


FINALISTS: 2007 Ernst & Young Entrepreneur Of The Year®

BUSINESS SERVICES FINALIST: KURUS ELAVIA Gateway Security, Inc.



Kurus Elavia is the CEO of Gateway Security, Inc. After earning a business degree from India's Bombay University, Kurus moved to Newark and launched his career at Gateway in 1987.

Starting as a security guard, Kurus steadily increased his responsibilities until in 1999 he was appointed Gateway's chief operating officer by Louis Dell'Ermo, the company's founder and owner. As the first non-family member to be an executive, Kurus committed to double Gateway's revenues within two years—or else resign from the company. Two years later, Gateway's revenues had tripled.

Under Kurus' leadership and vision, Gateway has expanded its scope of services far beyond a security guard compa-

ny, positioning itself as a trusted service advisor. Kurus' credo: "If we cannot do it for you, nobody can do it for you."

Kurus keeps a hand in all company decisions, ranging from the corporate logo to employee hires. Happy clients' word-of-mouth endorsements have expanded the company's reputation and that goodwill has led to revenues exceeding \$60 million.

In 2006, Kurus was named CEO. He still carries a picture of himself and Mr. Dell'Ermo that was taken while he was a rising star. It was given to him "for a job well done." Kurus conveys that pride in job ownership to his current team, an important consideration in an industry with employee turnovers of 600%. Under Kurus, Gateway's turnover rate is one-tenth the industry average.

With outside-the-box think-

ing and a philosophy of change based on smart growth, Kurus is securing Gateway's on-going prosperity.

