



# Newsletter

**October 26, 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**

**Jeff Dorrance** of Premium Mortgage Corporation said that the event at the Bunker last night went well and thanked organizer Will Berglund and the members who attended.

The 4th quarter recipient of our charitable donation will be Melodies of Christmas/Albany Medical Center Melodies Center for Childhood Cancer and Blood Disorders. **Ann MacAffer** of CBRE has a contact there.

**Frank Paladino** of RightComm LLC announced a Clonie Chamber Mixer at the Troy Beer Garden next Wed. Nov. 1.

### **GOOD NEWS**

**Josh Jennings** of Tech Valley Office Interiors announced that his company has been named one of the best places to work in the Capital District.

**Alan Baker** of Creative Marketing Concepts will get the results from a sleep study in a couple of weeks and will hopefully be able to start driving again.

**Ann MacAffer** closed on the Rafferty's property.

**Jeff Dorrance** announced that September was his best closing month and he has 12 contacts so far in October. People are continuing to buy houses despite rising interest rates.

**Terry Freeman** of 1st National Bank of Scotia just returned from vacation.

### **WISH LIST**

**Ann MacAffer's** new client, Krispy Kreme, is looking for empty bank branches. CapComm branches that haven't yet been rebranded as Broadview are possible candidates as they may be closing.

Ann is also looking for a contractor to put in a 700 foot driveway, and demographics on people moving into the area with income levels.

**Alan Baker** is looking for contacts at fire departments.

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

**Terry Freeman** is looking for customers that are upset with Key Bank because they are closing branches.

## **THANK YOU'S**

Terry Freeman to Alan Baker

Alan Baker to Terry Freeman

Chuck Shank to Davis Moeckel, Walter Guiles

Davis Moeckel to Chuck Shank

Terry Hamlin to Andy O'Reilly, Chuck Shank

Frank Paladino to Walter Guiles, Terry Hamlin

## **COMMITTEE REPORTS**

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

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

Please reach out to Jeff with your ideas on ways to alleviate costs in 2024.

### **Leads – Frank Paladino**

Lead of the Week - **Frank Paladino**

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**

Will thanked everyone who attended the Bunker in North Greenbush. Upcoming is our holiday luncheon on Fri. Dec. 15th. There will be no meeting on Thur. Dec. 14th.

### **Membership – Josh Jennings**

The membership application from Matt Clarke of OneDigital was voted on and approved by the membership.

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

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

### **2023 Schedule:**

#### 4th Quarter

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 15th – 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**

**Nancy McKiernan**

**CocoBellissimo**

Nancy has been a CDBL member since 2004. She joined when she first started her web and graphic design business.

She shares a birthday with Charlie Chaplin, Kareem Abdul Jabar, Wilbur Wright and Matt Clarke.

A native of Schenectady, she attended Linton High School, also the alma mater of Pat Riley.

During high school she was made aware of man's impact on the ecosystem by Rachel Carson's book Silent Spring and wanted to study biology, but didn't have an aptitude for calculus. She attended SUNY New Paltz and got a degree in art education.

Around 2000 she was offered an entry level job as a website designer and learned the skills on the job.

From 2012 - 2020 she was a marketing director at Baptist Health Nursing and Rehabilitation Center, where she also implemented training programs for staff members so they could adequately treat people living with dementia. She retired from Baptist in 2020 during the pandemic. This gave her more time to spend hiking in the mountains.

After retiring she turned her attention to a side business she had started, CocoBellissimo.

She creates small batch boutique chocolates and truffles, which she sells at vendor fairs and farmers markets. Recently she sold product at the Niskayuna farmers market. She will be taking holiday orders. For more information visit [coco-bellissimo.com](http://coco-bellissimo.com).

**50-50 – Terry Freeman - No Joker**

Collected: \$11    Jackpot = \$173.00 +

**ATTENDANCE** (24 Members)

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

Total Attendance (20)