



Profile #281000

## CONFIDENTIAL EXECUTIVE SUMMARY

**TYPE:** Value-Added Security and Protective Services

**LOCATION:** United States

**DESCRIPTION:** **Multi-faceted security services company to a diverse base of manufacturing, industrial, maritime, and government customers across fourteen states.** Services include physical protection (armed and unarmed guards), electronic security, disaster recovery security, executive protection, investigations, residential/resort community security, as well as tailored security solutions designed to address clients' unique requirements. Private sector contracts comprise approximately 50% of revenues, Federal government contracts 30% to 40% of revenues, and state and local government contracts comprise the remaining 10% to 20%.

**POTENTIAL:** **The Company is well-positioned for the next level of growth.** The Company has long-term relationships with a number of well-known clients and enjoys significant repeat business. These customer relationships can be further leveraged to expand the Company's geographic footprint through organic growth and acquisitions. The Company has global security capabilities and the ability to be a one-source security solution provider to its clients. The Company's ability to rapidly mobilize and deploy security personal to anywhere in the country to support emergency and disaster recovery operations is unique, with existing contracts that kick in automatically in the event of an emergency or disaster.

**FACILITIES:** Company has office facilities in eleven locations. Two of the Company's locations are owned by a separate entity controlled by the shareholders. The remaining locations are leased.

**EMPLOYEES:** The Company has 1,200 to 1,500 employees, most of whom are security guards. Key management will remain with the Company. Owners are active in the business but not critical to customer or vendor relationships. Owners will consider a minority position.

**HISTORY:** When the Company was acquired by the current owners, it had been operating for 30+ years under another name. The current owners subsequently rolled other guard service companies into the Company. The Company is structured as an S-Corporation.

**FINANCIAL:** Company financials are Reviewed in 2005-2006 and compiled or internal in other years.

(\$millions) FYE 12/31	2008 Projection	10/31/08 YTD 10 Months	2007	2006	2005
Revenue	38.7	28.8	44.1	36.7	14.7
EBITDA (unadjusted)	2.9	2.3	2.8	1.7	.5
EBITDA (adjusted)	3.6	2.8	3.5		

**PRICE:** Indications of interest are being considered.

**REASON:** Company is ready for the next level of organic growth and acquisitions.

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