



Newsletter

May 16, 2024

Meeting: Terry Freeman, President

Greeter:

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

Jeff Weiss

CEO, GlennPeter Jewelers

518-689-3679

jeff@glennpeterjewelers.com

Guest of **Ann MacAffer**

Mr. Weiss is also a real estate developer. GlennPeter Jewelers is a company that has raised \$4.5M for area charities. The business holds fundraisers for not for profit organizations at their location.

Members took a minute to introduce themselves and say a few words about CDBL.

ANNOUNCEMENTS

Terry Freeman of First National Bank of Scotia announced that there are still golf sponsorship opportunities available for their upcoming event. Contact Terry for information.

Nick Marchese of Marchese & Espey CPAs announced their golf fundraiser for the HH Ranch, to be held Aug. 10. They are looking for sponsors and golfers.

GOOD NEWS

Patsy Immediato of Classic Custom Construction is glad it's not raining so they can pour footings for a house they're building.

WISH LIST

THANK YOU

Nick Marchese to Terry Freeman

Terry Freeman to Nick Marchese
Chuck Shank to David Piscitella, Alan Baker

COMMITTEE REPORTS

Treasurer's Report – Nick Marchese

Please pay your 2nd quarter dues if you still owe.

Leads – Frank Paladino

No report.

Special Events –Will Berglund

Will is working on a happy hour at an outside venue next month. Stay tuned for more details.

Membership – Josh Jennings

No report..

Speakers/Greeters – Alan Baker

2nd Quarter:

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

Matt Clarke
OneDigital

Matt Clarke founded his company, Bouchey & Clarke to help area chambers of commerce provide members with insurance. He started in the life insurance in 1983, going door to door and working on straight commission. He had hoped the relationships he had formed through golf would be helpful but that was not the case.

He had an opportunity from an insurance company to wholesale group benefits including NYS disability, group life, long term disability in Rochester, Buffalo and Albany. The business was purchased by Unum and Matt moved to NY City, providing bar associations throughout NY with professional liability insurance. He was in NY six years and learned a lot about the business. He moved back upstate. Eventually he partnered with Steve Bouchey and formed Bouchey & Clarke Benefits. Two and a half years ago their company was acquired by a large national benefits company with more verticals and resources. OneDigital works with Paylocity on workforce strategies to help companies help their employees in more ways.

Matt works to help people understand their insurance offerings.

Matt also helps organizations build golf fundraisers and chaired the Seton Health golf tournament. In addition he recently played in the Capital Cup, a hockey tournament to help kids with disabilities. The event raised \$220K.

Matt is not sure where insurance rates are headed. Health insurance in the US is built on profit. Hospital systems are getting bigger and have more leverage with insurance providers. If they don't agree on rates they cancel their contracts.

Many major hospital providers have stopped participating with Humana because their reimbursement rates were too low.

Weight loss medications are currently a big part of the insurance world. Ozempic costs \$17K per person, per year.

The pharmaceutical industry can't be regulated by the government since they agreed not to oppose the ACA in 2014.

An alternative would be Medicare for all, a government health insurance program that would condense the pool of players.

Matt advises individuals to live a healthy lifestyle and be a better consumer when it comes to health care. Look for better deals.

For more information contact Matt:

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50-50 – Nancy McKiernan - No Joker

Collected: \$13 Jackpot = \$93.00 +

ATTENDANCE (21 Members)

Members (12), Alternates (-), Guests (1)

Total Attendance (13)