



# Newsletter

**August 21, 2025**

Meeting: Walter Guiles

Greeter: Walter Guiles

[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**

Andy O'Reilly of Securitas announced that his daughter got married recently in a beach wedding ceremony and is honeymooning in Greece.

Frank Paladino of RightComm LLC announced the Colonie Chamber will be having a mixer on Sept. 10 at Innovo.

## **GOOD NEWS**

Terry Hamlin of OnCore has a new account, a gun store opening in September, and also a commercial printer.

## **WISH LIST**

Jordan Modiano of Express Employment Professionals is looking for a CPA/CPA manager.

## **THANK YOU'S**

Jordan Modiano to Walter Guiles, Jeff Dorrance

Frank Paladino to Walter Guiles, Chuck Shank, Dylan Mirarchi

Andy O'Reilly to Walter Guiles

Walter Guiles to Chuck Shank, Frank Paladino

## **COMMITTEE REPORTS**

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

No report.

### **Leads – Frank Paladino**

Lead of the Week - **Walter Guiles**

*Please remember to submit your leads.*

### **Special Events –Will Berglund**

Will is working with the Therapeutic Horses organization to plan an event for late September or October.

### **Membership – Josh Jennings**

No report.

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

#### **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**

**One-on-Ones**

The members took time to meet one on one and learn something new about each other's businesses.

**Jeff Dorrance/Premium Mortgage Corp.** features an in-house credit person. All parts of the mortgage process can be completed remotely. They can advise on grant availability and can also provide mortgages for small apartment buildings and LLCs.

**Chuck Shank/Smith Brothers Insurance** - their employees have 25 years of experience and know the right questions to ask to provide the best services. They also have in-house lawyers.

**Nancy McKiernan/CocoBellissimo** - mostly doing holiday gifts but also available to provide custom wedding or party favors.

**Patsy Immediato/Classic Custom Construction** - can build a house from the ground up as well as renovations and repairs. They do what they say they're going to do, on time and at the quoted price.

**Will Berglund/O'Connell & Aronowitz** - able to help businesses with cannabis law and paperwork requirements.

**Andy O'Reilly/Securitas** - provide weapons detectors in schools as well as fire and CO2 monitoring.

**Terry Hamlin/Oncore** - Terry has been in the credit card processing business for a long time and can provide individualized solutions. The high level of customer service is what helps retain customers.

**Frank Paladino/RightComm LLC** - the level of customer service is key to their success.

**Walter Guiles/TechBridge Group** - they are "tech with personality", responding quickly and having the ability to communicate clearly with clients.

**Jordan Modiano/Express Employment Professionals** - "Jordan cares". They have a "try before you buy" program that lets companies hire an employee on a trial basis to see if they will work out.

**50-50 - Chuck Shank - No Joker**

Collected: \$12 - Jackpot = \$13.00

**ATTENDANCE (19 Members)**

**Members (13). Alternates (-). Guests (-)**

**Total Attendance (13)**