



# Newsletter

**December 18, 2025**

Meeting: Walter Guiles

Greeter: Frank Paladino

[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**

### **Steve Mather**

HMS Agency, Inc.

518-378-2720 cell

454 Sand Creek Rd.

Albany, NY 12205

[smather@hmsagency.com](mailto:smather@hmsagency.com)

HMS Agency, Inc. is the family owned full service insurance company of Steve and his three sisters and one brother. They have offices in Malta and on Sand Creek. Steve was invited to CDBL by Chuck Shank of Smith Bros. Insurance.

### **Blake Mahieu**

Upstate Bug Busters, LLC

518-281-4180

[blake@upstatebugbusters.com](mailto:blake@upstatebugbusters.com)

Blake is a second-time visitor to CDBL and provides all natural insect control in the Capital area from April thru October.

## **ANNOUNCEMENTS**

**Walter Guiles** of TechBridge Group announced that this is the last meeting of 2025. It is also National Answer the Phone Like Buddy the Elf day.

**Jeff Dorrance** of Premium Mortgage Corp announced that his company has a Pay it Forward for Festivus matching program. They will match up to \$50,000 that you donate to non-profit organizations through the end of the year. Link to information [here](#).

**Dawn Morrison** of Armida Rose Realty wanted to pass along the Floating Sauna on Saratoga Lake as a good way to unwind during the holidays.

**Jordan Modiano** of Express Employment Professionals will be having a fundraising event for Races for Autism at Glenn Peter Jewelers in January. He will send out the invitation.

**Terry Hamlin** of CardConnects will be taking a hiatus from CDBL as he spends January and February in Florida. He will still be working, however.

### **GOOD NEWS**

**Josh Jennings** of Tech Valley Office Interiors was sorry to miss our holiday luncheon last week, however it was for a good cause. He was working on a \$½ million bid on furniture and it was accepted.

Dawn Morrison reports that she had her best year ever.

### **WISH LIST**

**Dawn Morrison** is looking for listings. It's not too early to think about spring selling.

**Jordan Modiano** is looking for companies who want to hire finance, IT or office personnel.

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

### **THANK YOU**

Terry Freeman to Will Berglund

Will Berglund to Terry Freeman

Ann MacAffer to Chuck Shank

Jordan Modiano to Chuck Shank, Frank Paladino, Andy O'Reilly

Jeff Dorrance to Nick Marchese

Nancy McKiernan to Will Berglund, Frank Paladino, Patsy Immediato

Walter Guiles to Will Berglund, Jordan Modiano

### **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 - **Frank Paladino**.

*Please remember to submit your leads.*

#### **Special Events –Will Berglund**

No news. Frank will be taking over events in 2026.

#### **Membership – Josh Jennings**

David Piscitella may rejoin CDBL with his new employer, ADP. Terry Hamlin has a possible promotional products person.

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

Davis is working on next year's speakers. Our first meeting of 2026 will be Jan. 8

#### **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  
Payroll Company  
Promotional Items  
Sign Company  
Title Insurance  
Water/Coffee Vendor  
Web Designer

### **TODAY'S SPEAKER**

**Walter Guiles**  
**TechBridge Group**

Walter started off with a family update. His wife is a corporate trainer with Farmers Insurance. His 20 year old son, Ray, is finishing up at HVCC and is finding himself. Daughter Amanda, 16, is a straight A student and volleyball player.

TechBridge Group is a managed service provider, or MSP. Walter has been in the business for 32 years. TechBridge serves companies ranging from a few employees to over 200. Walter has been working hard and is having his best year so far.

As an MSP, TechBridge can build and manage systems for clients in many industries. Walter has done a lot in hotels and hospitality.

He worked on the renovation of the Desmond Crowne Plaza that started during COVID. He's also worked on the Newbury Hotel in Coxsackie and the Grand Adirondack Hotel in Lake Placid, building from the ground up. Walter just finished Pocketbook Hudson, a boutique hotel. This project started in July 2024. Walter worked with the owners to create budgets, analyze plans and work with the architects.

Hotel IT includes door access, server closets, rack layout and design, powering and cooling. Walter works with internet, phone, TV, AV and music providers. TechBridge is involved in guest room layout, TV in common areas, and pool areas. These projects require a lot of thought, as well as miles of plenum fire rated cable, which is expensive.

TechBridge Group's property management systems integrate with door locks, TVs, internet, phone, point of sale and HVAC systems.

They provide door lock technology that enables guests to open rooms with their cellphones.

TechBridge manages domain and email services, cabling installations and speaker installations.

They also provide ADA compliant equipment for guest rooms and business centers.

Walter concluded by thanking everyone at CDBL for a great year, and congratulated Chuck Shank on his 25 years of membership.

For more information contact Walter:

**TechBridge Group**

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Albany, NY 12205

518-320-8480

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

**50-50**

**Frank Paladino** - No joker

Collected: \$19 - Jackpot = \$91.00

**ATTENDANCE** (18 Members)

Members (17), Alternates (-), Guests (2)

Total Attendance (19)