

# Secure move

## Corporate security firm relocates from Manhattan to Uniondale

After being headquartered in New York City for more than two decades, Long Islander Michael Sapricono decided to move his international security company closer to home.

So in December, Sapricono's firm, Squad Security, relocated from its long-time financial district neighborhood to new 2,400-square-foot digs at 50 Charles Lindbergh Blvd. in Uniondale.

The company, which specializes in corporate and personal protection as well as investigations for clients that range from small businesses to major Fortune 500 firms, also has offices in Los Angeles and London. Sapricono said moving his firm's headquarters from Manhattan to Uniondale won't affect its reach.

"What we have discovered over time is that clients are focused on competence, cost and commitment to 24/7 service," said Sapricono, a former detective with the NYPD. "They have never been impressed with a Wall Street address or a Manhattan location."

Sapricono's decision to relocate to Long Island began with comparing the company's cost per square foot against its rate of return. With some Manhattan office rents two or three times more expensive than comparable suburban space, he opted to shrink his rental nut.

"I simply made a decision that I don't wish to work for the landlord," Sapricono explained.

And while the rent for larger space in Uniondale represented just a 15 percent savings from his firm's smaller former office on Broad Street, there are other benefits in bringing the company to Nassau County.

Sapricono, who lives in Upper Brookville and used to drive into Manhattan for work, now saves a bundle on pricey parking garage fees, gas and tolls, not to mention his most important consideration: his time.



Photo by Bob Giglione

**MICHAEL SAPRICONO: Squad Security's clients "have never been impressed with a Wall Street address."**

"A service company like mine can easily and efficiently operate from Long Island. There is access to three airports, city-based corporate clients are a train ride away, there is ample clerical help on the Island and the Class A space allows an effective presentation of a company's core competence," Sapricono said. "The city is compelling companies like mine to ask some basic questions about cost, location, technology and market access."

Squad Security uses an extensive network of highly trained, current and former law enforcement professionals, capable of providing executive protection, investigations and all aspects of logistics, corporate and event security. Just a few weeks after the 9/11 attacks on the World Trade Center, Squad was hired by the former American Stock Exchange to bolster its security. Among its clients are Apple, Wal-Mart and Coca Cola.

Sapricono said his firm's biggest obstacle is finding the right clients – companies that recognize the many security threats that could cause harm to their business and their employees.

"There's a cost involved and you get what

you pay for," he said. "We try to be proactive and address issues before they become problems."

Some of those issues include domestic disputes that can spill over into the workplace, contentious terminations and general employee safety. Squad does a lot of security consulting work, teaching people to better observe and recognize potential problems. Sapricono mentioned the murder of 14 employees at the Inland Regional Center in San Bernardino, Calif. in December 2015 as an incident that showed unexpected vulnerability in a business environment.

"You want to be prepared," Sapricono said. "Intel is what makes everybody survive."

Though Squad employs more than 400 retired and active law enforcement personnel on an as-needed basis, Sapricono likes to think of his firm as a small business that provides personal, one-on-one attention to detail.

"We're a substantial operation but we try to do it in a little company way," he said. "I always say we're a mom-and-pop company with a hands-on feel."