

**T H E L I S T**

Compiled by Sean McFadden and Joe Halpern  
617-316-3232, smcfadden@bizjournals.com

# THE LARGEST SECURITY FIRMS IN MASSACHUSETTS

RANKED BY TOTAL NUMBER OF SECURITY GUARDS IN MASSACHUSETTS AS OF DEC. 1, 2016

Firm name/Prior rank (*unranked in 2016)/URL	Mass. address/Phone	Total Mass. guards	Full-time guards	Part-time guards	No. of Mass. client accounts served in 2016	Types of properties serviced	Top local executive(s)
<b>1</b> Allied Universal Security Services <sup>1</sup> <a href="http://aus.com">aus.com</a>	56B Roland St., Charlestown, MA 02129 617-587-3500	4,523	3,424	1,099	800	Health care, commercial real estate, higher education, defense & aerospace, residential communities, manufacturing & industrial, chemical/petrochemical, government	David Silvey, Senior regional vice president
<b>2</b> Northeast Security Inc. <sup>3</sup> <a href="http://necsecurity.com">necsecurity.com</a>	265 Washington St., Westwood, MA 02090 617-739-1500	1,743	1,322	421	201	Commercial real estate, education, health care, manufacturing & distribution	John Hennessey, President
<b>3</b> G4S Secure Solutions (USA) Inc. <sup>5</sup> <a href="http://g4s.com/us">g4s.com/us</a>	281 Winter St., Waltham, MA 02481 781-425-6800	690	552	138	41	Health care, high-rise, higher education, corporate campus, distribution, residential, commercial real estate, pharmaceuticals, data centers, energy, state and local government	Donald Giangioppo, General manager
<b>4</b> SecurAmerica LLC <sup>7</sup> <a href="http://securamericallc.com">securamericallc.com</a>	31 Milk St., Boston, MA 02019 617-742-3400	568	426	142	104	Commercial real estate, residential, industrial, health care, hospitality, patrol services	John Fratolillo Jr., Regional vice president
<b>5</b> United Security Inc. <sup>8</sup> <a href="http://usisecurity.com">usisecurity.com</a>	100 CambridgeSide Place, Cambridge, MA 02141 617-621-2900	310	232	78	49	High-rise & commercial real estate, lab and bio-life sciences, government, retail shopping centers, health care and education campuses	George Guilfooy, Owner, chief operating officer
<b>6</b> SOS Security LLC <sup>2</sup> <a href="http://sossecurity.com">sossecurity.com</a>	460 Totten Pond Road, Waltham, MA 02451 617-375-0005	220	145	75	70	Class A office buildings, pharma, biotech, financial, luxury retail, communications, schools, gated communities, environmental, construction, banking, private clubs, senior housing	Joseph Frawley Jr., General manager
<b>7</b> Arrow Security Co. Inc. <a href="http://arrowsecurity.com">arrowsecurity.com</a>	P.O. Box 1250, Springfield, MA 01101 413-732-6787	215	165	50	55	Any and all types of commercial properties, including medical facilities and Massachusetts state properties, warehouse to new construction	John DeBarge Sr., CEO
<b>8</b> Alliance Detective & Security Service Inc. <sup>13</sup> <a href="http://alliancesecurityservice.com">alliancesecurityservice.com</a>	930 Broadway, Everett, MA 02149 617-387-1261	200	115	85	58	Government, commercial, residential	Marianne Jenkins, President, CEO
<b>9</b> Risk Management Advisors Inc. <sup>11</sup> <a href="http://rmaprotect.com">rmaprotect.com</a>	800 Hingham St., Rockland, MA 02370 781-871-2500	195	155	40	NA	Executive protection & driving, armed security for government agencies, commercial & residential properties, life sciences, technology, bio, pharma, corporate investigations	William Connors Jr., President, CEO
<b>10</b> New England Security Protective Services Agency Inc. <sup>10</sup> <a href="http://newenglandsecurity.com">newenglandsecurity.com</a>	208 Broadway, Malden, MA 02148 617-322-6372	166	44	122	103	Commercial real estate, shopping plazas, apartment complexes, condo, home owners association	Daniel Mailhot, President
<b>11</b> McGarr Service Corp. <sup>12</sup> <a href="http://mcgarr-service.com">mcgarr-service.com</a>	233 Needham St., Newton, MA 02464 617-783-2777	150	62	88	42	Commercial, health care, education, retail, manufacturing	Kevin McGarr, CEO; Kelly McGarr, President
<b>12</b> MSA Security <sup>14</sup> <a href="http://msasecurity.net">msasecurity.net</a>	60 Brooks Drive, Braintree, MA 02184 617-438-0521	75	15	60	25	Provides explosive detection canines and remote explosive detection screening support to government and commercial properties	Marc Murphy, Director of New England operations
<b>13</b> Elite Protective Services <sup>15</sup> <a href="http://eliteprotective.com">eliteprotective.com</a>	67 Kemble St., Boston, MA 02119 617-887-0100	42	30	12	NA	Commercial and residential real estate, corporate offices, nonprofits, property management companies	Maruta Augis, President, owner

NOTES: NA - not available.

**► CLOSER LOOK**

**\$43B**

Estimated annual revenue for the outsourced and in-house U.S. security industry

**800K**

Estimated number of outsourced security guards in the U.S.

**8,000**

Approximate number of U.S. security guard companies

**Source:** Robert H. Perry & Associates Inc. (U.S. Contract Security Industry White Paper, July 2016)

**ABOUT THE LIST**

Information was obtained from firm representatives.

Securitas Security Services USA Inc., which previously ranked No. 2, declined to participate.

1. AlliedBarton Security Services, Apollo International, and Universal Protection Service — all of which ranked on the 2016 list — have since merged to form Allied Universal Security Services.

2. SOS Security acquired Eastern Security Inc., which previously ranked No. 9, in November 2016.

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**INDUSTRY IN TRANSITION**

## Mergers and acquisitions reshape local security guard industry

Few industries have been impacted by consolidation and the transition to technology-driven services over the last decade more so than the security-guard sector. The Boston Business Journal's list of the largest security firms in Massachusetts certainly provides ample proof of that.

The BBJ list this year includes 13 firms that employed 9,097 guards in the state as of Dec. 1, 2016. By way of comparison, the 2006 BBJ list included 25 firms that employed 12,442 guards in the state. Recent consolidations in the industry have contributed to that smaller pool of participants: Perhaps the biggest move in the industry in 2016 was the merger of AlliedBarton and Universal Services of America. Last fall Allied Universal also acquired another high-ranking firm on the BBJ list — Apollo International — further bolstering its local staffing ranks, for a total of 4,523 guards in Massachusetts.

"There has been considerable merger and acquisition activity in the industry in recent years, and the combining of company cultures and operations can be a chal-

**► DID YOU KNOW?**

► The median annual salary for a security guard in Boston was \$33,172, as of Nov. 30, 2016, with a range of between \$25,905 and \$42,542, according to Salary.com.

lenging undertaking," said Steve Amitay, the executive director and general counsel for the National Association of Security Companies (NASCO). "However, consolidation creates synergies, efficiencies and standardization that are both good for the company and clients. With the growing demand for security services in the United States, both large and small contract security companies should be able to thrive."

The U.S. Bureau of Labor Statistics anticipates employment in the security guard industry will grow at 5 percent to reach about 1.15 million by 2024.

But Richard Avery, Northeast Region president for Securitas USA, which declined to participate with the BBJ survey this year, pointed out, "There are, however, some noteworthy changes within the industry that will probably affect (those employment estimates). First, as security companies merge and consolidate resources they will eliminate redundancy in order to operate more efficiently and increase profit. The result, labor will be reduced."

"Of equal importance — security companies are acquiring or contracting with 'technology' companies in order to provide a more holistic approach of balancing human presence along with technological solutions in providing security protection for clients," added Avery. "The consequence is that the reliance on direct labor (security officers) will most likely be reduced as the volume of security officers required for a client's footprint with 'technology' changes the equation."

— Joe Halpern and Sean McFadden