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"LINES WERE BLURRED;  
BOUNDARIES SHOULD  
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■ NEW YORK

# BUSINESS LEADERS



## New York State Is Open for Business

**T**he Empire State. The very name connotes strength and power, vast resources and enormous wealth.

But how did New York acquire its world-famous nickname?

According to one legend, when Henry Hudson first sailed into what is now New York Harbor, he was so taken by the area's beauty and majesty he proclaimed it the "new Empire." Others believe the source of the name was George Washington, who referred to the young nation's 11th state as the "Seat of the Empire."

The origin of New York's enduring moniker may forever remain a matter of scholarly debate, but the Empire State's economic, cultural and political importance is beyond question.

New York has long been a beacon of opportunity and a global center of commerce and innovation. In good times and bad, it has

continued to attract entrepreneurs and artists, financiers and media superstars from across the U.S. and around the globe.

As CNBC's top state for education and innovation, New York is home to businesses of all types and sizes, from small startups to Fortune 500 corporations. They've been adding jobs at a near record pace – more than 500,000 in the past four years alone – taking advantage of opportunities as diverse as New York itself in educational and health services, professional and business services, and other sectors.

On the following pages, we profile several dynamic companies that are helping to fuel New York's ongoing economic growth. All are prime examples of the original thinking and intense customer focus that make New York a great place to do business year after year.

### FEATURED:

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**Envisage Information Systems, LLC**  
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As Seen In... *Forbes*, November 24, 2014

# Kings of New York

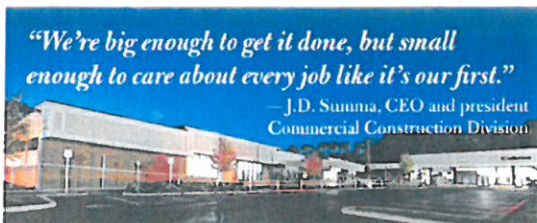
*Kings Capital Construction Group*



**K**ings Capital Construction Group has built a solid reputation from the ground up. It hasn't taken long.

J.D. Summa and his business partner, Mike Casarella, launched the company in 2009, in the depths of recession, when people said it was a crazy idea. But that timing worked out, allowing the company to begin slowly, bidding and building, developing relationships, earning the attention of local industry leaders. Today the firm serves clients throughout Greater New York. Not so crazy, as it turns out.

"We're a young company, but we're strong in collective experience and workmanship," says Summa, CEO and President—Commercial Construction Division. "We work hard every day. I'm an owner and I'm there at the table, talking with you about your project. You have access to us at all times. We are on the job sites, in the meetings, answering emails and calls - you get a high level of attention from us."



*"We're big enough to get it done, but small enough to care about every job like it's our first."*

— J.D. Summa, CEO and president  
Commercial Construction Division

## General Contractors and Site-Work Pros

Kings Capital Construction Group can build from the ground up – well, really, from *below* the ground up. The company has two divisions: general construction and site development. On the building side, there are construction management; capital improvements, ground-up construction, corporate fit-outs and commercial renovations; and masonry to facade renovation.

Switching hard hats, many projects call for earth to be broken.

Casarella is COO and

President—site development division, which prepares the way for construction, and also works as a separate operation, contracting services to others. With its own heavy machinery and trucks, Kings Capital Construction clears land; handles any demolition and rock removal needs; does the excavation; roughs in the drainage and utilities; and completes the concrete, grading and paving.



In 2014, Inc. 5000 listed **Kings Capital Construction Group** as the 644th fastest growing private company in the country, which places it as the number-one fastest growing in construction in New York.

## Proof Is in the Projects

As with any industry, repeat business is key. Summa says one of the company's early jobs was a small project for a national retail property owner. "I wanted a chance to show them what we could do. And we progressively got more and more work from them. Larger and more complex projects. All based on the level of service they got on one small job."

Those jobs add up – 28,000 square feet here, 55,000 square feet there. In five years' time, Kings Capital Construction's work has totaled about 800,000 square feet of construction. "We started with a couple of good clients, and we've built from that," says Summa. "Every project has its challenges, and it's how you tackle those challenges that sets you apart. From the top down, in this company, we have an attitude that anything can be accomplished. We're big enough to get it done, but small enough to care about every job like it's our first."

[kingscapitalgroup.com](http://kingscapitalgroup.com)

**KINGS  
CAPITAL  
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