

CENTRAL NEW YORK

# BUSINESS JOURNAL

## Couple acquires local cleaning company

BY ERIC REINHARDT  
JOURNAL STAFF

DeWITT — Frank J. Parella has switched from the connector business to the cleaning business.

Parella previously worked 18 years for PPC, a manufacturer of connectors for the telecommunications, broadcast, and wireless industries, located at 6176 E. Molloy Rd. in DeWitt. He most recently served as PPC's executive vice president and says the experience taught him how to operate a business.

"I always had a passion to own my own [business] and had been searching for some time to find the right business to own and operate," Parella says.



Parella

Now, Parella and his wife, Cynthia, have acquired Cleantec Enterprises, Inc., a 15-year old company specializing in janitorial services, carpet cleaning, window washing, and construction cleanup.

The acquisition closed June 1, Frank Parella says, declining to disclose the purchase price he paid to Joseph Battisto, Cleantec's former owner.

Parella credits his networking efforts with local attorneys, bankers, certified public accountants (CPAs), and business brokers for helping him learn of Cleantec's availability.

He found out about the company through David Trust, vice president of

Syracuse Business Advisors, LLC, who advised Battisto through the sale of his business.

Discussion about a possible sale started at the end of 2008, Parella says. In the months leading up to the June 1 closing, Parella used the time to learn about the Battisto family, how it operated the business, about the cleaning industry in general, and how the business had positioned itself in Central New York.

Cynthia Parella is the president and majority owner of Cleantec, while Frank Parella serves as executive vice president. Frank Parella declined to disclose what percentage of the company each person owns.

The company is in the process of applying for woman-owned business enterprise status with New York and anticipates being certified early next year, Frank Parella says. Cynthia Parella, who has a background in finance, handles payroll, customer payments, purchasing, and human resources, according to Frank Parella.

The Parellas used a combination of their own cash and a loan from Alliance Bank to fund the acquisition cost. Frank Parella declined to disclose the amount and other terms of the loan from Alliance Bank.

In the transaction, the Parellas acquired Cleantec's customer list, contracts and all equipment and vehicles. The Parellas also retained all the firm's employees, including Battisto.

Cleantec currently employs six full-time workers and 16 part-time employees. The company hopes to add 28 more employ-

ees by early 2010 and anticipates keeping a roughly four- to-one ratio of part-time to full-time workers.

The company is now headquartered in a 1,000-square-foot office at 6525 Kermit Lane in DeWitt and continues operating its original, 4,000-square-foot office at 64 Onondaga St. in Skaneateles.

Attorney Ronald Berger of the Syracuse law firm of Bond, Schoeneck & King, PLLC and James Pompo, a CPA with the accounting firm F.J. Pompo & Co., CPA P.C., represented Parella during the acquisition process.

Cleantec currently serves about 40 clients — mostly commercial customers, Parella says. He declined to name clients but says they include Fortune 500 companies, medical groups, government entities, places of worship, and national retailers.

Parella hopes to double the company's revenue this year, he says.

The majority of Cleantec's growth in 2009 will result from focusing on its core business areas, he adds.

The longer-term vision is to become a full-service property management company by acquiring more janitorial firms and those that focus on lawn care and snow removal.

But, as of now, Parella is keeping quiet about any local companies he might be targeting to expand Cleantec through additional acquisitions.

"I have an idea of who they are. I have not engaged in those discussions," he says. □

Contact **Reinhardt** at [ereinhardt@cnybj.com](mailto:ereinhardt@cnybj.com)