

How they compare

Name	Capital Region Revenue in 2007
CDPHP	\$1,053,691,166
Stewart's Shops Corp.	\$719,225,502
Simmons Machine Tool Co.	\$316,000,000
Fortitech Inc.	\$130,000,000
Polsinello Fuels Inc.	\$102,670,000
SEFCU	\$92,916,335
Clough Harbour & Associates LLP	\$85,500,000
The Adirondack Trust Co.	\$50,216,466
Capital Communications FCU	\$44,197,069
CMA Consulting Services	\$42,000,000
Rensselaer Auto Plaza Inc.	\$41,701,360
NextRidge Inc.	\$33,600,000
IPLogic Inc.	\$32,300,000
Pioneer Bank	\$29,590,000
CornerStone Telephone Co.	\$29,000,000
Palio	\$24,700,000
The Bank of Greene County	\$21,953,000
WeatherGuard Roofing Co. LLC	\$17,500,000
Saratoga Nat'l Bank and Trust Co.	\$14,210,000
EYP Mission Critical Facilities	\$7,000,000
Fusco Personnel	\$4,960,000
GTM Payroll Services Inc.	\$4,024,000
Condor Fire Sprinkler LLC	\$3,861,433
Old Daley Inn Catering Co.	\$2,600,000
DR Pension Services LLC	\$1,523,256

Upcoming lists

Does your company qualify for one of our upcoming lists? Make sure you are included. Request a survey from Research Director Melissa Gold at mgold@bizjournals.com or 518-640-6816.

- July 11:** Child Care Centers
- July 18:** Software Developers, Largest Construction Projects
- July 25:** Hospitals, Manufacturers
- August 1:** Hotels, Web Page Developers
- August 8:** Engineering Firms, Self-storage facilities

Notes

Ranked by percent change in revenue generated in Capital Region locations between 2003 and 2007. Information was provided by the individual companies. The area surveyed includes Albany, Columbia, Fulton, Greene, Montgomery, Rensselaer, Saratoga, Schoharie, Schoharie, Warren and Washington counties. N.A. indicates that information is not available or not applicable. Some entries have been edited for space. Some companies that may have ranked declined to submit information.

FOOTNOTES

¹Percent change is between 2003 and current data.

Researched by Melissa Gold

The List

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THE BUSINESS REVIEW

FASTEST-GROWING COMPANIES

(Ranked by Capital Region revenue five-year percent change)

2008 Rank	Name Address Phone Web site	5-year Revenue % Change ¹ 2007 Capital Region Revenue	5-Year Employment % Change ¹ Current Cap. Reg. Employees	Locations: Capital Region Companywide	Products or Services	New Product or Service Becoming Available in 2008	Top Local Executive Marketing Contact HR Contact
1	CornerStone Telephone Co. 2 Third St., Troy, N.Y. 12180 328-0300 cornerstonetelephone.com	62.5% \$29,000,000	N.A. 85	2 7	Design, establishment, management and maintenance of communication and networking systems using telephony, Internet, hosted and custom applications	Hosted voice and telephony billing software	Dan Yamin Don Walsh Richard Drake
2	Condor Fire Sprinkler LLC 3434 Carman Road, Schenectady, N.Y. 12303 356-3510 digesaremechanical.com	314.55% \$3,861,433	275% 30	1	Fire sprinkler installation for residential, industrial and commercial clients	N.A.	Thomas Holmes Kelly Welch Jaimee DiGesare
3	IPLogic Inc. 17 British American Blvd., Latham, N.Y. 12110 724-2300 iplogic.com	258.89% \$32,300,000	96.15% 51	1 7	Voice and unified communications, network security, mobility and wireless applications; managed services; multimedia; data storage & protection, data storage and protection; IT staffing	Data storage and protection	Kenneth Yanneck Kristeen LaFomara N.A.
4	DR Pension Services LLC 6 Wembley Court, Albany, N.Y. 12205 464-4080 drpension.com	140.36% \$1,523,256	80% 9	1 1	401(k) retirement plan, recordkeeping, administration and fiduciary investment advising	N.A.	T. Santa Barbara Jeffrey Bennett N.A.
5	GTM Payroll Services Inc. (GTM Household Employment Experts) 7 Halfmoon Exec. Pk. Drive, Clifton Pk., N.Y. 12065 881-0211 gtm.com	136.71% \$4,024,000	113.33% 32	1 7	Payroll, tax and human resource management	Nanny agency management system for household employment	Guy Maddalone Lara Spendiff Anne Johnson
6	Fusco Personnel 4 Executive Park Drive, Albany, N.Y. 12203 869-6100 fuscoperpersonnel.net	136.19% \$4,960,000	25% 10	2 2	Temporary, direct hire and executive placement employment services	N.A.	Patty Fusco Renee Sayers Jason Moak
7	Clough Harbour & Associates LLP 3 Winners Circle, Albany, N.Y. 12205 453-4500 cloughharbour.com	129.22% \$85,500,000	4.5% 325	1 28	Engineering, planning, landscape architecture, survey, environmental, construction and technology	Three-dimensional imaging with laser surveying	Raymond Kinley Mark Tebbano Paula Heller
8	NexTRidge Inc. 12 Elmwood Road, Albany, N.Y. 12204 292-6505 nextridgeinc.com	128.57% \$33,600,000	36.99% 200	1 5	IT and security systems; managed services; structured cabling; VoIP; network security; telecommunication advising; engineering, procurement, installation and project management for communications companies	Construction services	Shaun Mahoney John Flory Sarah Cozzolino
9	Polsinello Fuels Inc. 241 Riverside Ave., Rensselaer, N.Y. 12144 463-7812 polsinello.com	116.71% \$102,670,000	47.14% 103	15 17	Wholesale and retail gasoline, diesel and heating oil, wholesale lubricants; commercial and residential HVAC installation and service	Engine oils from Pennzoil-Quaker State; ethanol-blended gasoline and biodiesel fuels	Louis Polsinello N.A. Judith Polsinello
10	Capital Communications FCU 18 Computer Drive E., Albany, N.Y. 12205 458-2195 capcomfcu.org	86.57% \$44,197,069	56.41% 183	9 9	Loans including mortgages, auto, credit card, consumer and business; savings, checking, money market, certificates of deposit and IRA accounts	Car buyers' helpline	Paula Stopera Judy Vopelak Melissa Feck
11	Old Daley Inn Catering Co. 2 Northern Drive, Troy, N.Y. 12182 235-2656 olddaleyinn.com	77.95% \$2,600,000	283.33% 23	3 3	Catering, event management, lunch cafes, seasonal food courts, food service management, barbecue company	N.A.	Gene Coletti Martin Keary James Pettit
12	Simmons Machine Tool Co. 1700 N. Broadway, Albany, N.Y. 12204 462-5431 smtgroup.com	70.81% \$316,000,000	33.72% 115	1 5	Machine tools for the railway, automotive, aircraft, machine building and tool and die industries	Railroad wheel data information system	David Davis John Naumann David Simonian
13	Fortitech Inc. 2105 Technology Drive, Schenectady, N.Y. 12308 372-5155 fortitech.com	68.83% \$130,000,000	N.A. 169	1 6	Custom nutrient premixes for the food, beverage and pharmaceutical industries	N.A.	Walter Borisenok Richard Schleif Joanne Murphy
14	SEFCU P.O. Box 12189, Albany, N.Y. 12212 452-8183 sefcu.com	63.07% \$92,916,335	103.2% 571	20 29	Savings, checking, mortgages, consumer loans, business services, investment and insurance products	Online account opening, college banking product	Michael Castellano John DeCelle Barbara Hess
15	Palio 260 Broadway, Saratoga Springs, N.Y. 12866 584-8924 palio.com	59.35% \$24,700,000	27% 127	2 14	Advertising and communications	N.A.	Mike Myers, Guy Mastriion Lori Goodale Mary Kate Hallaha
16	WeatherGuard Roofing Co. LLC 2880 Curry Road, Schenectady, N.Y. 12303 356-5000 wgroofing.com	59.09% \$17,500,000	20% 150	1 1	Asphalt, wood, slate, metal, copper and rubber shingles; green roof gardens; solar light tubes; solar energy panels	Solar energy panels and light tubes	Jeff Thomas David Miller Tim Mackesey
17	EYP Mission Critical Facilities, a co. of HP 54 State St., 3rd Floor, Albany, N.Y. 12207 337-2000 eypmcf.com	53.83% \$7,000,000	223.53% 55	1 13	Planning, design and on-site support for operational continuity for technology-intensive, high-performance buildings like data centers, command and control centers, trading floors, and supercomputing facilities	N.A.	Steve Einhorn Kimberly Gilboort Roni Evangelista
18	Stewart's Shops Corp. P.O. Box 435, Saratoga Springs, N.Y. 12866 581-1200 stewartshops.com	47.65% \$719,225,502	-3.21% 1,298	196 325	Retail convenience shop chain, manufacturer and distributor of dairy and ice cream products	N.A.	Gary Duke Thomas Mailey Jr. Anthony Carnevali
19	The Adirondack Trust Co. 473 Broadway, Saratoga Springs, N.Y. 12866 584-5844 adirondacktrust.com	46.6% \$50,216,466	43.56% 234	10 10	Financial, investment and insurance products; employee benefit programs; health savings accounts; commercial mortgage loans	Long-term care insurance	Charles Wait Robert Ward Edward Lenz
20	The Bank of Greene County 302 Main St., P.O. Box 470, Catskill, N.Y. 12414 943-2600 thebankofgreeneconomy.com	42.55% \$21,953,000	51.32% 115	12 12	Banking, financial services	Triple protection CD, e-delivery for all accounts	Donald Gibson Donald Gibson Rebecca Main
21	CMA Consulting Services 700 Troy-Schenectady Road, Latham, N.Y. 12110 783-9003 cma.com	40% \$42,000,000	44.23% 225	2 5	Data warehousing; HR, time and attendance, learning management, help desk, automated traffic enforcement, WIC and inventory management solutions; IT consulting and instructor-led training	Electronic medical records	Kay Stafford Peter Chynoweth Sharon Lenge
22	Saratoga National Bank and Trust Co. 171 S. Broadway, Saratoga Springs, N.Y. 12866 583-3114 saratoganational.com	33.99% \$14,210,000	64% 41	6 6	Banking, investments, insurance, financial planning	Go Green checking, remote deposit capture	Raymond O'Conc N.A. Sally Costello
23	Pioneer Bank 21 Second St., Troy, N.Y. 12180 274-4800 pioneersb.com	29.82% \$29,590,000	10.09% 251	15 15	N.A.	N.A.	John Scarchilli Karen Huertter Susan Vernooy
24	CDPHP 500 Patroon Creek Blvd., Albany, N.Y. 12206 641-5000 cdphp.com	28.76% \$1,053,691,166	10.56% 785	1 3	HMOs, universal benefits, high-deductible PPO, POS and EPO, self-insured plans, third-party administration	High-deductible PPO; transitional plans; dual-options for small bus.; expanded coverage areas	Dr. John Bennett James Smith Scott Klenk
25	Rensselaer Auto Plaza Inc. 770 Hoosick Road, Troy, N.Y. 12180 279-1171 rensselaerhonda.com	28.37% \$41,701,360	23.26% 53	1 1	Car sales and service	N.A.	Andrew James Andrew James Andrew James