



Newsletter

July 16, 2026

Meeting: Ann MacAffer President

Greeter: Steve Mather

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

Frank Paladino of Right Comm LLC finished the Boilermaker, a 15K race. He said 50,000 people showed up at the post race party.

GOOD NEWS

Ann MacAffer of CBRE had a closing recently on a medical building on Sand Lake Rd. The new occupant is a wellness clinic and they are looking for practitioners.

Ann also mentioned that she ran into **Andy O'Reilly** at a Panera yesterday when she was looking for a place to use wifi.

Dawn Morrison of Armida Rose Realty closed on a rental.

WISH LIST

Dawn Morrison is looking for all things having to do with seniors.

Frank Paladino is looking for any new or moving businesses.

Ann MacAffer is looking for more commercial listings. She currently has a 9,000 sf building at 940 River St available.

THANK YOUS

Ann MacAffer to Rachel Chick

Frank Paladino to Walter Guiles

Walter Guiles to Frank Paladino

Steve Mather to Dylan Mirarchi

COMMITTEE REPORTS

Treasurer's Report – Nick Marchese

3rd quarter invoices have been sent out. Please pay if you haven't already done so.

Leads – Will Berglund

Lead of the Week - **Walter Guiles and Josh Jennings - tie**

Special Events –Frank Paladino

The next event will be a wine tasting, to be held August 20th or 27th. He will send out more information soon.

Membership – Josh Jennings

No report.

Speakers/Greeters – Davis Moeckel

Need speakers for July 23d and August 13 and 20.

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

Rachel Chick
Saratoga Pure Water

Rachel has been with Saratoga Pure Water since April of this year.

She is from Colonie. Her family mostly live locally. She has a mini Aussie Doodle named Columbo and she also likes to travel to places like Costa Rica and enjoys family beach trips. She currently lives in Saratoga.

She covers most of NY state. Saratoga Pure Water has been in business for 6 years and consists of 4 partners and 4 salespeople, and they are expanding rapidly. The company was started by the partners, who had been executives at Kelloggs and who saw a growing need for drinking water filtration systems.

Saratoga Pure Water provides water, ice and sparkling water. Their systems can replace traditional bottled water coolers.

Rachel pointed out that we are all consuming about 5 grams of microplastics per week, or roughly the weight of a credit card.

90% of the water in NY state contains a higher percentage of microplastics than are deemed healthy.

Rachel's goal is to make consumers aware of the amount of microplastics in their drinking water.

Saratoga Pure Water just acquired Albany MedHealth System as a customer. Their systems filter water coming into a building at its source, and are not invasive.

Filtering removes the poor taste, chemicals, charcoal and pesticides that are found in water.

They can also provide countertop systems.

Saratoga Pure Water offers customers a free trial of their filtration systems.

All systems come with a 5 year warranty for all maintenance and repairs.

The filters work by reverse osmosis and are self cleaning. They are replaced annually, or every 7 to 8 months in cases of heavy use.

CO2 cartridges for seltzer are replaced every 6 months.

The systems are rented under a 5 year contract. After 5 years the customer has the option to extend the contract at the same price.

Saratoga Pure Water systems are currently installed in 500 companies in the Capital Region and Rochester.

The company also provides peel and pour biodegradable pods for hot and cold drinks. They can also provide distilled water for companies that need it.

Hospitals and small businesses are good referrals for Rachel. Rachel has a health care background and does a lot of networking to get the word out to potential customers.

Steve Mather of HMS offered a testimonial about how much better the water tastes since installing Saratoga Pure Water systems in their office.

For more information contact Rachel

Saratoga Pure Water Systems

Rachel Chick

518-366-9836

rachel@saratogah2o.com

Saratogah2o.com

50-50

Patsy Immediato - No joker

Collected: \$24 - Jackpot = \$200.00

ATTENDANCE (19 Members)

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

Total Attendance (15)