



SBA Success Story, exclusively from KeyBank

# Brosnan Risk Consultants

## Customer

As a decorated New York City police detective, Patrick Brosnan saw firsthand the need for security and protection beyond what police could provide.

After retiring from the force, he started a private security firm to protect banks, retailers and other businesses. The industry is crowded with agencies led by former police officers, but Brosnan had an exceptional drive and vision.

Brosnan Risk Consultants is the result of that vision. The fast-growing firm has 2,500 guards in 42 states and operates a state-of-the-art global command center in Pearl River, N.Y., that keeps employees and clients informed of security threats in real time. When a natural disaster strikes or civil unrest occurs, the company can deploy hundreds of guards in a short time to extract clients and protect assets.

## Challenge

After steady but unspectacular growth for 34 years, Brosnan has taken off in recent years following the introduction of innovations that bring advanced technology and information sharing to bear, said Chief Administrative Officer Tom Varian. “Brosnan’s unique fusion of people, processes, data and technology has been a game changer in the industry.”

“We’ve been in the right place at the right time with what our clients need,” Varian said. “They’ve been very responsive to the advantages we offer and that’s been responsible for the enormous growth.”

With that growth came a capital crunch. Brosnan needed to hire and train hundreds of new employees to meet demand before revenue from the additional contracts came in.

## Success summary

**Company:**

Brosnan Risk Consultants

**Industry:**

Security

**Business challenge:**

Capital needed to support rapid growth

**Loan purpose:**

Hiring and infrastructure

**Loan solution:**

10-year, SBA 7(a) loan



“A good relationship with a bank is absolutely crucial to getting ahead.”

– **Tom Varian, Chief Administrative Officer, Brosnan Risk Consultants**

## Solution

Brosnan needed a lender that would be creative in its approach, particularly in regard to the term of the loan. Because revenue lags behind expenses in the security business, the company needed a longer-term loan than typical or it would face a working capital shortage that would inhibit its growth.

After negotiating with other banks, which were unable to come up with the appropriate terms, Brosnan met with KeyBank. KeyBank took the time to understand the fiscal nature of the business and to devise a tailored solution: a Small Business Administration (SBA) 7(a) loan. The loan program offers longer terms than conventional lending alternatives which met Brosnan's specific needs and circumstances.

KeyBank also provided a SBA Express Line of Credit to help with working capital and a high-limit purchase card for use in emergency scenarios where Brosnan has a great deal of up-front expenses, such as responding to a natural disaster.

**To learn more, contact a local KeyBank Relationship Manager or visit [key.com/smallbusinesswellness](https://key.com/smallbusinesswellness)**

**To learn more about Brosnan Risk Consultants, visit [brosnanrisk.com](https://brosnanrisk.com)**

## Results

Armed with capital from the loan, Brosnan has continued to add to the number of states in which it operates and to the types of services it offers.

“The emergency response service is growing exponentially and is propelling the business into the international space,” Varian said. “And KeyBank will certainly be part of the company's growth.”

“I am confident our relationship with KeyBank is going to be in place for years to come and it's because of the people and the relationships that we have,” Varian said.

