



Newsletter

September 23, 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

Matt Clarke, One Digital

Formerly Bouchey & Clarke Benefits

Greg Royer, CPL Architects

Director of Energy Solutions (guest speaker)

ANNOUNCEMENTS

Frank Paladino of RightComm LLC announced the Colonie Chamber Mini Golf Tournament being held today at Pirate's Hideout.

Jordan Modiano of Express Employment Professionals announced the autism race that was rained out earlier this month will be held this Friday the 22nd. Jordan thanked all of the donors and sponsors from CDBL who have supported this cause.

Jeff Dorrance of Premium Mortgage Corp. announced there will be a CDBL board meeting in the second week of October. All members are welcome to stay for the board meeting.

GOOD NEWS

Jeff Dorrance had a good news story about a client he was working with that had been in bankruptcy. Jeff worked with her on her credit and she was able to get an FHA loan. Jeff also closed \$1.2M in deals last week, making it his best week in 2023.

Josh Jennings of Tech Valley Office Interiors announced that his older daughter turns 12 today, and that Tech Valley Office Interiors is three months ahead of last year in billing year to date.

WISH LIST

Jeff Dorrance is looking for new customers

Dawn Morrison of Armida Rose Realty is looking for residential listings.
Jordan Modiano is looking for companies that are hiring.
Josh Jennings is looking for companies moving into new office spaces.

THANK YOU

Chuck Shank to Dawn Morrison and Jordan Modiano
Nancy McKiernan to Frank Paladono
Josh Jennings to Jordan Modiano, Yvonne Keefe
Nick Marchese to Dawn Morrison
Matt Clarke to Nick Marchese
Jeff Dorrance to Frank Paladino
Alan Baker to Terry Freeman

COMMITTEE REPORTS

Treasurer's Report – Nick Marchese

All is good.

Leads – Frank Paladino

Lead of the Week - **Josh Jennings**

Special Events –Will Berglund

Will has sent out an email next week with some ideas for the next CDBL event, including axe throwing, golfing and shooting. Please respond if you haven't already.

Membership – Josh Jennings

No new membership applications have been received. Josh and Chuck are working on mentoring new members.

Speakers/Greeters – Alan Baker

Contact Alan to sign up for open speaking and greeting dates for the 4th quarter.

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

2023 Schedule:

3rd Quarter

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

Greg Royer

Sustainability Practice Manager
CPL Architects

Greg's goal at CPL is to meet mandates for sustainability, energy efficiency and resiliency to climate change in design and construction of projects. He heads up the CPL energy solutions group.

The state government has introduced goals and mandates to move away from fossil fuel buses in school districts by 2027.

CPL's challenge is replacing the current infrastructure to support electric vehicles, which currently need large batteries and chargers.

The federal government has also presented a mandate for all government vehicles to be electric by 2025.

The goal is to have all carbon free electricity by 2030, mainly via solar and wind farms.

In NY State, hydro is a large source of our electricity.

There are health benefits to going electric.

CPL's goal is to mitigate cost increases.

Greg's team works with a client to create a roadmap -

- Assess existing infrastructure
- Look at requirements
- Assess how to optimize energy usage and make the system more energy efficient

A microgrid can be developed for a school district that creates a substantial amount of the energy it requires, and can use National Grid as a backup.

ThomasBuilt is currently manufacturing electric school buses. The batteries get recycled and repurposed.

As technology advances, the processes will improve. Technology advances will be significant in the next few years and the answers will evolve rapidly.

Porsche, Kia and BMW are putting billions into hydrogen technology.

For more information contact Greg Royer or John Hall:

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50-50 – Walter Guiles - No Joker

Collected: \$14 Jackpot = \$153.00 +

ATTENDANCE (23 Members)

Members (15). Alternates (-). Guests (2)

Total Attendance (17)