



# Newsletter

**June 26, 2025**

Meeting: Walter Guiles, President

Greeter: Frank Paladino

[mycdbl.com](http://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**

**Ed Kosek**, Tech Valley Office Interiors

Alternate for Josh Jennings

## **ANNOUNCEMENTS**

**Walter Guiles** of TechBridge Group announced that today is the last meeting of June. It's also his wife's birthday. There will not be a meeting on July 3 due to the July 4th holiday.

**Dawn Morrison** of Armida Rose Realty announced that her mother has closed on her house.

**Ann MacAffer** of CBRE completed the move of the Community Bank headquarters to the former Angiodynamics building.

## **GOOD NEWS**

**Frank Paladino** of RightComm LLC has had a busy couple of months with new customers.

**Terry Hamlin** of CardConnects reports that Frank Paladino has moved his car out of Terry's mom's garage.

**Dawn Morrison** recently helped a client relocate into a building in Troy, and now the same client wants help buying a car.

## **WISH LIST**

**Dawn Morrison** is looking for residential listings.

**Jordan Modiano** of Express Employment Professionals is looking for call centers that are looking to need staff.

## **THANK YOUS**

Terry Hamlin to Nick Marchese

Frank Paladino to Terry Hamlin

Jordan Modiano to Will Berglund, Frank Paladino  
Will Berglund to Jordan Modiano  
Walter Guiles to Frank Paladino  
Frank Paladino to Walter Guiles  
Andy O'Reilly to Chuck Shank

## **COMMITTEE REPORTS**

### **Treasurer's Report – Nick Marchese**

3rd quarter invoices have been sent out.

### **Leads – Frank Paladino**

Lead of the Week - **Jeff Dorrance**

### **Special Events –Will Berglund**

Will is working on a third quarter social event; he will send out an email with dates and options.

### **Membership – Josh Jennings**

No report.

### **Speakers/Greeters – Davis Moeckel**

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**

### **Chuck Shank Smith Brothers Insurance**

Chuck has been in the insurance business for 38 years. He enjoys the opportunity to help people every day.

Smith Brothers is an independent insurance agency, supplying insurance for all your personal and business needs. In addition, Smith Brothers provides clients with health insurance.

Last week Chuck and his wife went to California to visit their oldest son, who is working on his PhD at the University of California at Irvine and doing well, despite music being a cutthroat business.

Chuck's other son is living in Nashville and also doing great.

Chuck's been a member of CDBL for 25 years and was brought in by former member Bob Talbot of Arnoff Moving Co. CDBL is a great group and it's important to reach out to other members to make the most of it.

Insurance companies react to what's happening in the world.

AI is changing business fast. Insurance companies have not worked out how to provide AI coverage yet.

Insurance companies use AI to create auto insurance renewal policies much faster and more efficiently than a person could, but the process isn't foolproof.

It's important to be able to understand and use AI for work.

The medical field is the #1 user of AI currently. Abridge is a medical AI program and is fast growing, with all hospitals currently using it. The app records conversations during medical appointments and transcribes them into medical notes, saving doctors a lot of time.

Smith Brothers offers an insurance policy for members of boards of directors. Any decision a board makes can end up in court. These policies protect individual board members from being sued. Chuck advised that you should not serve on a board unless this policy is in place.

In 2024 1.6B was paid by home insurance policies for dog bite claims.

In NY state companies must insure you if you have a dog. Even if you don't let your insurance company know you have a dog, you are still covered.

Due to climate change, the amount of storms and resulting damage has increased dramatically. In 2025 there has been \$7 billion paid out to date in storm damages.

If you neglect your roof and then it's damaged by a storm, insurance companies will not replace an old roof. Likewise neglect of house maintenance such as cleaning dryer vents and installing water sensors can result in insurance companies not paying claims if damage is due to this neglect.

Car insurance rates are increasing because cars cost more to repair and medical expenses have gone up.

Vehicle sales have fallen by 1.7M per year since 2016. This is because cars cost more to own. Younger people are not buying cars. 14.5 years is the average age of the cars currently on the road.

\$48,883 is the average price of a new car.

In 2024 the average cost to own and use a car was \$12,300 including maintenance, insurance and fuel.

The amount of plastic in cars has increased since 2012.

Right to repair legislation varies from state to state. This legislation may prevent auto owners from fixing their own cars or having their mechanic fix them due to the manufacturer's proprietary software.

For more information about anything related to insurance, contact Chuck -

**Smith Brothers Insurance**

**Chuck Shank, CIC**

518-477-5150

Fax: 518-477-5157

cshank@smithbrothersusa.com

SmithBrothersUSA.com

**50-50 - Walter Guiles - NO JOKER**

Collected: \$12 -- Jackpot = \$76.00

**ATTENDANCE (19 Members)**

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

**Total Attendance (17)**