

## CALENDAR OF EVENTS

### APRIL — MAY 2007

- April 4 or 11 Eye Opener
- April 13 Brown Bag Lunch  
Is Every Day Friday the 13th with Your Staff?
- April 18 Newark Insiders Forum  
Marketing Newark as a Destination
- April 26 Regional Economic Summit
- May 2 Spirit Cruise/Business Card Exchange
- May 11 Brown Bag Lunch  
Adding Polish That Builds Profits
- May 17 or 18 Transportation Awards Breakfast
- May 31 Let's Do Lunch at Theatre Square Grill

#### SAVE THE DATES

- September 24 Outing at Roxiticus Golf Club
- September 25 Biz Expo

For more detailed information or to register for NRBP's 2007 events, please visit [www.newarkrbp.org](http://www.newarkrbp.org). Credit cards accepted.

**\*\*Event Date and Topic Subject to Change\*\***

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## MEMBER CORNER

*If you have expertise you would like to share with members, please call (973) 242-4229 for rates and specifications.*

### Gateway Security, Inc. Takes the Lead in New and Tougher Security Officer Training Regulations

In 2004, the NJ Legislature signed the Security Officer Registration Act (SORA) into law. It updated the 1939 private investigator certification statute to accommodate today's critical physical security needs. Compliance is required by July 1, 2007. The act elevates and acknowledges the importance of private security officers' roles as first responders — eighty-seven percent of the nation's public and private entities are protected by private security officers.

Gateway Security, Inc. of Newark has always been a strong advocate for stringent security officer licensing, screening and training guidelines. When the NJ State Attorney General's office and the Private Detective Unit of the NJ State Police decided to make sweeping changes Gateway Security was at the forefront, lobbying to raise the bar for the security industry. Today, New Jersey's SORA is one of the toughest in the nation and it accurately reflects the current state of heightened vigilance in the state and nation.

"We believe that the need for well-trained private security personnel is critical. The profession is demanding and requires a commitment to excellence from both the officers and the companies that provide them," says Gateway CEO, Kurus Elavia.

The new legislation was cited by the New Jersey Domestic Security Preparedness Task Force in its 2004/2005 Progress Report as legislation that augments its efforts. Indeed, the act provides for 40 hours of training that covers terrorism, gangs, suicide bombers, emergency response, incident command, basic first aid and more. The courses must be taught by instructors certified by the NJ State Police and are designed to create a private security force that can serve in a supporting role to the law enforcement community.

For Gateway Security, SORA is a strong starting point. "We see SORA's 40 hours of training for every officer as a mandatory minimum; we will be going well past it" says John Hook, Gateway Security's new director of compliance and professional standards and a former lieutenant and 30-year veteran of the NJ State Police force.

Traditionally, the security industry has been plagued by companies that enter into lowest price bidding wars and operate at minimum standards. Consequently they keep screening and training efforts to a minimum. The industry also suffers from high turnover rates as a direct result of low wages and lack of career paths.

Gateway Security, Inc. has always differentiated itself by excelling at training and providing far more than laws required. "We have found that providing training, career paths, job flexibility and benefits to workers, we quickly minimize turnover, maximize quality and maintain strong, long term client relationships," says Elavia.

Gateway Security, Inc. delivers premium frontline services such as physical security, customer relationship, and parking management to the region's three major airports, largest healthcare facilities, many Fortune 50 companies and international real estate management companies. *Inc. Magazine* recognized Gateway Security as the Fastest Growing Urban Company for three consecutive years. In 2004, Gateway Security was named the *New Jersey Family Business of the Year* by the Rothman Institute Family Business forum at Fairleigh Dickinson University.