



Newsletter

October 12, 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

Mark Colfer, Showdown Displays

Guest of **Alan Baker**

Todd Greive, 1st National Bank of Scotia

Alternate for Terry Freeman

ANNOUNCEMENTS

Frank Paladino of RightComm LLC announced the Colonie Chamber mixer to be held at the Troy Beer Garden on Nov. 1, also the grand opening of Floor N Door today and on Oct. 18 the Colony Chamber Coming Leaders Summit

John Hall of CPL Architects announced the completion of a new hospital in Brockport and the acquisition of new projects at Samaritan (alcohol rehab) and Ellis (dental facility).

Josh Jennings of Tech Valley Office Interiors announced a Saratoga B to B event today.

Ann MacAffer of CBRE has had some recent closings including New Salem Saab, the Monte Mario Hotel and JJ Rafferty's. She also has a new client which is a grocery outlet and is looking for space for them.

Jeff Dorrance of Premium Mortgage Corp. announced that there will be a board meeting today and all are welcome to attend. Board meeting attendance makes up for one missed meeting.

Chuck Shank of Smith Bros. Insurance announced that he is heading to Notre Dame to see them play USC.

GOOD NEWS

Alan Baker of Creative Marketing Concepts will be cleared to start driving again after his next medical appointment.

Dawn Morrison of Armida Rose Realty announced that Global Foundries has received a \$2.1B contract.

WISH LIST

Ann MacAffer is seeking a contractor to clean dust from an empty house.

Matt Clarke of OneDigital announced that new health insurance rates will be released and he is looking for companies that need help with their employee benefits and strategies to keep costs down.

Jeff Dorrance is looking for new home purchasers or refi customers

Dawn Morrison is looking for residential listings.

THANK YOUS

Walter Guiles to Chuck Shank

Jordan Modiano to Ann MacAffer

Chuck Shank to Walter Guiles, Jeff Dorrance

Jeff Dorrance to Dawn Morrison

Nick Marchese to Terry Hamlin

COMMITTEE REPORTS

Treasurer's Report – Nick Marchese

The fourth dues invoices are out. Please pay within 45 days of the quarter.

Leads – Frank Paladino

Lead of the Week - **Ann MacAffer**

You should have 27 leads at this point to be in good standing. Get credit for your one-on-one meetings and direct referrals.

Special Events –Will Berglund

The next event will be at the Bunker in North Greenbush on Oct. 25th. Will will send out an email with the details.

Membership – Josh Jennings

A membership application has been received from Matt Clarke of OneDigital. Matt is a former CDBL member. This is the second announcement of his application. Josh also noted that today 20 of our 24 members were in attendance.

Speakers/Greeters – Alan Baker

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

2023 Schedule:

4th Quarter

October 19th – Dan Fisk

October 26th – Nancy McKiernan

November 2nd – Need Speaker & Greeter

November 9th – Need Speaker & Greeter

November 16th – Need Speaker & Greeter
November 23rd – THANKSGIVING – No Meeting
November 30th – Need Speaker & Greeter
December 7th – Need Speaker & Greeter
December 14th – Need Speaker & Greeter
December 22nd – FRIDAY – HOLIDAY LUNCHEON ?
December 28th – NO MEETING ?

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

Mark Colfer
Showdown Designs

Alan Baker of Creative Marketing Concepts introduced Mark, one of his suppliers for display items.

Mark's company's main business is display products and large scale printing. Tradeshow displays comprise around 45% of Mark's business, such as floor and tabletop displays and banners. Mark does the most business in the 4th quarter of the year, but until recently the company had no offerings for the holidays.

Showdown Designs started creating blankets and pillows that they could print using their existing machinery.

These along with wall products filled the category of holiday decor and gifting.

Branded pillows are available at various sizes and price points.

The turnaround time for these items is two days if vector art with outlined fonts is supplied. 200 dpi photographs will also work for printing.

The pillows are of exceptional quality with YKK zippers and inner pillow provided. Embroidered products are not available.

Various types and sizes of wall display products are also available, with several framing and finish options.

Showdown Displays is located in Minneapolis.

They use domestic sources for the blanket and pillow materials.

A quantity of only one is available on any item and 100% satisfaction is guaranteed.

Most products come with a 1 to 2 year warranty.

Order early to avoid the holiday rush.

For more information contact

Creative Marketing Concepts

Promotions With a Purpose

Alan Baker, MAS, President, 518-857-1749

alan@creativemarketingconcepts.net

www.creativemarketingconcepts.net

50-50 – No Drawing - No Joker

Collected: \$-- Jackpot = \$168.50 +

ATTENDANCE (24 Members)

Members (19), Alternates (1), Guests (1)

Total Attendance (21)