



GTM PAYROLL SERVICES PARTNERS WITH PIONEER BANK TO OFFER LOCAL PAYROLL SOLUTIONS FOR CAPITAL REGION BUSINESSES

CLIFTON PARK, NY – (March 14, 2008) – GTM/Tech Valley Payroll has partnered with Pioneer Bank to offer business payroll solutions to Pioneer's growing list of business and commercial banking services.

On the heels of Pioneer's recent branding efforts, the two companies announced the partnership at Pioneer's Branch Manager's Retreat held January 17th at Pioneer's Watervliet location. The partnership between a locally based bank, like Pioneer, and a locally focused and headquartered payroll solutions provider, like GTM, further illustrates the commitment of both organizations to support the growth of local businesses.

John Scarchilli, president and CEO of Pioneer Bank, has aptly noted that a true local business has corporate offices locally, employs local people, supports local organizations and charities, and has a business strategy that is focused on the local customer and community. "Building partnerships with local businesses by providing both banking services that are tailored to individual business needs and offering unique business opportunities, like ours with GTM, is the bedrock of Pioneer's business philosophy" says Scarchilli.

A member of the Capital Region community since 1991, GTM's successes, and future growth, is firmly rooted in the local community. "We are very pleased that Pioneer Bank has selected GTM as its partner in offering business payroll solutions to their increasing base of customers," stated Guy Maddalone, President and CEO of GTM Payroll Services. "Pioneer Bank and GTM share similar core values; both our commitment to the growth of our region and our focus on providing the best local services, technology and convenience to Tech Valley's thriving business community."

Recognized as one of Tech Valley's entrepreneurial success stories, GTM has been honored as an INC. 5000 company by *INC. Magazine*, and has ranked one of the Top 25 fastest-growing private companies in the Capital Region for five consecutive years by the *Capital District Business Review*.

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About GTM Payroll Services

Founded in 1991, GTM Payroll Services is a nationwide leader in payroll and human resource management for both business and household employers. GTM's brands include Tech Valley Payroll[®], GTM Household Employment Experts[®] (The Original Nanny Tax & Payroll Company) and A New England Nanny[®]. Privately held, GTM Payroll Services is headquartered in Clifton Park, NY. www.gtm.com

About Pioneer Bank

Pioneer Bank-*where business is personal*, is a \$750 million mutual savings bank headquartered in Troy, New York since 1889. Pioneer offers full service banking products and services to Capital Region consumers, businesses and municipalities. Pioneer is the parent company of two subsidiaries; PSB Financial Services, Inc. and Pioneer Commercial Bank. The bank currently has 15 Capital District Region offices and employs 330 staff members. www.pioneersb.com



For more information, please contact:

Lara Spendiff
Marketing Director
GTM Payroll Services Inc.
7 Halfmoon Executive Park Dr.
Clifton Park, NY 12065
(518) 881-0211
lara@gtm.com
www.gtm.com

Karen M. Huerter
Vice President, Marketing & Public Relations
Pioneer Bank
21 Second Street
Troy, NY 12180
(518) 274-4800
huerterk@pioneersb.com
www.pioneersb.com