

The BST Difference

At BST, we know that the defining factor that determines if your business advisor is valuable to your business is the distinction between what you want and what you need.

You have a vision for your business—the outcome that you want.

We have professionals with the knowledge, advice, and solutions that can get you there—the value that you need.

Pairing our people and services to your vision is all it takes to create a successful relationship. We won't offer you something that won't work with your vision, and we won't try to change your vision based on what we have to offer. Our committed team of professionals will evaluate all of the options that matter to you.

What matters to us is that you have a growing business, increased profitability, and a relationship with your business advisor that means something. And throughout our decades of service to the business community, BST has assisted closely-held companies grow and profit, municipalities prosper in an ever-evolving financial environment, and not-for-profit organizations achieve their mission-based goals.



Financial and Management Consultants

Discover the Difference



26 Computer Drive West
Albany, NY 12205
Tel: 518-459-6700 / 800-724-6700
Fax: 518-459-8492

28 West 44th Street, Suite 2010
New York, NY 10036
Tel: 212-661-8640
Fax: 212-972-7495

1520 Northern Boulevard
Manhasset, NY 11030
Tel: 516-365-7745
Fax: 516-869-8070

www.bstco.com



Specialized Services...Industry Expertise

Being a valued business advisor means providing far more than just numbers. In addition to traditional accounting and auditing services, BST offers clients a broad portfolio of financial and management consulting services, including:

- Employee Benefit Plan Design, Implementation, and Administration
- Tax Preparation, Planning, and Compliance
- Business Valuation, Economic Damage Analysis, and Litigation Support
- Fraud and Forensic Accounting
- Business and Management Consulting
- Merger and Acquisition Assistance
- Human Resource Management and Consulting
- Management and Operational Consulting Services for Healthcare Practitioners
- Government Contract Management, Auditing, and Compliance
- Estate, Gift, and Elder Care Advisory Services
- Financial Planning and Wealth Management

We serve both businesses and individuals, with a special emphasis on closely-held, family-owned businesses across the following industries:

- Construction
- Not-for-Profit
- Manufacturing
- Healthcare/Medical
- Government
- Retail and Distribution
- Professional Services
- Engineering
- Real Estate Management and Development

“Working with BST has been a rewarding and beneficial experience for me personally and professionally. BST always goes above and beyond to ensure not only my success, but my peace of mind. Every member of BST has proven they care about my company and my personal wellbeing. I couldn’t ask for a more dedicated accountant or a more committed firm.”

~ Kimberly Adams Russell, Frank Adams Jewelers

Nobody knows your business better than you do. So we make it our job to get to know you, to understand your business and to help you overcome the inevitable challenges you will face. Once we understand your goals, we can help you devise strategies to manifest your personal, business, and organizational visions. BST is recognized as one of the largest accounting and consulting firms in upstate New York; despite this achievement, our goal is a focus on service excellence, not size. The founders of our firm recognized that future success would always rest primarily

on our reputation for providing the best service imaginable at fair and competitive fees. Without exception, our managers believe that it is every team member's responsibility to contribute to the goal of providing high-quality professional service. By striving for flawless service, both the firm and our clients benefit from superior performance.

Meet Our Professionals

BST’s business model is to offer clients a wide spectrum of seasoned professionals working together under one roof, and access to advice and guidance where they need it, when they need it. We employ advisors with widespread expertise, so that we can meet the specialized needs of clients in a diligent and highly competent manner. Our staff is more than 100 strong, with nearly half holding numerous professional certifications and accreditations in specialized fields, including Certified Public Accountant (CPA), Certified Fraud Examiner (CFE), Accredited in Business Valuation (ABV), Certified Financial Forensic Analyst (CFFA), Certified Internal Auditor (CIA), Accredited Investment Fiduciary Analyst™ (AIFA), Certified Government Financial Manager (CGFM), Certified Financial Specialist (CFS), and Certified Business Appraiser (CBA).

Connect with Our Philosophy

Our philosophy is based upon the pursuit of excellence, delivery of high quality services, and respect for the individuals with whom we conduct business. The pursuit of excellence begins with BST’s recruiting and training programs and is further shaped through experience, competition, and reward. Our philosophy also includes being a good corporate citizen by giving back to the business community through the BST Foundation, and having partners and team members involved in many community and civic activities.

Our Focus: Your Success

The secret to success is no secret. It’s the people whom you choose to help you. We know where we fit in, and we know that you only want what will work for you. **For more information on how BST can make a difference for your organization, please call 800-724-6700, or visit www.bstco.com.**

“We are extremely happy with the exemplary audit service that BST has provided NYSNA over the past few years. Their consistency in staff and their leadership on the engagements have far exceeded expectations. I have experienced the expertise of BST in a number of venues and I’m never disappointed. Our partnership with BST is one we value.”
~ John Barrett, New York State Nurses Association

The Power of a Network

BST is a multi-disciplinary financial and management consulting firm headquartered in Albany, New York. The Firm is anchored by the respected accounting firm of Bollam, Sheedy, Torani & Co. LLP, CPAs, and led by some of New York state's most respected business advisors. BST provides businesses and individuals with a broad array of quality professional services, designed to meet critical needs and industry specializations.

Furthermore, BST is an independent member of The McGladrey Alliance, an extension of McGladrey & Pullen, LLP, one of the nation’s largest accounting and consulting firms. This affiliation allows us to provide the personalized, attentive service of a local firm, combined with the wide variety of technical services and technology resources available through a national firm.

