



Newsletter

September 12, 2024

Meeting: Teresa Freeman, President

Greeter: Ann MacAffer

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

Dimitry Karatayev- 3M Window Coatings

Guest of **Frank Paladino**

ANNOUNCEMENTS

Ann MacAffer of CBRE announced that former CDBL member Rob Shauger teted her looking for warehouse space for his company..

GOOD NEWS

WISH LIST

Dawn Morrison of Armida Rose Realty is looking for residential listings.

Frank Paladino of RightComm LLC is looking for new businesses opening in the area.

Jordan Modiano of Express Employment Professionals is looking for hiring opportunities.

Alan Baker of Creative Marketing Concepts is looking for opportunities to provide holiday items.

THANK YOUS

Walter Guiles to Frank Paladino, Jordan Modiano

COMMITTEE REPORTS

Treasurer's Report – Nick Marchese

No report.

Leads – Frank Paladino

Lead of the Week - **Walter Guiles**

Special Events –Will Berglund

No report.

Membership – Josh Jennings

No report.

Speakers/Greeters – Alan Baker

9/19 - Dawn Morrison - Davis Moeckel, Greeter

9/26 - No meeting

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

Chuck Shank

Smith Brothers Insurance

Personal info:

Chuck's wife retired last year. One of his sons is teaching music in CA. His other son works for a private equity firm.

Shank and Falvey was founded in 2001 and was sold to Smith Brothers almost 4 years ago.

Smith Brothers is a Top 50 Broker in the country.

Chuck has been in CDBL for 25 years and it's the great people, the experience those people have available, referrals, etc.... but you have to put the work into the group to benefit from it.

- Personal and commercial lines of insurance are offered
- Chuck brought in the 2nd largest customer of his career, a Bitcoin broker company
- Coverages that are in demand these days include cyber liability, officer and board member coverage, and crime related policies..

The insurance Industry has rate increases almost across the board for all types. Why? They are losing money and state government is slow to approve rate increases.

Covid helped start the downward spiral: Costs are up for repairs, medical, used cars and 85% litigation when there are accidents.

Large truck accidents are being caused by inexperienced drivers

Adirondack Insurance declares bankruptcy.

Main Street America Ins. is getting rid of their personal portfolio

AI Lawsuits are up. AI is causing trademark and intellectual property lawsuits to go up.

Workers Comp insurance Is stable so more insurance companies are getting into it.

For more information contact Chuck:

Smith Brothers Insurance

518-477-5150

Fax: 518-477-5157

cshank@smithbrothersusa.com

SmithBrothersUSA.com

50-50 – - No Joker

Collected: \$12 Jackpot = \$175.50

ATTENDANCE (21 Members)

Members (). Alternates (). Guests (1)

Total Attendance ()