



# Newsletter

**October 2, 2025**

Meeting: Walter Guiles

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**

**Dave Lindsey**, 1st National Bank of Scotia

*Alternate for Teresa Freeman*

## **ANNOUNCEMENTS**

**Frank Paladino** of RightComm LLC announced the Colonie Chamber will celebrate their 40th Anniversary with a cruise on the Dutch Apple on Oct. 8th.

**Ann MacAffer** of CBRE announced that she will be on the first episode of a new TV program produced by the Real Estate Commission.

**Dawn Morrison** of Armida Rose Real Estate issued a reminder to clean your filters on your AC wall units, furnace and dehumidifier in the fall. Also remember to clean out your dryer vents.

## **GOOD NEWS**

**Walter Guiles** of TechBridge Group announced that his daughter has passed her driving test.

**Jeff Dorrance** of Premium Mortgage Corp. reports that September was his best closing month. Rates are still down slightly.

## **WISH LIST**

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

**Ann MacAffer** is looking for a large block of office space. ~20,000 sf, with its own parking area, Albany/Latham centric.

## **THANK YOU**

Patsy Immediato to Nick Marchese

Nick Marchese to Patsy Immediato, Ann MacAffer, David Piscitella

Frank Paladino to Walter Guiles  
Walter Guiles to Frank Paladino

## **COMMITTEE REPORTS**

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

Nick has sent out 4th quarter dues invoices.

### **Leads – Frank Paladino**

Lead of the Week - **Will Berglund**

*Please remember to submit your leads.*

### **Special Events –Will Berglund**

We have enough participants signed up for the Therapeutic Horses event, which will be held on October 16 at 5:30. There will be wine and snacks. Contact Will for more information or to sign up. Spouses/partners are welcome to attend.

The holiday luncheon will be held at the Desmond on Fri. Dec. 12 (no meeting on Dec. 11).

### **Membership – Josh Jennings**

The two visitors who attended in September are planning to come to next week's meeting. Their categories are Promotional Products and Social Media/Marketing.

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

Oct. 9 - Ann MacAffer - Speaker, Nancy McKiernan - Greeter

We need greeters for November.

Nov. 20 - Heather McDaniels, CEG - Guest Speaker

### **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**

### **Josh Jennings Tech Valley Office Interiors**

Josh has two daughters aged 14 and 9, who are both into sports. Josh is a basketball ref and the game schedule is starting up.

Josh has been with TVOI since 2016. The company has evolved that time, when they were on Kraft Ave. in Albany as a preowned warehouse and small showroom. They were doing some higher ed then, but no K-12. In 2019 they started to grow their business with schools.

In May of 2020 they renovated their Cohoes showroom to create coworking space. After COVID, they had 3 private offices plus 3 more office spaces and a Zoom meeting space. Now they have 9 private offices, all full, plus 6 dedicated desks that are used by a software company.

TVOI is an Amazon seller and was invited to an Amazon conference as one of their top 1% of Amazon sellers.

On Amazon TVOI offers a full catalog of products that can ship within 2 business days. The buyer must assemble their own products.

Amazon benefits the buyer regarding returns, so TVOI has space in their warehouse for returned items like desks and chairs. They double check each order with the customer before shipping to ensure they ordered the right item and reduce the amount of returns. They hold a quarterly sale of returned items to move them out of their storage space.

TVOI also participates in Amazon Local, a program that provides discounts to local buyers. Amazon Local focuses on companies that have products to sell. TVOI offers customers the option to have their products delivered and installed locally, for an additional charge. TVOI gives Amazon dedicated zip codes for order fulfillment, and they ship a small group of popular items. As part of the Big Beautiful Bill, businesses can now depreciate both new and preowned items 100% in the first year.

TVOI continues to grow and they are considering adding a second floor to their building.

A lot of their growth is in K-12 and now hospitals.

Supply chain issues continue to be an issue and tariffs and surcharges can result in nominal additional fees for items. Many manufacturers have added a small increase to their prices in response to the tariffs.

A 3 to 4 week lead time is typical but varies by project. TVOI has the flexibility to find another manufacturer to provide product and meet required lead times.

For more information contact

### **Josh Jennings**

Tech Valley Office Interiors, 50 Mohawk Street, Cohoes, NY 12047

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[shoptvoi.com](http://shoptvoi.com)

**50-50 - Ann MacAffer - No Joker**

Collected: \$12 - Jackpot = \$36.00

**ATTENDANCE** (19 Members)

Members (11), Alternates (-), Guests (-)

Total Attendance (11)