

Curtis Lumber employees helped raise \$101,907 for the 2010/2011 WGY Christmas Wish.

# The List

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THE BUSINESS REVIEW

## PRIVATELY HELD COMPANIES, PART II

(Ranked by 2010 revenue)

### Rounding out the Top 100

Name	2010 Revenue
Empire Education Corp.	
(Mildred Elley Business School & Austin School of Spa Technology)	\$24,000,000
Simmons Machine Tool Corp.	\$23,000,000
Palio	\$22,892,680
Annese & Associates Inc.	\$20,491,910
Omni Development Co. Inc.	\$17,930,017
Subsidiary Technologies	\$17,000,000
LaCorte Cos. Inc.	\$17,000,000
IBT Global/Integrated Book Technology Inc.	\$16,500,000
The VMJR Cos.	\$15,300,000
C.T. Male Associates P.C.	\$15,020,259
Tech Valley Communications	\$15,000,000
Gurley Precision Instruments	\$15,000,000
The Michaels Group LLC	\$13,500,000
Greenman-Pedersen Inc.   GPI	\$13,223,000
Marshall & Sterling Insurance	\$13,200,000
Kasselman Electric Co. Inc.	\$12,987,000
T & J Electrical Corp.	\$12,123,000
Blasch Precision Ceramics	\$11,500,000
Janney Montgomery Scott LLC	\$11,251,049
CMP Industries LLC	\$11,000,000
Specialty Silicone Products Inc.	\$10,500,000
Concord Pools & Spas	\$10,370,000
Zak Inc.	\$10,228,829
Wainschaf Associates Inc.	\$10,000,000
A E Rosen Electrical Co. Inc.	\$9,300,000
Teal Becker & Chiaramonte CPAs P.C.	\$9,200,000
CommSoft	\$9,200,000
Repeat Business Systems Inc.	\$9,100,000
Family Danz Heating & Air Conditioning Inc.	\$9,000,000
Austin & Co. Inc.	\$9,000,000
Taconic Farms Inc.	\$8,645,081
SI Technologies Inc.	\$8,000,000
Frontrunner Network Systems	\$8,000,000
COINS USA	\$7,950,414
Girvin & Ferlazzo P.C.	\$6,950,000
Tectonic Engineering & Surveying Consultants P.C.	\$6,600,000
Logical Net Corp.	\$6,250,000
Carter Conboy Case Blackmore Maloney & Laird P.C.	\$6,200,000
Celtic Tours World Vacations	\$5,997,490
Transfinder Corp.	\$5,800,000
LinguaLinx Language Solutions Inc.	\$5,700,000
Jean Paul Spa & Hair Salons	\$5,200,000
Superior Business Products	\$5,100,000
Transtech Systems Inc.	\$5,000,000
Hampton Inn & Suites Downtown	\$5,000,000
The LA Group Landscape Architecture and Engineering P.C.	\$4,852,446
Infinigy Engineering	\$4,600,000
Delmar Place	\$4,443,000
M/E Engineering P.C.	\$4,400,000
Tech II Business Services Inc.	\$4,200,000

2011 Rank	Name Address	2010 Revenue	% Change <sup>2</sup>	Employees: Full- / Part-time Capital Region Companywide	Locations Outside the Capital Region	Sample Services/Products Offered	Current Notable Clients	President/CEO Vice President
26	<b>DePaula Chevrolet Inc.</b> 781 Central Ave., Albany, N.Y. 12206 489-5551   depaula.com	\$85,000,000	30.77%	130 / 9 13 / 9	N.A.	New and used auto sales, service, parts and body shop	N.A.	Anthony DePaula Kara DePaula Lynch
27	<b>Bast Hatfield</b> 1399 Vichers Ferry Road, Clifton Pk., N.Y. 12065 373-2000   basthatfield.com	\$84,000,000	4.02%	194 / 4 194 / 4	N.A.	General construction, commercial, industrial, construction management, pre-engineered metal buildings	Hilton Garden Inn, (Clifton Park), AAA Car Care Center (Halfmoon), Parkway Music (Clifton Park)	Christopher Bast Jr. Michael Garvey
28	<b>Main Brothers Oil Co. Inc.</b> 1 Booth Lane, Albany, N.Y. 12205 438-4195   maincareenergy.com	\$71,300,000	-17.09%	142 / 3 142 / 3	N.A.	Distribution of petroleum products, service and installation of heating and air conditioning equipment	N.A.	David Tarsa Marcia Booth
29	<b>EYP Architecture &amp; Engineering</b> 257 Fuller Road, NanoFab East, Albany, N.Y. 12203 795-3800   eypae.com	\$66,384,000	1.93%	124 / 6 325 / 9	Boston; Washington; NYC; Orlando, Fla.; Greenville, S.C.; San Diego	Energy, design, engineering, master planning, information modeling, architectural and engineering integration	NYSERDA, NYPA, NARA, Union College/Wold Center for Science and Engineering, College of Saint Rose residence hall	Tom Birdsey John Pocarobba
30	<b>Jersen Construction Group</b> 6 Industry Drive, Waterford, N.Y. 12188 233-0600   jersen.com	\$65,000,000	3.17%	125 / 0 125 / 0	N.A.	General contracting and construction management	GlobalFoundries, General Electric, GlaxoSmithKline	John Jersen Kenneth Jersen Kenneth Jersen
31	<b>Quandt's Foodservice Distributors Inc.</b> 105 Quist Road, Amsterdam, N.Y. 12010 842-1550   quandts.com	\$65,000,000	N.A.	128 / 0 128 / 0	N.A.	Food-service distributor	The Sagamore hotel, Skidmore College, Williams College	Robert Quandt David Vassi
32	<b>Capital Living and Rehabilitation Centres</b> 26 N. Broadway, Schenectady, N.Y. 12305 346-9640   clrhealth.com	\$60,900,000	N.A.	472 / 359 641 / 571	Minoa, Carthage, New Paltz	Skilled nursing and rehabilitation services with outpatient rehab and therapy, short- and long-term care	N.A.	Patrick Martone Anthony Durante
33	<b>Hill &amp; Markes</b> 120 Edson St., Amsterdam, N.Y. 12010 800-836-4455   hillnmarkes.com	\$57,000,000	3.64%	103 / 13 150 / 13	N.A.	Wholesaler of food service, industrial janitorial and packaging, office supplies and farm products; customer training	N.A.	Neal Packer Andrea Packer
34	<b>CAP COM Federal Credit Union</b> 18 Computer Drive E., Albany, N.Y. 12205 458-2195   capcomfcu.org	\$55,934,275	7.02%	214 / 18 214 / 18	N.A.	Home loans; retirement, insurance, estate planning, investments; college program; scholarships; car buyers service	N.A.	Paula Stopera David Jurczynski
35	<b>LeChase Construction Services</b> 1473 Erie Blvd., Schenectady, N.Y. 12305 388-9200   lechase.com	\$54,514,929	N.A.	105 / 0 725 / 0	Rochester, Binghamton, Corning, Ithaca, Syracuse; Charlotte and Durham, N.C.	General construction; const. mgt.; design-build; pre-construction consulting; campus housing; development	General Electric battery plant; Golub Corp.; Hudson Valley Community College; Xerox data center	William Goodrich William Mack
36	<b>MLB Construction Services LLC</b> 1 Stone Break Road, Malta, N.Y. 12020 289-1371   mlbconstructionservices.com	\$53,222,924	-36.85%	122 / 0 141 / 0	Apex, N.C.; Tampa, Fla.	Construction management, general contracting, design-build, development	Sisters of St. Joseph renovation (Latham), Skidmore College, Westmere Fire Station	James Dawsey Brian Akley
37	<b>CMA Consulting Services</b> 700 Troy Sch'dy Road, Latham, N.Y. 12110 783-9003   cma.com	\$52,800,000	23.36%	249 / 0 391 / 0	NYC, Texas, Arizona	Data warehousing, human resource modules, learning and inventory mgt., IT consulting, W/C, systems integration	States of New York, New Jersey, Arizona, Massachusetts, Indiana, Pennsylvania and NYC	Kay Stafford Peter Chynoweth
38	<b>IPLogic Inc.</b> 173 British American Blvd., Latham, N.Y. 12110 724-2300   iplogic.com	\$52,600,000	5.62%	50 / 0 101 / 0	Syracuse, Rochester, Buffalo; Erie and Pittsburgh, Pa.; Youngstown, Ohio; Morgantown, W. Va.	Unified communications, collaboration, virtualization and data center, mobility and wireless, security, multimedia/video	Momentive Performance Materials, Golub Corp., Roswell Park Cancer Institute, UAlbany, SEFCU, RPI, Community Care Physicians	Kenneth Yanneck Michael Connolly
39	<b>G.A. Bove Fuels</b> 76 Railroad St., Mechanicville, N.Y. 12118 664-5111   bovefuels.com	\$50,212,000	4.39%	47 / 2 46 / 2	Wells, Hudson Falls	Fuel oils, gasolines, diesel fuels, propane, HVAC	N.A.	John Bove N.A.
40	<b>Comfortex Corp.</b> 21 Elm St., Maplewood, N.Y. 12189 273-3333   comfortex.com	\$50,000,000	-3.85%	218 / 0 253 / 0	Phoenix	Custom window treatments	Twins, Tigers and Cardinals baseball stadium window shades	Thomas Marusak John Fitzgerald
41	<b>The Adirondack Trust Co.</b> 473 Broadway, Saratoga Springs, N.Y. 12866 584-5844   adirondacktrust.com	\$49,400,000	1.63%	240 / 12 240 / 12	N.A.	Banking, trust, investments, insurance, online and mobile banking, health savings accounts, employee benefits	N.A.	Charles Wait Steve von Schenk
42	<b>Pyramid Brokerage Co.</b> 40 British American Blvd., Latham, N.Y. 12110 489-9199   pyramidbrokerage.com Headquarters: Syracuse	\$43,147,566	N.A.	12 / 0 150 / 0	Syracuse, Buffalo, Rochester, Watertown, Utica, Corning, Binghamton, Ithaca, Hudson Valley	N.A.	N.A.	Robert Berkey Peter Struzzi
43	<b>Hannay Reels Inc.</b> 553 State Route 143, Westerlo, N.Y. 12193 797-3791   hannay.com	\$42,984,000	-1.88%	136 / 2 139 / 2	N.A.	Industrial hose reels and cable reels	N.A.	Roger Hannay Eric Hannay
44	<b>The Sage Colleges</b> 65 1st St., Troy, N.Y. 12180 244-2000   sage.edu	\$41,932,014	8.03%	377 / 27 377 / 27	N.A.	Higher education	N.A.	Susan Scrimshaw Elizabeth Robertson
45	<b>CornerStone Telephone Co.</b> 23rd St., Suite 303, Troy, N.Y. 12180 272-1018   cstel.com	\$35,000,000	-5.41%	82 / 1 100 / 1	Oneonta, Syracuse and Poughkeepsie, NYC; Richmond and Springfield, Mass.	Voice, data, metro Ethernet, VoIP, cloud computing, fiber, data center, hosted PBX, hosted exchange, encrypted email	N.A.	Dan Yamin Scott Gilbert
46	<b>Logistics One</b> 33 Cady Hill Blvd., Saratoga Sprgs., N.Y. 12866 587-3700   logisticsone.com	\$29,844,116	12.79%	N.A. 159 / 39	Syracuse; Springfield, Mass.; Edison, N.J.	Transportation and warehousing	Ball Metal Container, Pepsi, Coca-cola, Finch Paper, International Paper	William McNeary/IV James Benham
47	<b>Schenectady Hardware &amp; Electric Co. Inc.</b> 155 Erie Blvd., Schenectady, N.Y. 12305 346-2369   sheinc.com	\$25,985,000	-7.20%	105 / 0 105 / 0	N.A.	Commercial electrical contracting	Besicorp-Empire power generating facility, Guiderland schools, NYS Campus Food and Weight Measures lab, St. Peter's Hospital	Christopher Spraggen N.A.
48	<b>Linium</b> 187 Wolf Road, Suite 210, Albany, N.Y. 12205 689-3132   linium.com	\$25,000,000	35.57%	85 / 7 155 / 9	Wash., Canada, Minn., Wisc., Ill. Pa., Ohio, Vt., Mass., R.I., Conn., N.J., Md., Va., N.C., S.C., Fla., Miss., Texas, Ariz., Calif.	Information technology infrastructure library (ITL) asset mgt. process design, education services; commercial products	The Bank of New York, Yale Univ., BAE Systems, Active Health Management, LCBO, Boehringer Ingelheim, Cigna, Altria	Joseph Burke Staci Grandy
49	<b>Core BTS Inc.</b> 3 Tallow Wood Drive, Clifton Park, N.Y. 12065 831-8910   corebts.com Headquarters: Madison, Wis.	\$24,750,000	17.86%	24 / 0 375 / 0	NYC; Philadelphia; Washington; Nashville, Tenn.; Indianapolis; Chicago; Madison, Milwaukee and Green Bay, Wis.	Technology-based enablers including data center solutions, virtualization, network infrastructure	Capital Region Orthopaedics, CDPHP, GlobalFoundries, GlobalSpec, Berkshire Bank, Glens Falls Hospital, Xerox	Tony DeFeciani N.A.
50	<b>GCOM Software Inc.</b> 24 Madison Ave. Ext., Albany, N.Y. 12203 869-1671   gcomsoft.com	\$24,400,000	31.66%	53 / 0 140 / 0	NYC	Software design and IT staff augmentation	N.Y. state and NYC government agencies	Girish Bhatia Tracy Petrasek