



Newsletter

August 7, 2025

Meeting: Walter Guiles

Greeter: Davis Moeckel

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 his son did not make it to the qualifying round at Turning Stone.

Dawn Morrison of Armida Rose Realty recommended trying hot pepper to get rid of rabbits and other pest animals around the house.

GOOD NEWS

Jeff Dorrance of Premium Mortgage Corp. announced that this July was his best month for applications ever in his 7 years with the company.

Jordan Modiano reports that his special needs employee is doing a great job at helping to raise money and procure auction items for the upcoming Race for Autism.

Walter Guiles announced that his daughter just started her first job at Druthers in Schenectady.

Dawn Morrison has some vacant land for sale in Greenfield Center.

David Pliscitella of Paylocity has closed one deal and has two more coming up as a result of a new collaboration with a partner. Paylocity is able to save companies money using their automation features.

WISH LIST

Dawn Morrison is looking for residential listings and says it's time to get ready for fall.

Jeff Dorrance is looking for people looking to buy their first time home, vacation home or investment properties.

Jordan Modiano is looking for companies that need light industrial, administrative and other workers.

THANK YOU'S

Dawn Morrison to Patsy Immediato
Terry Freeman to Nick Marchese
David Piscitella to Nick Marchese
Walter Guiles to Davis Moeckel, Frank Paladino, Chuck Shank, Andy O'Reilly

COMMITTEE REPORTS

Treasurer's Report – Nick Marchese

We're good on cash. Please pay your 3rd quarter dues.

Leads – Frank Paladino

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

Special Events –Will Berglund

Therapeutic Horses got the most votes from members. Will will work on setting a date for the event.

Membership – Josh Jennings

No report.

Speakers/Greeters – Davis Moeckel

Aug. 14 - David Piscitella, Speaker - Jeff Dorrance, 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

Nick Marchese

Marchese & Espey CPAs

Nick attended college in an ROTC program and graduated in 1982. He spent 5 months in basic officer training with the National Guard. His first job was at the NY Farm Bureau.

He moved to a bigger firm in 1986 and he started his own company in 1991. He is now in his 35th year at Marchese & Espey.

Nick has been married for 42 years and has 2 children and 5 grandchildren, aged 4 - 14 years. He is involved with the Double H Ranch golf tournament, which is in its 10th year. Nick thanked CDBL members who have sponsored or donated to the tournament. David Piscitella is playing in the tournament this year.

Double H Ranch is located in Lake Luzerne and was founded by Charlie Wood and Paul Newman. The camp serves disabled children and is always looking for new volunteers as well as donations.

Nick's wife Teri Ann has written a children's book called *How Does Jesus Love You?* The book is available on Amazon and she also has a second book coming out soon.

Nick discussed Quickbooks, an Intuit accounting application. He uses the desktop version.

There are online versions that are available by subscription and the price has increased.

Nick said the enterprise online version has a different look and field from the desktop version and makes it easier for businesses to do payroll in-house.

Nick also discussed the new tax bill. The bill has kept rates in place. It increased the estate exemption to \$15B per person.

Prior to the new bill, manufacturing businesses had to amortize R&D expenses. Now they can deduct them all. If they build buildings, businesses can write off the whole building in one year. No tax on tips is for those who earn under \$150,000 and will be in effect for a few years. There is also no tax on overtime.

All of the tax bill changes are on the federal level.

SALT is coming back. Instead of a \$10,000 deduction it will now be 40,000 until 2029.

Nick is glad that the bill was passed early in the year so that developers will have time to update their software before tax time.

For more information contact Nick.

Marchese & Espey Certified Public Accountants, PC

2 Executive Park Drive, Clifton Park, NY 12065

Nicholas J. Marchese, CPA

518-280-6750 Fax: 518-280-6749

njm@mecpapc.com

<http://www.mecpapc.com>

50-50 - Terry Hamlin - WINNER

Collected: \$11 - Jackpot = \$101.50

ATTENDANCE (19 Members)

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

Total Attendance (14)