



Newsletter

February 12, 2026

Meeting: Ann MacAffer President

Greeter: Dylan Mirarchi

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

Sean Howley, First National Bank of Scotia

Alternate for Terry Freeman

ANNOUNCEMENTS

Ann MacAffer of CBRE announced some commercial property news - Raising Cane is going into the old 99 restaurant, T Mobile is moving into the Core Life building on Wolf Rd., Barnes & Noble is going into Crossgates, and Quick Check is going into where Bed Bath & Beyond used to be.

Dawn Morrison of Armida Rose Realty announced that there is a deicing salt available that is safe for dogs' feet. Also there will be a Zoom networking event called Networking with Intention that is being held by Julie Takac, a habit coach. Dawn will send the link out for the Zoom meeting.

GOOD NEWS

WISH LIST

Frank Paladino of RightComm LLC is looking for new businesses and buildings in the area. He also has a deal on cellular - minimum of four phones - through AT&T

Dawn Morrison is looking for listings and also seniors or GenXers with senior parents who may need help transitioning to a different living situation.

Jeff Dorrance of Premium Mortgage Corp. is looking for people who are looking to buy their first home, forever home, vacation home or rental property and need preapproval.

THANK YOU

Frank Paladino to Walter Guiles, Jordan Modiano

Walter Guiles to Frank Paladino
Davis Moeckel to Will Berglund
Ann MacAffer to Will Berglund, Mike Corey
Dawn Morrison to Nancy McKiernan

COMMITTEE REPORTS

Treasurer's Report – Nick Marchese

No report. Please pay your 1st quarter dues if you haven't already.

Leads – Will Berglund

Lead of the Week - **Ann MacAffer**

Will is working on some incentive ideas to increase lead submissions.

Special Events –Frank Paladino

March Madness event at the Arsenal City Tavern on March 19th, noon - 3 is being held by Premium Mortgage Corp. Come and enjoy some food and beverages.

Frank is looking for ideas for more events.

Membership – Josh Jennings

No new applications have been received.

Speakers/Greeters – Davis Moeckel

Feb. 19th	Jeff Dorrance, Speaker	Walter Guiles, Greeter
Feb. 26th	<i>NO MEETING</i>	
March 5th	Josh Jennings, Speaker	Frank Paladino, Greeter
March 12th	Dawn Morrison, Speaker	Jordan Modiano, Greeter
March 19th	Mike Corey, Speaker	Will Berglund, Greeter

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

Jordan Modiano

Express Employment Professionals

Jordan gave an overview of his history today. He had his first business at age 18. He built hot rods and customized cars. He eventually transitioned to regular car maintenance but wished he had stayed with customization.

He found he needed a C.O. to open his repair shop on Long Island, which he was told would be difficult. However, by showing some kindness to the building official, he was able to get the required certificate. He learned that there is always a way to get where you want to be.

He had the repair shop for about five years, until he hurt his back and had to close the business. He started running an auto parts retail business and oversaw four stores. His biggest clients were repair shops so he decided that his business needed to issue credit and make deliveries, which greatly improved sales.

Jordan had a partnership with a towing business that didn't work out.

He got into radio sales at a country station on Long Island. He had no experience but eventually got some training.

He and his girlfriend moved to Saratoga and he became sales manager at Telemedia Broadcasting. After the station was sold he went to Albany Broadcasting and eventually became acting general manager, where he increased their sales revenue. He left that position after the owner hired another general manager over him and went to work for BrawnMedia. This was another partnership and it didn't work out well, so he started his Express Employment franchise. Jordan is very involved with autism awareness and last week he was able to raise over \$8,000 from his event at GlennPeter Jewelers.

Jordan has been with CDBL for over nine years and has done business with a majority of its members.

Two years ago he joined Entrepreneur's Organization, a group that works to help entrepreneurs run their businesses better.

Jordan also recommended some books:

Traction - Get a Grip on Your Business by Gino Wickman

A game changer in helping run your business better.

The Great Game of Business by Jack Stack

It All Matters by Paul Cummings

Help for setting goals and objectives

Jordan also recommended the Onyx electronic notebook.

Other life lessons -

Most people are inherently good.

We are our own worst critics.

You can learn something from anyone.

It's easier to be a good person.

Change is good, but not just for the sake of change.

Nothing can replace the value of relationships.

Express Employment Professionals
501 New Karner Rd., Rosewood Plaza, Albany, NY 12205
Jordan Modiano
Telephone: 518-313-7829
Cell: 518-788-2247
Fax: 518-313-7926
Jordan.modiano@expresspros.com
expressprosalbany.com

50-50

Patsy Immediato - No joker

Collected: \$7 - Jackpot = \$105.00

ATTENDANCE (18 Members)

Members (12), Alternates (1), Guests (-)

Total Attendance (13)