

Ken's Parkhill Roofing

A success story written by Angela Clements Cattell

Parkhill Roofing originated in the mid-1950s when Albert Romanini, a roofer for a number of years prior, decided to begin his own roofing business. The company name, Parkhill, was named after a street in Cleveland Heights, Ohio where Albert's wife, Anne, resided during her childhood. During those early years, Albert's son, Ken, would ride along in his Father's work truck and observe his Father's roofing appointments firsthand as well as learn the proper ways to treat customers. Ken soon understood that the qualities of honesty, integrity and diligence help to build trusting relationships with customers enabling a business to grow. After Albert's early death, Anne Romanini continued to run the business and Ken worked as a roofer while still in highschool. By the late 1970s, Ken Romanini and his brother-in-law took over the business as the only two employees. In December of 1992, Ken Romanini became the sole owner of the business and changed the name to Ken's Parkhill Roofing.

Ken's Parkhill Roofing specializes in repairing/cleaning older roofing and installing new roofing for both residential and commercial. As of the summer of 2015, the business has since expanded into repair and installation of gutters, siding, windows and ventilation. The business has grown from 12 employees to 21 in the last 10 years, employing both family members and qualified referrals. Both Ken Sr. and, his son, Ken Jr. are in charge of running the business.

Ken Romanini had been leasing a building in Willoughby, Ohio. He needed more space to expand his business into other areas of exterior home and building upgrades and maintenance. Plus, he wanted to have more office space, a docking area and a showroom to help increase sales even further. Ken and his staff also wanted a location that would give them more visibility, easy access to highways and be located in a safe neighborhood without being too far from their old location in Willoughby. Both Ken Sr. and Ken Jr. searched over the span of five years for a building that would meet their requirements. By the winter of 2015, they had found the perfect building listed at a reasonable price located at 26981 Lakeland Blvd., Euclid, Ohio.



Ken Romanini Sr. and Ken Romanini Jr. seen here working on various drawings.

However, Ken Sr. was especially concerned they would not be able to afford to purchase a commercial building. Being completely unfamiliar with the commercial financing process, both Ken Jr. and Ken Sr. went to various banks for assistance. According to Ken Jr., "We tried to get ideas from different banks, but nothing made sense." Eventually, the Romaninis met with Tom Hough from Civista Bank to inquire about some financing options. They needed access to capital debt. Tom then referred the Romaninis to Martin Gareau, a Business Advisor for the Small Business Development Center at Lakeland Community College who specializes in financial consulting and works closely with the SBA loan programs. The Romaninis needed help on choosing their best financing options and determining if they would qualify. They also needed assistance on understanding the commercial loan process and the application requirements.

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The Romaninis first met with Martin Gareau on May 1, 2015 via a telephone counseling session. Mr. Gareau explained some of the various financing options available for commercial lending and pointed out that the SBA 504 loan program might be the best fit for the Romaninis situation. "Marty was helpful in understanding the process of commercial lending," emphasized Ken Romanini Jr. Mr. Gareau then helped the Romaninis determine the best and most affordable loan structure as they decided to move forward with the SBA loan process. He also assisted the Romaninis on preparing the SBA 504 loan application and reviewed all necessary financials, documents and other required paperwork to ensure everything was in good order before submitting to the SBA. "Marty was easy to contact anytime whenever we had questions. He was supportive in walking us through the loan application process." said Ken Jr.

Marty continued working closely with the clients, the SBA and the bank, Civista, who was financing 50% of the loan.

By the end of June, 2015, the Romaninis obtained SBA approval for the loan to purchase their new commercial building. After 60 years of owning and operating Parkhill Roofing, the Romanini family would now realize their dream of owning the building in which the business now resides. Although already successful, the Romaninis have reached a new level of success that has given them the opportunity to grow beyond what they ever imagined. "Owning this building enables our family to continue Albert Romanini's legacy for generations to come," states Ken Jr.

Since moving into the new building in August of 2015, Ken's Parkhill Roofing now has a more professional and organized look to help improve visibility and increase sales as they are now able to showcase all of their products in a new showroom. They have expanded into new industry areas such as the repair and installation of gutters, soffits, siding, windows and ventilation. The location gives the business increased visibility along the highway and easy access to customers and applicants. They plan on hiring at least two new employees as the head into the busier summer season.



A spacious showroom allows prospective customers to view the many roofing and home exterior options.



This photo shows part of the warehouse at the new building where Ken's Parkhill Roofing is now located.

The Ohio Small Business Development Centers provide many different types of technical assistance to both small businesses and aspiring entrepreneurs at low or no cost including help on financial packaging and lending assistance. The Small Business Development Center of Ohio (SBDC) program is funded in part through a cooperative agreement with the U.S. Small Business Administration and in part by the Ohio Development Services Agency.