



Newsletter

June 11, 2026

Meeting: Ann MacAffer, President

Greeter: Mike Corey

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 Patsy Immediato was in the ICU last week but now she is home. She's doing well and taking calls.

Frank Paladino of RightComm LLC announced the Colonie Chamber track day will be held on July 10.

GOOD NEWS

Terry Hamlin of Transaction Resources announced that his daughter got married last weekend.

Jeff Dorrance of Premium Mortgage Corp. announced that April was his best month for applications, and May was his best month for closed volume. He is the #1 loan officer in his office, and one of the top 15 in the company. He has invited CDBL members to the upcoming Premium event at the Trackside Grille.

Steve Mather of HMS Agency has just returned from two weeks in Portugal. He is also going to be joining the board of the Capital District YMCA.

David Piscitella of Paychex has a closing today.

WISH LIST

Dawn Morrison of Armida Rose Realty is looking for listings and also anyone looking to downsize or "rightsize".

Rachel Chick of Saratoga Pure Water has a promotion during June - free install and discounts on ice machines.

Ann MacAffer is looking for commercial listings - anything in the Capital Region for sale or lease. She will be representing Family Dollar and is looking for urban locations for them.

Jordan Modiano of Express Employment Systems is looking for companies who need light industrial, warehousing and administrative employees.

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

THANK YOUS

Steve Mather to Josh Jennings

COMMITTEE REPORTS

Treasurer's Report – Nick Marchese

All members are paid up for the 2nd quarter and all is good in the treasury. Invoices for the 3rd quarter are already out.

Leads – Will Berglund

Lead of the Week - **Andy O'Reilly**

Reminder - get your leads in for the 2nd quarter to get your square.

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 June 24 comedy show or a wine tasting on July 15th or 16th.

Membership – Josh Jennings

No new applications have been received.

Speakers/Greeters – Davis Moeckel

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

Josh Jennings

Tech Valley Office Interiors

Josh gave a family update. His younger daughter, age 9, just made her first home run. His older daughter is 14 and a freshman in high school.

Josh's wife has been a teacher at Cohoes Middle School for 20 years and is involved with the 8th grade dance, trip, promotion and National Junior Honor Society.

Josh was at the Belmont Friday and Saturday. He's a part owner in West Point Thoroughbreds and they currently have 4 horses. Their trainer is Cherie DeVaux, whose horse won the Kentucky Derby.

As an owner, Josh has access to the paddock area and enjoys the camaraderie of horse racing. Out of the 4 horses in the barn, Josh expects 2 or 3 to run at Saratoga this season.

Regarding office furnishings, Josh just came back from the NeoCon Convention in Chicago. Some of the trending products included acoustic features such as wall coverings, benching, ceiling baffles, etc. as people returning to the office from working at home look for quieter office environments. Soft seating and places to relax were also trending.

There were more manufacturers at the convention this year.

Lots going on at TVOI - ecommerce, Harmony Coworks, and Commercial interiors, which includes ancillary products like airflow systems that clean and filter the air in addition to desks, seating, etc.

They are looking for more partners for ecommerce, and trying to drive more traffic to their own ecommerce site.

Their Amazon site gets 50,000 views/month.

Desks, shelves, file cabinets are top sellers on Amazon. Their margin would be better selling through their own site.

Amazon has MAP pricing - manufacturers set price limits. Amazon takes a percentage.

Shipping is built into the price at Amazon.

Freight charges are constantly changing daily. There are also still tariff surcharges, but they build that charge into freight charges.

Online sales are mostly drop shipped. TVOI is working on adding more products and doing more sales directly from their own site.

TVOI is not allowed to contact Amazon customers directly but can help them out if they have questions or problems.

The percentage of returns from Amazon is lower than Josh expected. TVOI can't return items back to the manufacturer.

Their showroom also has a lot of walk-in traffic. They have products and some preowned inventory in the store, but customers usually end up getting something drop-shipped from a manufacturer since there are more options to choose from.

Upcoming projects:

Ortho NY, Wilmington - interiors for a large medical facility.

Newburgh Central School District Career & Tech Education facility.

For more information contact Josh -
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50-50

Jeff Dorrance - No joker
Collected: \$16 - Jackpot = \$178.00

ATTENDANCE (19 Members)

Members (1), 6 Alternates (-), Guests (-)

Total Attendance (16)