

THE LIST

THREE QUESTIONS WITH

# As tech grows, so can CPA firms



James Drislane

James W. Drislane, managing partner at the Teal Becker & Chiaramonte CPA firm, said the Albany-based firm has the capability to grow nationally, but they look to stay local.

Teal Becker was No. 2 on Albany Business Review's CPA Firms List for the second year running, with 48 CPAs serving clients in more than 20 states.

Drislane said he attributes the growth to niche areas such as pension plan administration, as well as an increased need for businesses to have succession plans as the baby boomer generation retires. The firm's other services include traditional accounting, tax and business advisement.

The Business Review spoke with Drislane about what had changed in the market and where the firm is looking next.

Teal Becker & Chiaramonte has seen steady growth the past few years. Are you looking to target any new client industries in 2015? We've experienced dramatic growth and continue to do better each year. Now we're targeting high-tech companies like GlobalFoundries, SUNY Polytechnic, and the tax-exempt zones [with Start-Up NY]. We've experienced pretty enormous growth in base accounting. The proximity to the SUNY campus to where we are at 7 Washington Square is ideal to being of counsel to any of those tech companies. GlobalFoundries is bringing major money to this area. Foreign investment is going to skyrocket and I feel like it's a good market to be in.

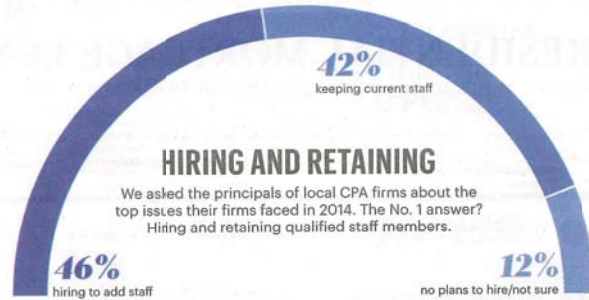
What are the biggest challenges facing CPA firms this year? Retention of quality, young CPAs, who want to stay in public accounting. There's a mass exodus of those not wanting to stay in this industry. We've done a tremendous job of growing a client from start to finish and that's the cornerstone of why this firm has succeeded. We will see more consolidations of more CPA firms.

PricewaterhouseCoopers, a Big Four firm with a large presence in the Albany area, announced last year that it was closing one of its two Albany offices, its CPA office. How has that effected the local industry? We do not go after Pricewaterhouse's client base, which was mostly public sector. We were hoping to land a few of their staff. We have several former Big Four employees. It may be that, with them

not being in the market, there has been an overall growth of clients. Other firms in the area were able to absorb Pricewaterhouse's clientele.

Our No. 1 goal was to get a hold of their staff, but a lot of them went into the private industry.

—Chelsea Diana, @AlbBizChelsea



# T H E L I S T

Compiled by Todd Kehoe  
518-640-6816, @AlbBizResearch  
tkehoe@bizjournals.com

## CPA FIRMS

RANKED BY NUMBER OF CPAS BASED IN THE CAPITAL REGION

Business name / Prior rank Website	Address Phone	CPAs in the Capital Region	Total Capital Region staff	Top three client industries	Top local executive(s)
1 UHY LLP ① uhy-us.com	66 S. Pearl St. Suite 400 Albany, NY 12207 518-449-3166	52	97	Manufacturing/technology, closely held businesses, financial services	Howard Foote, hfoote@uhy-us.com
2 Teal Becker & Chiaramonte CPAs P.C. tbcpc.com	7 Washington Square Albany, NY 12205 518-456-6663	48	88	Real estate management, construction contractors, professional services	James W. Drislane, jdrislane@tbcpc.com
3 SaxBST LLP ③ saxbst.com	26 Computer Drive W Albany, NY 12205 518-459-6700	46	90	Government/nonprofit, construction/real estate, manufacturing and distribution	J. A. Torani, jtorani@saxbst.com
4 The Bonadio Group ⑥ bonadio.com	6 Wembley Court Albany, NY 12205 518-464-4080	38	76	N.A.	Thomas Bonadio, tbonadio@bonadio.com Alan Walther, awalther@bonadio.com
5 KPMG LLP ⑤ us.kpmg.com	515 Broadway No. 4 Albany, NY 12207 518-427-4600	34	141	N.A.	Nancy Valley
6 Marvin and Co. P.C. ⑦ marvincpa.com	11 British American Blvd. Latham, NY 12110 518-785-0134	27	60	Nonprofit/health care, commercial businesses and professional practices, employee benefit plans	Kevin J. McCoy, kjm@marvincpa.com
7 LCS&Z LLP CPAs & Consultants ⑧ lcszcpa.com	33 Century Hill Drive Latham, NY 12110 518-783-7200	19	35	Transportation, medical practices, construction	William Lutz, wl@lcszcpa.com William Zeronda, waz@lcszcpa.com
8 Whittemore Downen & Ricciardelli LLP wdrcpa.com	333 Aviation Road Building B Queensbury, NY 12804 518-792-0918	18	32	Closely held businesses, nonprofits and government, professional and medical services	Paul Downen, pdowen@wdrcpa.com Phillip Whittemore, pkwhittemore@wdrcpa.com
9 WEST & Co. CPAs P.C. ⑩ westcpapc.com	97 N. Main St. Gloversville, NY 12078 518-725-7127	14	30	Closely held businesses, school districts and governments, nonprofits	Larry Sheeler, lsheeler@westcpapc.com
10 Karp Ackerman Skabowski & Hogan CPAs P.C. ⑫ kashpc.com	1 Hudson City Centre Hudson, NY 12534 518-828-7618	12	21	Wholesale and retail, real estate, construction	David Ackerman, ackerman@kashpc.com Peter Hogan, hogan@kashpc.com
10 Staff Ciampino & Co. P.C. ⑬ staffciampino.com	10 Colvin Ave. Albany, NY 12206 518-459-9205	12	23	Construction, professional services, restaurants and hospitality	Daniel Ciampino, dciampino@staffciampino.com
10 Wojeski & Co. CPAs P.C. ⑭ wojeskico.com	75 Troy Road East Greenbush, NY 12061 518-477-1102	12	30	Technology, financial institutions, construction contractors	David Wojeski, dwojeski@wojeskico.com
13 Pattison Koskey Howe & Buccia CPAs P.C. ⑮ pkhbcpc.com	502 Union St. Hudson, NY 12534 518-828-1565	11	46	Professional and service, nonprofit and government, retail	A. Michael Buccia, ambuccia@pkhbcpc.com Suzanne Muldoon, smuldoon@pkhbcpc.com
14 Cusack & Co. CPAs LLC ⑯ cusackcpa.com	7 Airport Park Blvd. Latham, NY 12110 518-786-3550	9	15	Nonprofits, governments, small businesses and individuals	James Cusack, jcusack@cusackcpa.com Kenneth Claffin, kclaffin@cusackcpa.com Paul Cuda, pcuda@cusackcpa.com
15 Slocum DeAngelus & Associates P.C. slocumdeangelus.com	974 Albany-Shaker Road Latham, NY 12110 518-783-6000	8	16	Professional practices, construction, small businesses	Gerald DeAngelus, accountants@slocumdeangelus.com Michael Slocum, mjr@slocumdeangelus.com
16 CMJ LLP ⑰ cmjllp.com	276 Dix Ave. P.O. Box 4680 Queensbury, NY 12804 518-798-3330	7	16	Manufacturing, auto dealerships, construction	Paul Curtis, pc Curtis@cmjllp.com William Jeffreys, wjeffreys@cmjllp.com
16 Kumlander, Donofrio, Hay & Pehl CPAs LLP <sup>1</sup> ⑱ kdhpcpa.com	2715 Route 9 Suite 101 Malta, NY 12020 518-899-5544	7	15	Medical, architecture and engineering firms, legal firms	Daniel Kumlander, dkumlander@kdhpcpa.com Timothy Pehl, tpehl@kdhpcpa.com Kenneth Hay, kenark@kdhpcpa.com Jeffrey Donofrio, jdonofrio@kdhpcpa.com
18 Brown & Fitzgerald P.C. ⑳ bfcpa.net	224 Old Loudon Road Latham, NY 12110 518-783-5509	6	8	Construction, service, pensions	Patrick Fitzgerald, pfitzgerald@bfcpa.net Bernard Brown, bernie@bfcpa.net Mark Ryan, mark@bfcpa.net
18 Buckley Gent MacDonald & Cary P.C. ㉑ bgmccpa.com	100 Great Oaks Blvd. Suite 121 Albany, NY 12203 518-437-0430	6	11	Manufacturing, wholesale and retail, professional service firms	Mark MacDonald, mjb@bgmccpa.com Kevin Cary Dean Gent
18 DeChants Fuglein & Johnson LLP ㉒ dfjllp.com	4 Avis Drive, Suite 105 Latham, NY 12110 518-785-1211	6	11	Professionals and physicians, nonprofits, construction	Diane Fuglein David Johnson
21 Michael A. Tobin & Associates CPAs P.C. <sup>2</sup> ㉓ mtobinandassociates.com	40 British American Blvd. Latham, NY 12110 518-783-3100	5	11	Manufacturing, professional service firms, nonprofits	Michael Tobin, miket@prybatobin.com
21 Sickler Torchia Allen & Churchill CPAs P.C. ㉔ stac-cpa.com	4071 Route 9 Stop 1 Hudson, NY 12534 518-828-4616	5	13	School districts, nonprofits	Victor Churchill, taxes@stac-cpa.com Craig Sickler, taxes@stac-cpa.com
23 Knapek Gabriele & Bottini LLP ㉕ kgbpcpas.com	43 British American Blvd. Latham, NY 12110 518-459-5222	4	12	Contractors, professional organizations, nonprofits	Lawrence Knapek, lknapek@kgbpcpas.com Bernardi Gabriele, bgabriele@kgbpcpas.com Kevin Bottini, kbottini@kgbpcpas.com

<sup>1</sup> Listed last year as Roback Kumlander & Pehl CPAs  
<sup>2</sup> Listed last year as Pryba Tobin & Associates

### ► CLOSER LOOK

## 392

Number of full-time CPAs  
working in the Capital  
Region at the top 20 firms  
on The List

### SERVING YOUR BUSINESS

These five firms had the  
highest percentage of  
business generated by  
corporate clients:

Firm	% of business that is corporate
SaxBST LLP	95
Teal Becker & Chiaramonte CPAs P.C.	88
LCS&Z LLP CPAs & Consultants	85
Buckley Gent MacDonald & Cary P.C.	85
Cusack & Co. CPAs LLC	84

### ABOUT THE LIST

The survey area includes Albany, Columbia, Fulton, Greene, Montgomery, Rensselaer, Saratoga, Schoharie, Schenectady, Schoharie, Warren and Washington counties. Information on The List was supplied by individual companies through questionnaires and could not be independently verified in all cases by the Albany Business Review. PricewaterhouseCoopers LLP, ranked No. 5 last year, did not respond to our inquiries by deadline. The firm closed its main office in Albany in 2014. Shallo Galluscio Bianchi & Fucito CPAs, ranked No. 19 last year, also did not respond. Arthur Place & Co., ranked No. 22 last year, merged with LCS&Z in March 2014. In case of ties, companies are listed alphabetically. N.A. stands for not answered or not applicable. A \* for prior rank indicates the company was not ranked on last year's List, which was published Jan. 31, 2014.

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