



Newsletter

March 7, 2024

Meeting: Terry Freeman, President

Greeter: Ann MacAffer

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 thanked Ann MacAffer for greeting today.

Terry also presented **David Piscitella** of Paylocity with his new name badge. Dave is a former member of CDBL and is now with Paylocity, a payroll company.

Terry announced that there will be a board meeting on March 21st. All members are welcome to attend and can earn attendance points.

Josh Jennings of Tech Valley Office Interiors announced that their Furniture Flesta will be held on Thursday May 2. More info to come.

Terry Hamlin of Transaction Resources announced that his company is now part of Encore Business Technologies.

GOOD NEWS

Dawn Morrison of Armida Rose Residential Realty hopes to be closing soon on her Greenwich listing.

Terry Freeman issued a warning to beware of counterfeit bills that are currently circulating. The fake money is actually props from a local film project.

David Piscitella of Paylocity recently closed business as a result of a lead from Nick Marchese.

Alan Baker of Creative Marketing Concepts is driving again.

Josh Jennings has had great opportunities to ref for the NCAA tournament and will officiate at a Sweet 16 game tomorrow in Conn. He is glad that the season is winding down.

WISH LIST

Alan Baker is looking for nursing homes, assisted living facilities and retirement community contacts.

Dawn Morrison is looking for residential home buyers and sellers. The spring market is underway.

Frank Paladino of RightCommLLC is looking for new and expanding businesses in the area.

THANK YOU'S

Jeff Dorrance to Frank Paladino

Terry Hamlin to Nick Marchese, Terry Freeman

Nancy McKiernan to Terry Freeman

Terry Freeman to Nancy McKiernan, Dan Fisk

Walter Guiles to Frank Paladino

Dawn Morrison to Josh Jennings

Alan Baker to Walter Guiles, Glenn Coyne, Terry Freeman, Jeff Dorrance

Josh Jennings to Dawn Morrison, Glenn Coyne

Will Berglund to Jordan Modiano

Matt Clarke to Ann MacAffer

Frank Paladino to all who came to the Colonie Chamber mixer

COMMITTEE REPORTS

Treasurer's Report – Nick Marchese

Two members currently have 1st quarter dues outstanding.

Leads – Frank Paladino

Lead of the Week - **Walter Guiles**

Special Events –Will Berglund

Will has reached out to the Veterans' Miracle Center to find out about group volunteer opportunities. He will send out an email to members to coordinate a date and time that works best. We will be sorting material for the center.

Membership – Josh Jennings

There are no new membership applications.

Matt Clarke said that someone from the Legal Aid Society may be interested in joining. **Will Berglund** confirmed that this would not be a conflict for him.

Speakers/Greeters – Alan Baker

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

1st Quarter:

March 14th – Need Speaker & Greeter - *Possible networking event*

March 21st – Chuck Shank, Speaker - Matt Clarke, 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
Public Relations
Sign Company
Title Insurance Company
Travel Agency
Water or Coffee Vendor
Web Designer

TODAY'S SPEAKER

Ann MacAffer

Ann provided 2023 vacancy reports for office and industrial space.

Ann said the office market is doing ok.

The warehouse market is tight.

New medical offices are being built.

There is a new listing at 500 Federal St. Troy. They're looking for new tenants. The SSA office on the first floor is relocating and the space will be renovated.

There is a small retail strip center in S. Glens Falls available, as well as another small center on Pawling Ave. in Troy.

The office market is in trouble. Commercial loans are based on an occupancy ratio.

Many leases are due to expire.

The retail market, however, is still strong.

The Shake Shack is looking for space in the area.

Troy has a parking problem.

Both Macy's locations in this area are staying open.

One or two new Trader Joe's will be opening.

The Grocery Outlet was planning to move to the area, now looks iffy.

Insane Deals, a retail outlet in Mayfield, is looking for more space in Johnstown.

Five major occupants of warehouse space are leaving including Quad Graphics and Mohawk Paper.

Saratoga Water is now marketing nationally and has gone to 2 shifts. They are looking for 75,000 sf of tall warehouse space.

Krispy Kreme is looking for space for a commissary.
Most of the ShopRite stores are going to be Price Choppers.

For more information about commercial real estate in the area, contact Ann -

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50-50 – Nancy McKiernan - No Joker

Collected: \$24 Jackpot = \$42.00 +

ATTENDANCE (21 Members)

Members (18), Alternates (-), Guests (-)

Total Attendance (18)