



Newsletter

October 16, 2025

Meeting: Walter Guiles

Greeter: Josh Jennings

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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 today National Boss's Day.

Ann MacAffer of CBRE announced that she will appear on an episode of The Real Estate Commission on October 25th at 9 or 9:30 AM on A&E.

Dawn Morrison of Armida Rose Realty announced that October is Fire Safety Month. Check your smoke detector batteries. Also, be aware that potting soil is flammable so be careful about storing it over the winter.

Terry Freeman of 1st National Bank of Scotia announced the Community Caregivers Gala. If you would like to sponsor the event or place an ad in the program, contact Terry. Community Caregivers is a not for profit organization that helps keep elderly people independently living in their own homes.

Josh Jennings of Tech Valley Office Interiors announced a three day liquidation sale will be held on the last three days of each month. They will offer discounts on seating, storage, desks and other office furnishings.

GOOD NEWS

Mike Corey of LeChase Construction announced that, as a result of a cold email sent out to Vassar College during the summer, they were sent an RFP and had an interview yesterday, which went well.

Josh Jennings announced he has met with some local customers who have offices nationally to discuss online ordering, and as a result has just gotten an order from a Florida office.

WISH LIST

Dawn Morrison is looking for residential listings.

Jordan Modiano is looking for companies that are hiring IT, data analysis, finance and accounting personnel.

Ann MacAffer is looking for medical office space for lease in the 4 county area, less than 15 years old.

THANK YOU'S

Walter Guiles to Josh Jennings

Will Berglund to Davis Moeckel

COMMITTEE REPORTS

Treasurer's Report – Nick Marchese

Nick has sent out 4th quarter dues invoices.

Leads – Frank Paladino

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

Please remember to submit your leads.

Special Events –Will Berglund

Tonight is our Therapeutic Horses event at 5:30. There will be wine provided by Mike Corey and snacks. 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

Josh has not heard any updates from our two recent guests regarding membership.

Speakers/Greeters – Davis Moeckel

No meeting Oct. 23 and Oct. 30

Nov. 6 - Dawn Morrison, Speaker, Andy O'Reilly, Greeter

Nov. 13 - Will Berglund, Speaker

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

Jeff Dorrance Premium Mortgage Corp.

Premium Mortgage Corp. has been in business for 25 years in NY and Florida as residential lenders. They opened the Albany location 8 years ago. Jeff has been with Premium for 7 years. Premium is the #1 lender in Rochester and Buffalo and are growing their business in Albany. Jeff said that July through September of this year have been his best months ever. Rates are now at around 6%.

Premium offers multiple programs and everyone's rate will be different. No two loans are the same.

Jeff works with each person on an individual basis and also helps first time home buyers through each step of the entire process, from the initial meeting to the closing.

Credit Karma is not always accurate. Jeff does hard credit pulls to get applicants' FICO scores. Premium has an inside credit professional that can review and analyze an applicant's situation and make suggestions for a path to improve their credit score.

Jeff has 35 years of experience in banking and lending and notes that the amount of paperwork has grown. There are a lot of rules and regulations that were put in place to protect the lender and the individual, which leads to many documents to e-sign.

Premium offers purchase and refinancing but not HELOC loans. They do, however, offer rehab loans.

They also have a buy now, refi later program that allows clients to refinance after 1 year if the rate becomes lower. In this program many of the usual refi costs are waived.

For a conventional loan, if you don't put 20% down on the home then you must pay PMI, or private mortgage insurance.

You don't always need to have 20% down to buy a house, depending on the loan program.

You can qualify for a DSCR loan for investment properties as long as the rents are higher than the monthly mortgage payment and you have the down payment. This is for properties with 1-4 units. You can convert to an LLC at or after closing.

For more information about residential lending, contact Jeff.

Premium Mortgage Corporation

935 New Loudon Rd. Suite 3A, Latham, NY 12110

Jeff Dorrance, Loan Officer

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jdorrance@premiummortgage.com

50-50

Ann MacAffer - No Joker

Collected: \$14 - Jackpot = \$50.00

ATTENDANCE (19 Members)

Members (15), Alternates (-), Guests (1)

Total Attendance (15)