



Newsletter

March 19, 2026

Meeting: Ann MacAffer, President

Greeter: Will Berglund

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

Terry Freeman of 1st National Bank of Scotia announced that today will be her last meeting for a while. Starting in April she will be stepping back from CDBL and **Sean Howley** will be taking her place at CDBL. Terry will become Sean's alternate so she's not going away entirely. Sean is more involved with commercial accounts and business products at the bank.

Jeff Dorrance of Premium Mortgage Corp. reminded everyone of today's March Madness Kickoff being held 12-3 at Patrick's Pub. Stop by for some food and beverages. Jeff has squares available and is also taking donations for the April 18 Stair Climb to benefit the Leukemia Lymphoma Society.

Jordan Modiano of Express Employment Professionals has sent out an email regarding the Racers 4 Autism golf outing being held in June. Jordan is looking for golfers and sponsors.

Ann MacAffer of CBRE announced that all 110 Grills are closing by the end of June.

GOOD NEWS

Patsy Immediato of Classic Custom Construction announced that her daughter has started a new part time business helping people with downsizing and estate sales.

Walter Guiles of TechBridge Group announced that his daughter turns 17 today.

Mike Corey of LeChase Construction announced the opening of the new restaurant Sunset Over Saratoga at the Saratoga County Airport. The building was completed by LeChase.

WISH LIST

Jeff Dorrance is looking for anyone who is planning to buy or refinance. Rates are under 6% currently.

Frank Paladino of RightComm LLC is looking for new or moving businesses in the area.

Walter Guiles is looking for a trainer/coach who can measure stats on a volleyball player.

THANK YOUS

Patsy Immediato to Josh Jennings
Josh Jennings to Patsy Immediato
Jordan Modiano to Dylan Mirarchi
Terry Freeman to Terry Hamlin
Terry Hamlin to Terry Freeman
Frank Paladino to Walter Guiles, Steve Mather
Josh Jennings to Walter Guiles

COMMITTEE REPORTS

Treasurer's Report – Nick Marchese

No report.

Leads – Will Berglund

Lead of the Week - **Patsy Immediato** and **Dylan Mirarchi**

Reminder - submit your leads. Will is working on some exciting leads incentives.

Special Events –Frank Paladino

March Madness event today at Patrick's Pub, noon - 3. Franks is working on another event.

Membership – Josh Jennings

Josh has sent membership information out to all recent visitors.

Speakers/Greeters – Davis Moeckel

March 26 - No meeting.

April 2 - Steve Mather, Speaker - Terry Hamlin, Greeter
Davis is currently signing people up for 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

Mike Corey
LeChase Construction

Mike is just back from Naples, FL where he visited his mom and went to some preseason baseball games.

Mike's wife is working on her PhD in nursing. Daughter Madeline is 15 and is into theater and the arts, while younger daughter Amelia is athletic and loves softball. Mike enjoys the time he spends with his daughters and works to make memories from mundane and having fun doing everyday activities.

Mike started making his own wine in 2013 and estimates he has made 6,000 bottles.

Mike is originally from Rochester, whose state flower is the lilac. He got his degree from U Albany. During his senior year he studied in Australia, where he befriended a family that he is still in contact with. Going to Australia gave Mike perspective and helped to open his mind and shape his personality, and he feels it made him a more approachable person.

He started with LeChase as a project manager and then moved into a business development role. He stays connected with people in the community and keeps his eye open for opportunities in the Albany region and also for the NY metro office.

Mike reviewed two models, the General Contractor and the Construction Manager. The construction manager is brought on early in the project and is better able to help the client to manage their goals and budgets.

Mike reviewed some recent wins.

A cold call at Vassar college resulted in a preconstruction project. They will also bid on the construction project.

GE Aerospace hired LeChase for a design build project.

They are working on health care projects in the NY metro area, which includes Westchester, Rockland, Dutchess counties, western Connecticut and northern New Jersey.

Regeneron has been a big client for a long time.

Mike's approach focuses on prepositioning and being proactive, not just answering RFPs.

When a project is coming up Mike likes to get in touch with the leadership team ahead of time and get into a better position to bid on the project.

Mike is reading the book *Dig Your Well Before You're Thirsty* that Walter Guiles gave us. The author recommends developing relationships before they're needed.

Mike also believes in consistency and intensity - plant seeds in the community and be genuine with people. Have conversations and be genuinely interested. Look for common interests. Stay visible, both in person and on social media.

Developing relationships takes time so be patient.

When you go to an event, get there early and have conversations with others instead of sitting in your car.

If you make a cold call, do your research first.

People love to talk about themselves.

For more information contact Mike:
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www.lechase.com

50-50

Will Berglund - No joker

Collected: \$15 - Jackpot = \$132.50

ATTENDANCE (18 Members)

Members (14). Alternates (-). Guests (-)

Total Attendance (14)