



Newsletter

October 9, 2025

Meeting: Walter Guiles

Greeter: Nancy McKiernan

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

Dan DeMarco

DeMarco Design

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dan@demarcodesignllc.com

www.demarcodesignproducts.com

DeMarco Design provides branding and marketing, promotional products, custom apparel and other services.

Emily Discenza

Downstreet Digital

downstreetdigital.com

Downstreet Digital provides all types of digital marketing, SEO and social media.

ANNOUNCEMENTS

Walter Guiles of TechBridge Group announced that today is Beer & Pizza Day.

Jeff Dorrance of Premium Mortgage Corp. announced the Troy Chowder Fest Sunday 12-5. Premium is a music sponsor.

Chuck Shank of Smith Brothers Insurance issued a PSA regarding rental cars. When renting a car, be sure to list all drivers on the rental agreement, otherwise they will not be covered by insurance if they are involved in an accident while driving the rental car.

Chuck is leaving for 2 weeks in Italy tomorrow.

Dawn Morrison of Armida Rose advised those with home offices to create a comfortable and ergonomically designed work space to avoid injuries and improve productivity. **Chuck Shank**

added that many workers' comp claims are from remote workers who have a badly set up home office. **Josh Jennings** of TVOI can assist with a good home office setup.

Frank Paladino of RightComm LLC announced that Oct. 20-26 is Colonie Restaurant Week.

GOOD NEWS

Jordan Modiano of Express Employment Professionals announced that he hired a professional recruiter, who is off to a great start. They will start to focus more on IT and finance openings.

Also, the Races for Autism race held last month made over \$30,000 for the cause.

Mike Corey of LeChase Construction announced that the new arena in Mohawk Harbor is now hosting Union hockey games.

WISH LIST

Dawn Morrison is looking for residential listings.

Ann MacAffer is looking for commercial listings.

Jordan Modiano is looking for companies that are hiring.

Frank Paladino is looking for any new businesses.

THANK YOU

Chuck Shank to Andy O'Reilly

Josh Jennings to Nick Marchese

Nick Marchese to Patsy Immediato, Josh Jennings

Frank Paladino to Walter Guiles

Will Berglund to Jordan Modiano

COMMITTEE REPORTS

Treasurer's Report – Nick Marchese

Nick has sent out 4th quarter dues invoices.

Leads – Frank Paladino

Lead of the Week - **No Leads**

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 provided by Mike Corey and snacks. Contact Will for more information or to sign up. Spouses/partners are welcome to attend. Dress warm as it is an outdoor event.

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

Membership – Josh Jennings

No updates.

Speakers/Greeters – Davis Moeckel

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

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Jeweler
Limousine Service
Long Term Care
Office Supply
Promotional Items
Sign Company
Title Insurance
Water/Coffee Vendor
Web Designer

TODAY'S SPEAKER

Ann MacAffer
CBRE

Ann will be attending the premier tonight for a real estate TV show that will be shown Saturday a 9 pm on A&E.

In the show Ann discussed a project at 19 Aviation Rd. in Latham which was a family owned project. The property was under contract but had two tenants with leases and the building could not be emptied. There was also an issue with an easement.

Ann said it's important to ask tenants whether they have leases or month to month agreements before purchasing a building, and also to talk to the attorney directly.

Regarding commercial real estate, most of upstate NY is doing well. Buffalo and its suburbs are sputtering. Albany is doing the best due to the state government presence, while Syracuse is nervous due to some federal funding being pulled.

Ann is currently looking for medical practices that need to move. Doctors' offices are typically slow to make real estate decisions.

Some private medical practices are selling parts of their buildings and taking the back office personnel out of the building.

Medical space requires a lot of plumbing, and HIPAA regulations regulate the density of the walls. They do not require windows. Offices are adding more security to the patient area. For information about commercial real estate, contact Ann.

CBRE

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50-50 - Chuck Shank - No Joker

Collected: \$14 - Jackpot = \$43.00

ATTENDANCE (19 Members)

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

Total Attendance (11)