



Newsletter

June 4, 2026

Meeting: Ann MacAffer, President

Greeter: Davis Moeckel

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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

Frank Paladino of RightComm LLC announced the Colonie Chamber will hold their Day at the Track on Friday, July 10

GOOD NEWS

Frank Paladino is going to Seattle for a visit.

Ann MacAffer of CBRE sold her townhouse.

Walter Guiles of Techbridge Group announced that his daughter's undefeated volleyball team played at a tournament at Mohican Sun and did a great job.

Nick Marchese of Marchese & Espey CPAs handed out checks to **Jordan Modiano** and **Sean Howley** of 1st National Bank of Scotia for CDBL's 2025 charitable donations to Racers 4 Autism and Community Caregivers.

WISH LIST

THANK YOUS

Jordan Modiano and **Sean Howley** thanked CDBL for the donations.

COMMITTEE REPORTS

Treasurer's Report – Nick Marchese

One member currently has 2nd quarter dues outstanding. Otherwise all is good.

Leads – Will Berglund

Lead of the Week - **Josh Jennings**

Special Events –Frank Paladino

Frank has sent out an email with event possibilities and asked that members please respond with their feedback. The options are a wine tasting, comedy club or Valley Cats game. Andy O'Reilly added that the wine tasting could be held at Therapeutic Horses of Saratoga.

Membership – Josh Jennings

No new applications have been received.

Speakers/Greeters – Davis Moeckel

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

June 18th - David Piscitella, Speaker, Rachel Chick

June 25th - **NO MEETING**

July 2 - **NO MEETING**

It was decided by the members present that since many businesses will observe Independence Day on July 3, we will not meet on July 2. Instead we will meet July 9, 16 and 23.

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

Jordan Modiano

Express Employment Professionals

Jordan still has openings for golfers and sponsors for the upcoming Racers 4 Autism golf tournament.

Jordan shared some labor statistics:

Current US unemployment rate is 4.3%

The labor force participation is 61.8% This figure encompasses all persons 16 and over that are either working or actively looking for work. Of those not working or looking for work, many are retired, disabled or doing odd jobs.

Nationally the job rate grew by 150,000 jobs. Nationally, healthcare, transportation and warehousing, and retail are the largest growing sectors.

In April there were 7.6 million job openings and 5.1 million hires

4.9 million Americans were working part time jobs.

Nationally, employers still need workers but hiring decisions are taking longer.

This results in companies losing out on quality employees.

Low hire/low fire and a cautious hiring environment.

In the Capital Region, the unemployment rate is 3.4%; NY State rate is 4.2.

Non-farm jobs 562,000

Private sector 437,000

Capital region jobs lost over the year: 1,600

The largest sectors locally are government, education and health care.

Business owners need to know that good people are hard to find, but they're out there. Hirers need to move quickly to hire the best employees, and salaries need to be realistic based on the skill levels they need. Lower salaries lead to high turnover.

Entry level jobs require more skills than in the past.

60% of employers believe that AI is more efficient than hiring entry level employees.

Entry level employees often move on to better positions once they have acquired some experience.

45% of job seekers believe that references are the #1 reason they get hired. Most hiring managers typically do not check references because they can be falsified. New technology can trace IP addresses of emailed references and expose fraudulent submissions.

Biggest interview killers - being late, being rude or dressing unprofessionally.

23% of job seekers admit putting skills on their resumes that they don't actually have.

AI can take the place of entry level positions in many areas including data entry, scheduling, clerical work, bookkeeping, routine accounting, contract review, legal research, and document prep.

People who can use AI better will succeed. Those in skilled trades and health care are not being affected by AI.

Robotics and automation are used for repetitive tasks in manufacturing.

For problem solvers, AI is becoming a tool.

For more information contact Jordan -

Express Employment Professionals

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50-50

Ann MacAffer - No joker

Collected: \$9 - Jackpot = \$170.00

ATTENDANCE (19 Members)

Members (12). Alternates (-). Guests (-)
Total Attendance (12)