



# Newsletter

**July 10, 2025**

Meeting: Walter Guiles, President

Greeter: Nancy McKiernan

[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**

## **ANNOUNCEMENTS**

**Walter Guiles** of TechBridge Group announced that today is the opening day at the track. Due to the 4th of July holiday last week we skipped the first Thursday of July and will meet on the 10th, 17th and 24th, with July 31st off.

**Ann MacAffer** of CBRE had a closing on one of 5 buildings that are for sale. The new owner intends to live in an apartment in the building. Ann also has a new listing which is a 2 story office building in Saratoga. It has a retail tenant on the first floor and also has parking.

Also Ann said there is a LPGA female golfer looking for a place to stay near Albany July 14th thru 21st.

**Dawn Morrison** of Armida Rose Realty offered 3 tips for removing household odors: Put kitty litter in the bottom of a trash can, use vinegar and water to remove drain odors, and use eucalyptus spray on your showerhead.

**Frank Paladino** announced that AT&T and Verizon are in a price war. AT&T has a special of \$10 per phone per month for new customers. Also today is the Colonie Chamber Day at the Track.

## **GOOD NEWS**

**David Piscitella** of Paylocity got a holle in one, his second, over the weekend. He also reports that her closed a deal with a company in the UK.

Andy O'Reilly saw Ken White recently and says he is doing well, Andy has also seen Alan Baker recently.

Frank Paladino will be running the Boilermaker this weekend.

**Patsy Immediato** of Classic Custom Construction met with Jeff Stedge, a former CDBL member, yesterday.

**Josh Jennings** of TVOI is heading to Rhode Island on vacation, and his horse may be racing on July 18th at Saratoga. TVOI's ecommerce business has done three times the business so far this year that it did last year. Their products are available online through Walmart and Amazon as well as shopTVOI.com.

### **WISH LIST**

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

### **THANK YOU'S**

Terry Hamlin to Nick Marchese, Frank Paladino

Patsy Immediato to Dylan Mirarchi

Dylan Mirarchi to Patsy Immediato

Frank Paladino to Walter Guiles, Chuck Shank, Terry Hamlin, Walter Guiles, Frank Paladino

Josh Jennings to Dylan Mirarchi

Walter Guiles to Nancy McKiernan

### **COMMITTEE REPORTS**

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

3rd quarter invoices have been sent out.

#### **Leads – Frank Paladino**

Lead of the Week - **Walter Guiles**

Please submit more leads.

#### **Special Events –Will Berglund**

No report.

#### **Membership – Josh Jennings**

No new activity.

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

July 17 - **Need Speaker**, David Piscitella, Greeter

July 24 - Mike Corey, Speaker, **Need Greeter**

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**

**Dawn Morrison**  
**Armida Rose Real Estate**

Dawn is currently in the process of helping her 78 year old mother sell her home and relocate. 10,000 baby boomers are turning 65 daily.

As a result of the aging population, real estate demands will change. Seniors are hanging on to their houses because there is a shortage of adequate senior housing.

The boomers hold a good portion of real estate assets that the millennials are trying to acquire. 21% of Generation Xers are buying multigenerational housing.

40% of Gen Xers live with an aging parent, 50% have a child over 18 and 40% have a child under 18, making them the sandwich generation.

Older homeowners may not maintain their properties because they don't have the money.

Dawn advises people to talk to their aging parents about their plans.

Dawn plans to buy a duplex that she will share with her mother.

Multigenerational housing can mitigate isolation in seniors.

Although many older people transition into single story homes, walking up and down stairs is beneficial for those who are able.

Younger generations that are purchasing homes often get money from their grandparents to help them.

For more information about the current real estate market, contact Dawn.

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Schenectady, NY 12305

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www.armidarose.com

**50-50 - Terry Freeman - NO JOKER**

Collected: \$13 -- Jackpot = \$76.00

**ATTENDANCE (19 Members)**

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

Total Attendance (15)