



Newsletter

March 5, 2026

Meeting: Ann MacAffer President

Greeter: Frank Paladino

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

Ann MacAffer of CBRE announced that there will be a board meeting today.

Terry Hamlin of Transaction Resources is back from Florida.

Frank Paladino of RightComm LLC announced there will be a multi-chamber speed networking event on 3/13 at Colonie Center.

Dawn Morrison of Armida Rose Realty announced there will be another online session of Networking with Intention tomorrow. She previously emailed the information out to CDBL members.

Jeff Dorrance of Premium Mortgage Corp. announced that on March 19 they will be hosting a March Madness Kickoff at the Arsenal City Tavern starting at noon.

GOOD NEWS

Dawn Morrison is having great activity on a great listing that she got as a result of a lead from Patsy Immediato.

Jordan Modiano of Express Employment Professionals announced that YTD they are 99.2% ahead of where they were last year at this time.

Frank Paladino got a lead from Jordan Modiano that resulted in a project. Frank is going to Atlantic City to see a Siena College basketball game.

Terry Hamlin and his partners have sold the apartment building they built in Foxboro for \$22M. Also Terry's oldest daughter has a new position in the marketing division of Sokolov Law Firm.

WISH LIST

Dawn Morrison is looking for listings and people who are downsizing.

Jeff Dorrance is looking for first time homebuyers and people who are looking to buy vacation homes or rental properties up to 4 units. Rates are coming down slightly and he has done some refis.

Frank Paladino is looking for new businesses or those moving into the area, any size.

Steve Mather is looking for small to medium sized businesses with 1 to 100 employees.

Personal insurance rates are coming down.

THANK YOU'S

Patsy Immediato to Frank Paladino, Will Berglund

Will Berglund to Patsy Immediato

Dawn Morrison to Patsy Immediato

Frank Paladino to Jordan Modiano, Patsy Immediato, Walter Guiles, Ann MacAffer

Walter Guiles to Ann MacAffer, Frank Paladino

COMMITTEE REPORTS

Treasurer's Report – Nick Marchese

No report.

Leads – Will Berglund

Lead of the Week - **Ann MacAffer**

Reminder - direct leads and one on one meetings with other members are valued at 2 lead points.

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.

Membership – Josh Jennings

No new applications have been received.

Speakers/Greeters – Davis Moeckel

March 12th Dawn Morrison, Speaker Jordan Modiano, Greeter

March 19th Mike Corey, Speaker Will Berglund, Greeter

Let Davis know if you are interested in signing up to speak in the 2nd 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

Josh Jennings Tech Valley Office Interiors

Josh has been doing a lot of travel lately. He just returned from a leadership and sales summit in Muscatine, Iowa put on by one of their manufacturers. He also went on a cruise to Mexico before that.

TVOI has taken on a lot of large projects this year. They have partnered with Express Employment Professionals and Don's Moving to help keep things moving. Their staff will be tied up with the projects until September.

Meanwhile their ecommerce division continues to grow. Jan. & Feb. 2026 sales were double those of the same months last year. This year they have fulfilled an average of 550 sales per month, a huge increase. The ecommerce enables them to do out-of-state sales. They are also leveraging AI and marketing to help grow the business.

Josh came away from the leadership summit with some takeaways -

Sam Silverstein of the Accountability Institute stressed the importance of workplace accountability to profitability.

Customers are buying solutions and expertise, not products, so sell total solutions.

Strategic partnerships are major growth drivers. Partners are required to complete large projects.

Technology, particularly the use of AI, is instrumental in today's marketplace.

Josh used Chat GPT to create a 30-60-90 day onboarding program for their new hires.

He also uses Copilot, and Grok. Gamma can be used to create a 1 page info sheet from a website.

Josh demonstrated how he was able to use NotebookLM to produce a podcast about creating a culture of accountability in the workplace.

For more information, contact Josh -

Tech Valley Office Interiors

50 Mohawk Street, Cohoes, NY 12047

Josh Jennings

518-437-1089

C: 518-229-2741

jjennings@tvoinu2u.com

shoptvoi.com

50-50

Ann MacAffer - No joker

Collected: \$12 - Jackpot = \$117.50

ATTENDANCE (18 Members)

Members (15), Alternates (-), Guests (-)

Total Attendance (15)