



ASHLEY TWIGGS / DAILY RECORD

Kenneth Battiato, CEO and founder of TSS Facility Services, sits on the steps of his home in Chatham. Battiato began the company after building owners noticed his work ethic while he was sweeping parking lots as a college student.

Chatham resident has swept away his competition in facility services

The job: Kenneth Battiato founded TSS Facility Services and TSS Waste Solutions while a sophomore at Fairleigh Dickinson University.

The company: Based in Union, it provides facility maintenance services, such as parking lots sweeping, cleanup, interior and exterior facility repairs, and maintenance and property inspection.

Born: Aug. 9, 1966, in Orange Hospital.

Grew up in Union and spent summers at Lake Wallenpaupack, Pa.

He keeps a home there for relaxing with his family.

Education: Bachelor's degree in business from FDU in 1988.

Head for business: As a 19-year-old, Battiato earned spending money sweeping the parking lots of a 7-Eleven and other stores in Clark.

Noticing his hard work ethic, other building owners and managers hired him, requesting additional services: everything from emptying pails to pressure washing.

Battiato had to start upgrading his equipment to keep pace with the work load.

DOSSIER

Kenneth W. Battiato, CEO and founder, TSS Facility Services, Union

Founded TSS in 1986.

What TSS stands for: Townley Square Sweeping.

Most proud of: His company's success since founding it "20 years in August," he said.

Today, his business has more than 80 employees and a fleet of more than 60 vehicles.

Company revenues are expected to top \$15 million in 2007.

"I tend to push the envelope, whether it's in business or my personal life," Battiato said.

"I wake up every day and am happy to be doing what I do. I live hard, play hard — and keep a smile on my face."

Memberships: He is active in the Morris County Chamber of Commerce; Core Net (Corporate Real Estate Network); National Association of Industrial and

Office Parks; International Council of Shopping Centers; BOMA-NJ; Downtown NJ; and The Union League Club in New York City.

He also is on the board of directors of Center Bancorp and Union Center National Bank.

Other passion: Investing in real estate.

At home: Battiato lives in Chatham Township with his wife, Robyn, and their two daughters: Julia, 5, and Emma, 3.

Spare time: He enjoys running and snow skiing.

He's also an avid reader of Clive Cussler novels.

On the tube: "Boston Legal."

On the big screen: "Caddyshack."

Favorite restaurant: Grand Café in Morristown.

On the radio: Battiato likes listening to country music, especially Kenny Chesney.

Advice to business entrepreneurs: "Find the right idea — one that makes you happy — and persevere.

Also, "find people smarter than you are."

Dossier was reported by Christine Wang, a freelance writer.