



Newsletter

April 11, 2024

Meeting: Terry Freeman, President

Greeter:

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. thanked all those who attended his company's March Madness event. Jeff also pointed out that in some cases a lower interest rate is not always the best deal if there are points that need to be paid for the lower rate. Jeff advised potential borrowers to get the deal in writing. Premium also has a buy now, refi later program that offers a lower rate and waives some fees for refinancing.

Josh Jennings of Tech Valley Office Interiors has emailed an RSVP link for their Furniture Fiesta to be held on May 2, 4-7 pm. Please respond.

Frank Paladino of RightComm LLC expressed thanks for the members who attended the Colonie Chamber event recently at Buca di Beppo. There will be a joint mixer with the Saratoga Chamber at Druthers in Clifton Park on May 1.

Dawn Morrison of Armida Rose Realty had a closing on April 1.

Terry Hamlin of OnCore Payment Technologies reported that the job he did for the endodontic practice in Boston ran into some issues. He went there to do set up and training for the new system and then the practice alerted him that funds were being withheld due to identity theft. Terry was able to get the problem resolved.

Terry Freeman is going to Florida for vacation next week. She relayed a warning that there are a lot of counterfeit large bills circulating in the area. Ways to spot a counterfeit bill is to feel the paper - genuine bills have a texture. Also look at the eyes of the president with a magnifying glass. Counterfeit bills are less detailed than real ones. Also people are duplicating business checks, creating new ones and cashing them. Check your accounts daily and pull your free credit reports regularly. Use a Uniball 207 gel pen to write checks to prevent check washing. In addition, people are going to the bank and impersonating customers.

GOOD NEWS

Jeff Dorrance said this March was his best month for new applications in two years, and the 1st quarter of 2024 was his best in two years.

Jordan Modiano of Express Employment Technologies is celebrating 8 years in business. He reported that one of his biggest clients had not produced any business in 2023 but they appear to be back in 2024.

WISH LIST

Alan Baker of Creative Marketing Concepts is looking for seasonal business - golf tournaments, fundraising runs and walks, summer camps, trade shows and conferences.

Dawn Morrison continues to look for real estate buyers and sellers. Her first quarter was very strong.

THANK YOU'S

Walter Guiles to Frank Paladino, Jordan Modiano

Frank Paladino to Walter Guiles

Josh Jennings to Will Berglund

Jordan Modiano to Terry Hamlin, Andy O'Reilly, Davis Moeckel

David Piscitella to Will Berglund

Will Berglund to Nick Marchese, Jordan Modiano

COMMITTEE REPORTS

Treasurer's Report – Nick Marchese

No report.

Leads – Frank Paladino

Lead of the Week - **Jeff Dorrance**

Special Events –Will Berglund

Will thanked those who volunteered recently at the Veterans' Miracle Center and sorted clothing. It was very much appreciated. Will is looking for any suggestions for the second quarter and is thinking of planning a happy hour.

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.

Please note that due to the weather cancellation on April 4, we will be meeting on April 25th instead.

1st Quarter:

April 18th – Speaker – Terry Hamlin / Greeter – Nancy McKiernan

April 25th- Speaker – Dave Piscitella / Greeter – Jeff Dorrance

May 2nd – Speaker – Andy O'Reilly / Greeter – Davis Moeckel

May 9th – Speaker – Davis Moeckel / Greeter – Jordan Modiano

May 16th – Speaker – Terry Hamlin* / Greeter – Dave Piscitella **Tentative*

June 6th – Speaker – Frank Paladino / Greeter – Dawn Morrison

June 13th – Speaker – Josh Jennings / Greeter – Andy O’Reilly

June 20th – Speaker – Jordan Modiano / Greeter – Will Berglund

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

There was no speaker scheduled for today’s meeting.

50-50 – Will Berglund - No Joker

Collected: \$14 Jackpot = \$54.00 +

ATTENDANCE (21 Members)

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

Total Attendance (15)