



Newsletter

July 11, 2024

Meeting: Terry Freeman, President

Greeter: Nick Marchese

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

Terry Freeman of 1st National Bank of Scotia thanked **Nick Marchese** of Marchese & Espey CPAs for greeting. Terry will be on vacation next week.

There will be a board meeting on August 15 after the breakfast meeting. All members are welcome to attend.

Terry has arranged for someone from Community Caregivers to be our guest speaker for July 25th's meeting.

Dawn Morrison of Armida Rose Realty reports that she's had increased activity in residential rentals. She currently has a 5 BR, 4 BA house rental available on Saratoga Lake and a student rental near RPI. Contact Dawn for details.

Frank Paladino of RightComm LLC announced the Colonie Chamber Day at the Track being held tomorrow July 12.

GOOD NEWS

Frank Paladino is running the Boilermaker in Utica this weekend.

Terry Freeman is heading to Hampton Beach and then Maine for her vacation

WISH LIST

Dawn Morrison is looking for listings and buyers.

Jordan Modiano of Express Employment Professionals is looking for companies hiring office personnel, and is also looking to hire a salesperson.

Frank Paladino is looking for businesses that are moving or are new to the area.

Alan Baker of Creative Marketing Concepts is looking for businesses that are celebrating anniversaries.

THANK YOU'S

Patsy Immediato to Josh Jennings
Terry Hamlin to Nick Marchese
Terry Freeman to Nick Marchese
Frank Paladino to Walter Guiles, Chuck Shank
Dave Piscitella to Nick Marchese

COMMITTEE REPORTS

Treasurer's Report – Nick Marchese

All is good

Leads – Frank Paladino

Lead of the Week - **Josh Jennings**

Special Events –Will Berglund

No report. Terry Freeman acknowledged Will for planning a nice event at Druthers.

Membership – Josh Jennings

No new applications.

Speakers/Greeters – Alan Baker

Alan is putting together the speaker roster for the 3rd quarter.

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

Jeff Dorrance

Premium Mortgage Corp.

Jeff shared with us that celebrated his 55th birthday last week. It's also his 6 year anniversary at Premium.

Jeff started working in banking as a teller at age 19 while he was in college. After graduation he went into the Pioneer Bank management program. In the program he spent time in each branch learning different aspects of the business.

29 years ago Jeff drove cross-country to Hollywood to be a star. After about a month he drove back home and back to Pioneer Bank where he became a manager. He worked in commercial lending and then went to TD bank and did SBA lending. This was a challenging job due to the rules and guidelines involved.

He then moved to Wells Fargo, the largest residential lender in the country. Because it's a big national bank, local realtors didn't want to work with them.

Premium Mortgage is headquartered in the Rochester/Buffalo area. They moved into the Albany area 7 years ago. Jeff made the move from Wells Fargo to Premium.

Premium Mortgage is a mortgage company, not a brokerage. As a loan officer, Jeff stays with the client from the application through to the closing.

Residential mortgage credit pulls do not affect your credit score. The credit report is pulled from three bureaus and Premium has an automated system that evaluates the application.

Premium has an inside credit report person with the goal of getting a mortgage approval.

There are first time home buyer grant programs available for those who qualify and meet the various guidelines.

Once a customer has been approved for a loan it's a good idea not to do any large transactions before the closing that may affect the credit rating. Large deposits may be questioned.

If a family member wants to give a gift of money, it should be in the form of a personal check accompanied by a gift letter that will go with the updated bank statement.

Rates change daily and your rate will be based on your credit score.

For more information contact Jeff.

Premium Mortgage Corporation

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Jeff Dorrance, Loan Officer

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50-50 – Jeff Dorrance - No Joker

Collected: \$24 Jackpot = \$127.50 +

ATTENDANCE (21 Members)

Members (16). Alternates (-). Guests (-)

Total Attendance (16)