

# THE BUSINESS SERVICES INDUSTRY CLUSTER IN NEW YORK STATE

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## Summary

- Business services employment grew rapidly in New York State between 1994 and 1999, increasing from 479,047 to 597,888, a growth rate of 24.8%.
- New York business services employment grew in each region of the State. Regions showing the fastest growth were the Mohawk Valley, increasing by 65.6%, Western New York, increasing by 34.5%, and the North Country, growing by 29.4%.
- New York City has the highest concentration of business services jobs, with 55 percent of all jobs in this cluster. New York City business services employment in 1999 was 330,775. New York City also dominates the professional, support and miscellaneous services sub-sectors.
- Long Island also showed substantial business services employment, with more than 83,000 workers in the cluster. The Long Island region has greater concentrations of employment than would be expected from national data in credit reporting and collection, direct mail advertising, computer rental and leasing, computer business maintenance, miscellaneous business services, legal services and accounting, auditing and bookkeeping.
- The concentration of business service jobs in New York City is interdependent with the financial service sector's strong presence in New York City.

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- The New York business services cluster includes four subsets: **professional services, support services, computer services and miscellaneous business**. Nationally, employment in the business services cluster is dominated by support services (44 percent), followed by professional services (37 percent), miscellaneous services (18 percent) and computer services (one percent). At the state level, employment in professional services (44 percent) is the largest, followed by support services (32 percent), and miscellaneous services (23 percent).

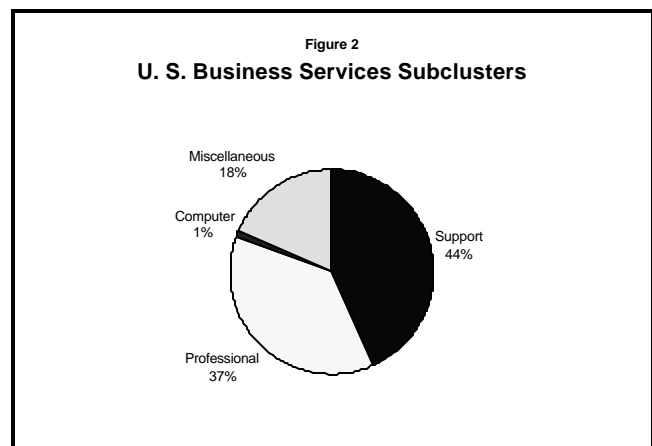
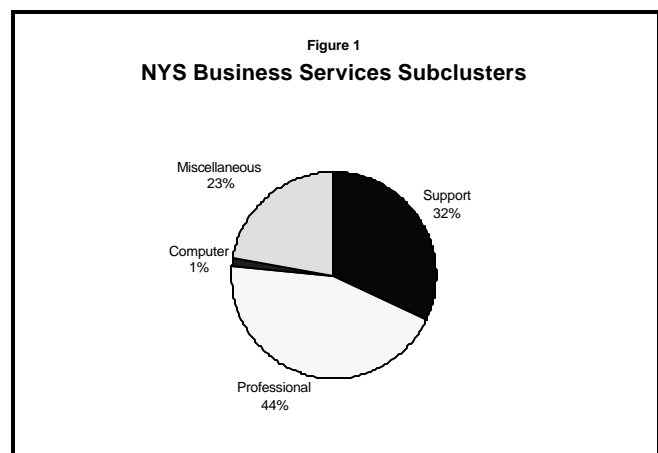
### **National Profile and Trends**

The postwar era has witnessed a major transformation of the U.S. economy, as well as those of most major industrialized countries. At times heralded as the advent of the service economy or the post-industrial economy, this transformation has involved, at the same time, reduced employment growth in manufacturing and major changes in the geography of production, major increases in the number of white collar and service sector jobs, and the rise of new service activities.

Professional services are the largest component of the Business Services Cluster in New York, accounting for over 45 percent of the total employment in the cluster. Nationwide, support services are the largest sub-sector, accounting for 44 percent of the employment, with professional services close behind at 37 percent (see Figures 1 and 2). Support services employment is growing much faster than professional services employment, however. Computer services represents less than one percent of jobs in this cluster.

### **Professional Services**

The industries that make up the professional services cluster are among the most important in the New York economy. They are export services, bringing billions of dollars into the New York economy. While no New York specific information is available, national data available through 1999 shows that the



export of these services has increased by five times since 1990. Architectural and engineering services exports, for example, rose from \$867 million in 1990 to \$4.0 billion in 1999.<sup>1</sup>

Professional services have top-level interaction with large corporate headquarters. Nearly all of the Fortune 1000 companies, for example, have their audits performed by one of the Big Five accounting firms. These companies rely on the Big Five in part because lending institutions prefer or require a recent audit by one of the Big Five as a prerequisite for extending credit. This control over audit work, in turn, creates a favorable position for tax and consulting work, because these large firms are often wary of providing privileged information to more than one outside accounting firm. Four of these five accounting firms are headquartered in New York City. With 34 of the top 100 law firms and 17 of the top 40 management consulting firms headquartered in New York City as well, this creates a top-level support network for corporate headquarters unequaled anywhere else.

### **Legal Services**

While much legal work is relatively routine and is conducted in courthouses and offices scattered across the country, the other type of legal work is more specialized -- as well as generally more profitable -- and tends to be performed by large firms concentrated in a few locations. As a result, one-third of the largest law firms in the nation are headquartered in New York City. Almost without exception, these larger firms have more attorneys handling corporate and securities matters than are involved in standard litigation. Other specialties include banking and commerce and tax law.

### **Accounting**

As previously mentioned, the accounting industry is dominated by five large firms - Arthur Andersen, Deloitte & Touche, Ernst & Young, KPMG Peat Marwick and PriceWaterhouseCoopers. These firms represent nearly 85 percent of the revenues generated by the nation's largest accounting firms. The "Big Five" are growing more rapidly internationally than domestically. They have followed the Fortune 500 companies as the businesses they audit expand overseas. In addition, they have increased their share of the international audit business.

The Big Five maintain a significant presence in New York City, although that presence is now part of a global industry. In 1999, these five firms employed over 16,600 professionals in the New York City. Two-thirds of the professionals employed by the Big Five are involved in the purely audit and accounting side of the business, including taxes. The rest of them work in management consulting. In smaller firms, the audit and accounting side of the business dominates.

### **Management Consulting Firms**

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<sup>1</sup> Mann, Michael A. and Lauren Brokenbaugh, "U. S. International Services: Cross Border Trade and Sales through Affiliates in 1998," *Survey of Current Business*, October, 2000.

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Management consulting is another area dominated by relatively few large firms. In this case, approximately 40 firms, or four percent of the total, have most of the business. Notable among the top 40 is the significant presence of subdivisions of the Big Five accounting firms.

New York, especially New York City, has the largest concentration of the top consulting firms, a total of 13 firms, including six out of the top ten. Many of the others have branch offices in the City. Chicago has the second highest concentration, with six firms, and the Boston area has five firms. Like other specialized business services, management consulting is becoming more and more international in scope. At least half of the revenues of the top 40 firms come from international business. The larger firms tend to have a higher percentage of foreign revenues. The U.S. firms dominate the market worldwide and the few large foreign companies have U.S. offices. The export of management consulting services rose from \$327 million in 1987 to \$1.9 billion in 1999.<sup>2</sup>

### **Support Services**

Support services include credit reporting/collection firms, direct mail advertising, personnel supply services, and miscellaneous business services (detective, guards and protection services). All but miscellaneous business services can be "back office" functions.

The support services sector presents several different kinds of measurement problems. Many of these activities may be captured in SIC codes other than those designated for support services because employment data is based on the SIC codes used to identify the firm's major activity. Therefore, the importance of these activities can be under-represented by SIC codes in this cluster.

Technological changes have allowed significant decoupling/relocation of front and back office operations. Support service functions can be restructured so that multiple functions can be done simultaneously, e.g. simultaneous data transfer, customer contact, and summary reports with immediate access to company and customer.

The largest concentration of call centers exists in Western New York, with Softbank Services at Buffalo, Ingram Micro at Williamsville, GE Capital at Amherst, International Data Response Corporation (IDRC) at Buffalo and Teletech at Niagara Falls. The concentration of these call centers in the region has had obvious economic benefits and has also increased the region's attractiveness to other firms that could tap into the labor pool. Several other areas, including the Capital Region, Long Island and the Mohawk Valley also have significant concentrations.

### **Credit Reporting and Collection Firms**

Credit reporting services include consumer credit reporting bureaus, credit bureaus, credit-clearing houses, investigation services and related activities. In 1997 New York State was fourth in the nation in

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<sup>2</sup>

Survey of Current Business, U. S. International Services, October 2000.

terms of establishments and fifth in terms of employment for credit reporting. Many of these activities can be done at call centers.

Companies that collect or adjust claims, other than insurance claims, are classified as collection services. Adjustment and collection services that provide credit card service with collection by a central agency are classified in the finance industry, a different cluster. In 1997 New York State was ranked number three in the nation in number of establishments and employment for adjustment and collection services.

**Direct Mail Advertising**

Direct mail advertising includes direct order, lead generation and traffic generation methods. Direct mail advertising in the US in 1996 was estimated to be \$34.6 billion, representing 23.9 percent of total spending for advertising. California leads with \$15.75 billion in advertising expenditures, followed by New York with \$9.92 billion.

**Personnel Supply Services**

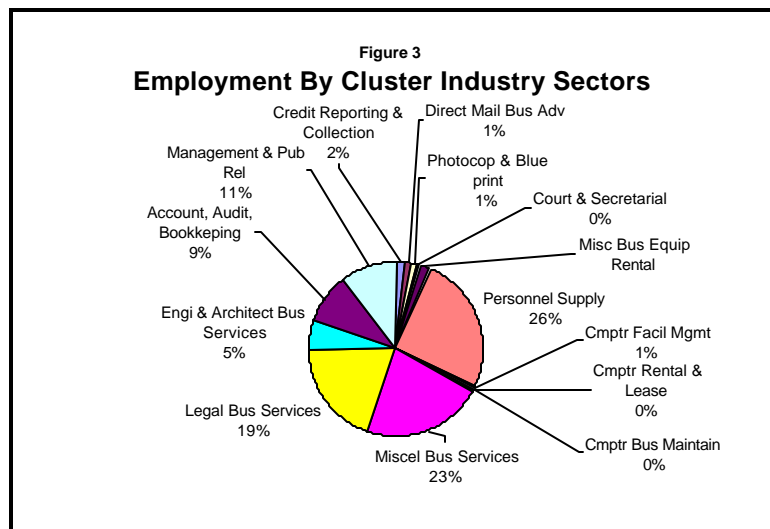
Personnel or staffing companies provide three major types of services: recruiting companies that search for particular skills and experiences; temporary help services that employ particular skills and experiences; and out source and leasing firms that assume the payroll functions of employers.

Temporary services represent about 90 percent of the jobs in personnel supply services. Since 1972 US employment in temp services has grown at an annual rate of over 11 percent, and its share of total employment has risen from less than 0.3 percent in 1972 to more than 1.8 percent in 1995, representing over 2 million employees in 1995.

**New York State Profile and Trends**

Five industry sectors account for 85 percent of the employment in New York's Business Services cluster: personnel supply services (26 percent); miscellaneous business services (23 percent); legal services (19 percent); accounting services (9 percent), and managerial/public relations services (11 percent) (Figure 3).

Table 1 shows that New York State had 6.2% of overall national business services cluster employment in 1999. New York's share of national



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employment was highest in miscellaneous business services, at more than 7.4%. The state also had 7.3% percent of national employment in professional services.

**Table 1: NYS Percentage Share of Total US Employment in Business Services by Cluster Segment: 1999**

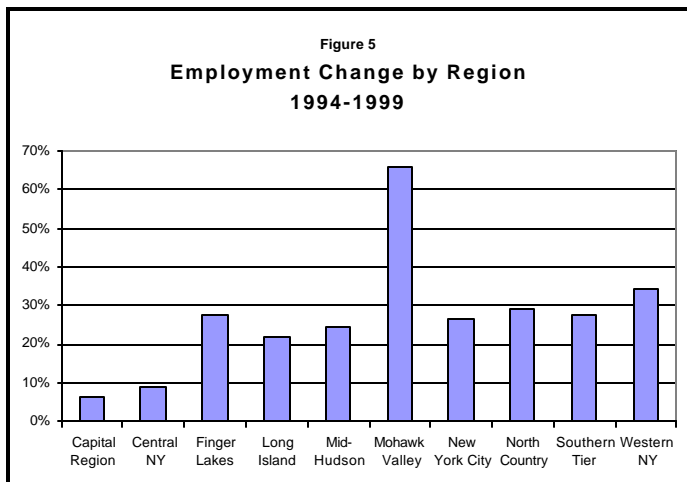
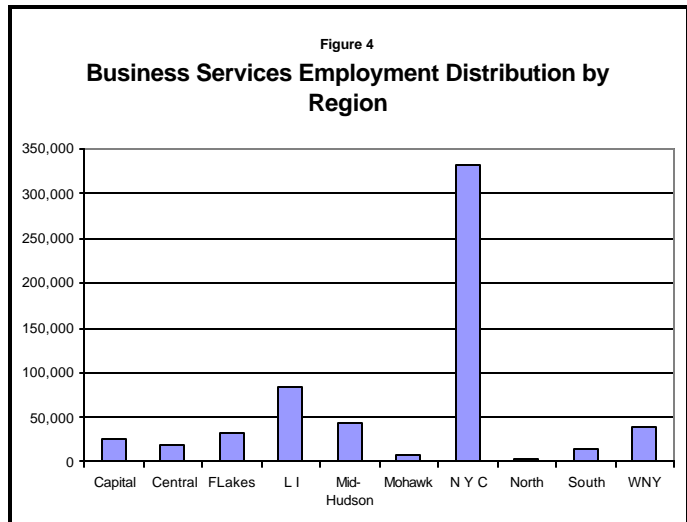
<b>Cluster Segment</b>	<b>1999</b>
Support Services	4.5%
Miscellaneous Business Services	7.4%
Computer Services	6.1%
Professional Services	7.3%
<b>Total: Business Services</b>	<b>6.2%</b>

**Regional Employment Patterns**

As Figure 4 shows, New York City dominated business services employment in 1999. Combined with Long Island and the Hudson Valley, Downstate comprises about three-quarters of all the employment in this cluster. In upstate areas, Western New York, the Finger Lakes and the Capital Region have the largest number of workers in Business Services.

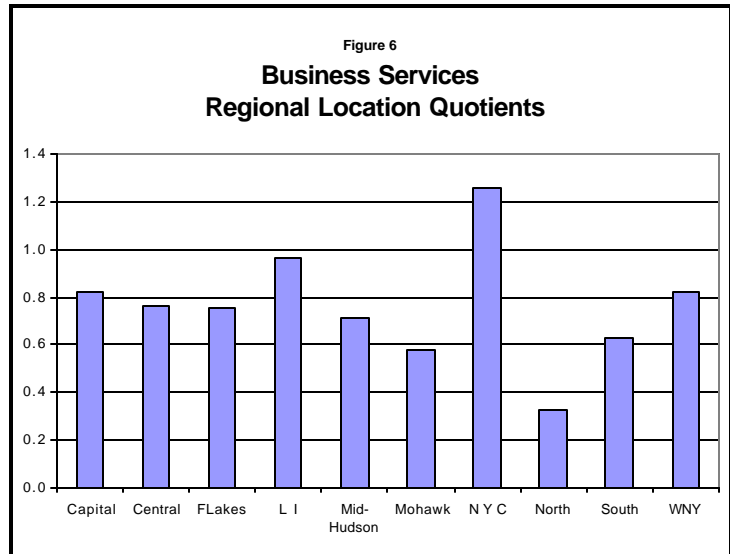
Every region of New York State showed employment growth in business services between 1994 and 1999.

- New York City saw an employment increase of 68,864. The region had significant increases in computer facilities management, management and public relations, personnel supply services and copying services.
- Long Island’s business services employment increased by 14,969. Increases in copying services, computer business maintenance,



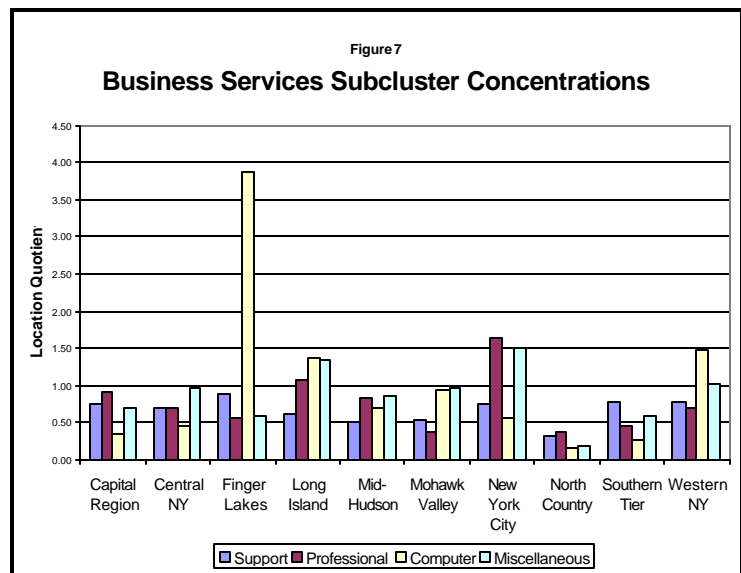
management and public relations, business equipment rental and direct mail services were most rapid.

- Western New York business services employment increased by 9,906. Credit and collection, miscellaneous business services, computer business maintenance, and court and secretarial services grew most rapidly.
- The Mid-Hudson region and a business services employment increase of 8,565. Rapid employment increases were seen in copying services, business equipment rentals, computer business maintenance and personnel supply.
- The Finger Lakes had an employment increase of 6,838. The increase was most rapid in copying services, computer facilities management, engineering and architecture, and personnel supply.
- The Mohawk Valley had an increase of 2,789. The employment increase in the Mohawk Valley was most rapid in copying, personnel supply, computer business maintenance, and miscellaneous business services.



Concentration of business services employment is greatest in New York City, which has 26% more business services employment than would be expected based on national level data. Long Island employment in business services is about equal to what would be expected from national data. Within the cluster, there are significant differences in subcluster employment patterns among the regions. Regions showing significant concentrations in business services subclusters include:

- New York City's concentration of employment in professional services is highest in the State. The region also has a substantial concentration of employment in miscellaneous business services.
- The Finger Lakes has the highest concentration of employment in computer services.
- Long Island has greater than expected concentrations of employment in professional



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services, computer services, and miscellaneous services.

- Western New York has greater than expected concentrations of employment in computer services and miscellaneous services.

### **Major Employers**

<b>Company Name</b>	<b>City</b>	<b>Line Of Business</b>
<b>New York City</b>		
Alpha Hospitality Corporation	New York	Hotel & Motel Management
Accenture	New York	Management Consulting
Argenbright Security Inc	Jamaica	Detective/armored Car Services
Armrest Security Patrol Inc	Brooklyn	Security Guard and Private Investigation
Arthur Andersen LLP	New York	Certified Public Accounting Firm
Assessment Solutions Inc	New York	Human Resources Consultant
B & H Staffing Inc	Brooklyn	Nurse Supplemental Staff Service
Bates Worldwide Inc	New York	Management Service
Bell Atlantic Corporation	Flushing	Telecommunications Services
Bell Security, Inc.	New York	Guard Services
Booz Allen & Hamilton Inc	New York	Management Consultants
Brown & Wood	New York	Attorneys
Burns Intl Sec Svcs Corp	New York	Security Guard Service
Cadwalader Wickersham & Taft	New York	Attorneys
Cahill Gordon & Reindel	New York	Law Firm
Cbs Corporation	New York	Photofinishing Laboratory
Cch Legal Information Services	New York	Corporate Legal Information Services
Chadbourne & Parke	New York	Law Office
Choice Courier Systems, Inc.	New York	Ground Courier and Facility Management
Citicorp Credit Services Inc	Long Island City	Processing Center for Bank Cards
Cleary Gottlieb Steen Hamilton	New York	Law Firm
Clifford Chnce Rgers Wells LLP	New York	Attorneys
Command Security Corporation	Jamaica	Aviation Security
Cravath Swaine & Moore	New York	Law Firm
Davis Polk & Wardwell	New York	Attorneys
Debevoise & Plimpton	New York	Attorneys
Deloitte & Touche LLP	New York	Public Accountants & Mgmt Consulting
Dewey Ballantine LLP	New York	Law Office
Elite Investigations Ltd	New York	Protective Services
Ernst & Young, LLP	New York	Public Accountants & Mgmt Consultants
Federal Aviation Adm	Jamaica	Legal Services Office
Fiduciary Special Services	New York	Tax & Accounting Service
Foster Wheeler Intl Corp	New York	Engineering Services
Franciscan Health System of NY	Bronx	Management Services
Fried, Frank Harris, Shriver	New York	Law Firm
Geneva Staffing Services Inc	New York	Temporary Staffing Agency

<b>Company Name</b>	<b>City</b>	<b>Line Of Business</b>
Hearst Corporation	New York	Creates and Manages Publishing Ventures
Holiday Statistics Inc	New York	Temporary Help Service
Hudson General LLC	Jamaica	Equipment Rental & Leasing Company
Initial Security, Inc	New York	Guard & Patrol Services
John C Mandel Security Bureau	Brooklyn	Guard Service & Monitors Security Systems
Kaye, Scholer, Fierman, Hays	New York	Law Office
Kelley Drye & Warren LLP	New York	Law Firm
Ketchum Inc	New York	Public Relations Services
KPMG LLP	New York	Public Accountants & Mgmt Consultants
Lance Investigation Service	Bronx	Protective Service & Burglar Alarms
Lansdell Protective Agency	New York	Protective Service
LCI Licensing Inc	New York	Personal Service Agent
Le Boeuf Lamb Greene & Mac Rae	New York	Attorneys
Linroc Community Services Corp	Brooklyn	Health System
Madison Group P.E.O. Inc	Long Island City	Employee Leasing
Madison Square Garden, L.P.	New York	Management Consulting Services
Medical Associates Woodhull pc	Brooklyn	Provides Health Care Physicians & Technicians
Milbank Tweed Hadley & Mccloy	New York	Law Office
O C S Security Inc	New York	Security Guard & Protective Services
Ogden Services Corporation	New York	Aviation Services, Envntl and Energy Services
Parsons Brinckerhoff Inc.	New York	Management Consulting Services
People Care Inc	New York	Temporary Employment Placement Service
Pricewaterhousecoopers L P	New York	Public Accounting Tax Management
Proskauer Rose LLP	New York	Attorneys
Raytheon Infrastructure Servic	New York	Engineering Services & Construction Mgmt
Rifkind Paul Weiss	New York	Law Firm
Rosenman & Colin	New York	Attorneys
Royal Care Inc	Brooklyn	Employment Agency
Saatchi & Saatchi N Amer Inc	New York	Direct Mail Advertising Services
Shearman & Sterling	New York	Legal Services Office
Skadden Arps Slate Meagher	New York	Law Office
Spartan Security Services,	New York	Security Services
Sullivan & Cromwell	New York	Law Firm
Summit Security Services Inc	Long Island City	Protection & Security Guard Service
T & V Rental Co Inc	Woodside	Rents & Services Televisions
Temporary Time Capital Corp	New York	Employment Agency & Temporary Help Service
Thacher & Bartlett Simpson	New York	Attorneys
Total Management, LLC	New York	Facilities Support Mgmt & Courier Service
Tri-State Employment Service,	New York	Employment Agency
UST Delivery Systems Inc	New York	Business Services Air Courier Services
Weil, Gotshal & Manges	New York	Attorneys
West Telemarketing Corporation	New York	Management Consulting Services
White & Case	New York	Law Office
Winfield Security Corporation	New York	Protective Service & Detective Agency
Winthrop Stimson Putnam Roberts	New York	Law Office
Young & Rubicam Inc	New York	Public Relations
Ziff-davis Inc	New York	Integrated Media and Marketing

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### **Company Name Central New York (Syracuse)**

<b>Company Name</b>	<b>City</b>	<b>Line Of Business</b>
Blasland, Bouck & Lee Inc	Syracuse	Engineering Services
C & S Engineers Inc	North Syracuse	Consulting Engineers
Carrier Corporation	Syracuse	Accounting/auditing/bookkeeping
Contemporary Personnel Service	Liverpool	Personnel Service and Employment Agency
Hiscock & Barclay	Syracuse	Law Office
Medical Registry of Central nY	Syracuse	Employment Agency
Morris Protective Service Inc	Syracuse	Security Service
O'Brien & Gere Engineers Inc	East Syracuse	Industrial Envtl & Consulting Engineering
Onondaga County Convention	Syracuse	Convention Center and Management Services
Phylinc Practice Management	North Syracuse	Management Firm
Practicare Medical Management	Syracuse	Billing & Bookkeeping Service
Practice Resources LLC	Syracuse	Management Service
Rapid Response Monitoring Svcs	Syracuse	Security System Monitoring Central Station

### **Mohawk Valley (Utica)**

Harza Northeast, Inc	Utica	Architects & Engineers
L B Security & Investigations	Utica	Uniformed Protective Guard Services
U S Care Systems Inc	Utica	Medical Help and Companion Service
Zogby International Inc	Utica	Market Research Consulting & Polling

### **Long Island**

Ado Staffing, Inc	Melville	Temporary Personnel Services
Advertising Distrs of Amer	Hauppauge	Direct Mail Advertising
Alcott Staff Leasing Inc	Farmingdale	Professional Employer Organization
Antares Information Tech	Hauppauge	Direct Mail Advertising Service
Aron Security Inc	Central Islip	Security Guard Service
Asr International Corp	Hauppauge	Support Services for Prime Contractors
Atc Staffing Services Inc	Plainview	Nursing Employment Agency
Brightman's Registry Inc	Babylon	Employment Agency
Business Resources Services	Jericho	Payroll Services for Affiliates
Cardholder Management Svcs	Plainview	Credit Collection
Classic Sec & Investigations	Hampton Bays	Detective/security Services
Clinical Practice Mgt Plan	Stony Brook	Practice Management Organization
Concert Service Specialists	Island Park	Security Guard Service
Donovans Armed Guard Service	Hicksville	Private Investigators and Guard Service
Elite Technical Services Inc.	Hauppauge	Temporary Employment Service
FIC Security Service, Inc.	Floral Park	Security Services Personnel Guards
Forte Food Services Inc	Manhasset	Food Service Management
Getko Group Inc	Westbury	Direct Mail Advertising
Holiday Organization Inc	Westbury	Building Management
Interpool Temporary Personnel	Hicksville	Temporary Personnel Services
Island Peer Rview Organization	New Hyde Park	Consulting Service
K-Security Guard Corporation	Bellmore	Detective/armored Car Services
Mailmen Inc	Hauppauge	Direct Mail Advertising & Computer Services
Massapequa Temporaries Inc	Massapequa	Employment Agency

<b>Company Name</b>	<b>City</b>	<b>Line Of Business</b>
NPD Group Inc	Uniondale	Tech Center
Partners Two Management Corp	Medford	Home Health Care Staffing Agency
Portfin Management Services	Melville	Debt Recovery
Propoco Inc	Lynbrook	Facilities Management Services
Quality Technical Services	Farmingdale	Employee Leasing Service
Rivkin Radler & Kremer	Uniondale	Law Office
RSM Security Inc	Elmont	Security Guard Service
Staff Builders Inc	New Hyde Park	Temporary Home Care and Nursing Services
Suburban Sec Invstgations Agcy	Smithtown	Licensed Full Service Security Agency
Syngen Solutions Inc	Dix Hills	Employee Leasing
Temporary Help Industry Svc Co.	Woodbury	Staffing Industry Funding & Support Svcs
TKD Industries Inc	Lindenhurst	Contract Packaging & Assembly Company
Watchdog Patrols	Huntington Station	Security Guard Service

### **Capital Region (Albany)**

35 Caroline Corp	Round Lake	Automobile Transport Service
Ahlstrom Machinery Inc	Glens Falls	Pulp Mill Machinery Systems Engr & Design
American Building Systems Inc	Albany	Distribution
Burns Intl Sec Svcs Corp	Latham	Security Guard Service
C T Male Associates	Latham	Engineering & Architectural Services
Clough Harbour & Assoc LLP	Albany	Multi-disciplined Engineering Firm
Colwell Salmon Communications	Albany	Telemarketing Service co
Companies of JJ Young	Albany	Temporary Help Services
Einhorn Yaffee & Prescott	Albany	Architectural & Engineering Services
Facilities Development Corp	Albany	Construction Project Management
Health Research Inc	Rensselaer	Health Service Organization
Premium Retail Services Inc	Saratoga Springs	Retail Merchandiser
Samaritan Service Corp	Albany	Management Services
Saratoga Care, Inc	Saratoga Springs	Management Services
Solomon & Solomon	Albany	Law Office
T V Data Technologies, L.P.	Glens Falls	Television Schedule Compiling Service
Whiteman Osterman & Hanna	Albany	Law Office

### **Southern Tier (Binghamton, Elmira)**

Employment Contractor Svcs LLC	Binghamton	Temporary Help Service
Hinman Howard & Kattell	Binghamton	Law Office
Imterim Hlth Care of Binghamton	Binghamton	Temporary Help Employment Service
Innovation Associates	Johnson City	Engineering & Design Service
International Bus Mchs Corp	Endicott	Information Technology Services
Telespectrum Worldwide Inc	Endicott	Telemarketing & Customer Care
Thomas Associates Architects	Ithaca	Architectural Engineering
US Verifacts Inc	Walton	Credit Inspection Services

### **Western New York (Buffalo)**

Collectcorp Corporation	Buffalo	Collection Services
E G W Associates Inc	Buffalo	Temporary Labor Contractor

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### **Company Name**

Ecology & Environment Inc  
Employee Leasing Network Inc  
Employer Service Corp  
Great Lakes Collection Bureau  
Health Research Inc  
Hodgson Russ Andrews Woods  
IDRC New York, Inc  
Integrated Personnel & Systems  
Modern Portable Toilets Inc  
North American Administrators  
Phillips, Lytle, Hitchcock  
Samco Technologies Inc  
Superior Plan Inc  
West Genesee Hotel Associates  
Western NY Contract Staffing  
Wylie Associates Inc

### **City**

Lancaster  
Batavia  
Williamsville  
Buffalo  
Buffalo  
Buffalo  
Buffalo  
Buffalo  
Model City  
Amherst  
Buffalo  
North Tonawanda  
Buffalo  
Buffalo  
Williamsville  
Buffalo

### **Line Of Business**

Environmental Consulting Testing & Engr  
Employee Leasing  
Employee Leasing  
Accounts Receivable Management Services  
Management Consulting Services  
Law Firm  
Inbound & Outbound Telemarketing Center  
Placement Agency  
Rental & Leasing of Portable Toilets  
Administrative Management Service  
Law Firm  
Business Services  
Fund Raising Organization  
Hotel Management  
Professional Employee Organization  
Employment Agency

### **Finger Lakes (Rochester)**

April Personnel Corp  
Doyle Group, Inc.  
Doyle Protective Services Inc  
F F Thompson Health System,  
Frontier Corporation  
Harris Beach & Wilcox, LLP  
Harter Secrest & Emery  
Nixon Peabody LLP  
Wegmans Food Markets Inc

Rochester  
Rochester  
Rochester  
Canandaigua  
Rochester  
Rochester  
Rochester  
Rochester  
Rochester  
Rochester

Placement Agency & Temporary Help  
General Security & Janitorial Services  
Security Guard Service  
Health System  
Accounting/auditing/bookkeeping  
Legal Services Office  
Law Firm  
Law Offices  
Management Services

### **Mid-Hudson**

American Leisure Facilities Mgt  
AT&T Corp  
B M W Machinery Co Inc  
Chicago Title Credit Services,  
Chrislex Staffing Ltd  
Concept Packaging Inc  
Fujicolor Processing, Inc  
Hastings Health Systems Inc  
Health Savers Inc  
IBM Global Services, Inc.  
Kraft Foods, Inc  
Lockheed Martin Corporation  
Malcolm Pirnie, Inc.  
Mastercard International Inc  
New York New Jersey Harbor Partners  
NRHMC, Inc.  
Phelps Community Corporation  
Prudential Residential Svcs LP  
Regus Business Centre Corp

New City  
White Plains  
Yonkers  
Kingston  
New Rochelle  
Newburgh  
Elmsford  
Poughkeepsie  
Newburgh  
Somers  
Port Chester  
Yonkers  
White Plains  
Purchase  
Pearl River  
New Rochelle  
Tarrytown  
Valhalla  
Purchase

Physical Fitness Center Management  
Accounting/auditing/bookkeeping  
Equipment Leasing Service  
Credit Reporting Service  
Staffing of Health Care Facilities  
Packaging of Nail Polish  
Photographic Finishing Service  
Health Management Service  
Management Consulting Services  
Information Technology Services  
Administrative Offices  
Electronic Engineering Service  
Consulting Environmental Engineers  
Business Association,  
Environmental Consultant  
Health Management Services  
General Medical Hospital  
Relocation Real Estate & Human Resources  
Operators of Business Suites

**Company Name**

Richard L Aronson Inc  
Seb Inc  
Telemarketing Concepts Inc  
Transamerica Leasing Inc  
Youth Resource Dev Corp

**City**

White Plains  
Pleasantville  
Yorktown Heights  
Purchase  
Poughkeepsie

**Line Of Business**

Temporary Personnel Service  
Security Guards and Private Investigation  
Telemarketing Service  
Leases Transportation Equipment  
Employment Agency Job Training

**Empire State Development  
Division of Policy and Research**

Charles A Gargano  
Chairman  
30 South Pearl St.  
Albany, NY 12245  
518-292-5300