



# Newsletter

**October 19, 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**

**Dan Centi**, 1st National Bank of Scotia

Alternate for Terry Freeman

**Matt Clarke**, OneDigital

Membership Applicant

## **ANNOUNCEMENTS**

**John Hall** of CPL Architects announced that his company completed a 550 employee office space in Cleveland.

**Jeff Dorrance** of Premium Mortgage Corporation announced that there was a board meeting last week to discuss the necessity to raise dues. (see Nick's treasurer's report below). The board will make a decision by mid November.

## **GOOD NEWS**

**Matt Clarke** of OneDigital is celebrating his 21st wedding anniversary today, and also he just acquired a new account.

**Alan Baker** of Creative Marketing Concepts attended the GCAR trade show yesterday with his wife.

**Chuck Shank** enjoyed watching Notre Dame beat USC last week.

**Jeff Dorrance** got a new contract.

## **WISH LIST**

**Terry Hamlin** of Card Connects is looking for new businesses needing credit card processing as he transitions clients of his previous company to his new company.

**Alan Baker** is looking for people who need holiday gifts and provided a flier from Howard Miller Clock Co.

**Jeff Dorrance** is looking for new home purchasers or refi customers

## **THANK YOUS**

Dan Fisk to Mike Corey

Walt Guiles to Frank Paladino, Chuck Shank

Terry Hamlin to Andy O'Reilly

Ann MacAffer to Jordan Modiano

Chuck Shank to Josh Jennings, Walter Guiles

Jeff Dorrance to Chuck Shank

Josh Jennings to Chuck Shank

## **COMMITTEE REPORTS**

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

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

CDBL dues have not been increased since 2006. Breakfast costs have increased. If we continue to have 4 meetings per month the dues need to be increased to \$1000/11000 per year. They are currently \$650/700.

Options to alleviate costs include decreasing charitable contributions, decreasing the number of monthly meetings (perhaps doing a social event monthly in lieu of a breakfast meeting), or going to a limited breakfast menu. Please reach out to Jeff with your ideas.

### **Leads – Frank Paladino**

Lead of the Week - **Andy O'Reilly**

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, 5-7 pm. Bring your clubs if you intend to golf.

### **Membership – Josh Jennings**

A membership application has been received from Matt Clarke of OneDigital. Matt is a former CDBL member. This is the third announcement of his application.

Josh is also chairing the nominating committee for the 2024 slate of officers and board members, and will be reaching out to members regarding their involvement. The vote on the slate will be held the first Thursday in December.

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

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

### **2023 Schedule:**

#### **4th Quarter**

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**

**Dan Fisk**

**Woodlawn Doors**

Dan lives in Wynantskill with his wife, three children, two dogs and three cats.

Early in his career Dan was working 80 hours a week at a catering hall.

He got a job at 84 Lumber doing wholesale sales.

He eventually went back to catering and worked for three years as catering director at West Point.

After 9/11, he and his family decided to move back to Albany and he went back into the wholesale business.

He realized there was a need to service older buildings and apartments.

He started a business that could do a quick turnaround on replacing doors in large apartment buildings between rentals.

Woodlawn Doors has a showroom at 175 Troy-Schenectady Road.

Customers can see sample doors and trim, and be educated on the types of products available. Doors and trim can change the aesthetic of a room.

A client asked for a barn door with non-visible hardware. Dan was able to source the hardware and provide the door for the client.

Dan gets a lot of requests for “grand openings”, a term for large openings such as patio doors that fully open.

Woodlawn Doors is currently working on a federal contract with Saratoga National Cemetery to enclose their ceremonial pavilions. As a spinoff from this project, Woodlawn Doors is now working with a client in Atlanta.

Woodlawn Doors delivers the products but does not install them.

They do, however, help clients with design.

Dan has seven door suppliers, one of which is based in Poland and manufactures high end wood front doors.

Woodlawn Doors is also working on a state project on creating storm windows for buildings in historic districts, ensuring they remain historically correct while being more energy efficient.

They also replace historical moldings with products that are not exact but very similar visually to the original.

Dan noted that many of his projects are not quick because they are not “off the shelf” products but provide better results.

Dan and his team go through all the aspects of the door, including the hardware and threshold, to ensure that they match.

Dan has found a natural level of growth for his business that is comfortable. Pre-covid, he had 21 employees and now has 2.

Good leads for Dan are interior designers and homeowners that are remodeling.

### **Woodlawn Doors**

175 Troy Schenectady Rd.

Latham, NY 12110

Dan Fisk

518-727-3277

dan@woodlawndoors.com

woodlawndoors.com

**50-50 – John Hall - No Joker**

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

### **ATTENDANCE (24 Members)**

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

**Total Attendance (16)**