



Newsletter

June 5, 2025

Meeting: Jeff Dorrance, Vice 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

Drew, Intern at Marchese & Espey CPAs

Guest of **Nick Marchese**

ANNOUNCEMENTS

Dawn Morrison of Armida Rose Realty has had lots of closings and rentals recently.

Jeff Dorrance of Premium Mortgage Corp. raised over \$1000 as guest bartender at the Arsenal City Tavern recently. Also next Thursday June 12 Jeff will be speaking at the Big Brothers/Big Sisters fundraiser at Crossgates. Jeff is also looking for donations for the event.

GOOD NEWS

Patsy Immediato of Classic Custom Construction has a new grandson

David Piscitella of Paylocity has closed eight federal ID numbers since embarking on a partnership with the NYS Rural Housing Commission two weeks ago.

Ann MacAffer of CBRE was named to the Albany Business Review 's Power 50 Duos for 2025 with her brother.

Josh Jennings of Tech Valley Office Interiors reports that in May their ecommerce platform had their best month ever, yielding three times as many sales as last May.

Jeff Dorrance closed over \$2 million in business last month.

Dawn Morrison's mother is closing on the sale of her house on June 20th.

WISH LIST

Dawn Morrison is looking for residential listings.

Jeff Dorrance is looking for first time home buyers

Josh Jennings is looking for a contract at Murray Group Insurance Services.

Jordan Modiano of Express Employment Professionals is looking for companies that need to hire employees.

Ann MacAffer is in search of 25000 sf of Class A office space that's all on one floor.

THANK YOU'S

Andy O'Reilly to Patsy Immediato

Patsy Immediato to Andy O'Reilly

Terry Hamlin to Will Berglund

Jordan Modiano to Frank Paladino, Walter Guiles, Jeff Dorrance

Chuck Shank to Frank Paladino

Dawn Morrison to Chuck Shank

Jeff Dorrance to Jordan Modiano

COMMITTEE REPORTS

Treasurer's Report – Nick Marchese

2nd quarter dues are due. He will be sending out notices to those still unpaid.

Leads – Frank Paladino

Lead of the Week - **No report.**

Special Events –Will Berglund

Will has some ideas for a third quarter event; let him know if you have any suggestions.

Membership – Josh Jennings

Josh has followed up with past visitors. No new applications have been received.

Speakers/Greeters – Davis Moeckel

June 12 - Terry Freeman, Speaker

June 19 - NO MEETING

June 26 - Chuck Shank, Speaker

July 3 - NO MEETING

July 10 - Dawn Morrison, Speaker, Nancy McKiernan, Greeter

July 17 - Need Speaker, David Piscitella, Greeter

July 24 - Mike Corey, Speaker

July 31 - NO MEETING

Aug. 7 - Need Speaker, Jordan Modiano, Greeter

Aug. 14 - Andy O'Reilly, Speaker

Aug. 21 - Terry Hamlin, Speaker/Greeter

Aug. 28 - 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.

<https://www.facebook.com/CapitalDistrictBusinessLeaders?mibextid=ZbWKwL>

<https://www.linkedin.com/company/cdbl---capital-district-business-leaders/>

CDBL OPEN CATEGORIES

Advertising
Architect
Caterer
Document Destruction
Event Planner
Florist
Healthcare
Interior Designer
Jeweler
Limousine Service
Long Term Care
Office Supply
Promotional Items
Sign Company
Title Insurance
Water/Coffee Vendor
Web Designer

TODAY'S SPEAKER

No Scheduled Speaker

Jeff Dorrance discussed a situation where he was asked on a Saturday evening to give a first time home buyer a preapproval so they could go to a house showing on Sunday. Jeff was able to supply the preapproval and the couple submitted a bid on the house that was accepted. Subsequently the couple told Jeff they were going to another company for their actual mortgage because according to the client, the other company's rates and fees were lower. Jeff did some research and realized that the other company's advertised rate was not going to apply to this couple because of their not-so-great credit. After Jeff explained everything to them he was able to help them get a better rate with Premium. The moral of the story is - don't just look at the numbers when shopping for loans. Your personal situation may be different.

50-50 - Terry Hamlin - NO JOKER

Collected: \$13 -- Jackpot = \$61.00

ATTENDANCE (19 Members)

Members (14), Alternates (-), Guests (1)

Total Attendance (15)