



Newsletter

June 12, 2025

Meeting: Walter Guiles, 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

Walter Guiles of TechBridge Group announced there will be no meeting next week due to the Juneteenth holiday. Our next meeting will be on June 26th.

Walter thanked **Jeff Dorrance** for running last week's meeting in his absence, and also **Will Berglund** of O'Connell & Aronowitz for putting together a great trivia night event.

Jeff Dorrance of Premium Mortgage Corp. announced that tonight is the Big Brothers/Big Sisters fundraiser. There is still time to make a donation, and Jeff thanks everyone who has donated. Jeff also issued an alert that Premium will hold its annual Traskside Grill happy hour on July 23, and he will send out an invitation to CDBL.

Dawn Morrison of Armida Rose Realty offered her weekly tip: when choosing a wall color, paint small swatches in different lighting. Also choose appropriate finishes for specific rooms, especially where they need to be washable.

Andy O'Reilly of Securitas announced Therapeutic Horses of Saratoga will hold a concert on Sept. 27th featuring the Spin Doctors. He will send out an invitation.

Frank Paladino of RightComm LLC announced the Colonie Chamber mixer to be held on July 9 at 110 Grill in Latham.

Jordan Modiano of Express Employment Professionals has a free kids ticket for the Albany Firebirds' final game on Saturday night if anyone is interested. Also his new employee has added a link to Hoffman's Car Wash, a race sponsor, to their fundraising site. The race will be held Sept. 6, 2025.

GOOD NEWS

Mike Corey of LeChase Construction is celebrating the completions of the Charlton School for Girls, which is holding a ribbon cutting today, and also the Saratoga City Airport's new terminal.

WISH LIST

Dawn Morrison is looking for residential listings.

Frank Paladino is looking for new businesses and projects in the area.

THANK YOU'S

Dawn Morrison to Dylan Mirarchi

Dylan Mirarchi to Dawn Morrison

Frank Paladino to Walter Guiles, Chuck Shank, Jordan Modiano

Walter Guiles to Jordan Modiano, Frank Paladino

Jordan Modiano to Frank Paladino, Walter Guiles

Will Berglund to Jordan Modiano

Terry Hamlin to Will Berglund.

COMMITTEE REPORTS

Treasurer's Report – Nick Marchese

2nd quarter dues are all paid. He will be sending out invoices for 3rd quarter dues.

Leads – Frank Paladino

Lead of the Week - **Walter Guiles**

Special Events –Will Berglund

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

Membership – Josh Jennings

No report.

Speakers/Greeters – Davis Moeckel

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

Terry Freeman
First National Bank of Scotia

Terry just returned from a vacation on beautiful Anna Maria Island in Florida.

She is originally from Guilderland and grew up in a house that her grandfather built. She has one brother.

She got married in 1989 and lived in Rotterdam for 19 years. She has lived in Altamont since 2006 and loves the friendly village.

They have no children except for their cats, Evie and Gabby. Terry enjoys gardening and camping in the Adirondacks. Her husband works for the Town of Guilderland and his grandfather owned the Armstrong Dairy Farm in Altamont.

Terry is a member of the Community Caregivers board, is a former president of the Rotterdam Business Association, a member of the Guilderland Chamber board, is active in the Regional Chamber of Commerce and the Altamont Ladies' Auxiliary, and is also a volunteer firefighter since 2018. Being in the fire department requires a lot of her time with drills, calls, events, education and fundraisers.

Both Terry and her husband are committed to their jobs.

Terry started at 1st National as a teller in 1988. The bank was founded in 1923 and now has 10 branches. Customer service is an important competitive advantage.

Terry noted that over the years fewer people go to the bank branches and now use their phones for most banking transactions.

1st National deposits are FDIC insured up to \$250,000. Funds over this amount are moved to other banks to ensure that all deposit money is insured.

The bank has started using Z Suite for rental security deposits and in the future this platform will also be used for funeral homes and attorneys. They also participate in Allpoint ATM, which can be used without fees or service charges.

For more information about banking, contact Terry -
Teresa Freeman

Eastern Area Manager, First National Bank of Scotia

518-370-7252

www.firstscotia.com

tafreeman@firstscotia.com

50-50 - Terry Freeman - NO JOKER

Collected: \$18 -- Jackpot = \$61.00

ATTENDANCE (19 Members)

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

Total Attendance (17)