



# Newsletter

**June 13, 2024**

Meeting: Terry Freeman, President

Greeter: Dawn Morrison

[mycdbl.com](http://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**

**Dawn Morrison** of Armida Rose Realty enjoyed seeing Stevie Nicks in concert last night.

**Terry Hamlin** of OnCore saw John Fogarty and George Thoroughgood in concert and said it was a great show.

**Jordan Modiano** of Express Employment Professionals is a sponsor of the Albany Firebirds and will be at a block party at the MVP Arena with his car.

**Terry Freeman** of First National Bank of Scotia attended a Guilderland Chamber dinner last night which included ice cream from the Mr.Dingaling truck.

## **GOOD NEWS**

Chuck Shank of Smith Bros. Insurance is heading to Napa Valley and Irvine CA to visit his son.

Mike Corey of LeChase Construction announced a groundbreaking for the Charlton School for Girls. The school features therapeutic horses.

David Piscitella of Paylocity is going to Iceland for a golf trip.

Frank Paladino's daughter is currently in Iceland

## **WISH LIST**

## **THANK YOU'S**

Frank Paladino to David Piscitella

Ann MacAffer to David Piscitella

David Piscitella to Ann MacAffer, Frank Paladino and Chuck Shank

Mike Corey to Frank Paladino

## **COMMITTEE REPORTS**

### **Treasurer's Report – Nick Marchese**

No report.

### **Leads – Frank Paladino**

Lead of the Week - **David Piscitella, Frank Paladino**

### **Special Events –Will Berglund**

Will has reached out to Druthers in Clifton Park and they have space available for a happy hour. Will will send out an email with possible dates so please respond. A wine tasting event is being considered for this fall.

### **Membership – Josh Jennings**

No new applications. Please focus on inviting guests. We may have another visitor day in the fall.

### **Speakers/Greeters – Alan Baker**

2nd Quarter:

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

NOTE: July 4th is a Thursday so we will meet July 11, 18th and 25th.

### **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**

**Josh Jennings**

### **Tech Valley Office Interiors**

Josh gave an update on his family. He has 7 and 12 year old daughters and there are 9 more days of school left. His wife is completing her 18th year as a middle school Spanish teacher. She is also in charge of the National Jr. Honor Society, 8th grade dance and graduation. Josh's younger daughter is a fiery softball player. His 12 year old is playing varsity lacrosse and has had a good season.

Tech Valley Office Interiors is busy with K-12 school and college projects in the summer, which is when they do their renovations.

Josh thanked Chuck Shank for an order of furniture for his company's new office.

Josh reported that as of yesterday they had already eclipsed last year's total sales, and last year was a record year for TVOI. They have a combination of new and repeat business.

They are helping companies reimagine their office spaces. Some companies are not renewing their leases in Albany and are moving further out and rebuilding with their existing furnishings. TVOI's ecommerce site, [shoptvoi.com](http://shoptvoi.com), enables customers to buy online. They have a quick ship program that drop ships items out within 2 days.

They have also developed a website for state agencies with their special pricing. Josh targets purchasing agents for counties and agencies.

TVOI also sells online through Amazon and Walmart. They currently average 5-7 orders a day through Amazon and the items must ship within 2 days.

Josh recently attended a manufacturer showcase in Chicago. Current trends include table top materials like stone and Corian, sofas for conference room overflow seating to make offices more homey, sectionals in private offices, softer seating.

Case work such as cabinets for medical exam rooms and schools is a big item to be included in a project's scope. These items are modular and can be reconfigured as needs change.

TVOI also provides outdoor seating for patios and restaurants.

Behavioral health facilities need tables and chairs made of durable poly.

Other trends include suede finishes, fluffy materials, green walls, reindeer moss and planters.

Josh noted that the Capital Region is slower to catch on to some of these trends

For more information contact Josh -

### **Tech Valley Office Interiors**

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Josh Jennings

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[shoptvoi.com](http://shoptvoi.com)

**50-50 – Walter Guiles - No Joker**

Collected: \$22 Jackpot = \$110.50 +

### **ATTENDANCE (21 Members)**

**Members (15), Alternates (-), Guests (1)**

Total Attendance (15)