

## Against the odds

Company	Capital Region 2008 Revenue
MVP Health Care	\$2,530,000,000
CDPHP	\$1,179,497,246
Stewarts Shops Corp.	\$786,364,281
Albany Medical Center	\$772,000,000
Fortitech Inc.	\$155,000,000
Polsinello Fuels Inc.	\$111,340,000
CHA	\$96,200,000
SEFCU	\$75,360,975
Capital Communications FCU	\$52,446,394
Rensselaer Auto Plaza Inc.	\$50,603,079
The Adirondack Trust Co.	\$50,012,682
Hannay Reels Inc.	\$48,000,000
Ducommun AeroStructures	\$43,200,000
IPLogic Inc.	\$36,700,000
CornerStone Telephone Co.	\$30,500,000
Palio	\$26,106,680
The Bank of Greene County	\$25,970,000
EYP	\$20,468,000
Media Logic	\$11,115,803
Hudson River Credit Union	\$10,205,625
Fusco Personnel Inc.	\$7,500,000
GTM Payroll Services Inc.	\$4,550,358
The National Bank of Coxsackie	\$2,261,000
Direct Retirement Services	\$1,528,091

## Work force changes

Company	5-Year % Change in No. of Employees <sup>1</sup>
Ducommun AeroStructures- New York	92%
Polsinello Fuels Inc.	71%
CornerStone Telephone Co.	68%
GTM Payroll Services Inc.	68%
Hudson River Credit Union	61%
SEFCU	56%
The Bank of Greene County	53%
Capital Communications FCU	41%
Fortitech Inc.	38%
IPLogic Inc.	34%
Rensselaer Auto Plaza Inc.	23%
Albany Medical Center	14%
CDPHP	13%
The National Bank of Coxsackie	5.30%
The Adirondack Trust Co.	4%
Media Logic	3.60%
Stewarts Shops Corp.	-1.60%
Palio	-3.50%

## Notes

Ranked by percent change in revenue generated in Capital Region locations between 2004 and 2008. Information was provided by the individual companies. The area surveyed includes Albany, Columbia, Fulton, Greene, Montgomery, Rensselaer, Saratoga, Schenectady, 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.

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### FOOTNOTES

<sup>1</sup>Percent change is between 2004 and current data.

Researched by Melissa Gold

# The List

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## FASTEST-GROWING COMPANIES

(Ranked by percent change between 2004 and 2008 Capital Region revenue)

Rank	Company Address Phone   Web site	5-year Revenue % Change <sup>1</sup> 2008 Capital Region Revenue	5-Year Employee % Change <sup>1</sup> 2008 Capital Region Employees	No. of Locations: Capital Region Companywide	Primary Products and Services Offered	New Product or Service Launching in 2009	Top Capital Region Contact Marketing Contact
1	<b>Fusco Personnel Inc.</b> 4 Executive Park Drive, Albany, N.Y. 12203 869-6100   fuscoperpersonnel.net	260% \$7,500,000	N.A. 10	1 1	Temporary placement and executive recruitment	N.A.	Patricia Fusco Jason Moak
2	<b>CornerStone Telephone Co.</b> 2 Third St., Troy, N.Y. 12180 272-1018   cornerstonetelephone.com	220% \$30,500,000	68% 94	2 7	Local and long-distance telephone service, high-speed Internet, VoIP, security, business phone systems, Software as a Service (SaaS)	Evaluation of companies' purchasing activities; acquired Richmond Telephone and Richmond Network	Dan Yamin Darien Yamin
3	<b>Ducommun AeroStructures- New York</b> (formerly DynaBil Industries Inc.) 2 Flint Mine Road, Coxsackie, N.Y. 12051 731-4600   ducommun.com	180% \$43,200,000	92% 232	1 6	Precision sheetmetal assemblies for commercial and military aerospace, specializing in titanium hot-forming	Prototype firewall assembly for CH53K heavy-lift helicopter	Paul Burton Dennis Fitzgerald
4	<b>MVP Health Care</b> 625 State St., Schenectady, N.Y. 12305 800-825-5687   mvphealthcare.com	160% \$2,530,000,000	N.A.	2 9	Health insurance	Enhanced wellness benefits	David Oliker David Henderson
5	<b>GTM Payroll Services Inc.</b> 7 Halfmoon Exec. Park Drive, Clifton Park, N.Y. 12065 373-4111   gtm.com	120% \$4,550,358	68% 32	1 1	Payroll and tax services, prevailing wage and job cost breakdowns, workers' compensation and disability insurance, time/attendance and HR systems, employee benefits management, employee self-service, benefit accrual tracking	Employee self-service Web portal, third-party administration for workers' compensation and disability insurance	Guy Maddalone Lara Spendiff
6	<b>IPLogic Inc.</b> 17 British American Blvd., Latham, N.Y. 12110 724-2300   iplogic.com	120% \$36,700,000	34% 55	1 8	Voice and unified communications, network security, mobility and wireless applications, multi-media, data center, carrier and IT staffing solutions	Hosted IP communications and on-demand applications	Kenneth Yanneck Kristeen Lafornera
7	<b>Capital Communications Federal Credit Union</b> 18 Computer Drive E., Albany, N.Y. 12205 458-2195   capcomfcu.org	110% \$52,446,394	41% 183	9 9	Consumer, real estate and auto loans; credit/debit cards; insurance; investments; checking, savings, money market, term deposits; online and telephone banking and bill-pay; commercial loans	E-mail notifications for deposit maturity and other account issues, expanded insurance for loans and property	Paula Stopera Melissa Feck
8	<b>Fortitech Inc.</b> 2105 Technology Drive, Schenectady, N.Y. 12308 372-5155   fortitech.com	100% \$155,000,000	38% 180	2 7	Custom nutrient premixes for food, beverage and pharmaceutical industries	New 48,000-square-foot distribution facility in Glenville	Walter Borisenok Richard Schleif
9	<b>CHA</b> 3 Winners Circle, Albany, N.Y. 12205 453-4500   chacompanies.com	93% \$96,200,000	N.A. 325	1 25	Civil, mechanical, environmental, electrical, structural, geotechnical, traffic and transportation engineering; sports facility design; planning; landscape architecture; survey; construction services; technology solutions	N.A.	Raymond Kinley Mark Tebbano
10	<b>Polsinello Fuels Inc.</b> 241 Riverside Ave., Rensselaer, N.Y. 12144 463-7812   polsinello.com	93% \$111,340,000	71% 120	15 17	Wholesale and retail gasoline, diesel and heating oil, wholesale lubricants including automotive, commercial and industrial, commercial and residential HVAC installation and services	Commercial and residential propane sales, including equipment sales and services	Louis Polsinello Jr. Gregory Bobersky
11	<b>Rensselaer Auto Plaza Inc.</b> 770 Hoosick Road, Troy, N.Y. 12180 279-1171	83% \$50,603,079	23% 53	1 1	Auto sales and service	Honda Insight	Andrew James Andrew James
12	<b>Hudson River Credit Union</b> 312 Palmer Ave., Corinth, N.Y. 12822 654-9028   hrccu.org	75% \$10,205,625	61% 55	4 4	Financial services products	GR8 2B Young program for members age 15-25	Susan Commanda Linda Dickie
13	<b>The Bank of Greene County</b> 302 Main St., P.O. Box 470, Catskill, N.Y. 12414 943-2600   thebankofgreencounty.com	60% \$25,970,000	53% 119	13 13	Banking, financial services	Updated Web site and opened new full-service branch in Ravena	Donald Gibson Martha Keeler
14	<b>SEFCU</b> 700 Patroon Creek Blvd., Albany, N.Y. 12206 452-8183   sefcu.com	56% \$75,360,975	56% 456	25 36	Banking, insurance, investments	Online membership application, SEFCU iTeller remote deposit	Michael Castellana John Decelle
15	<b>Palio</b> 260 Broadway, Saratoga Springs, N.Y. 12866 584-8924   palio.com	51% \$26,106,680	-3.50% 111	1 14	Business-to-business and consumer advertising, marketing, branding, interactive communications, product launches, public relations, print and broadcast production, integrated media, brand planning		Guy Mastrion, Mike Myers Lori Goodale
16	<b>The Adirondack Trust Co.</b> 473 Broadway, Saratoga Springs, N.Y. 12866 584-5844   adirondacktrust.com	48% \$50,012,682	4% 235	10 10	Banking, trust, investments, employee benefits, health savings accounts, business insurance, trust and estate planning, 401(k) rollovers, online account opening, online residential mortgage applications, long-term care insurance, commercial loans, mortgages, credit	N.A.	Charles Wait Steve Von Schenk
17	<b>Direct Retirement Services (formerly DR Pension Services LLC)</b> 6 Wembley Court, Albany, N.Y. 12205 362-2119   directretirement.net	48% \$1,528,091	N.A.	1 1	401(k) retirement plan administration, record-keeping, investment and advisory services	403(b) plan administration	Thomas Santa Barbara Jeffrey Bennett
18	<b>Stewarts Shops Corp.</b> P.O. Box 435, Saratoga Springs, N.Y. 12866 581-1200   stewartsshops.com	42% \$786,364,281	-1.60% 1,268	198 326	Convenience stores, dairy and grocery products	N.A.	Gary Dake Thomas Mailey Jr.
19	<b>CDPHP</b> 500 Patroon Creek Blvd., Albany, N.Y. 12206 641-5000   cdphp.com	32% \$1,179,497,246	13% 793	1 1	HMO, Healthy N.Y., Medicare HMO and PPO, Medicaid, Child Health Plus, Family Health Plus, universal benefits, PPO, high-deductible PPO, EPO, self-insured plans	Customizable benefits, incentives, flexible payment arrangements and wellness integration for businesses	John Bennett Carole Montepare
20	<b>Albany Medical Center</b> 43 New Scotland Ave., Albany, N.Y. 12208 262-3125   amc.edu	30% \$772,000,000	14% 6,103	6 7	Patient care, medical education, biomedical research	Therapeutic cooling for neurological damage, single-incision minimally invasive surgery, advanced aquapheresis for congestive heart failure	James Barba Gregory McGarry
21	<b>Media Logic</b> 1 Park Place, Albany, N.Y. 12205 456-3015   mlinc.com	26% \$11,115,803	3.60% 87	1 2	Conversation-centric marketing with real-time monitoring, table-setting services for "conversation ready" and "conversation worthy" brands, social media support, review of relevant conversation streams	Brand Amp, Zeitgeist and Coffee, Social Juice Promotions, Mine & Dine marketing programs	David Schultz Suzanne Gunther
22	<b>Hannay Reels Inc.</b> 553 State Route 143, Westerlo, N.Y. 12193 797-3791   hannay.com	15% \$48,000,000	N.A.	1 1	Manufacture of metal reels for hose and cable	N.A.	Roger Hannay Eric Hannay, Edward Rash
23	<b>EYP</b> 412 Broadway, Albany, N.Y. 12207 431-3300   eypae.com	13% \$20,468,000	N.A. 117	1 5	Energy, design, engineering, interior and sustainable design, planning and master planning, building information modeling, architectural and engineering integration	Expanded Building Information Modeling (BIM) services	Tom Birdsey Susan Radzysinski
24	<b>The National Bank of Coxsackie</b> 5 Reed St., P.O. Box 400, Coxsackie, N.Y. 12051 731-6161   nbcoxsackie.com	9.80% \$2,261,000	5.30% 60	6 6	Commercial banking, loans, checking accounts, CDs	Real-time banking, Internet, ATMs, teller line	James Warren Sheila Hillicoss