



Newsletter

January 15, 2026

Meeting: Dylan Mirarchi, Vice President

Greeter:

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

No visitors or alternates.

ANNOUNCEMENTS

Jeff Dorrance of Premium Mortgage Corp. announced that he will share the results of his company's Festivus Donation Match when he gets them.

Mike Corey of LeChase Construction is a member of the Association of Medical Facility Professionals, a group focused on hospital design and construction. They have a new upstate chapter and will be holding a panel discussion on Jan. 29 at 4 pm at The Landing. If anyone is interested in attending, let Mike know.

Also, Mike recommended the Ken Burns documentary on the American Revolution, which is on PBS and also available on Amazon Prime.

Frank Paladino of RightComm LLC shared that the Colonie Chamber dinner will be held on Jan. 28, 5:30 pm here at the Desmond.

Dawn Morrison of Armida Rose Realty offered Value Vittles: To cure the winter doldrums, consider adding an accent wall either by using a different color paint or a wallpaper.

GOOD NEWS

Josh Jennings of Tech Valley Office Interiors announced that his company has just added a Junior Interior Designer to their staff.

Dawn Morrison has three rentals and two residential listings coming up.

Jeff Dorrance announced that 2025 was his best year ever with Premium, and 2026 is starting off strong. He is happy to talk to anyone looking to buy or refinance.

WISH LIST

Dawn Morrison is looking for listings.

Teresa Freeman of 1st National Bank of Scotia said they have some rental office space available on the second floor of their Erie Blvd. Schenectady building.

Jordan Modiano is looking for professionals and companies that are hiring them.

THANK YOUS

Walter Guiles to Frank Paladino

Frank Paladino to Walter Guiles

COMMITTEE REPORTS

Treasurer's Report – Nick Marchese

Please pay your 1st quarter dues if you haven't already.

Leads – Will Berglund

Will is working on some leads incentive plans.

If a general lead is marked as Do Not Use My Name, contact the person who submitted the lead to find out how best to approach the lead.

Special Events –Frank Paladino

Frank is looking for some ideas for events.

Jeff Dorrance suggested the Premium Mortgage Corp. March Madness Kickoff Event in March as a possibility.

Membership – Josh Jennings

We have received applications from David Piscitella of ADP and Steve Mather of HMS Agency.

The applications have been announced for two meetings and there are no conflicts or objections to date. The board will vote next week. They can then be invited to our January 22nd meeting as new members.

Speakers/Greeters – Davis Moeckel

Please sign up to speak and greet in the first quarter. Davis passed around the signup sheet.

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

Prior to today's speaker, Dylan Mirarchi of Don's Moving gave a brief introduction of himself: Born in Ithaca, he moved to the Capital area when he was 7. He attended Shenendehowa school, where he played lacrosse and hockey.

He received a Bachelor's in Environmental Science from SUNY Cobleskill and interned with the Montana Forest Service, doing forest management.

He then worked for Mabee Storage and Moving as a mover during the summers. He also ran their self-storage property and their records management division.

Somewhere in there he also found time to do landscaping and plowing, and started a business.

In 2024 he began employment with Don's Moving and took over Glen Coyne's membership at CDBL. He is now CDBL Vice President.

Jordan Modiano

Express Employment Professionals

Two years ago Jordan joined the Entrepreneur's Organization, a high level entrepreneur's group, and he's learned a lot from them.

Jordan also learns from reading books and recommended a few:

Scaling Up - How a Few Companies Make It - And Why the Rest Don't by Verne Harnish

Improving systems and leveraging technology to grow a business

Traction - Get a Grip on Your Business by Gino Wickman

Covers the Entrepreneur Operating System and helps people run a business.

The Great Game of Business by Jack Stack

The concept of open-book management, where employees are given access to the business financials and are involved in company decision making.

The Express Process:

Jordan handed out a graphic to illustrate their process.

Their purpose - to change people's lives by helping them with employment.

Their strategy -

Build associate relationships

Insane communication

Build client relationships

Company/candidate connections

Express Employment offers a guarantee that they stand behind.

The 4 Hour Guarantee means that if an associate does not meet your expectations during the first four hours on the job, you do not pay for those hours. Express will replace the employee before the 5th hour.

Partnership Commitment

At the start of a partnership, Express will establish a communication cadence that keeps you informed each step of the way, with updates on candidate progress, next actions and confirmation of when the next update will be received.

If Express fails to reach out during one of their scheduled calls, they will give the client company \$500.

Finally, Jordan talked about a not for profit event being held at GlennPeter Jewelers on Feb. 5, 5:30 - 7:30 to benefit Racers 4 Autism. This is an evening of food, connection, raffles and silent auctions to create meaningful opportunities for autistic and neurodiverse individuals.

Entry fee is \$25. Please RSVP next week if planning to attend.

For more information contact Jordan.

Express Employment Professionals

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50-50

Walter Guiles - No joker

Collected: \$3 - Jackpot = \$95.00

ATTENDANCE (16 Members)

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

Total Attendance (11)