COMMITTEE REPORTS**

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

2 members still have dues outstanding. Please pay your dues promptly.

### **Leads – Frank Paladino**

Lead of the Week - **Walter Guiles**

### **Special Events –Will Berglund**

No report - Will is working on our next event, possible to see Jordan Modiano's race.

### **Membership – Josh Jennings**

No new membership applications have been received.

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

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

Please help to fill in the schedule by signing up to speak or suggesting a guest speaker.

### **2023 Schedule:**

#### **3rd Quarter**

August 24th – Continuation of group discussion

August 31st – NO MEETING

September 7th – DONATION PRESENTATION / Greeter - Ann MacAffer

September 14th – Chuck Shank, Need Greeter

September 21st – Greg Royer for John Hall - Need Greeter

September 28th – Alan Baker - Need Greeter

### **Social Media – Nancy McKiernan**

If you are active on social media, please like, share and comment on 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  
Florist  
Interior Designer  
Jeweler  
Limousine Service  
Long Term Care  
Public Relations  
Sign Company  
Title Insurance Company  
Travel Agency  
Water or Coffee Vendor  
Web Designer

## **TODAY'S SPEAKER**

### **Continuation of Last Week's Topic - Horrors and Successes**

**Jeff Dorrance** gave an update of his story of the problem deal from last week. He worked with the buyer's and seller's realtors to work out a short sale, but the deal fell through again.

**Chuck Shank** of Smith Bros. Insurance had a client in Hudson that wanted to insure a building in Hudson but there were concerns with the liability involved. Chuck said that the client was able to sweeten the deal by adding other properties into the insurance deal, pointing out that they can pretty much insure anything if the client is willing to pay the price. Also Smith Bros. can insure many properties because they have so many different insurers that they work with.

**Frank Paladino** of RightComm shared that he focuses on serving customers by always following up and returning calls promptly - being dependable and responsive.

**John Hall** of CPL Architects was working for a company 13 years ago near Canada, but was told they were not allowed to go into Canada to get business. John did end up getting a project there that led to him living and working in Canada for several years.

John's horror story was about a worker who fell in a pit on a job site. The worker's wife sued the company, but it was ruled that it was not their fault.

**Ann MacAffer** of CBRE said that the Kenwood Convent was one of their listings and she used to show the 250,000 sf property. She later found out that there was a vagrant living in the building and it was a dangerous situation for her to be there without protection. Ann was disappointed and angry that the Sisters of the Sacred Heart had not warned her about the danger.

Ann also told about a recent situation in Malta at the Saratoga Water building. The landlord was planning to increase the rent because the tenants had gotten a tax break benefit - an example of landlords with no knowledge or experience.

Yvonne Keefe related a story about her first job at the Red Lion on Wolf Rd. Yvonne had no experience back then but sold a book of business. She was asked to help clean the rooms and

ready them for incoming clients, but the clients pulled out after the first night because of the poor condition of the hotel. She then became the director of sales for Marriott Co but that was during COVID. Despite all the challenges, she did such a good job that she got an offer from the Crown Plaza.

**Josh Jennings** of Tech Valley Office Interiors told a story about a client who was good friends with the owner of TVOI. The client was renovating a building and Josh worked with them to do the layout and order furniture. The client was sent a quote for everything and gave a verbal ok, and Josh ordered the furniture, but there was no signed agreement. Josh became concerned when no deposit from the client was forthcoming. Eventually the client canceled the order, which was already starting production. Josh said most of the furniture can be resold but he will always get a signed contract before ordering furniture for any client in the future.

Josh's success story was that in 2019 a local commercial realtor was opening an office in NY and had TVOI furnish their whole office suite. The same client opened two additional locations and used TVOI for both furnishings and moving.

**Nancy McKiernan** of CocoBellissimo shared an occasion when she had been invited by a friend to attend a women's business networking event. Although she had had second thoughts about going, she went and did a presentation, which resulted in a very large corporate holiday order. When in doubt, it's usually better to go than stay home.

*To be continued...*

**50-50 – Nancy McKiernan - No Joker**

Collected: \$12 Jackpot = \$127.50

**ATTENDANCE (23 Members)**

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

**Total Attendance (14)**