



Newsletter

January 22, 2026

Meeting: Ann MacAffer President

Greeter: Josh Jennings

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

Joe Immediato, Classic Custom Construction

Alternate for Patsy Immediato

ANNOUNCEMENTS

Ann MacAffer of CBRE announced that our two new members are in attendance.

David Piscitella, ADP

David was previously a CDBL member with Paylocity. He now does standard payroll services as well as PEO (Professional Employer Organization) that manages a company's entire back office. He is targeting smaller companies that would benefit from better employee retention and benefits packages while saving money.

Steve Mather, HMS Agency

HMS is a family owned agency that offers commercial, personal and health insurance. They have been in business for 29 years and have offices on Sand Creek Rd. and in Malta.

Frank Paladino of RightComm LLC announced the Colonie Chamber Annual Dinner to be held Wed. 5:30-8:30 at the Desmond.

Jordan Modiano of Express Employment Professionals announced the Racers 4 Autism fundraiser to be held Feb. 5 at GlennPeter Jewelers. It will be a good networking event with raffles and auctions. Contact Jordan to sign up.

Josh Jennings of Tech Valley Office Interiors announced the Ronald McDonald Radiothon, being broadcast on several radio stations, is having their virtual tote board sponsored by TVOI.

Ann MacAffer announced their annual Market View presentation that will be held at the Hangar on the Hudson. Let her know if you'd like to attend.

GOOD NEWS

Walter Guiles announced that his daughter's volleyball team just competed at the A level in Cleveland.

Josh Jennings announced that Tech Valley Office Interiors is in the top 1% of retailers on Amazon. They are now in the process of becoming an authorized reseller for another manufacturer on Amazon, and are expecting big growth as a result.

WISH LIST

Jordan Modiano of Express Employment Professionals is looking for admin, professional, IT and light industrial employees.

Jeff Dorrance of Premium Mortgage Corp. is looking for residential buyers who need preapproval, and stated that the real estate market is not slowing down.

Frank Paladino of RightComm LLC is looking for new businesses of any size with tech needs; also businesses that are moving to new locations.

Will Berglund of O'Connell & Aronowitz is looking for people with legal issues.

Ann MacAffer is looking for any new retail businesses coming into the area.

THANK YOU

Will Berglund to Patsy Immediato

Joe Immediato to Dylan Mirarchi, Terry Freeman

Frank Paladino to Walter Guiles, Joe Immediato

Andy O'Reilly to Walter Guiles

Jordan Modiano to Steve Mather

Steve Mather to Jordan Modiano

Terry Freeman to Joe Immediato

COMMITTEE REPORTS

Treasurer's Report – Nick Marchese

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

Leads – Will Berglund

No report.

Special Events –Frank Paladino

No report.

Membership – Josh Jennings

No report. We have two new members.

Speakers/Greeters – Davis Moeckel

Please sign up to speak and greet in the first quarter.

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

Nick Marchese Marchese & Espey CPAs

Nick's father was born in Italy and came to the US via Canada. He was a mason. Nick and his family moved to Troy when he was 5 and they lived in an Italian neighborhood. He went to School 10, St. Anthony's and LaSalle Institute.

He attended Siena for accounting. He joined ROTC after two years and became an officer two years later. He went to Fort Bragg for advanced training. He graduated in 82 s a commissioned officer with the National Guard. He had to do 7 months of active duty as an MP in Alabama. After graduation, he got a job at the NY Farm Bureau, which partially owned Farm Family Insurance. In those days accounting was done manually, using a ledger. Eventually it became computerized.

In 91 he bought a CPA practice in Albany and started his own business. It was mainly a tax practice and provided a good base for the new business. Originally he was a sole proprietor, until Don Espey came in and they became partners. They still work together and get along well. Nick got married in 83 and has two children and five grandchildren, ages 4 - 14.

Nick's clients are mostly business. He does about 20% personal returns.

The practice does financial statements and tax planning.

The biggest impact of the new tax laws is the tax rates. Most people qualify for the AMT (Alternative Minimum Tax).

Tax deductions are increased to \$40,000 so more people will be itemizing. You can deduct mortgage interest and charitable deductions, as well as car loan interest (the car needs to be assembled in the US). There is a wage limit on the no tax on tips.

No tax on overtime does not apply to everyone; professionals do not qualify. Employees may deduct tax on the "half" portion of time and a half, and it only applies to hours worked over 40 per week.

Nick tries to help his clients save money by knowing the tax laws. His practice has had thousands of clients.

Nick has been a CDBL member since 1993.

For more information contact Nick:

Marchese & Espey Certified Public Accountants, PC

CPA firm providing tax and accounting services for businesses and individuals.

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50-50

Nick Marchese - No joker

Collected: \$8 - Jackpot = \$99.00

ATTENDANCE (18 Members)

Members (13). Alternates (1). Guests (-)

Total Attendance (14)