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Ones to Watch 2019: Nicholas Lombardi, ONE SOURCE Companies

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Nicholas Lombardi
Founder and President
ONE SOURCE Companies

Year you entered your current field? 2007

What do you consider to be your greatest professional accomplishment in the past 12 months? One of my greatest achievements was ONE SOURCE being named #824 on the Inc. 5000 list of fastest growing private companies in America. We ranked #3 out of the CT companies on the list with three-year revenue growth of 610%.

Who or what do you attribute to your success? Without a doubt, my parents. First and foremost, for instilling my work ethic and my drive and my desire to always to conduct business honestly and openly.

What advice can you offer to someone who is interested in a career in your industry? "We didn't choose facility management, it chose us." Facility management is multi-faceted and encompasses many different skills like understanding building systems and trade specific terminology, reading construction drawings and dealing with a lot of different people. First of all, put your phone down and talk. Don't text, don't email, communicate.

The key to this business is communication.

If you have a mentor, who is it and how have they influenced your personal & professional growth? One of my mentors is my Uncle Lou Proto who introduced me to the commercial real estate industry, got me involved in tenant representation and leasing. He taught me about investment sales, brokerage work and really taught me the value of your relationships and that all you have is your reputation.