



Louisiana Small Business Development Center Greater New Orleans and Bayou Region

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Serving Jefferson, Orleans, Plaquemines, St. Bernard, St. Charles, St. James,
St. John the Baptist, Terrebonne, Lafourche and Assumption Parishes

Merchants Security Services, Inc.

2237 N. Hullen Street, Suite 103, Metairie, LA 70001

www.merchantssecuritysvcs.com



Merchants Security Services is a full service security guard service established in 1983. Merchants Security adapts custom security solutions to suit the unique needs of each individual client.

LSBDC GNOR Client Services

- Assisted client in structuring financial package to purchase the business
- Secured \$473,000 financing
- Over 35 hours of individual counseling and preparation including business continuity training

Economic Impact

- 85 jobs retained
- 10 new jobs created
- Annual revenues increased 40%

Eric Amerland, a Loyola University graduate in Criminal Justice and Law Enforcement Administration and Capital One Bank customer, had worked in the business for several years, managing the business for its absentee owner. In January 2011, Eric was negotiating the owner's offer to buy the business, but had only \$10,000 to invest and essentially no collateral. Eric was referred to LSBDC GNOR.

An LSBDC consultant worked intensively with Eric over the next 5 months, reviewing historical financials, helping to update the company's pro forma and debt service coverage. LSBDC also helped identify loan sources and ultimately helped Eric structure the financing, involving the seller and several lenders.

The sale closed in July 2011 with 4 loan closings in one day! The business retained 85 jobs. Eric rebranded the business to Merchant Security Services.

In 2012, Eric graduated from Goldman Sachs 10,000 Small Businesses Program. In 2013 he added 10 new FT jobs and since the purchase in 2011 has increased sales 40%. In 2013 he successfully refinanced several of the loans with Capital One Bank resulting in a lower interest rate and payments.



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