



Newsletter

May 9, 2024

Meeting: Walter Guiles, Vice President

Greeter: Jordan Modiano

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

Don Espey, Marchese & Espey CPAs

Guest of **Nick Marchese**

ANNOUNCEMENTS

Walter Guiles of TechBridge made an announcement on behalf of **Terry Freeman**. 1st National Bank of Scotia is offering a 2 part security seminar on May 14. Terry has sent out an email to members with the information.

Terry Hamlin of OnCore announced his partners are looking to join forces with a merchant services company in Arizona that needs help with their customer service.

Ann MacAffer of CBRE announced that they hosted a successful marketing meeting last Thursday morning at 500 Federal St. This class A space will be available for lease.

Frank Paladino of RightComm LLC announced the Colonie Chamber track day will be July 12th. Tickets are available online at

<https://www.coloniechamber.org/events#!event/2024/7/12/day-at-the-track-apos-24>

Also there is a Colonie Chamber mixer on June 6, 4:30 - 7 at Generation Axe, and June 12 Martel's mixer, 5 --7 at the Colonie Golf Club.

GOOD NEWS

Patsy Immediato of Classic Custom Construction is working on new construction off of Hoosick St. in Troy.

WISH LIST

Dawn Morrison of Armida Rose Realty is seeking new listings. There are only around 1500 available listings currently in the Capital Region.

Frank Paladino is looking for any new businesses or franchises coming into the area.

Jordan Modiano of Express Employment Services is looking for any companies that want to hire long term office, accounting, bookkeeping or administrative personnel.

THANK YOU'S

Walter Guiles to Jordan Modiano for greeting.

Frank Paladino to Walter Guiles

Jordan Modiano to Don Espey

COMMITTEE REPORTS

Treasurer's Report – Nick Marchese

2nd quarter dues have mostly been paid. Nick noted that attendance has been down lately, resulting in lower breakfast costs.

Leads – Frank Paladino

Lead of the Week - TIE - **Mike Corey, Matt Clarke, Dave Piscitella, Dawn Morrison**

Special Events –Will Berglund

Nor report. Will is starting to plan a happy hour at an outside venue. Stay tuned for more details.

Membership – Josh Jennings

No report..

Speakers/Greeters – Alan Baker

2nd Quarter:

May 16th – Speaker – Terry Hamlin* / Greeter – Dave Piscitella **Tentative*

June 6th – Speaker – Frank Paladino / Greeter – Dawn Morrison

June 13th – Speaker – Josh Jennings / Greeter – Andy O'Reilly

June 20th – Speaker – Jordan Modiano / Greeter – Will Berglund

Social Media – Nancy McKiernan

If you are active on social media, please like, share and comment on the weekly LinkedIn and Facebook posts featuring the week's presenter. Also check the CDBL website calendar for updates on networking events.

<https://www.facebook.com/CapitalDistrictBusinessLeaders?mibextid=ZbWKwL>

<https://www.linkedin.com/company/cdbl---capital-district-business-leaders/>

CDBL OPEN CATEGORIES

Architect

Caterer

Chiropractor

Document Destruction

Event Planner

Florist

Hotel/Hospitality

Interior Designer

Jeweler

Limousine Service
Long Term Care
Public Relations
Sign Company
Title Insurance Company
Travel Agency
Water or Coffee Vendor
Web Designer

TODAY'S SPEAKER

Walter Guiles TechBridge Group

Walter started out by saying how much he loves and appreciated CDBL and thanked Terry Hamlin and Frank Paladino for introducing him to the group a year ago. He is grateful for the love, concern and support he has received from CDBL, unlike other groups he has belonged to. He thanked various members for the positive things they have brought to his life and business. Walter hails from Voorheesville. His wife of 21 years, Sandy, is a corporate trainer. Son Raymond is a freshman studying HVCC and has a need for speed. Daughter Amanda is a freshman at Niskayuna High School. She's a straight A student and plays JV volleyball. Their dog, Wnston is a mountain cur from the shelter and is very high energy.

Walter went to HVCC and on to Oswego for accounting. He got his MBA by going to UAlbany at night.

He has worked most of his life starting with a paper route at age 12. He was a caddy, worked at a 1 hour film store, Burger King, Price Chopper, and tended bar at Oswego. He had a summer job installing carpets.

He realized that accounting was really not for him and became the IT guy for his first post-graduate job. He then went to work for another IT company and learned customer service. In 93 he started his own business, called Fiber Network (he was still installing carpets too). In 15 years the company experienced rapid growth and Walter bought out his partner.

Now he has a strong team and company, with more milestones to come.

TechBridge Group is a managed service provider. They can take control of all of a client's IT needs and be their CTO. They provide the infrastructure and training.

For more information contact Walter.

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50-50 – Frank Paladino - No Joker
Collected: \$14 Jackpot = \$85.50 +

ATTENDANCE (21 Members)

Members (11), Alternates (-), Guests (1)

Total Attendance (12)