



Newsletter

December 4, 2025

Meeting: Walter Guiles

Greeter: Jordan Modiano

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

Walter Guiles of TechBridge Group announced that today is Extraordinary Work Team Recognition Day and also Sock Day.

Walter also asked members to come up with some recommendations for charities that CDBL can make donations to. Up to two organizations will be donated to. **Terry Freeman** of 1st National Bank of Scotia nominated Community Caregivers and the Joan Nicole Prince Home.

Frank Paladino of RightComm LLC announced that the Regional Chamber holiday party has been rescheduled to Dec. 16th.

Jordan Modiano of Express Employment Professionals announced a golf event being held on June 17th at the Fairways at Halfmoon to benefit autism awareness.

Ann MacAffer of CBRE has a building available on Western Avenue on the corner of Crossgates Mall Rd.

Jeff Dorrance of Premium Mortgage Corp. announced the Troy Victorian Stroll being held on Sunday Dec. 7.

GOOD NEWS

Jeff Dorrance announced that he has surpassed last year's numbers. Also his NYS license renewal will be completed by Jan. 1.

Frank Paladino announced that he may have a possible new payroll person to replace David Piscitella, who has left Paylocity and resigned his CDBL membership. David has taken a position with ADP as a PEO rep in the Hudson Valley.

WISH LIST

Jeff Dorrance is looking to talk to people who want to buy or refinance residential real estate.

Jordan Modiano is looking for companies who want to hire office or warehouse personnel.

Frank Paladino is looking for new or moving businesses in the Capital Region.

THANK YOUS

Walter Guiles to Jordan Modiano, Terry Freeman

Jordan Modiano to Terry Freeman, Frank Paladino, Chuck Shank

Frank Paladino to Jordan Modiano, Walter Guiles, Will Berglund

Nick Marchese to Will Berglund

Ann MacAffer to Chuck Shank

COMMITTEE REPORTS

Treasurer's Report – Nick Marchese

We are in good shape financially. Please let Nick know whether you want to pay your 2026 dues annually or quarterly.

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

Josh will contact a new payroll person to take David Piscitella's place.

Speakers/Greeters – Davis Moeckel

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 2026 LEADERSHIP

A vote was taken on the 2026 slate of officers and board members. Members voted unanimously to accept the proposed slate:

Ann MacAffer - President

Dylan Mirarchi - Vice President

Terry Hamlin - Secretary

Nick Marchese - Treasurer

Members At Large:

Walter Guiles

Josh Jennings - Membership Chair

Davis Moeckel - Speakers Chair

Frank Paladino - Events Chair

Will Berglund - Leads Chair

CDBL OPEN CATEGORIES

Advertising
Architect
Caterer
Document Destruction
Event Planner
Florist
Healthcare
Interior Designer
Jeweler
Limousine Service
Long Term Care
Office Supply
Payroll Company
Promotional Items
Sign Company
Title Insurance
Water/Coffee Vendor
Web Designer

TODAY'S SPEAKER

Chuck Shank
Smith Brothers Insurance

Chuck announced that he will be resigning from CDBL after 25 years of membership. He explained that he is not the best option for CDBL at this point in his career, and has suggested a possible replacement to fill the insurance category.

Chuck started in the insurance business in 1987, with the Lawrence Group. He realized he couldn't work for a scoundrel like Lawrence, so he started his own insurance company, Shank & Falvey.

It has been six years since Chuck sold Shank & Falvey to Smith Brothers Insurance. He originally had a contract to stay with Smith Bros. for three years, but he loves the company and is sticking around.

Some issues that insurance companies are involved with are AI, ransomware and tractor trailers that are driven by inexperienced drivers.

Chuck advised to stay away from snowplow drivers. There have been some bad accidents involving snowplows.

With Smith Brothers, Chuck now serves about 12-15 clients, mostly in NY state. His responsibilities are to generate income and provide customer service. He is not necessarily looking for new clients at this point. He will take on new customers but only by referral.

Chuck now spends January through May in Florida.

Chuck's wife Sue is a retired teacher. Son Brian, a Juilliard graduate, is teaching and working on his PhD at the University of California at Irvine. David graduated from Notre Dame University and now lives in Nashville and has a career with KPMG in private equity

Chuck shared some of his guiding principles:

Build a trust bank with the people you interact with.

Work is what you do, it is not who you are.

Chuck shared some CDBL history and memories, including an old CDBL brochure and an annual speaker and greeter schedule. CDBL at one time held classes and did volunteering on a regular basis.

CDBL has evolved over time. New members are the lifeblood of our organization.

Chuck concluded by thanking everyone for all of the direct leads and referrals he has gotten over the years, and said it's been an honor to serve many members as their insurance agent.

Chuck will still be available to answer your insurance questions. Give him a call!

Smith Brothers Insurance

Chuck Shank, CIC

518-477-5150

Fax: 518-477-5157

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SmithBrothersUSA.com

50-50

Ann MacAffer - No Joker

Collected: \$33 - Jackpot = \$81.50

ATTENDANCE (18 Members)

Members (12), Alternates (-), Guests (-)

Total Attendance (12)