



Newsletter

March 21, 2024

Meeting: Terry Freeman, President

Greeter: Matt Clarke

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 Corp. announced that today his company is holding their March Madness Kickoff event at the Arsenal City Tavern, 12 - 3 pm. Jeff also had some Patrons game tickets available. In addition, Premium is a sponsor of the upcoming Listen Up local music awards being held this Sunday.

Terry Freeman of 1st National Bank of Scotia announced that there would be a board meeting today and all are welcome to stay and earn extra attendance credit.

GOOD NEWS

Matt Clarke of OneDigital did a presentation to a large group of retirees yesterday regarding moving their Medicare Advantage plans off Humana.

Frank Paladino of RightComm LLC is back from a trade show in Vegas, where he made a lot of good business contacts.

Dawn Morrison of Armida Rose Realty celebrated a birthday last Monday.

WISH LIST

Alan Baker of Creative Marketing Concepts is looking for people doing golf tournaments this spring, summer and fall.

Jeff Dorrance is looking for participants in their bracket challenge, which is open to all.

Matt Clarke is wishing for a winning coach at Siena.

Terry Freeman of First National Bank of Scotia is looking for business or personal banking customers who are fed up mergers at credit unions

THANK YOU'S

Terry Freeman to Walter Guiles
Frank Paladino to Walter Guiles
Alan Baker to Terry Freeman
Matt Clarke to Ann MacAffer

COMMITTEE REPORTS

Treasurer's Report – Nick Marchese

No report.

Leads – Frank Paladino

Lead of the Week - **Chuck Shank**

Special Events –Will Berglund

Will has made arrangements with the Veterans' Miracle Center for our group volunteer opportunity. It will take place on Tuesday March 26, 1-3 pm.

Membership – Josh Jennings

There are no new membership applications.

Speakers/Greeters – Alan Baker

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

1st Quarter:

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

Josh Jennings

Tech Valley Office Interiors

Josh announced that the TVOI Furniture Fiesta will be held on May 2 from 4-7 pm. There will be 12 furniture reps on hand and it's going to be a good networking event featuring drinks and raffles. Josh will email an invitation soon. The event will be held indoors in case of bad weather. Josh gave an update on his family. His wife, Fallon, is in her 18th year as a middle school Spanish teacher. Their oldest daughter, a 7th grader, is in her mom's class and plays lacrosse. Their second grader is a confident young lady who plays soccer and softball.

Josh reled his 70th game of the season last week.

Today is the March Madness kickoff and Josh went over some of his picks.

He and his family are going on a cruise next Sunday and he will watch the final four while on the ship. In November he will be going on another cruise.

TVOI has a lot going on currently. TVOI provides new furniture, space planning and design and installation services.

NU2U is their used office furniture business with an online catalog at

<https://www.preownedoptions.com/>.

They keep some inventory at their Cohoes location such as seating, desks and storage pieces.

Their online catalog is at <https://shoptvoi.com/>

TVOI can ship anywhere within 2 business days and they can also be accessed through Amazon and Walmart.

There are only about 12 dealers like TVOI in the country and the company has many repeat customers.

TVOI has a quick ship program on a NY state contract for school districts and state agencies.

Josh deals with K-12 school principals, facilities staff, business managers, school superintendents, college facilities planners, procurement offices and state purchasing agents.

Harmony CoWorks consists of 9 private rental offices which are currently all filled with a variety of businesses. Offices can be available by the day, month or 6 months to a year. The facility has a 50 space parking lot. They allow not-for-profit organizations to use their lot and charge for event parking to help them raise money.

Rod Dion, owner of TVOI, was given a Community of Excellence award by the Elks Club.

The company has varied revenue streams through its furniture sales, reconfiguration and updating of space and design services.

Customers Josh is currently working on projects with include a K-12 school, a law firm, restaurant, state agency, doctor's office, law enforcement office, community college and a mechanical electrical fire suppression system provider.

For more information about TVOI contact Josh.

Tech Valley Office Interiors

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50-50 --

Collected: \$-- Jackpot = \$47.00 +

ATTENDANCE (21 Members)

Members (15). Alternates (-). Guests (-)

Total Attendance (15)