



Newsletter

May 14, 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

Lauren Byers, Founder & Principle Consultant

Byers Method

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The Byers Method enhances organizational architecture — aligning communication, operations, and leadership structure so organizations can grow with clarity and confidence. Lauren works with organizations across all stages of growth, from startups and small businesses to nonprofits and enterprise-level teams.

ANNOUNCEMENTS

Ann MacAffer of CBRE is closing this week on the sale of a building in the Albany industrial section. She thinks they may use the building for either cannabis growth or bitcoin.

Frank Paladino of RightComm LLC announced the Colonie Chamber Emerging Leaders Summit to be held on June 4, 8-11:45 AM. There will be a panel and speaker.

GOOD NEWS

Dawn Morrison of Armida Rose Realty is closing next week on a sale to a first time homebuyer.

David Piscitella of Paychex is closing a deal and will be saving the customer \$65,000 in insurance costs. Dave is heading to the Netherlands to do some golfing.

Rachel Chick of Saratoga Pure Water announced they are going into Albany Med Health System.

WISH LIST

Frank Paladino is looking for new or relocating businesses in the area.

THANK YOUS

Frank Paladino to Patsy Immediato, Walter Giles, Sean Howley

David Piscitella to Nick Marchese

Sean Howley to Frank Paladino

Josh Jennings to Steve Mather and also those who attended their Furniture Fiesta event last week.

COMMITTEE REPORTS

Treasurer's Report – Nick Marchese

No report.

Leads – Will Berglund

Lead of the Week - **Dawn Morrison**

Special Events –Frank Paladino

Frank is still working on putting together a summer event.

Membership – Josh Jennings

Rachel Chick of Pure Water Systems his now our newest member. Josh will forward membership information to today's visitor, Lauren Byer.

Speakers/Greeters – Davis Moeckel

May 21st - **Need speaker**, Frank Paladino, Greeter

May 28th - **NO MEETING**

June 4th - Jordan Modiano, Speaker, Davis Moeckel, Greeter

June 11th - Josh Jennings, Speaker, Mike Corey, Greeter

June 18th - David Piscitella, Speaker, Need Greeter

June 25th - **NO MEETING**

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

Web Designer

TODAY'S SPEAKER

Sean Howley

1st National Bank of Scotia

Sean works in the bank's business banking department, onboarding business clients. Sean enjoys helping clients to solve problems and avoid fraud.

After graduating from college, Sean wasn't sure what he wanted to do. He enjoys people and problem solving. Someone suggested he try traveling sales. He got a job going door to door selling bronzed baby shoes. He did this successfully for over 4 years. In 2007-2008, when times got a bit harder, he again wasn't sure which direction to turn. His mother suggested banking, so he got a job at Pioneer Savings Bank. He had no banking experience, but after one and a half years he had learned a lot.

He moved to SEFCU, and there he got experience in loans and business accounts. In their loan center and call center, he helped customers and coworkers. For two and a half years he drove their mobile branch around to customers.

He helped customers navigate the new interactive teller machines when they were first introduced.

Sean was also a full time day trader at one time. He also helped his sister, who owned an independent helicopter flight school, to build her business.

Eventually Sean went back into banking and worked for Ballston Spa National Bank in their business banking department. In 2022, 1st National reached out to him and he went to work for them. In 2023 he got married.

He continues to help his sister with her helicopter business.

Sean is passionate about helping people with new accounts and deposits, as well as how to use the latest banking technology. 1st National Bank is about relationships with their clients. With a community bank, you have their support.

For more information, contact Sean.

Sean P Howley

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50-50

Davis Moeckel - No joker

Collected: \$8 - Jackpot = \$160.50

ATTENDANCE (19 Members)

Members (15), Alternates (-), Guests (1)

Total Attendance (16)