

# ALBANY BUSINESS REVIEW

## T H E L I S T

### FASTEST-GROWING COMPANIES

RANKED BY FIVE-YEAR REVENUE GROWTH BETWEEN 2011 AND 2015



Business name Website	Address Phone	Five-year revenue growth	Revenue in 2015	Primary services	Top local executive(s)
1 <b>HiP (HiP B2B LLC)</b> hipb2b.com	2500 Pond View #200 Castleton-on-Hudson, NY 12033 518-512-0975	831.14%	\$8.61 million	Full-service B2B demand generation agency	Bret Smith, opportunities@hipb2b.com
2 <b>Stored Technology Solutions Inc.</b> storedtech.com	543 Queensbury Ave. Queensbury, NY 12804 518-793-1111	809.09%	\$5 million	IT consulting and managed services	Mark Shaw, mshaw@storedtech.com
3 <b>Complete Network Support</b> cnsit.com	22 Computer Dr. W. Albany, NY 12205 518-507-5880	440%	\$2.7 million	Managed services, outsourced IT support, IT strategy	Jeremy Wanamaker Benjamin Hicok
4 <b>Fingerpaint</b> fingerpaintmarketing.com	395 Broadway Saratoga Springs, NY 12866 518-693-6960	392.6%	\$21.27 million	Brand development, strategic planning, digital and multichannel marketing, audio and video production and public relations	Ed Mitzen, emitzen@fingerpaintmarketing.com
5 <b>Deep Blue Communications</b> deepbluecommunications.com	7 Century Hill Dr. Latham, NY 12110 518-389-2711	333.98%	\$13.49 million	Installation, engineering and support of public Wi-Fi networks	Brian Epstein, brian@deepbluecommunications.com Ryan Donnelly, ryan@deepbluecommunications.com
6 <b>Bestpass Inc.</b> bestpass.com	500 New Karner Rd. Albany, NY 12205 518-458-1579	240.74%	\$9.2 million	National electronic toll service for U.S. and Canadian commercial motor carrier and vehicle fleets	John Andrews, jandrews@bestpass.com Heather Nolan, hnolan@bestpass.com
7 <b>Linium LLC</b> linium.com	187 Wolf Rd. Albany, NY 12205 518-689-3198	218.69%	\$102.4 million	Business consulting and recruiting, management and administration services	Joe Burke Dave Howard
8 <b>Soft-Tex International Inc.</b> soft-tex.com	428 Hudson River Rd. Waterford, NY 12188 518-235-3645	204.55%	\$67 million	Manufacturer and distributor of specialty bedding products selling to major retail chains	Arthur Perry, aperry@soft-tex.com
9 <b>RV One Superstores Inc. dba Albany RV</b> rvone.com	48 Rensselaer Ave. Latham, NY 12110 518-459-4695	178.61%	\$297.79 million	Recreational vehicles retailer	Donald Strollo, dons@rvone.com Mark Strollo
10 <b>Groff NetWorks LLC</b> groffnetworks.com	81 4th St. Troy, NY 12180 518-320-8906	162.42%	\$1.31 million	Comprehensive outsourced IT department	Lauren Groff, lgroff@groffnetworks.com
11 <b>Construction Industry Solutions Corp. (COINS)</b> coins-global.com	6 Airport Park Blvd. Latham, NY 12110 518-242-7200	131.13%	\$13.87 million	Enterprise resource planning for construction	Richard Werner
12 <b>GCOM Software Inc.</b> gcomsoft.com	24 Madison Ave. Ext. #1 Albany, NY 12203 518-869-1671	123.51%	\$60.57 million	Software design and development	Girish Bhatia, girish@gcomsoft.com
13 <b>DWM Facilities Maintenance</b> dwminc.com	2 Northway Ln. Latham, NY 12110 888-396-9111	117.09%	\$23.36 million	Provider of facilities maintenance, construction and renovation and water filtration services	David Meeks Brian Whitt
14 <b>Commercial Capital Training Group</b> commercialcapitaltraining.com	90 State St. #1500 Albany, NY 12207 518-694-3047	110.93%	\$4.01 million	Educational training for commercial financing	Kris Roglieri
15 <b>EYP Inc.</b> eypae.com	201 Fuller Rd. 5th Fl. Albany, NY 12203 518-795-3800	105.82%	\$149.6 million	Architecture, engineering, design and planning, energy services	Tom Birdsey
16 <b>DePaula Chevrolet Inc.</b> depaula.com	785 Central Ave. Albany, NY 12206 518-489-5551	94.13%	\$165.01 million	Automobile sales of new Chevrolets and Maseratis, used auto sales, service and parts	Anthony DePaula Kara Lynch, karadepaula@gmail.com
17 <b>Tully Rinckey PLLC</b> 1888law4life.com	441 New Karner Rd. Albany, NY 12205 518-218-7100	92.36%	\$14.65 million	Legal services	Mathew Tully, mtully@1888law4life.com Greg Rinckey, grinckey@1888law4life.com Graig Cortelyou, gcortelyou@1888law4life.com
18 <b>Pure Adapt</b> pureadapt.com	P.O. Box 58 Guilderland Center, NY 12085 518-861-8811	86.9%	\$2.52 million	E-commerce sales of auto detailing products	Adam McFarland
19 <b>The Michaels Group LLC</b> michaelsgroup.com	10 Blacksmith Dr. #1 Malta, NY 12020 518-899-6311	85.69%	\$20.43 million	Residential home builder and land development	J. David Michaels Eric Willson Luke Michaels, luke@michaelsgroup.com Heidi Harkins, hharkins@michaelsgroup.com
20 <b>Informz Inc.</b> informz.com	19 Railroad Pl. #301 Saratoga Springs, NY 12866 518-691-0071	83.47%	\$13 million	Web-based email marketing and marketing automation platform with consulting and email campaign management	Joseph Tyler, tyler@informz.com Terry Nawrot
21 <b>SI Technologies Inc. dba Security Integrations</b> securityintegrations.com	14 Petra Ln. Albany, NY 12205 518-452-3505	81.4%	\$16.88 million	Industrial security systems, including video, access control and more	Joe Masciocco, joem@securityintegrations.com
22 <b>Transfinder Corp.</b> transfinder.com	440 State St. Schenectady, NY 12305 518-377-3609	76.5%	\$11.61 million	Routing, scheduling and preventive maintenance solutions for optimal transportation logistics utilizing latest GPS and Telematics technologies	Antonio Civitella, acivitella@transfinder.com
23 <b>CHA Consulting Inc.</b> chacompanies.com	575 Broadway Albany, NY 12207 518-453-4500	75.52%	\$238 million	Engineering, landscape architecture, planning and surveys, environmental services	Michael Carroll David Ulm
24 <b>Alpin Haus</b> alpinhaus.com	1863 State Hwy. 55 Amsterdam, NY 12010 518-842-5900	69.9%	\$63.53 million	Retailer of RVs, boats, snowmobiles, swimming pools and spas; fitness center	Andy Heck
25 <b>Kasselmann Electric Co. Inc.</b> kasselmannelectric.com	Morton at Broad 29 Broad Street P.O. Box 984 Albany, NY 12202 518-465-4795	69%	\$31.71 million	Full-service union electrical contractor focusing on design-build, fire alarm/security systems, large commercial projects and emerging markets	Becky Kasselmann, beckyk@kasselmannelectric.com TJ Henchey, TJH@KasselmannElectric.com