



Newsletter

January 4, 2024

Meeting: Terry Freeman, President

Greeter: Terry Hamlin

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

Terry Freeman of 1st National Bank of Scotia welcomed Patsy Immediato back after she was out with some health issues. She is doing much better now.

Terry also thanked Jeff Dorrance for serving as president in 2023.

Dawn Morrison of Armida Rose Realty has a listing in Greenwich that will go on the market next week. The housing market is still strong.

Frank Paladino of RightComm LLC announced the Colonie Chamber will hold a mixer at Sake on Jan. 10.

Terry Hamlin of Transaction Resources will be in Florida for the next two weeks.

Alan Baker of Creative Marketing Concepts will be in Vegas for the next couple of weeks.

GOOD NEWS

Ann MacAffer of CBRE closed on Chuck Shank's Colonie Turnpike building. Also Ann is celebrating her 26th year with CBRE and her 44th year in real estate.

Alan Baker's son got a new job and is closing on his new house.

Terry Hamlin got a request from Adirondack Trust for a proposal and presentation.

Andy O'Reilly of Securitas shared that his daughter is heading to Africa to spend 3 weeks teaching third graders in Kenya.

WISH LIST

Mike Corey of LeChase Construction is looking for tickets to the Belmont, which will be held in Saratoga this summer.

Ann MacAffer of CBRE has vacant office space available in Saratoga for short term rental during the racing season.

Jordan Modiano of Express Employment Professionals is looking for companies that need office personnel. He is also looking to hire two aggressive sales people.

Alan Baker is looking for contacts at fire departments and exhibitors at the upcoming home show in Albany.

Dawn Morrison is in search of listings and home buyers.

Terry Freeman has a great promotional rate on money market accounts and CDs.

THANK YOU'S

Nick Marchese to Nancy McKiernan, Dawn Morrison

Patsy Immediato to Nancy McKiernan, Dawn Morrison

Jordan Modiano to Walter Guiles

Walter Guiles to Dawn Morrison

Nancy McKiernan to Nick Marchese, Patsy Immediato, Will Berglund, Frank Paladino, Terry Freeman and Matt Clarke.

Will Berglund to Nancy McKiernan

Terry Freeman to Nancy McKiernan

Frank Paladino to Dawn Morrison, Josh Jennings

Josh Jennings to Chuck Shank

Ann McCaffer to Chuck Shank

COMMITTEE REPORTS

Treasurer's Report – Nick Marchese

Nick has sent out 1st quarter invoices. Please pay your dues promptly.

Leads – Frank Paladino

Lead of the Week - **Dawn Morrison**

Special Events –Will Berglund

Will is looking for suggestions for a first quarter event, possibly doing charitable work during the 4th week of the month, when we have no Thursday morning meeting. Please email or call Will with your ideas.

Membership – Josh Jennings

Yvonne Keefe of the Desmond has resigned her membership. Glenn Coyne has indicated that he wants to maintain his membership. Alison Sawyer of CPL Architects will not be continuing in John Hall's place and the architect category is now open.

Speakers/Greeters – Alan Baker

Contact Alan to sign up for open speaking and greeting dates for 2024.

1st Quarter:

January 11th – Speaker – Jeff Dorrance; Greeter - Josh Jennings

January 18th – Speaker - Matt Clarke; Greeter - Will Berglund

January 25th – NO MEETING

February 1st – Need Speaker & Greeter

February 8th – Need Speaker & Greeter

February 15th – Need Speaker & Greeter

February 22nd – NO MEETING

February 29th - NO MEETING

March 7th – Need Speaker & Greeter
March 14th – Need Speaker & Greeter
March 21st – Need Speaker & Greeter
March 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

Architect
Caterer
Chiropractor
Document Destruction
Event Planner
Florist
Hotel/Hospitality
Interior Designer
Jeweler
Limousine Service
Long Term Care
Payroll Services
Public Relations
Sign Company
Title Insurance Company
Travel Agency
Water or Coffee Vendor
Web Designer

TODAY'S SPEAKER

CDBL - Ideas and Visions for 2024

Terry Freeman, President

Attendance Requirement

With our meeting schedule reduced to 3 per month, it was necessary to decide what the attendance requirement should be. Any change would necessitate an amendment to the CDBL by-laws, which requires a member vote. A motion was passed to change the attendance requirement to six meetings per quarter. One missed meeting may be made up by attending a board meeting.

Will Berglund will update the by-laws.

New Members

Open categories are listed each week in the newsletter.

Document destruction company is another open category that can be added.

Terry Freeman suggested a monthly focus on one category and trying to fill it by inviting people from that category to a meeting.

One on ones are very important and members should continue meeting up outside of formal meetings. It's a good way to learn more about other members' businesses.

Guest speakers are also a good way to get exposure to other businesses and organizations.

A visitor day will be scheduled. May 16 is a possible date.

Good Standing

Leads and attendance are important to maximize the value of CDBL membership.

Stay in good standing and send an alternate if possible if you are unable to attend a meeting.

Snow Days

Traditionally CDBL follows the S. Colonie School District in terms of snow cancellation. If there is a snow day on a CDBL meeting day, the meeting will also be canceled.

Mike Corey suggested on days when we don't have a speaker we can work on best practices, elevator speeches, etc.

Frank Paladino suggested a speed networking day.

Terry Freeman closed the meeting by inviting members to continue bringing up their ideas and suggestions.

50-50 – Jordan Modiano - *Winner*

Collected: \$20 Jackpot = \$233.00

ATTENDANCE (24 Members)

Members (17), Alternates (-), Guests (-)

Total Attendance (17)