



# Newsletter

**July 24, 2025**

Meeting: Jeff Dorrance

Greeter:

[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**

### **GOOD NEWS**

**Dawn Morrison** of Armida Rose Realty reports that there has been lots of activity and opportunities in the last week.

**Jeff Dorrance** of Premium Mortgage Corp. announced that their trackside event in Saratoga yesterday went well and everyone had a good time, and he thanked the members who attended.

**Mike Corey** of LeChase Construction announced that they have won a \$17M hospital project in White Plains. Also their Saratoga Airport project turned out great. A new diner will open at the airport in the fall.

## **WISH LIST**

## **THANK YOUS**

Dawn Morrison to Patsy Immediato, Terry Hamlin

Terry Hamlin to Jeff Dorrance

Dylan Mirarchi to Patsy Immediato

Ann MacAffer to Chuck Shank

## **COMMITTEE REPORTS**

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

3rd quarter invoices have been sent out, please pay.

### **Leads – Frank Paladino**

Lead of the Week - **Terry Hamlin**.

### **Special Events –Will Berglund**

Will has sent out an email with some options for the third quarter event. Please respond so Will can move forward with a plan.

### **Membership – Josh Jennings**

No new applications have been received. Terry Hamlin has invited a promotional products person and also a marketing person to attend a meeting sometime in September.

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

July 31 - **NO MEETING**

Aug. 7 - Nick Marchese, Speaker - Davis Moeckel, Greeter

Aug. 14 - David Piscitella, Speaker - **Need Greeter**

Aug. 21 - **Need Speaker and Greeter**

Aug. 28 - **NO MEETING**

Sept. 4 - Davis Moeckel, Speaker - Jordan Modiano, Greeter

Sept. 11 - Andy O'Reilly, Speaker - **Need Greeter**

Sept. 18 - Terry Hamlin, Speaker & Greeter

Sept. 25 - **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**

**Mike Corey**

**LeChase Construction**

Mike began with an update on his family. His wife currently works from home for Pfizer in their gene therapy department. Daughter Madeline loved theater and is currently rehearsing for production of Annie to be performed August 9-10 at Ballston Spa H.S. Daughter Amelia started playing softball at age 8 and Mike has enjoyed seeing her progression in the sport. Mike also gets inspiration from sports and the development of perseverance, assertiveness, hard work, resilience and determination.

Wins are temporary and do not guarantee tomorrow's success.

Mike is in his 10th year of making wine at home. He buys wine grapes and crushes them in buckets in his driveway. The grapes are then pressed and the wine is aged in Hungarian oak barrels. The wine partially evaporates in the barrels and the oak softens the flavor. Barrels cannot be left empty so each year he needs to refill them with more wine.

Mike has won some awards for his wines and started a local chapter of the American Wine Society, an organization founded by Dr. Konstantine Frank.

Mike then discussed the various delivery methods LeChase offers to their clients.

The general contractor is transactional and cost driven. The owner runs the risk when changes have to be made and it offers less flexibility.

Construction manager - at risk is more focused on the preconstruction stage. The construction team is brought in early and works with the architect, often resulting in less need for change orders later on. This is more of a partnership approach with the owner.

Construction manager as agent, or CMA is where LeChase would act as an adviser for the owner. The construction team does not hold the contracts, which can make it challenging for the CMA to enforce management since they have no contractual authority. This model is often used by state agencies. LeChase does roughly \$2-3M annually in K-12 focused projects as CMA.

In design build the owner has one point of contact and the design build firm has early engagement. This model is used in a lot of parking garage projects such as at the Albany nano site.

In NY state, a construction company cannot have a designer in house, but LeChase partners with a design company that specializes in parking garages, resulting in cost effective solutions.

For more information about LeChase Construction, contact Mike.

**LeChase Construction**

1473 Erie Blvd., Schenectady NY

Michael Corey – Project Manager

518-701-3732

mike.corey@lechase.com

www.lechase.com

**50-50 - Mike Corey - NO JOKER**

Collected: \$10 - Jackpot = \$96.00

**ATTENDANCE** (19 Members)

Members (14). Alternates (-). Guests (-)

Total Attendance (14)