

# Key withdraws from payroll services; Clifton Park firm eager to take clients

BY BARBARA PINCKNEY  
THE BUSINESS REVIEW

**KeyBank N.A.** is exiting the payroll services business.

Therese Myers, Albany spokeswoman for Key, said the decision was part of the Cleveland-based bank's "company-wide expense review" that also has resulted in the elimination of 415 jobs in Ohio.

The announcement followed news from parent **KeyCorp** (NYSE: KEY) that third-quarter income had dropped 33 percent amid problems in the real estate and bond markets.

Key made no formal announcement about the payroll service business, which cuts payroll checks for employers of all sizes, but has stopped taking new customers and has told existing clients, individually, that it would help transition them to a new service provider.

Guy Maddalone, CEO of **GTM Tech Valley Payroll**, said the Clifton Park-based firm has heard from a few Key clients and is ready to take them on.

**'The landscape is quickly changing here, to one locally owned and operated payroll company against a few big national guys.'**

**Guy Maddalone**  
CEO  
GTM Tech Valley Payroll

He said the 16-year-old company has grown locally, to a current 30 employees, while other competitors have fallen away.

"The landscape is quickly changing here, to one locally owned and operated payroll company against a few big national guys like ADP, Paychex and Bank of America," he said.

Most Key payroll service employees are based in Bellevue, Wash., with salespeople in other markets including one in this area.

Myers could not say how many jobs may be lost as a result of the decision.