Newsletter

November 20, 2025
Meeting: Walter Guiles
Greeter: Ann MacAffer
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

Heather McDaniel, CEcD
Chief Economic Development Officer
Center for Economic Growth
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Guest Speaker

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ac-mobilenotary.com
We come to you. Business, residence, nursing homes, hospitals, school campuses, jails
Member National Association Of Notary

ANNOUNCEMENTS

Walter Guiles of TechBridge Group announced that today is National Absurdity Day and the last meeting of November.
Frank Paladino of Right Comm LLC announced that Dec. 2 is the Regional Chamber Holiday Party. *(UPDATE - this has been cancelled due to the storm)*
Jeff Dorrance of Premium Mortgage Corp. announced that Fanny Mae has dropped the 620 credit score minimum.
Josh Jennings of Tech Valley Office Interiors is in need of a junior interior designer.

Chuck Shank of Smith Brothers Insurance gave a PSA regarding Uber and Lyft drivers: Your standard auto policy does not cover you when driving for these services.
Dawn Morrison of Armida Rose Realty gave some housekeeping advice: replace your dishwashing sponge weekly or run it through the dishwasher.
Terry Freeman of 1st National Bank of Scotia promoted a special 9 month CD rate of 3.75, with a minimum deposit of $2500.
Mike Corey of LeChase Construction attended an event at the Mohawk Event Center.

GOOD NEWS
Josh Jennings reports that their e-commerce site has hit $1M in sales for 2025, placing them as one of Amazon's top 1% sellers.

WISH LIST
Dawn Morrison of Armida Rose is looking for residential listings.
Jeff Dorrance is looking to talk to people who want to get preapproved for residential mortgages. Preapprovals last 90 days and can be renewed.
Terry Freeman is looking for landlords.

THANK YOUS
Frank Paladino to Walter Guiles, Jordan Modiano
Josh Jennings to Jordan Modiano
Nancy McKiernan to Patsy Immediato

COMMITTEE REPORTS
Treasurer's Report – Nick Marchese
Please pay 4th quarter dues.
Leads – Frank Paladino
Lead of the Week - **No leads.**
Please remember to submit your leads.
Special Events –Will Berglund
The holiday luncheon will be held at the Desmond on Fri. Dec. 12 (no meeting on Dec. 11).
Membership – Josh Jennings
No updates on new members.
Speakers/Greeters – Davis Moeckel
Dec. 4 - Chuck Shank, Speaker, Jordan Modiano, Greeter
Dec. 12th Holiday Luncheon, no meeting Dec. 11th
Dec. 18th Walter Guiles, Speaker, Frank Paladino, Greeter

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
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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

Heather McDaniel
Center for Economic Growth

Heather lived in Ithaca for 24 years and has 18 years experience in economic development. Mark Eagan of the Regional Chamber of Commerce asked Heather to come to work for the Center for Economic Growth to replace Katie Newcomb, who was moving on.

The goal of the CEG is to create an environment where every business can thrive. The CEG serves an 8 county region and includes a lot of collaborations and partnerships. They work to prepare regions for growth, help grow existing businesses, and make sure no one gets left behind.

Heather works on workforce development to help supply workers to businesses as the current working age population has declined. They have received a $40M award to onramp an entry level training center. They are learning the needs of manufacturers and working with young people to hone their experience in trades and soft skills.

The business plan for the center will be done by the end of the year. They will work on manufacturing careers to provide entry level positions and apprenticeships. The focus is on the underemployed and those looking for a mid-career change.

The center will also be working with 7th and 8th graders in 17 schools to form manufacturing clubs that provide exposure to careers in manufacturing.

The state is increasing its involvement in apprenticeship and learn-while-working programs. Currently 57 apprentices are enrolled in the learn and earn program.

Real Life Rosies provides increased opportunities for women through training programs.

Wraparound support and industry-led training result in a decrease in employee turnover. HVCC is a partner in training programs.

Venture Readiness works with industry sectors to build awareness of startups and provides mentors or entrepreneurs-in-residence to work with startups and get them ready to pitch for venture capital. 16 participants have come through this system to date.

The Manufacturing Solutions Group provides opportunities and funding to increase and strengthen operations at existing manufacturers.

Another goal of the center is to attract existing companies to the area to provide more jobs. They have been actively working to attract companies in semiconductor, biotech, clean tech, AI and quantum sectors. The semiconductor industry will hit $5 trillion in revenue within the next 5 years. One in 4 of the semiconductor chips manufactured in the US will be made in upstate NY. For more information contact Heather at the CEG (contact information above).

50-50
Walter Guiles - No Joker
Collected: $6 - Jackpot = $65.00

ATTENDANCE (19 Members)
Members (12), Alternates (-), Guests (2)
Total Attendance (14)