

Don's Moving & Storage, Inc.
981 Broadway
Albany, NY 12207
Glenn Coyne
518-462-0697



donsmovers.com Capital District Business Leaders

Newsletter

March 16, 2023

Meeting: Jeff Dorrance, President

Greeter: Dawn Morrison

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

Ann Kenkel

First National Bank of Scotia

Ann is new to First National Bank of Scotia and is Manager of Operations in their Colonie office. Ann will be serving as an alternate for Terry Freeman.

ANNOUNCEMENTS

Jeff Dorrance of Premium Mortgage Corp. invited everyone to a networking event today, 12-4 at the Arsenal City Tavern.

Ann MacAffer of CBRE has two tickets for Hamilton for sale for Saturday evening's performance.

Terry Freeman of 1st National Bank of Scotia gave an update on the recent failures of Silicon Valley and Signature banks. First National Bank of Scotia invests funds wisely. Local banks are insured - don't panic.

Frank Paladino of RightComm LLC announced that AT&T recently had a data breach.

GOOD NEWS

Dawn Morrison of Armida Rose has a piece of land under contract, thanks to Patsy Immediato. Dawn will be taking off on a ski trip to Breckenridge next week to celebrate her 55th birthday.

Chuck Shank of Shank & Falvey/Smith Brothers reports that photos of last weekend's St. Patrick's Day parade were published in the Times Union.

Jeff Dorrance said this is his favorite time of year, and shared a story about going to Greensboro 34 years ago, where he saw Siena win the tournament during a measles outbreak.

John Hall of CPL Architects has started work on a project for St. Peter's Hospital.

Frank Paladino has won two new projects.

Andy O'Reilly of Securitas just got back from Myrtle Beach.

WISH LIST

Frank Paladino is in search of a commercial appliance technician to do repairs and installations.

Ann MacAffer is looking for new business. She is currently working with a solar company, battery farm and a liquid hydrogen factory.

THANK YOU'S

Chuck Shank to Frank Paladino

Frank Paladino to Chuck Shank

Dawn Morrison to Will Berglund

Jeff Dorrance thanked everyone for continuing to do one-on-one meetings.

COMMITTEE REPORTS

Treasurer's Report – Nick Marchese

Please pay your dues if you are not up to date.

Leads – Frank Paladino

Lead of the Week – It was a light leads week. Please submit leads.

Special Events –Will Berglund

CDBL members will volunteer at the Regional Food Bank on April 3 from 5 - 6:30, 965 Albany Shaker Rd. Wear closed-toed shoes; parking is in the back of the building.

Membership – Josh Jennings

Dan Fisk is our newest member and is planning to attend next week's meeting. Chuck Shank and Josh Jennings will mentor him in the first few months of his membership. No updates on any other potential members.

Speakers/Greeters – Alan Baker

Contact Alan to sign up for open speaking and greeting dates.

2023 1st & Second Quarter Schedule, To Date:

March 23rd – Teresa Freeman / Greeter - Nancy McKiernan

March 30th – NO MEETING

April 6th – GUEST SPEAKER – Jason Benitez, Capital Region Chamber / Need Greeter

April 13th – Need Speaker & Greeter

April 20th – Need Speaker & Greeter

April 27th – Need Speaker & Greeter

May 4th – PAST PRESIDENT’S DAY, or VISITOR DAY / Need Greeter

May 11th – Need Speaker & Greeter

May 18th – Need Speaker & Greeter

May 25th – Need Speaker & Greeter

June 1st – DONATION PRESENTATION / Need Greeter

June 8th – Need Speaker & Greeter

June 15th – Need Speaker & Greeter

June 22nd – Need Speaker & Greeter

June 29th – NO MEETING

Social Media – Nancy McKiernan

If you are active on social media, please like and share the weekly LinkedIn and Facebook posts featuring the week’s presenter.

CDBL OPEN CATEGORIES

Caterer

Chiropractor

Event Planner

Florist

Interior Designer

IT Services

Jeweler

Limousine Service

Long Term Care

Public Relations

Sign Company

Title Insurance Company

Travel Agency

Water or Coffee Vendor

Web Designer

TODAY’S Speaker

Glenn Coyne

Don’s Moving & Storage

Glenn grew up working in his family’s moving business. It was founded in 1952 by Glenn’s great grandfather. The name Don was chosen because his two sons were named Don and Frank, and Don would come up on the first page of the phone book. The business was started with one truck and was passed down to Glenn’s grandfather, his aunt and now Glenn is the owner.

Don’s Moving’s busiest season is May through September. In spring they work with around 200 SUNY Albany students to pickup and store their belongings over the summer break.

Glenn shared some stats on moving:

8.4% of US residents moved in 2021, with 14 billion spent on moving costs.

The average person moves 11.7 times in a lifetime.

37% of movers rent a truck
24% do it all themselves without renting a truck
22% hire mover
15% use pods for moving
June is the busiest season for movers.
Monday and Friday are the busiest moving days.
59% of people who move stay in their county.
NY is the fifth most-exited state in the US.
California to Texas currently has the highest number of moves.
Florida is the state that has the most inbound moves.
The average age of movers is 36.5
16% of movers are renters,
Most common moves are into 2 to 3 bedroom homes
People move to improve quality of life, to be near a job or education, or to have more space.
Gen Z is the generation with the most moves (age 18-24)
80% of people surveyed say they would take a pay cut to move to their dream location.
Many older moving companies will sell their businesses this year.
Most moving companies have 5 employees or less.
Issues plaguing moving companies include driver/labor shortages and delivery delays, damage claims, fuel costs and equipment shortages.
The average driver age is late 50's, and they can earn 6 figure incomes.
Cost of an average move is \$4000. Local move average cost is \$980.
Non-commercial vehicles do not require CDL drivers.
Moving rates are regulated. The hourly rate has to be filed with and approved by the Dept. of Transportation. Flat rates are not regulated by DOT.
Since COVID more people work remotely.
Dallas was the most moved-to city during the pandemic.
People are moving out of cities and into suburbs.
To make things easier on moving day, have everything packed in boxes that are closed up and labeled. Having one person at the door and one directing movers is also helpful.
For more information on anything related to moving, contact Glenn.

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50-50 – Frank Paladino - No Joker

Collected: \$13 Jackpot = \$109.00

ATTENDANCE (22 Members)

Members (15), Alternates (-), Guests (1) Total Attendance (16)