

# Gateway Security: Newark's Loyal Award-Winning Employer

Gateway Security Inc. is a company founded in Newark nearly 30 years ago to serve the city's business community and provide a future for its employees (many of whom are residents of Newark). Gateway Security was recognized as the Fastest Growing Urban Company for three consecutive years by Inc. Magazine. Other similarly successful firms have long ago left the city, but Gateway, now employing more than 4,000 residents from Newark and surrounding communities, remains steadfastly loyal to our great city of Newark.

"This is our home town, we believe in this community and its people - they have made us a success," says Chairman Louis Dell'Ermo. "Newark provides us with, a friendly business environment, great public trans-



portation and a hardworking motivated pool of service employees and that's just the right combination for our company's success."

Gateway Security delivers premium security and customer relationship services to the region's three major airports, largest healthcare facilities, many Fortune 50 companies and international real

## *Committed to our Community*

estate management companies. The company is known in the industry for its superior customer service, expert recruitment, security training and retention of its employees. In 2004, Gateway Security was named the New Jersey Family Business of the Year by the Rothman Institute Family Business forum at Fairleigh Dickenson University.

"We're so much more than an employer, we build careers," says Gateway CEO Kurus Elavia, who was lauded this month as an Ernst and Young 2007 Entrepreneur of the Year Finalist. Elavia is proof of the company's commitment to the city and its people. He started at Gateway Security as a Security Officer in 1988 and has risen through

the ranks to become its CEO.

"I want to replicate my career advancement for every dedicated employee at Gateway Security," says Elavia. Gateway Security sees its core competency as training people for life long careers in security services.

Gateway Security successfully lobbied the State Legislature for new, more rigorous certification of private security officers, now known as the Security Officer Registration Act or SORA - one of the most comprehensive certifications in the country. "This involves more hours of training for employees and provides them with a valuable certification," says John Hook, Director of Compliance and Professional Standards.

"Gateway has worked hard to elevate private security officer to a respected profession, delivering more value for our community, our clients and our employees."

Gateway Security views SORA's new regulations as a mandatory minimum and goes well beyond that in their training courses. "That's what makes the difference between Gateway Security and others in our industry, we want to be an employer of choice -- and our numbers prove it. We have the lowest turnover rates in the industry, our employees know they have potential for advancement and a life-long career they can take great pride in," says Elavia, "just as we take great pride in being a life long citizen of Newark, it is simply the best place for Gateway Security."